

(i) Printed Pages : 2

Roll No. ....

(ii) Questions : 10

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Exam. Code : 

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**Master of Commerce 2<sup>nd</sup> Semester**

**1048**

**PRODUCTION AND MATERIALS MANAGEMENT**

**(Same for USOL Candidates)**

**Paper-M.C.-204**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

**Note :—** Answer **five** questions in all, selecting at least **one** question from each Unit. Each question will carry equal marks.

**UNIT-I**

1. 'The success or downfall of an enterprise depends upon the extent of care and accuracy with which the production function is managed'. Do you agree with the statement ? Comment.
2. Write detailed notes on the following :
  - (a) Negotiations with suppliers
  - (b) Tools and techniques of inventory control.
3. Define the term Purchasing. Why there is a need for effective purchasing ? Also discuss in detail the procedure involved in purchasing.

**UNIT-II**

4. What is Price ? Elaborate the various pricing policies adopted by firms to determine the price of products manufactured by them.

5. "Forecasting is the art of saying what will happen, and then explaining why it didn't." Elaborate this statement and explain the various methods of demand forecasting.

### **UNIT-III**

6. "Every change of location of industries involves a change in the combination of the means of production – hence a choice of location is only a variation of the general theory of substitution". Elucidate this statement.
7. 'First plan your work, and then work on your plan'. Comment upon this statement with regard to production planning and control.
8. State and explain the steps involved in PERT and CPM for project evaluation.

### **UNIT-IV**

9. Explain various factors which influence productivity and differentiate between productivity and production.
10. Write detailed notes on the following :
- (a) Synthetic time standards
  - (b) Performance rating
  - (c) Allowances.