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PART C
(Answer *ANY TWO* questions)

(2 x 10 = 20)

- IX. What is the relationship between the growth in worldwide competition and the evolution of the supply chain concept? Give a brief account of the history of logistics.
- X. Explain the procedure of transport and carrier selection. Why is it carried out and what are its major characteristics?
- XI. What is performance bench marking? Why is it increasingly being used when establishing purchasing performance goals and objectives?



MBA (C) III/11.14.1055

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A

MBA (FT)/MBA (IB) DEGREE III SEMESTER EXAMINATION NOVEMBER 2014

SMS 2311/SMI 2309 SUPPLY CHAIN MANAGEMENT
(2012 Scheme)

Time: 3 Hours

Maximum Marks: 50

PART A
(Answer *ALL* questions)

(5 x 2 = 10)

- I. (a) What are some of the primary skills that purchasing and supply chain managers will need to be successful in the future?
- (b) What is a lean supply chain? Explain the three primary elements of a lean system.
- (c) How can a buyer utilize ISO 14000:2004 to improve supplier environmental performance?
- (d) What are the most important reasons for pursuing worldwide sourcing today?
- (e) Discuss the logic behind maintaining multiple suppliers for each purchased item.

PART B
(Answer *ANY FIVE* questions)

(5 x 4 = 20)

- II. What are the risks to buyers associated with each of the different types of contracts (fixed-price, incentive, and cost-based contracts)?
- III. Why is negotiation such an important part of the purchasing process? What information should a buyer gather about a supplier before entering a negotiation?
- IV. What is the difference between a purchase order and a blanket purchase order? What are the advantages of using blanket purchase orders?
- V. Discuss the concept of ethics? Why is the purchasing profession particularly sensitive to this topic?
- VI. Why is it important to measure and monitor supplier performance improvement over time?
- VII. Discuss the role of consortiums and group purchasing organizations.
- VIII. Why must organizations develop suppliers? Is supplier development a long-term trend or just a fad? Explain.

(P.T.O.)