

**1020**

**TERM END EXAMINATION, 2007**

**M. B. A. (M. M.) (Third Year) (Lateral)**

**PURCHASING MANAGEMENT**

*Time : Three Hours*

*Maximum Marks : 70*

**Note :** Attempt any *five* questions. All questions carry equal marks.

1. Purchasing Management is perfect and sound means your trading unit is perfect and sound. Explain.
2. Give a flowchart of purchasing organisation. What are the principles of purchasing organisation ?
3. What do you understand by Ethical Concept ? Explain along with its elements.
4. What are the Basic Options in Material Sourcing ? How to decide about 'Make or Buy' ?
5. What is market approach ? How will you do economic consideration in price making ?
6. What is the difference between price and value ? How do you explain about price negotiation ?

7. What is meant by Purchase Requisition ? What are the steps in purchasing ?
8. What do you mean by Negotiation ? Explain with its scope and characteristics.
9. What do you understand by computerisation in purchasing ? Explain its merits and demerits.
10. Define database. How to set up user's purchasing database system ? Explain.