



Y. & M. Anjuman Khairul Islam's
POONA INSTITUTE OF MANAGEMENT
SCIENCES & ENTREPRENEURSHIP

(A Religious & Linguistic Minority Institution, Recognized by DTE, Govt. of Maharashtra, Affiliated to Savitribai Phule Pune University.)
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MBA (SEM - IV)
414 OSCM (I.L): PURCHASING AND SUPPLIER RELATIONSHIP
MANAGEMENT
(MBA 2019 PATTERN)

SHORT QUESTIONS

- Q1) What does purchasing and supplies management entail?
- Q2) What is the importance of purchasing and supply management?
- Q3)) What is the main objective of the purchasing department?
- Q4) What are the different types of purchases
- Q5) What is the main purpose of purchasing policy?
- Q6) What is service procurement
- Q7) What makes a good statement of work?
- Q8) What do you mean by professional services?
- Q9) What is the importance of professional services?
- Q10) Explain how will you select the best service contractor.
- Q11) How do strategic sourcing strategies impact the selection and evaluation of suppliers?
- Q12) How does purchasing support the company's strategy?
- Q13) What is sourcing and outsourcing?
- Q14) What is the importance of supplier selection?
- Q15) How do you evaluate supplier selection?
- Q16) Why is negotiation important in contract management?
- Q17) What makes a good negotiation strategy?
- Q18) What are the objectives for negotiation?
- Q19) What are the types of negotiation?
- Q20) What is meant by purchasing order?
- Q21) What do you mean by performance measurement?
- Q22) What is the main purpose of performance measurement?
- Q23) What are the most commonly used performance measurement?
- Q24) What are the challenges of performance measurement?
- Q25) How do you measure innovation at work?