

Name:	
Enrolment No:	

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2018

Course: Retail ERP & Supply Chain	Semester: V
Programme: B.Tech(CSE) Ecommerce, Retail & Automation	Course Code: CSIT 301
Time: 03 hrs.	Max. Marks: 100
Instructions: All questions in Sections A, B and C are Compulsory with internal choice in Q9 and Q11.	

SECTION A

S. No.	Question	Marks	CO
Q 1	Describe various common challenges faced by industries in ERP implementation.	4	CO1
Q 2	Discuss the benefits of implementing ERP with SCM.	4	CO2
Q 3	Analyze various scopes of Supplier Relationship Management.	4	CO3
Q 4	Discuss various reasons that SCM becomes difficulty.	4	CO4
Q 5	Describe cross docking information flow.	4	CO5

SECTION B

Q 6	Identify and discuss various steps in strategic sourcing.	10	CO2
Q 7	Illustrate the architecture of APS.	10	CO4
Q 8	Describe the information flow of Supply Chain.	10	CO4
Q 9	Explain supply chain collaboration. OR Explain SCOR Model.	10	CO4

SECTION-C

Q 10	Suppose a company could not make demand of customer and wish to go for internal production. Illustrate the business process that can integrate sales, production and procurement.	20	CO2
Q 11	A manufacturing company wish to integrate the supply chain to their production process. How do analyze the PUSH/PULL Strategy will appropriate at different level of production. OR SAP as leading vendor for SCM implementation in various industry verticals. Illustrate how the various components of SAP-SCM used for collaboration, planning and execution.	20	CO4

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SECTION A

S. No.	Question	Marks	CO
Q 1	Describe various tools and techniques used by industry for ERP implementation.	4	CO1
Q 2	Discuss various elements necessary for integrating ERP and SCM.	4	CO2
Q 3	Analyze how do the formulation of supply chain structure happens.	4	CO3
Q 4	Discuss various importance of SCM.	4	CO4
Q 5	Describe various seller substitution channels.	4	CO5

SECTION B

Q 6	Explain factors responsible for supply chain strategy.	10	CO3
Q 7	Illustrate integrated model of the supply chain	10	CO4
Q 8	Explain the effect of bullwhip in SCM.	10	CO4
Q 9	Describe three classes of e-Business application. OR Discuss Business Impact of SCM initiatives and ERP contribution.	10	CO5 CO3

SECTION-C

Q 10	Explain how the sales process, production process and procurement process integrated in a typical ERP implementation.	20	CO2
Q 11	Illustrate how supply chain integration strategy executed by industry. OR SAP is a leading ERP vendor with business package of SCM. Describe how SAP incorporated SCM features.	20	CO4 CO4