

**FOR THE CANDIDATES ADMITTED
DURING THE ACADEMIC YEAR 2020 ONLY)**

20UIB6E5

REG.NO

**NGM COLLEGE (AUTONOMOUS) POLLACHI
END-OF-SEMESTER EXAMINATIONS: MAY-2023**

**B.Com-International Business
VI SEMESTER**

**MAXIMUM MARKS: 70
TIME: 3 HOURS**

PART III

SOURCING & PROCUREMENT FOR INTERNATIONAL BUSINESS

SECTION – A

(10 X1 = 10 MARKS)

ANSWER THE FOLLOWING QUESTIONS

MULTIPLE CHOICE QUESTIONS

(K1)

1. A purchasing operation does not contain this classification of work?
a. Management
b. Buying
c. Follow-up and expedition
d. Marketing
2. The purchase order form is designed by _____
a. Materials Manager
b. Purchase Manager
c. Marketing Manager
d. Production Manager
3. _____ is a written order directing the contractor to make changes according to the provisions of the contract documents.
a. Change order / purchase order amendment
b. Contract order modifications
c. Contractor claim
d. Owner directive
4. The contract is signed at the end of the _____
a. Pre-award phase
b. Award phase
c. Post-award phase
d. Award cycle
5. What is the first step of project procurement management?
a. Closing and completing
b. Initiating and planning
c. Contract writing
d. Monitoring

ANSWER THE FOLLOWING IN ONE (OR) TWO SENTENCES

(K2)

6. What are the qualities of supplier?
7. When do negotiate a contract?
8. What are the reasons to search for a new supplier?
9. How to keep the Records Straight in the Procurement Process
10. What are the most crucial criteria to choose suppliers?

(CONTD.....2)

SECTION – B**(5 X 4 = 20 MARKS)****ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS (K3)**

11. a) Describe the Sourcing and Procurement Services.
(OR)
b) Relate Make Vs Buy.
12. a) Interpret Work flow in ERP System.
(OR)
b) Discuss Procurement Process.
13. a) Simplify Electronic Data Interchange (EDI).
(OR)
b) Discover the Supplier risk management.
14. a) Define Sourcing.
(OR)
b) List the two ways of Bid.
15. a) Describe the E Auctions.
(OR)
b) Examine the Acquisition Costs.

SECTION – C**(4 X 10 = 40 MARKS)****ANSWER ANY FOUR OUT OF SIX QUESTIONS.****(16TH QUESTION IS COMPULSORY AND ANSWER ANY THREE QUESTIONS FROM Q.NO: 17 TO 21)****(K4) OR (K5)**

16. Explain in detail Logistics and Warehousing.
17. Discuss Transactional Back Office.
18. Summarize Review Requisition in procurement.
19. Classify the PO Transmission Methods.
20. Examine the supplier selection and negotiation of the source of contract.
21. Determine the floating enquiries through RFP's.