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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.
