CENTRAL BHARAT SEVAK SAMAJ

NATIONAL DEVELOPMENT AGENCY, ESTABLISHED IN 1952 BY PLANNING COMMISSION, GOVT. OF INDIA

CENTRAL BOARD OF EXAMINATIONS

BSS NATIONAL VOCATIONAL EDUCATION MISSION

BUS037-BSS ADVANCED DIPLOMA IN SUPPLY CHAIN MANAGEMENT

ONE YEAR EXAMINATION NOVEMBER-2025

BUS037-01 BASICS OF SUPPLY CHAIN MANAGEMENT

TIME: 3 Hours **Marks: 100**

INSTRUCTIONS

* 43 questions are there in total
* Write answers to each question in proportion to the mark allotted
* During the first 15 minutes read the questions carefully

I. FILL IN THE BLANKS - ANSWER FOR ANY 10 QUESTIONS **1 x 10 = 10**

1) A common approach to multiple sourcing is the _____
2) What is mean by supply chain management?
3) The components of full Operating costs include _____
4) Inventory can be defined as the management of materials in motion and at rest. True / False
5) The price consumers are prepared to pay for a product is a measure of the = = = = = of the product to consumersQ
6) A firm can make profit only if its products are _____
7) The trace of the flow of materials and information is done from final customer (end user) backwards to the source of raw materials. True/False
8) The supply chain is identified by first selecting the _____
9) The flow of materials from suppliers all the way to customers is viewed as a _____
10) The supply manager must control the quality and related costs of incoming materials. True / False

II. DEFINE THE FOLLOWING - ANSWER FOR ANY 10 QUESTIONS **2 x 10 = 20**

1) What are Customer focused services?
2) What are the issues in SCM?
3) What is mean by Supply-Demand Nexus?
4) What is meaning by SCM Framework?
5) Write about the Quantitative Methods and SCM?
6) Write the Design of Multiple Criteria DSS for Transportation and Distribution
7) What is Physical Distribution?
8) What is Network Design?
9) What is Value Chain?
10) What are Supply Chain Costs?

III. WRITE BRIEF ANSWER FOR ANY 5 QUESTIONS **5 x 5 = 25**

1) Identify the steps involved in the implementation of EDI.
2) Explain the concept of integrating logistics with respect to inventory flow.
3) What do you understand by EOQ and how do you determine EOQ?
4) Write in brief about the information system for order processing.
5) What are the advantages that promote the use of bar code technology?
6) What are the five distinct management processes that constitute the basic elements of a value chain?
7) What are the four types of supply chain uncertainties?
8) What are the important considerations of package design?

IV. WRITE LONG ANSWER FOR ANY 3 QUESTIONS **15 x 3 = 45**

1) Differentiate between location strategies used in manufacturing and services / retail.
2) Explain the primary and secondary functions of packaging.
3) Write about the barriers, benefits and bridges to supply chain management.
4) Write about the advantages and disadvantages of distributed database.
5) What are the various warehousing alternatives?

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BUS037-BSS ADVANCED DIPLOMA IN SUPPLY CHAIN MANAGEMENT

ONE YEAR EXAMINATION NOVEMBER-2025

BUS037-02 LOGISTICS MANAGEMENT

TIME: 3 Hours **Marks: 100**

INSTRUCTIONS

* 43 questions are there in total
* Write answers to each question in proportion to the mark allotted
* During the first 15 minutes read the questions carefully

I. FILL IN THE BLANKS - ANSWER FOR ANY 10 QUESTIONS **1 x 10 = 10**

1) What is physical distribution?
2) What is mean by Time Charter?
3) What is e-tailing?
4) Distinguish between sales analysis and cost analysis.
5) What do you understand by the term "Sales Territory"?
6) Define sales Forecasting.
7) What is a Sales Budget?
8) What do you understand by sales organization?
9) What is the difference between Sales and Marketing?
10) What do you mean by Sales management?

II. DEFINE THE FOLLOWING - ANSWER FOR ANY 10 QUESTIONS **2 x 10 = 20**

1) Write any two objectives of sales management.
2) What is customer relationship management?
3) Give two differences between personal selling and salesmanship.
4) What are the different types of Quotas?
5) What is the equity theory of compensation?
6) Give two differences between intrinsic motivation and intrinsic motivation.
7) What do you understand by 'Closing the Sales'?
8) What is the difference between market potential and sales potential?
9) What is channel information system?
10) What is order processing?

III. WRITE BRIEF ANSWER FOR ANY 5 QUESTIONS **5 x 5 = 25**

1) What are the roles and responsibilities of a sales manager?
2) Write short notes on: a) Total distribution concept. b) Third party logistics.
3) How information technology is playing important role in warehousing and physical distribution?
4) Discuss the advantages and disadvantages of road transport.
5) Discuss the various warehousing options available, with their merits and demerits.
6) What is the process of Personal selling? Give examples.
7) What is motivation? What does Maslow's need Hierarchy theory tell us about needs?
8) Explain logistics management with its significance.

