

K J Somaiya Institute of Management Studies and Research
Materials Management
PGDM (Operations) and MMS (Operations) 2017 - 19 – TRIMESTER IV

25 Marks

2 Hours

21st September 2018

- 1) State the 10 Principles of Material Handling with examples.
(5)

- 2) Explain in detail the process of Spend Analysis and Spend Management and the merits of this for an Organisation.
(5)

- 3) Explain in detail Value Analysis and Value Engineering and the stepwise process to be followed for doing effective VA/VE. Explain the concept of FAST with a simple example
(5)

- 4) Why is Global Sourcing gaining importance in recent times. What are the barriers to overcome for successful Global Sourcing?
(5)

- 5) What are the various stages to be followed in a Negotiation Process? State the basic concepts and techniques for an effective Negotiation between two parties.
(5)
