

- Q.27 Define overheads. Explain different types of overheads. (CO5)
- Q.28 Write a short note on sales forecasting? What are its uses. (CO3)
- Q.29 Write the effect of advertising on sales. (CO5)
- Q.30 What is importance of Marketing? (CO5)
- Q.31 Write a short note on Inventory control. (CO3)
- Q.32 What are various types of costs? Explain each. (CO3)
- Q.33 What are factors Determining consumer behaviour in sales? (CO2)
- Q.34 Write a short note on histogram and flow chart in quality control. (CO4)
- Q.35 What is the difference between sales and marketing? (CO5)

### **SECTION-D**

**Note:** Long answer type questions. Attempt any two questions out of three questions. (2x10=20)

- Q.36 What are functions and advantages of Production planning and control? Explain each in detail. (CO2)
- Q.37 What is inspection? What are various types of inspection? Explain in detail. (CO5)
- Q.38 Explain control charts for variables & attributes in detail. (CO6)

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### **6th Sem / Auto Subject:- Production Engineering**

Time : 3Hrs. M.M. : 100

#### **SECTION-A**

**Note:** Multiple choice questions. All questions are compulsory (10x1=10)

- Q.1 Regulating the production process to ensure an orderly flow of materials is the objective of (CO4)  
 a) Production Planning b) Production control  
 c) Production Audit d) None of the above
- Q.2 The objectives of production planning and control are (CO4)  
 a) timely delivery of goods and services  
 b) improving customer satisfaction  
 c) coordinating with multiple departments to ensure that the production process is on track  
 d) All of the above
- Q.3 According to Phillip Kotler marketing is (CO6)  
 a) A science b) An art  
 c) both science and art d) none of the above
- Q.4 Item by item analysis is a (CO3)  
 a) single sample plan  
 b) double sample plan  
 c) multiple sample plan  
 d) sequential sample plan

- Q.5 The expenses paid to workers for overtime are considered as (CO5)  
 a) fixed cost      b) variable cost  
 c) dependent cost      d) total cost
- Q.6 Which among the following mentioned below is not a skillfulness of inventory control (CO2)  
 a) ABC analysis      b) FSN analysis  
 c) GOLF analysis      d) FTMN analysis
- Q.7 Which of the following comes under the category of direct expenses? (CO4)  
 a) Cost of special jig or tool  
 b) Rent of factory building  
 c) telephone bills  
 d) insurance charges
- Q.8 Variance is the \_\_\_\_\_ of standard derivation. (CO3)  
 a) square root      b) square  
 c) cube root      d) none of the above
- Q.9 Actual performance of a task is known as (CO2)  
 a) event      b) activity  
 c) duration      d) none of the above
- Q.10 N.C.P. stands for (CO6)  
 a) national productivity council  
 b) national productivity centre  
 c) national product council  
 d) national product centre

## SECTION-B

- Note:** Objective type questions. All questions are compulsory. (10x1=10)
- Q.11 Define mass production. (CO1)  
 Q.12 What is marketing management? (CO1)  
 Q.13 Define variance. (CO2)  
 Q.14 Define Productivity. (CO6)  
 Q.15 Define double sampling plan. (CO3)  
 Q.16 What is batch production? (CO2)  
 Q.17 Define variable cost. (CO3)  
 Q.18 Define estimating. (CO5)  
 Q.19 Define sales management. (CO5)  
 Q.20 Define Advertising. (CO5)

## SECTION-C

- Note:** Short answer type questions. Attempt any twelve questions out of fifteen questions. (12x5=60)
- Q.21 What are the main factors which effect productivity? (CO1)  
 Q.22 Write a short note on Flexible Manual Assembly Line. (CO4)  
 Q.23 What is Kaizen technique? (CO3)  
 Q.24 Write a short note on ISO 14000. (CO4)  
 Q.25 What is JIT? What are basic elements of JIT. (CO2)  
 Q.26 What is TQM? What are benefits of TQM? (CO4)