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MBA
(SEM IV) THEORY EXAMINATION 2021-22
PROJECT AND SOURCING MANAGEMENT

Time: 3 Hours

Total Marks: 100

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

SECTION A

- 1. Attempt all questions in brief. 2x10 = 20**
- a. How sourcing is different from procurement? CO1
 - b. What is purchasing cycle? CO1
 - c. Write a short note on vendor rating CO2
 - d. What are the various categories of suppliers? CO2
 - e. Discuss the objectives of pricing. CO3
 - f. Define negotiation CO3
 - g. What is activity-based costing? CO4
 - h. State the various types of projects. CO4
 - i. What is Work Breakdown Structure (WBS)? CO5
 - j. Differentiate between CPM and PERT. CO5

SECTION B

- 2. Attempt any three of the following: 10x3 = 30**
- a. Enumerate the important characteristics that a purchasing manager should possess. CO1
 - b. Explain the steps required for vendor selection CO2
 - c. Discuss the various factors which influence pricing decisions in a project. CO3
 - d. What is project life cycle? Explain the various phases of project life cycle. CO4
 - e. CO5

Activity	Predecessor	Time estimates (weeks)		
		Optimistic	Most likely	Pessimistic
A	-	4	7	16
B	-	1	5	15
C	A	6	12	30
D	A	2	5	8
E	C	5	11	17
F	D	3	6	15
G	B	3	9	27
H	E,F	1	4	7
I	G	4	19	28

(i) Identify the critical path and mean project completion time. (ii) Find the probability that the project is completed in 36 weeks.

SECTION C

- 3. Attempt any one of the following: 10x1 = 10**
- a. Discuss the key steps in purchasing procedure. Also elucidate on the 8 R's of purchase CO1
 - b. What are the various risks associated with purchasing process? What are their mitigation strategies? CO1



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4. **Attempt any one of the following:** **10x1 = 10**
- a. What procedure is followed in the evaluation and selection of supplier? Discuss in detail. CO2
- b. What is the significance of measuring the performance of Supplier? Also discuss various methods to measure their performance. CO2
5. **Attempt any one of the following:** **10x1 = 10**
- a. What are the skills needed for successful negotiation? Also highlight few Obstacles faced while negotiating. CO3
- b. What are the various pricing strategies? Discuss each one in detail. CO3
6. **Attempt any one of the following:** **10x1 = 10**
- a. Explain the process of budgeting. Also differentiate between top-down and bottom-up budgeting CO4
- b. Discuss the process of project management in detail. CO4
7. **Attempt any one of the following:** **10x1 = 10**
- a. Define project scheduling. What is its significance in businesses? CO5
- b. What is project termination? What are the types of project terminations? Also discuss the process of project termination. CO5

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