

Roll No. ....

**57041**

**BBA 5th Semester (N.S.)**

**Examination–November, 2014**

**Purchasing and Material Management**

**Paper-bba-501**

**Time : 3 hours**

**Max. Marks : 80**

Before answering the questions, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard will be entertained after the examination.

**Note :** Attempt **five** questions in all. Q. No. 1 (Section A) is **compulsory**. From Section B, attempt **four** questions (**one** questions from each unit). All questions carry equal marks.

**SECTION A**

1. (a) Discuss the role of purchasing.
- (b) What is right time?

- (c) Explain the meaning and benefits of standards.
- (d) When should an item be made?
- (e) What are the objectives of materials management?
- (f) What is value analysis?
- (g) Highlight the importance of stores layout.
- (h) What is materials logistics?

**SECTION B**

**Unit I**

2. How can purchasing help in reducing materials cost? How is the right quantity determined?
3. Explain the importance and forms of organisation of purchase management.

**Unit II**

4. What is right quality? How is it determined? What are the benefits of right quality?

5. Explain the meaning and objectives of negotiation. What should be the qualities of a good negotiator?

### **Unit III**

6. Discuss the functions and organisation of materials management.
7. Using suitable examples, explain the advantages and process of value engineering.

### **Unit IV**

8. Explain the importance and functions of stores management.
  9. Write notes on:
    - (a) Inventory control of spare parts
    - (b) Material handling
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