

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

**CLASS: MBA
BRANCH: MBA**

**SEMESTER : III
SESSION : MO/2025**

SUBJECT: MT535R1 PURCHASING STRATEGY, SOURCING AND 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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		CO	BL
Q.1(a)	Define purchasing system & objectives and what are the stages of procurement process. Discuss with suitable examples.	[5] CO1	1
Q.1(b)	Explain the scope of purchasing in terms of supplier selection and evaluation.	[5] CO1	1
Q.2(a)	What is the Procure-to-Pay (P2P) process? How does an effective P2P process enhance organizational efficiency and cost control? Discuss.	[5] CO2	1
Q.2(b)	Discuss the essential components of an effective purchasing policy and what are the essential components of an effective purchasing policy.	[5] CO2	2
Q.3(a)	Explain the concept of Just-In-Time (JIT) in supply chain management. Discuss its benefits and challenges.	[5] CO3	1
Q.3(b)	How does Lean supply chain management support cost reduction and quality improvement? Discuss with Suitable examples.	[5] CO3	3
Q.4(a)	Explain supplier selection and why is it important in procurement? State two qualitative factors used in supplier evaluation.	[5] CO4	2
Q.4(b)	Explain how long-term supplier relationships contribute to better buying decisions.	[5] CO4	2
Q.5(a)	Explain how trade agreements help in reducing trade barriers and improving economic cooperation?	[5] CO5	
Q.5(b)	Discuss the difference between negotiation and bargaining and what are the key principles of effective negotiation in supply chain management?	[5] CO5	

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