

# Final Test Paper 5 INDIAN INSTITUTE OF MATERIALS MANAGEMENT Purchasing Management GDMM/PGDMM 3 YEARS

Instructions:

1. Answer all 50 questions. Each question carries 2 marks Total : 100 Marks
2. Duration 1 Hour.

**\*Required**

1. Email \*

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2. Name \*

*Mark only one oval.*

Option 1

3. Roll Number \*

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4. 1. The Golden Rules that will successfully carry out the purchasing effectively are :

*Mark only one oval.*

3R's

5 R's

7 R's

9 R's

5. 2. In order to consider whether an item proposed to be brought represents the best value for money. This study is known as :

*Mark only one oval.*

- Value Engineering
- Value Analysis
- Value Addition
- Value Re-engineering

6. 3. Strategic planning is a process of determining which one of the following the range of direction for an organization.

*Mark only one oval.*

- Long
- Medium
- Short
- Low

7. 4. Every step in the \_\_\_\_\_ Development Process reveals ways to reduce variation and eliminate bottlenecks.

*Mark only one oval.*

- Program
- Project
- Product
- Procurement

8. 5. A \_\_\_\_\_ Code is an independent accounting unit used for external (legal) reporting purposes.

*Mark only one oval.*

- Project
- Program
- Revenue
- Company

9. 6. \_\_\_\_\_ is a concept in ethics with several meanings often used synonymously with concepts such as blameworthiness, etc.

*Mark only one oval.*

- Responsibility
- Accountability
- Answerability
- Enforcement

10. 7. The Accountability that is answerable to the Government, Civil Servants and to the public is known as:

*Mark only one oval.*

- Administrative Accountability
- Market Accountability
- Political Accountability
- Financial Accountability

11. 8. There are \_\_\_\_\_ main groups of green consumers.

*Mark only one oval.*

- One
- Two
- Three
- Four

12. 9. One of the advantages of Decentralized Purchasing is :

*Mark only one oval.*

- Impaired Efficiency
- Operation Inflexible
- Slow procurement
- Control Over purchase is no longer

13. 10. Examples of Cross-functional teams is :

*Mark only one oval.*

- Service to society
- Implement new technologies throughout organisation
- No control on product cost
- Regulation of natural resources

14. 11. One of the function of materials management is :

*Mark only one oval.*

- Minimum co-ordination
- Optimum Maximum Expenditure
- Optimum Minimum Expenditure
- Preparing Sales Budget

15. 12. Function of Purchasing Department does not include :

*Mark only one oval.*

- Handle sub contract of low business activity
- Keep and maintain Records
- Prepare purchase budget
- Review and Standardization

16. 13. Strategic outsourcing services range from :

*Mark only one oval.*

- ADM
- MDM
- CDM
- EDM

17. 14. Overhead Costs are of \_\_\_\_\_ in Nature

*Mark only one oval.*

- Direct
- Indirect
- Variable
- Semi-Variable

18. 15. Full form of NAEB in relation to purchasing profession is :

*Mark only one oval.*

- National Afforestation & Eco-development Board
- National Association of Education Buyers
- National Association of Educational Broadcasters
- National Agricultural Education Board

19. 16. Full form of BOT in relation to business re-engineering is :

*Mark only one oval.*

- Build Own Transfer
- Bought Operate Transfer
- Bought Out Technology
- Build Operate Transfer

20. 17. Out Tasking model is suitable for :

*Mark only one oval.*

- Short Term Business Needs
- Long Term Business Needs
- Medium Term Business Needs
- Project Based Business Needs

21. 18. Full Form of VQR is :

*Mark only one oval.*

- Value Quality Rating
- Value Quality Report
- Vendor Quality Report
- Vendor Quality Rating

22. 19. Profit is an economic cost and must be considered in :

*Mark only one oval.*

- Fixed Cost Analysis
- Semi-Variable Cost Analysis
- Price-Cost Analysis
- Variable Cost Analysis

23. 20. Niche Brands are brands with :

*Mark only one oval.*

- Low Volume Share and High Price Sensitivity
- High Volume Share and Low Price Sensitivity
- High Volume Share and High Price Sensitivity
- Low Volume Share and Low Price Sensitivity

24. 21. Value Analysis is also called as

*Mark only one oval.*

- Cost Analysis
- Functional Analysis
- Variable Analysis
- Semi-Variable Analysis

25. 22. Central Excise is a \_\_\_\_\_ which is levied and collected on the goods / commodities manufactured in India.

