


<b>Name:</b>	 <b>UPES</b> <small>UNIVERSITY OF TOMORROW</small>
<b>Enrolment No:</b>	

**UPES**  
**End Semester Examination, December 2024**

<b>Course: Procurement and Supplier Relationship Management</b>	<b>Semester: Third</b>
<b>Program: MBA in Logistics and Supply Chain Management</b>	<b>Time : 03 hrs.</b>
<b>Course Code: LSCM 8008</b>	<b>Max. Marks: 100</b>

**Instructions:**

**SECTION A**  
**10Qx2M=20Marks**

S. No.	All questions are mandatory to attempt	Marks	CO
Q 1	How does purchasing differ from procurement?	2	CO1
Q 2	Why is purchasing considered a strategic function in supply chain management?	2	CO1
Q 3	Define the concept of total cost of ownership in purchasing.	2	CO1
Q 4	Define purchasing internal integration and explain its importance in procurement.	2	CO2
Q 5	Identify two challenges in transitioning from adversarial to collaborative buyer-seller relationships.	2	CO2
Q 6	What are the key differences between tactical purchasing and strategic purchasing?	2	CO3
Q 7	What is supply base optimization, and why is it important?	2	CO3
Q 8	What is the primary difference between fixed-price contracts and cost-based contracts?	2	CO3
Q 9	What is the key difference between price analysis and cost analysis in procurement?	2	CO4
Q 10	Why is process mapping essential in procurement project management?	2	CO4

**SECTION B**  
**4Qx5M= 20 Marks**

Q 1	Explain the significance of internal integration within the purchasing process.	5	CO4
Q 2	Explain two scenarios where a hybrid purchasing structure is more effective than centralized or decentralized approaches.	5	CO4
Q 3	Describe the steps involved in developing an effective purchasing strategy.	5	CO5
Q 4	Identify the key factors to consider when evaluating suppliers in global markets.	5	CO5

**SECTION-C**  
**3Qx10M=30 Marks**

Q 1	Discuss the strategic benefits of managing international currency risk effectively in global procurement operations.	<b>10</b>	<b>CO5</b>
Q 2	How does international currency risk affect procurement strategies? Discuss methods to mitigate these risks in global sourcing.	<b>10</b>	<b>CO5</b>
Q 3	Discuss the role of purchasing in managing supplier quality. How do purchasing activities directly influence product quality?	<b>10</b>	<b>CO5</b>
<b>SECTION-D</b>			
<b>2Qx15M= 30 Marks</b>			
Q 1	What is the Total Cost of Ownership (TCO)? Discuss its application in procurement decisions and how it influences supplier selection and long-term supplier relationships.	<b>15</b>	<b>CO2</b>
Q 2	Define negotiation in procurement. Discuss the negotiation framework and its relevance to creating successful procurement contracts and supplier relationships.	<b>15</b>	<b>CO5</b>