

- Q.25 Why sales forecasting is essential? Explain.
- Q.26 Discuss the functions of stores department & the duties of the storekeeper.
- Q.27 discuss the advantages of centralization & decentralization of stores.
- Q.28 Discuss the use of bin cards in store records.
- Q.29 Explain ABC analysis of Inventory.
- Q.30 Discuss the functions of inventories.
- Q.31 Discuss the various stages of inventory management.
- Q.32 How protection & physical verification of items are done in store.
- Q.33 Discuss the importance of material management.
- Q.34 How tender notices are prepared?
- Q.35 Write objectives & advantages of material handling in industries.

#### **SECTION-D**

- Note:** Long answer type questions. Attempt any two questions out of three questions. (2x10=20)
- Q.36 Explain the various types and uses of inventories in detail.
- Q.37 Discuss in detail the criteria to be adopted for the usage of various material handling equipments.
- Q.38 Explain material planning and various methods of forecasting in details.

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**6th Sem / Branch : Mech. Engg. (Production)  
Sub. : Material Procurement & Management**

Time : 3Hrs. M.M. : 100

#### **SECTION-A**

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

- Q.1 At breakeven point there is
- Profit
  - Loss
  - No profit or Loss
  - None of these
- Q.2 Sales forecasting involves
- Sales planning
  - Distribution channels
  - Consumer demand
  - All of the above
- Q.3 In any organization, profits depends mainly upon
- Production cost
  - Production output
  - Revenue
  - All of the above
- Q.4 There are various methods to reduce cost of production, except
- Increase in production output

- Q.10** At breakeven point

  - a) Total expenses = Total revenue
  - b) Total expenses > Total revenue
  - c) Total expenses < Total revenue
  - d) Any of the above

**SECTION-B**

**Note:** Objective type questions. All questions are compulsory. (10x1=10)

**Q.11** What is Purchasing?

**Q.12** Write the use of comparative statement.

**Q.13** What is Follow up?

**Q.14** Define Inspection.

**Q.15** What is SQC?

**Q.16** What do you mean by Work in process inventories?

**Q.17** Name two type of forecasting.

**Q.18** Write the use of screw conveyor.

**Q.19** Define fork trucks.

**Q.20** What is the use of pallets?

**SECTION-C**

**Note:** Short answer type questions. Attempt any twelve questions out of fifteen questions. (12x5=60)

**Q.21** Write functions & principles of material handling in detail.

**Q.22** Discuss the need of statistical quality control.

**Q.23** Write purpose and objectives of inspection.

**Q.24** How codification & standardization of items is done? Explain.