R18

UNIT –I
Role of Distribution in Value discovery

1		Define the following:		
	a	Amalgamation of Shipments	[L1][CO1]	[2M]
	b	SCM Philosophy	[L1][CO1]	[2M]
	c	Contract Negotiation	[L1][CO6]	[2M]
	d	Supplier Selection	[L1][CO1]	[2M]
	e	Customer chain	[L1][CO1]	[2M]
2	a.	Explain the distinction between distribution logistics and supply chain management.	[L2][CO1]	[04M]
	b.	Explain SCM Nature and Scope.	[L1][CO1]	[06M]
3	a.	What is Outsourcing of distribution logistics?	[L1][CO1]	[05M]
	b.	Explain reasons for outsourcing.	[L2][CO1]	[05M]
4	a.	Explain the Distinction between distribution logistics and supply chain management.	[L1][CO1]	[05M]
	b.	How agriculture sector using distribution logistics and supply chain management.	[L3][CO5]	[05M]
5	a.	What is the significance of Supply Chain management?	[L1][CO1]	[03M]
	b.	What conclusions you can draw supply chain strategy?	[L4][CO1]	[07M]
6	a.	Define Fundamentals of Supply Chain management with suitable examples.	[L1][CO1]	[05M]
	b.	What would happen if decision phrases go wrong?	[L5][CO1]	[05M]
7	a.	Explain Supply chain strategy in step wise process	[L1][CO1]	[05M]
	b.	How would you explain measuring performance in supply chain?	[L6][CO1]	[05M]
8	a.	State the 'Evolution of supply chain management'.	[L1][CO1]	[05M]
	b.	How would you test supply chain performance?	[L4][CO1]	[05M]
9	a.	Explain the role of Supply Chain Management in Economy	[L2][CO1]	[03M]
	b.	Examine revolutions in supply chain market.	[L4][CO1]	[07M]
10	a.	State the Enablers/Drivers of Supply Chain Performance.	[L1][CO1]	[07M]
	b.	Demonstrate understanding of distribution logistics.	[L3][CO1]	[03M]

UNIT –II
Strategic Sourcing

		Define the following:		
1	a	World Wide Sourcing	[L1][CO2]	[2M]
	b	Supplier Development	[L1][CO2]	[2M]
	c	Contract Negotiation	[L1][CO2]	[2M]
	d	Supplier Selection	[L1][CO2]	[2M]
	e	Customer chain	[L1][CO2]	[2M]
2	a.	Define Strategic Sourcing. Explain its Nature and Scope.	[L1][CO2]	[05M]
	b.	What can you say about supplier solutions?	[L2][CO2]	[05M]

3	a.	What is Outsourcing? How does it will help organization?	[L1][CO2]	[04M]
	b.	Watch choice would you have made while negotiating if you are doing a business?	[L6][CO2]	[06M]
4	a.	Explain how to Identify core processes in supply chain.	[L1][CO2]	[05M]
	b.	Can you formulate a theory for make versus buy?	[L5][CO2]	[05M]
5	a.	What is the significance of World Wide Sourcing in supply chain management.?	[L1][CO1,2]	[05M]
	b.	What idea justify market versus hierarchy?	[L4][CO2]	[05M]
6	a.	State how Supplier Selection process is done.	[L1][CO2]	[05M]
	a.	How would you clarify supplier development?	[L3][CO2]	[05M]
7	a.	Distinguish between Make Vs buy with examples.	[L2][CO2]	[05M]
	b.	How does Make Vs buy continuum of goods help in business decision making?	[L4][CO2]	[05M]
8	a.	Distinguish between Market Vs Hierarchy with examples.	[L1][CO2]	[05M]
	b.	Illustrate Market Vs Hierarchy system with the diagram and explain.	[L1][CO2]	[05M]
9	a.	Explain Sourcing strategy with process.	[L1][CO2]	[05M]
	b.	If you are a manager what are the issues you negotiate with suppliers	[L6][CO2]	[05M]
10	a.	State how to Supplier Selection process is done.	[L1][CO2]	[03M]
	b.	How would you clarify supplier development?	[L4][CO2]	[07M]

