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**MBA**  
**(SEM IV) THEORY EXAMINATION 2023-24**  
**PROJECT & SOURCING MANAGEMENT**

TIME: 3 HRS

M.MARKS: 100

**Note:** 1. Attempt all Sections. If require any missing data; then choose suitably.

## SECTION A

1. Attempt *all* questions in brief.

2 x 10 = 20

Q no.	Question	Marks	CO
a.	What is procurement?	02	1
b.	What do you mean by sourcing?	02	1
c.	What are the advantages of vendor rating?	02	2
d.	What is the need for measuring supplier performance?	02	2
e.	What is negotiation?	02	3
f.	What factors influence pricing decision?	02	3
g.	Define project.	02	4
h.	Briefly explain the meaning of deliverable.	02	4
i.	Write a short note on gantt chart.	02	5
j.	What is project termination?	02	5

## SECTION B

2. Attempt any *three* of the following:

3 x 10 = 30

a.	Explain purchasing, its process and R's in detail.	10	1
b.	Write a note on supplier evaluation methods.	10	2
c.	Explain the process of negotiation.	10	3
d.	Write a note on: Characteristics of project Project lifecycle	10	4
e.	Write a note on applications of PERT and CPM.	10	5

## SECTION C

3. Attempt any *one* part of the following:

1 x 10 = 10

a.	Explain the risks associated with purchasing. How a company can mitigate them?	10	1
b.	What is sourcing and how it is different from procurement?	10	1

4. Attempt any *one* part of the following:

1 x 10 = 10

a.	Explain the process of vendor development.	10	2
b.	Explain the factors affecting the selection of international supplier.	10	2

5. Attempt any *one* part of the following:

1 x 10 = 10

a.	Explain the different types of pricing strategies.	10	3
b.	What are the types of negotiation and skills required for it?	10	3

6. Attempt any *one* part of the following:

1 x 10 = 10

a.	Explain the various types of project cost.	10	4
b.	Write a note on top-down budgeting and bottom-up budgeting.	10	4

7. Attempt any *one* part of the following:

1 x 10 = 10

a.	Explain types and process of project termination.	10	5
b.	Define project scheduling and its process.	10	5