*Mark only one oval.*

- Direct Tax
- Tariff
- import Duty
- Indirect Tax

26. 23. BPO that is contracted to a company's neighbouring / nearby country is called :

*Mark only one oval.*

- Nearshore Outsourcing
- Long shore Outsourcing
- Front Office Outsourcing
- Back Office Outsourcing

27. 24. KPO stands for :

*Mark only one oval.*

- Knowledge Power Outsharing
- Knowledge Process Outsourcing
- Knowledge Price Outsourcing
- Knowledge Price Outsharing

28. 25. This is used for forecasting the demand for a product or services for which there is no past demand data :

*Mark only one oval.*

- Survey of Buyer's Expectations
- Time Series Analysis
- Historical Analogy Method
- Program Evaluation Review Technique

29. 26. Factors affecting Price are :

*Mark only one oval.*

- Delivery Schedule
- Cost Price Analysis
- Quality
- Planning

30. 27. The Consumer Welfare Fund Rules were framed in the year :

*Mark only one oval.*

- 1994
- 1993
- 1992
- 1991

31. 28. The activity of checking goods or services to make sure that they are good is known as :

*Mark only one oval.*

- Quality Assurance
- Inspection
- Random Sampling
- Testing

32. 29. An organisation or person that provides a product or technology is defined as :

*Mark only one oval.*

- Customer
- Supplier
- Buyer
- Technician



33. 30. In Local Buying Vs National Buying, one of the advantages of National Buying is :

*Mark only one oval.*

- Disputes resolved more easily
- Lower Inventories
- Larger Capacity
- Shorter Lead Times

34. 31. Full form of JETRO is :

*Mark only one oval.*

- Japanese External Trade Organization
- Joint External Treaty Organization
- Junior Entrance Testing Organization
- Joint Electro technical Testing Organization

35. 32. One of the following factors is not used in analysing supplier performance :

*Mark only one oval.*

- Product Quality
- Cost
- Vendor Payment
- Delivery

36. 33. Develop the foundation of agreement by framing the issues is known as :

*Mark only one oval.*

- Ideology
- Polarization
- Framework
- Conceptualization

37. 34. These are not really identified as problems until they emerge from a latent state to a manifest state;

*Mark only one oval.*

- Incompatible Frames
- Conflicts
- Ambiguous Goals
- Scoping Problems

38. 35. Communication which is threatening or hostile and can do more to escalate a conflict than it can to defuse it, is referred to as :

*Mark only one oval.*

- Inflammatory Statement
- Inflammatory Media
- Inflammatory Motives
- Inflammatory Stereotypes

39. 36. Especially troublesome wherein an individual or a small group routinely makes decision which favour their interests over the larger interest of society is known as :

*Mark only one oval.*

- Complexity Muddle
- Vested Interests
- Dictatorial Process
- Excluded Parties

40. 37. An escalation which intensifies conflicts to the point where the parties use all available resources to protect their interests is known as :

*Mark only one oval.*

- Stalemate
- Emotions
- Extremists
- Polarization

41. 38. Parties sometimes attempt to negotiate an agreement when one or more key parties is not ready, is known as :

*Mark only one oval.*

- Prejudice
- Discrimination
- Upheaval Conflicts
- Poor Timing

42. 39. One of the following is not a negotiation strategy / tactics :

*Mark only one oval.*

- Big Fish
- Bluff
- Better Offer
- Defense

43. 40. One of the following is a strategy / tactics of negotiation :

*Mark only one oval.*

- Deterrence
- Brooklyn Optician
- Defense
- Subversion

44. 41. A foreign buyer applies for issuance of a letter of credit from the buyer's bank to the exporter's bank and therefore is called as \_\_\_\_\_ and exporter is called the \_\_\_\_\_.

*Mark only one oval.*

- Applicant, Beneficiary
- Beneficiary, Applicant
- Bill of Exchange, Promissory Note
- Promissory Note, Bill of Exchange

45. 42. Full form of LVO is :

*Mark only one oval.*

- Limited Verification Option
- Limited Visual Option
- Low Value Order
- Light Vehicle Operation

46. 43. One of the following is not a purchase order

*Mark only one oval.*

- Regular Purchase Order
- Blanket Purchase Order
- Standing Purchase Order
- Closed Purchase Order

47. 44. Full form of EDI :

*Mark only one oval.*

- Employment Data of India
- Electronic Data Interchange
- Enforcement Directorate of India
- Enrolment Department of India

48. 45. A written agreement under which a property owner allows a tenant to use the property for a specified period of time and rent.

*Mark only one oval.*

- Lessor
- Lessee
- Leasing
- Liaisoning

49. 46. The Headquarters of DGS&D is located at :

*Mark only one oval.*

Mumbai

Delhi

Chennai

Kolkatta

50. 47. For overseas purchases, the DGS&D has its office called India Supply Mission located at :

*Mark only one oval.*

London

New Jersey

Paris

Ontario

51. 48. In India, Public Sector Undertaking is a government owned corporation and owns a majority of its equity, with a share of \_\_\_\_.

*Mark only one oval.*

49%

50%

52%

51%

52. 49. The CVC Commissioner is appointed by :

*Mark only one oval.*

The Chief Justice of India

The President of India

The Prime Minister of India

The Home Minister of India

53. 50. The full form of NRM is :

*Mark only one oval.*

- Natural Resource Management
- New Refinery Management
- National Resource Management
- New Rational Management

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