

**BALLARI INSTITUTE OF TECHNOLOGY & MANAGEMENT**

(Autonomous Institute under Visvesvaraya Technological University, Belagavi)

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**Third Semester MBA Degree Examinations, May/June 2023**  
**MANAGEMENT AND ORGANIZATION BEHAVIOUR****Duration: 3 hrs****Max. Marks: 100****Note:** 1. Answer any FOUR full questions from Question No. 1 to 7.

2. Question No. 8 is compulsory

3. Missing data, if any, may be suitably assumed

<u>Q. No</u>	<u>Question</u>	<u>Marks</u>	<u>(RBTL:CO:PO)</u>
1.	a. Annotate purchasing.	03	(2 :1: 2)
	b. Describe the process of purchasing.	07	(3 :1: 2)
	c. Discuss the duties and responsibilities of purchase department/ purchasing manager.	10	(3 :1: 2)
2.	a. Paraphrase the term external Integration.	03	(2 :2: 2)
	b. Describe different types of integration where purchasing should become actively involved.	07	(3 :2: 2)
	c. Elaborate the benefits sought from the cross functional team approach.	10	(3 :2: 2)
3.	a. List any three needs of supplier's selection.	03	(2 :3: 2)
	b. Elaborate the process of supplier Evaluation and Selection process.	07	(3 :3: 2)
	c. Briefly discuss the key supplier's evaluation criteria.	10	(3 :3: 2)
4.	a. Annotate Negotiation	03	(2 :4: 3)
	b. Discuss the negotiation frame work with neat block diagram.	07	(3 :4: 3)
	c. List and explain the tactics used in the process of negotiation.	10	(3 :4: 3)
5.	a. Elaborate the importance of contract.	03	(2 :5: 3)
	b. Discuss the different types of contracts	07	(3 :5: 3)
	c. Discuss the steps to write contract agreement.	10	(3 :5: 3)
6.	a. List three Importance of Purchasing.	03	(2 :1: 2)
	b. Briefly discuss the difference between External integration and Internal integration.	07	(2 :2: 2)
	c. Discuss the skills required by Purchasing Professionals.	10	(3 :1: 2)
7.	a. Discuss any three points in importance of concessions power in negotiation.	03	(2 :4: 3)

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| b. | Identify and discuss key sourcing requirements.   | <b>07</b> | (3 :3: 3) |
| c. | Consider you as Purchase manager in ABC company and write a purchase order to XYZ company to purchase stationary items for your company office purpose. | <b>10</b> | (4 :5: 3) |

8.

### Case Study

Kartik joins a garment factory as a plant supervisor in Lucknow. He observes that the output of some workers is very low as compared to the standards set for their performance. On analyzing the reasons for the same, he finds out that a lot of time of the workers is wasted in getting the requisite materials issued from the store. Whereas on asking, the store keeper complaints that there is no harmony in the working of the production department as a whole. Every day the workers approach him at the last minute to procure different kinds of threads, laces, mirrors, buttons etc. If it is not available in the store then he has to place an order with the purchase officer. As a result, a lot of time of the workers is wasted. So, in order to integrate the various production activities, henceforth, Kartik ensures that the store keeper is informed well three days in advance about the requisite material. Consequently, the store keeper is able to keep the materials ready for the workers every morning in accordance with their requirements.

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| a. | Identify and explain the quality of management that Kartik has introduced in the working of the production department as a corrective measure to control the output of the workers. | <b>10</b> | (3 :4: 3) |
| b. | State briefly any two points highlighting the importance of quality of management identified in part (a)  | <b>10</b> | (3 :4: 3) |

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