UNIT –III
Supply Chain Network

		Define the following:		
1	a	Network Design decisions	[L1][CO3]	[2M]
	b	Decision trees	[L1][CO3]	[2M]
	c	Inventory cost	[L1][CO3]	[2M]
	d	Facilities cost	[L1][CO3]	[2M]
	e	Transit time.	[L1][CO3]	[2M]
2	a.	Write a short note on Supply Chain Network.	[L1][CO3]	[05M]
	b.	Explain supply chain importance.	[L1][CO3]	[05M]
3	a.	What is Distribution Network Design?	[L1][CO3]	[05M]
	b.	Explain its role and functions.	[L1][CO3]	[05M]
4	a.	Explain detailed about the Influencing options.	[L1][CO3]	[05M]
	b.	How would you prove network designing is important for organisations?	[L3][CO3]	[05M]
5	a.	What is the significance of Value Addition in supply chain management?	[L1][CO3]	[05M]
	b.	How would you categorize capital allocation?	[L4][CO3]	[05M]
6	a.	Define distribution Strategies with suitable examples.	[L1][CO3]	[04M]
	b.	Design a network for agriculture based businesses.	[L6][CO5]	[06M]
7	a.	Distinguish between Models for facility and location with examples.	[L2][CO3]	[05M]
	b.	How does this distribution center location models works? Explain in your own words.	[L3][CO3]	[05M]
8	a.	What is the significance of facility and location?	[L2][CO5]	[05M]
	b.	How does decision making helps in Supply Chain Performance?	[L2][CO5]	[05M]
9	a.	State the Enablers/Drivers of Supply Chain Performance.	[L1][CO6]	[05M]
	b.	Interpret in your own words the understanding of distribution logistics.	[L2][CO3]	[05M]
10	a.	State the Supply Chain Network optimization models.	[L2][CO3]	[04M]
	b.	How would you explain about optimization model.	[L1][CO3]	[06M]

UNIT –IV
Planning Demand, Inventory And Supply

1		Define the following:		
	a	Multiple location	[L1][CO4]	[2M]
	b	Inventory management.	[L1][CO4]	[2M]
	c	Pricing	[L1][CO5]	[2M]
	d	Revenue Management	[L1][CO4]	[2M]
	e	Risk Pooling	[L1][CO4]	[2M]
2		a. What is the need of Managing supply chain cycle inventory?	[L1][CO4]	[05M]
		b. How do you face Uncertainty in the supply chain.	[L4][CO4]	[05M]
3		a. How do you manage supply chain cycle inventory?	[L3][CO5]	[04M]
		b. How does supply chain system help organization?	[L1][CO4]	[06M]
4		a. Explain how to identify Uncertainty in the supply chain.	[L2][CO4]	[05M]
		b. Why would Amazon choose multi location inventory management?	[L4][CO5]	[05M]
5		a. What is the significance of Analyzing impact of supply chain redesign on the inventory?	[L1][CO4]	[05M]
		b. Construct product life cycle for Nokia.	[L6][CO5]	[05M]
6		a. Define Risk Pooling with suitable examples.	[L1][CO5]	[05M]
		b. What would results if managing inventory for short life in agriculture product basis is implemented rightly?	[L3][CO4]	[05M]
7		a. Distinguish between Planning and Demand with examples.	[L3][CO4]	[05M]
		b. How does Inventory And Supply of goods help in business decision making?	[L1][CO4]	[05M]
8		a. How to Managing inventory for short life products?	[L1][CO4]	[05M]
		b. How does IT sector will help organization in SCM?	[L1][CO4]	[05M]
9		a. Explain product life cycle with process.	[L1][CO4]	[05M]
		b. Construct a model that could choose supply chain redesigning on inventory for automobile industry.	[L3][CO6]	[05M]
10		a. Explain about how to multiple item process is done for supply chain system.	[L1][CO4]	[05M]
		b. Do you think multi items management will help large industries?	[L4][CO4]	[05M]

UNIT –V
Current Trends

1		Define the following:		
	a	SC process	[L1][CO5]	[2M]
	b	restructuring	[L1][CO5]	[2M]
	c	IT in Supply Chain	[L1][CO6]	[2M]
	d	Agile Supply Chains	[L1][CO6]	[2M]
	e	Reverse Supply chain	[L1][CO5]	[2M]
2		a. Explain the current Trends in SCM.	[L4][CO6]	[05M]
		b. Explain supply chain current Nature and Scope.	[L2][CO6]	[05M]
3		a. What is Supply Chain Integration?	[L1][CO5]	[05M]
		b. How does SC process restructuring help IT organization?	[L3][CO6]	[05M]
4		a. Relate how to build partnership and trust in SC.	[L2][CO5]	[03M]
		b. Assume you are the CEO of Facebook how would you use supply chain system.	[L6[CO6]	[07M]
5		a. Explain the importance of building partnership and trust in SC.	[L2][CO5]	[05M]
		b. Interpret the downfall of ambassador car with reference to supply chain technology.	[L5][CO6]	[05M]
6		a. Recall bullwhip effect with suitable examples.	[L1][CO1]	[05M]
		b. Examine the reasons underlying supply chain failure in India.	[L4][CO5]	[05M]
7		a. Distinguish between forecasting Vs implementation with examples.	[L3][CO5]	[05M]
		b. What information with you used to support the views on reverse supply chain?	[L5][CO5]	[05M]
8		a. Explain how SC Mapping works with examples.	[L1][CO4]	[05M]

	b.	Can you make a distinction between IT and non IT supply chain?	[L4][CO6]	[05M]
9	a.	why SC Mapping works done before launching products.	[L4][CO5]	[05M]
	b.	What factors would you select to show coordinating supply chain?	[L2][CO5]	[05M]
10	a.	State how SC Restructuring process is done.	[L2][CO5]	[05M]
	b.	How would you test bullwhip effect?	[L5][CO6]	[05M]

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