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MAM-063

**MASTER OF BUSINESS
ADMINISTRATION
(AGRI-BUSINESS MANAGEMENT)
(MBAABM)**

Term-End Examination

December, 2025

**MAM-063 : PROCUREMENT AND MATERIALS
MANAGEMENT IN AGRI-BUSINESS**

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *five* questions. All questions carry equal marks.

1. Discuss the scope of procurement. Explain the procurement process in detail. Describe the key elements of a procurement strategy.
2. You are the purchasing manager of agro-processing unit and your production team has informed you that the critical ingredient

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used in manufacturing of a popular product is running low, and you must replenish it to avoid production delay. Using the purchasing cycle, explain step-by-step how would you handle this situation.

3. What are the qualities of a good supplier ? Explain the important factors to be considered while selecting a supplier.
4. (a) What is Integrated Material Management (IMM) ? Explain its need, objectives and advantages.

(b) What is ABC analysis ? Describe the various steps involved in conducting ABC analysis.
5. Define warehouse. Explain its objectives, types and basic functions.
6. List the various documents essential for efficient inventory control. Explain any *four* of them.

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7. What are the various causes of producing deterioration during storage ? Describe its preventive measures.
8. Write short notes on any *four* of the following :
 - (a) Standardization
 - (b) Codification
 - (c) Inventory Management
 - (d) Return on Investment (ROI)
 - (e) Just-in-Time (JIT)

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