



UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, December 2021

Course: Procurement & Supplier Relationship Management

Semester: III

Program: MBA LSCM

Duration: 3 hours

Course Code: LSCM 8008

Max. Marks: 100

Instructions: As per sections

SECTION A (20 Marks)
(Type the answers in test box)

S. No.	Attempt all questions in this section	Marks	CO
	Fill in the blank & also write the full form of the following		
Q 1	What is the other name of price volume model.....	2	CO 1
Q 2	Market share model is also known as.....	2	CO 1
Q 3	SPI	2	CO 1
Q 4	ODM	2	CO 1
Q 5	RFQ	2	CO 1
	Explain the following	Marks	CO
Q 6	Reverse price analysis	2	CO 1
Q 7	2% of 20 Net 45	2	CO 2
Q 8	Blanket purchase order	2	CO 1
Q 9	non-compete clause	2	CO 1
Q 10	Learning curve	2	CO 1

SECTION B (20 Marks)

	Attempt all questions	Marks	CO
Q 1	Discuss the various elements that are considered for new/existing supplier for integration?	5	CO 2
Q 2	Describe the various types of outsourcing in the design function?	5	CO 2
Q 3	Discuss the various stages in a purchasing cycle process & also draw the purchasing requisition flow diagram?	5	CO 2
Q 4	Define TCO & what are the steps involved in building a TCO model?	5	CO 3

SECTION-C(30 Marks)

	Attempt all questions in this section	Marks	CO
Q 1	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: <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 	10	CO 4

	<p>for the first unit</p> <ul style="list-style-type: none"> 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>																
Q 2	Discuss the purchasing strategy development process? What are the various steps involved in this?	10	CO 3														
Q 3	<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	CO 3														
SECTION-D(30 Marks)																	
	Attempt both the questions	Marks	CO														
Q 1	<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="padding-left: 40px;">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	CO 4														
Q 2	<p>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 discounts on purchase of different amount of nut bolts, the discounts are given below:</p> <p>Nut Bolts Price discounts</p> <p>Calculate the incremental cost for units mentioned below</p> <p>Quotation from dynamic Nut Bolts industries at range of quantities</p> <hr/> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; border-bottom: 1px solid black;"><i>Range</i></th> <th style="text-align: right; border-bottom: 1px solid black;"><i>Price per unit in range</i></th> </tr> </thead> <tbody> <tr> <td>1-5</td> <td style="text-align: right;">\$ 10 each</td> </tr> <tr> <td>6-10</td> <td style="text-align: right;">\$ 8.0 each</td> </tr> <tr> <td>11-20</td> <td style="text-align: right;">\$ 7.8 each</td> </tr> <tr> <td>21-100</td> <td style="text-align: right;">\$ 7.6 each</td> </tr> <tr> <td>101-499</td> <td style="text-align: right;">\$ 7.0 each</td> </tr> <tr> <td>500+</td> <td style="text-align: right;">\$ 6.90 each</td> </tr> </tbody> </table> <p>Calculate the incremental cost for units mentioned below and also discuss whether the discount offered are reasonable or not</p>	<i>Range</i>	<i>Price per unit in range</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	15	CO 4
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