

**INDIAN MARITIME UNIVERSITY**  
(A Central University, Govt. of India)

**June 2022 End Semester Examinations**  
**M.B.A (International Transportation & Logistics Management)**  
**Semester-IV**  
**Subject Code: PG22T2403**

**Subject: Purchasing & Supply Chain Management**

---

**Date: 06.06.2022**

**Max Marks : 60**

**Time: 3 Hrs**

**Pass Marks: 30**

---

**Part A – 10 MCQs (10 X 01 Mark)**

- (i) A party supplies goods or services is known as  
a) Purchaser b) Buyer c) Seller d) None of the above
- (ii) ..... is a customer who is directly connected to an organization.  
a) Internal customer b) External customer c) Neither A nor B d) Supplier
- (iii) Cleaning supplies are examples of...  
a) WIP b) MRO c) Decoupling inventory d) Semi-finished
- (iv) Where is it happening a low-stock situation or breakdown at one stage does not slow or stop operations?  
a) MRO b) Replenishment c) Decoupling inventory d) JIT
- (v) Supply management is a broader concept than purchasing. This statement is  
a) Partly true b) Fully true c) Neither partly or fully d) Absolutely wrong
- (vi) The standard general equipment involves  
a) Special design b) Semi-design c) Full design d) No special design
- (vii) Measuring and managing costs and aligning them to the business strategy related to:  
a) Strategic Management b) Supply Management c) Strategic Cost Management  
d) None of the above
- (viii) Inaccurate quantities of the products result in:  
a) Less-than perfect order b) More-than perfect order c) Neither A nor B d) Perfect customer order
- (ix) Analysing expenditure data with the purpose of decreasing procurement costs, improving efficiency, and monitoring controls and compliance are part of  
a) Market analysis b) Price analysis c) Spend analytics d) Cost leadership

- (x) Who wrote, 'The Fortune at the Bottom of the Pyramid'?
- a) Michael Porter b) Gary Hamel c) Henry Mintzberg d) C.K. Prahalad

**Part B – 5 Short Questions (05 X 02 Marks)**

- (i) How 'HR' plays as a key enabler in the purchasing process? Explain with any one HR practice followed in the present times.
- (ii) What are the four types of supply chains?
- (iii) Critically examine the 'functional activity' of the purchasing.
- (iv) What is difference between 'stock' and 'inventory'? Give two suitable examples for stock and inventory.
- (v) What is 'cross-functional'? Does/did it exist in modern organizations especially in the Covid and post-Covid times?

**Part C – 7 Long Questions-Answer Any 5 (05 X 08 Marks)**

- (i) Explain the term 'e-procurement'. What are the benefits of 'e-procurement'? How does/did the 'e-procurement' perform during pandemic times?
- (ii) "Purchasing is a process made up of all activities associated with identifying needs, locating and selecting suppliers, negotiating terms, and following up to ensure supplier performance". Comment
- (iii) Explain the process involved in the 'Procure-to-Pay' cycle.
- (iv) "Decentralized purchasing organization left it with too little leverage during pandemic times". In this regard, the global health care organization sought to secure a supply vital for PPE and a consumer-packaged-goods (CPG) firm struggled to mitigate risk in its SUPPLY BASE. What are the lessons one can be learnt from it?
- (v) How is purchasing different from supply management in modern times?
- (vi) Explain in detail how inventory becomes critical supply chain element with suitable examples from India.
- (vii) What is spend analysis? How does one conduct the spend analysis? What happened to spend analysis during pandemic times for the well-performing organization?

\*\*\*\*\*