[This question paper contains 3 printed pages]

Your Roll No. : ....

Sl. No. of Q. Paper : **671** **I**

Unique Paper Code : 6132371101

Name of the Paper : Materials Management : An Overview

Name of the Course : **B.A.(VS) Material Management, (NEP-UGCF), 2024**

Semester : I

Time : 3 Hours ***Maximum Marks : 90***

Instructions for Candidates :

(a) Write your Roll No. on the top immediately on receipt of this question paper.

(b) Attempt any **FIVE** questions.

(c) **All** questions carry equal marks.

1. Define Materials Management. Explain its meaning and scope, discussing how it fits into modern business operations. 18

P.T.O.

2. Discuss the role of Materials Management in relation to Accounting and Finance. How does it contribute to financial planning, budgeting, and cost control ? 18

3. What do you mean by ABC Analysis ? How does it differ from EOQ ? 18

4. What is a Productivity Plan ? Discuss its components and explain how materials management contributes to achieving productivity goals. 18

5. Evaluate the significance of Negotiation and Bargaining in purchasing. How do effective negotiation skills benefit the materials management process ? 18

6. Discuss the importance of Vendor Relations in purchasing. How do strong vendor relationships impact the quality, cost, and reliability of materials procurement ? 18

7. Discuss briefly the different purchasing methods used in an organization. 18

8. Write a short note on any **two**. 9×2=18

(i) Internal & External interface of Material Management

(ii) Economic Order Quantity

(iii) Total Quality Management

(iv) Vendor Rating

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