

Name:	
Enrolment No:	

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, December 2022

Course: Procurement & Supplier Relationship Management

Semester: III

Program: MBA LSCM

Time : 03 hrs.

Course Code: LSCM 8008

Max. Marks: 100

Instructions:

SECTION A
10Qx2M=20Marks

S. No.	Attempt all questions in this section	Marks	CO
Q 1	Fill in the blank & also write the full form of the following		
(a)	What is the other name of price volume model.....	2	CO1
(b)	Market share model is also known as.....	2	CO1
(c)	SPI	2	CO1
(d)	OEM	2	CO1
(e)	RFP	2	CO1
	Explain the following	Marks	CO
(f)	Reverse price analysis	2	CO1
(g)	2% of 20 Net 45	2	CO1
(h)	Blanket purchase order	2	CO1
(i)	non-compete clause	2	CO1
(j)	Learning curve	2	CO1

SECTION B
4Qx5M= 20 Marks

	Attempt all questions		
Q2	Discuss the various elements that are considered for new/existing supplier for integration?	5	CO2
Q3	Describe the various types of outsourcing in the design function?	5	CO2
Q4	Discuss the various stages in a purchasing cycle process & also draw the purchasing requisition flow diagram?	5	CO2
Q5	Define TCO & what are the steps involved in building a TCO model?	5	CO2

SECTION-C
3Qx10M=30 Marks

Q	Attempt all questions		
Q6	<p>TC enterprises receives orders from customers to produce custom-made souvenirs. The production process is highly labour intensive. For a special order from Simon, the following details have been provided to you for costing purpose:</p> <ul style="list-style-type: none"> • Labour time for the first time is 8 hours at the hourly rate @ 15 • Raw material cost would be \$ 20/unit • Overheads are absorbed based on hourly rate, estimated to be \$ 24 per unit for the first unit • At 70% learning rate is expected & orders would be 4 units first & 4 units later • TC enterprise would like a profit markup of 150% <p>Calculate the selling price per unit to be quoted for the order from Simon & also determine the profit margin from the first & second orders from Simon</p>	10	CO3
Q7	Discuss the purchasing strategy development process? What are the various steps involved in this?	10	CO3
Q8	<p>Discuss the various supplier measurement & evaluation system technique?</p> <p style="text-align: center;">OR</p> <p>Describe the traditional model of buyer supplier relationship. How is the traditional model different from the collaborative model? What are the major characteristics of the collaborative model?</p>	10	CO3
SECTION-D 2Qx15M= 30 Marks			
Q	Attempt both the questions		
Q9	<p>Define quantity discount analysis and its classifications?</p> <p>Mr. Ronald wants to purchase Lubricants from supplier for his factory. On contacting the Lubricant supplier he has been offered some quantity discounts on purchase of different amount of lubricant, the discounts are given below:</p> <p>Lubricants Price discount</p> <hr/> <p style="text-align: center;">Quotation from AVCO at specific quantities</p> <hr/> <p style="text-align: center;">1 litre @ \$85 each 3 litres @ \$ 80 each 6 Litres @ \$ 70 each 10 litres @ \$ 69 each</p> <p>Calculate the incremental cost for units mentioned below and also discuss whether the discount offered are reasonable or not</p>	15	CO4
Q10	Mr. Harry wants to purchase some nut bolts from supplier for his factory. On contacting the nut bolt supplier he has been offered some quantity	15	CO4

discounts on purchase of different amount of nut bolts, the discounts are given below:

Nut Bolts Price discounts

Calculate the incremental cost for units mentioned below

Quotation from dynamic Nut Bolts industries at range of quantities

<i>Range unit in range</i>	<i>Price per</i>
1-5	\$ 10 each
6-10	\$ 8.0 each
11-20	\$ 7.8 each
21-100	\$ 7.6 each
101-499	\$ 7.0 each
500+	\$ 6.90 each

Calculate the incremental cost for units mentioned below and also discuss whether the discount offered are reasonable or not