

**BIRLA INSTITUTE OF TECHNOLOGY, MESRA, RANCHI
(END SEMESTER EXAMINATION)**

**CLASS: MBA
BRANCH: MANAGEMENT**

**SEMESTER : IIIrd
SESSION : MO/2024**

SUBJECT: MT535 PURCHASE STRATEGY, SOURCING & CONTRACTING

TIME: 3 Hours

FULL MARKS: 50

INSTRUCTIONS:

1. The question paper contains 5 questions each of 10 marks and total 50 marks.
 2. Attempt all questions.
 3. The missing data, if any, may be assumed suitably.
 4. Before attempting the question paper, be sure that you have got the correct question paper.
 5. Tables/Data hand book/Graph paper etc. to be supplied to the candidates in the examination hall.
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Q.1 (a)	Explain the Procure to Pay Process and its various steps necessary for optimization.	[05]	01	03
Q.1 (b)	Explain different types of purchase with illustrative examples.	[05]	01	03
Q.2	What is procurement policy and procedures ? Identify the important contents of a Procurement Policy.	[10]	02	03
Q.3 (a)	What are the right and wrong reasons for investing in Inventory ?	[05]	03	02
Q.3 (b)	What is LEAN Supply Chain. Identify and explain the key principles of Lean Supply Chain.	[05]	03	02
Q.4	Identify and explain the important criteria used in Supplier Assessment and Evaluation .	[10]	04	02
Q.5	Write short notes on followings.			
	(a) Techniques in Negotiation	[05]	05	02
	(b) Bargaining Procedure	[05]	05	02

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