



Somaiya Vidyavihar

**K.J. SOMAIYA INSTITUTE OF MANAGEMENT STUDIES & RESEARCH**

**COURSE: PGDM- RM Trimester IV**

**SUBJECT: Sourcing and Merchandising Management**

**Maximum Marks: 50**

**Time : 3 Hours**

**Date : 11/09/2017**

**NOTE**

Q1 is compulsory and carries **10 Marks** .

Answer **ANY 4** from Q2 to Q 6

All Question carry equal marks (**10 Marks each**)

Q1 Discuss the following Maxims - “Over stocking is bad, while Stock-outs are worst” and “ Buy that you can sell and buy that much you can sell”

Q2 Enumerate different types of Distribution Centers. Discuss the factors while planning such Distribution Centers.

Q3 Discuss “7 Step Strategic Sourcing Framework”. Which steps are more important and why?

Q4 What are the parameters on which a suppliers are scored and assessed?

Q5 Explain different techniques of Inventory Controls used in a retail outlets?

Q6 Write Short Notes on **ANY 3** of the following

- a. Trade Credit
- b. Stock Turn
- c. Buy Back Contracts
- d. Steps in Garment Manufacturing