[This question paper contains 3 printed pages]

Your Roll No. : ....

Sl. No. of Q. Paper : **678** **I**

Unique Paper Code : 6132371102

Name of the Paper : Purchase Management

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. Analyze the role of a well-structured buyer-seller relationship in material management. Why is it crucial for long-term success in supply chain operations ? 18

2. Describe how the Purchase Department can contribute to the overall cost-saving initiatives in an organization. What role does strategic purchasing play in achieving these savings ? 18

3. Discuss the importance of vendor selection in the purchasing process. What factors should be considered when selecting and rating vendors ? 18

4. Discuss the importance of the terms of payment in international purchasing. Give examples of conventional terms of payment used in international trade. 18

5. Define forward purchasing and discuss its advantages and disadvantages in material management. How does forward purchasing support inventory planning ? 18

6. Describe the process of price negotiations in procurement. Compare hard bargaining and collaborative negotiation approaches in fixing prices with suppliers. 18

7. Explain the procedure of online purchasing. What are the critical steps involved, and how does this procedure differ from traditional purchasing methods ? 18

8. Write short notes on any **two** : $9 \times 2 = 18$

(i) E-Procurement System of India

(ii) Online Purchasing V/S Traditional Purchasing

(iii) Zero Stock Policy

(iv) '6 R's of Purchasing

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