IV. WRITE LONG ANSWER FOR ANY 3 QUESTIONS **15 x 3 = 45**

1) Explain which are the costs associated with logistics.
2) Explain the various sales organization structures. Give Examples.
3) Elaborate on the methods utilized by the organizations for setting sales quotas?
4) Explain the role of logistics in customer service strategy.
5) Explain in detail 'Economics of Logistics'.

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BUS037-BSS ADVANCED DIPLOMA IN SUPPLY CHAIN MANAGEMENT

ONE YEAR EXAMINATION NOVEMBER-2025

BUS037-03 SUPPLY CHAIN RESEARCH AND MODELLING

TIME: 3 Hours **Marks: 100**

INSTRUCTIONS

* 43 questions are there in total
* Write answers to each question in proportion to the mark allotted
* During the first 15 minutes read the questions carefully

I. FILL IN THE BLANKS - ANSWER FOR ANY 10 QUESTIONS **1 x 10 = 10**

1) Write down four functions of intermediaries in distribution channel.

2) Which is not a part of supply chain- _____

3) Write at least three of the strategic role played by transportation in logistic system.

4) What are the 4 Ps of marketing management?

5) Write any four requirements of logistic information system.

6) Which is NOT a benefit of SCM _____

7) The stock of inventory kept at each inventory stock point in warehouse network is usually based on _____

8) SCM requires _____

9) Which is the NOT a factor effecting the supply chain- _____

10) What are four of the important inventory decisions?

II. DEFINE THE FOLLOWING - ANSWER FOR ANY 10 QUESTIONS **2 x 10 = 20**

1) Explain the reasons for Outsourcing
2) What is the importance of packaging in the supply chain? Write briefly on each of them
3) What is the definition of supply chain management? Explain the concept.
4) Explain the role of intermediaries in distribution channels
5) Write in brief on each of the types of transport
6) Define order processing and explain the concept in brief.
7) what are the Principles of Materials Handling
8) What are the Forces Driving globalization
9) Explain in brief the different methods for determination of freight rates
10) Write in brief about the logistics information systems.

III. WRITE BRIEF ANSWER FOR ANY 5 QUESTIONS **5 x 5 = 25**

1) Explain the fixed quantity replenishment system.
2) What is purchase Requisition?
3) Explain policy of Business meals?
4) What is purchase?
5) Write in detail the process based measures in performance measurement.
6) Explain in detail the conceptual framework in make or-buy decisions.`
7) Explain in detail the tasks and approaches in physical distribution.
8) What is the Advantage of Decentralized purchase?

IV. WRITE LONG ANSWER FOR ANY 3 QUESTIONS **15 x 3 = 45**

1) Explain the Order Processing Tasks and Information Flow therein in the context of an MIS for SCM
2) Explain the order management system in detail
3) Explain Supply Chain Integration in terms of Types, Stages and Dimensions.
4) What is forward buying? Explain the fixed period replenishment system.
5) Explain MRP & MRP II?

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ONE YEAR EXAMINATION NOVEMBER-2025

BUS037-04 INFORMATION TECHNOLOGY IN SCM AND E-BUSINESS

TIME: 3 Hours **Marks: 100**

INSTRUCTIONS

* 43 questions are there in total
* Write answers to each question in proportion to the mark allotted
* During the first 15 minutes read the questions carefully

I. FILL IN THE BLANKS - ANSWER FOR ANY 10 QUESTIONS **1 x 10 = 10**

1) What are the Assortment Activities in Physical Distribution

2) What are Signature Files?

3) Define Warehousing.

4) What is RDF?

5) What is the Digital Divide?

6) What is a microsite?

7) What is chaffing?

8) What are digital rights?

9) What is the difference between e-Business and eCommerce?

10) What are the Objectives of Materials Handling?

II. DEFINE THE FOLLOWING - ANSWER FOR ANY 10 QUESTIONS **2 x 10 = 20**

1) List and explain the purpose and types of smart cards.
2) What do you understand by e-Business Model?
3) Describe the following terms as specified in Indian IT Act 2000: 1)Electronic Record 2) Asymmetric crypto system
4) What do you understand by e-Auction?
5) Differentiate between Forward-Auction and Reverse Auction?
6) What is e-CRM? How does a business implement an e-CRM system?
7) Differentiate between single-tier and multi-tier site architecture.
8) What do you understand by CGI?
9) Briefly explain the SSL method.
10) How can an enterprise protect its network against I.P. Spoofing?

III. WRITE BRIEF ANSWER FOR ANY 5 QUESTIONS **5 x 5 = 25**

1) Describe the difference between public key encryption and private key encryption.
2) Describe how an organization can use e-business platform for competitive advantage.
3) What are the legal aspects of e-business?
4) What is an eBusiness strategy? What benefits can you derive from a good e-business strategy?
5) Explain different types of data mining and their application in E-Commerce solutions.
6) What is PGP Protocol? Which algorithm is used by it to transmit encryption key.
7) Briefly describe five primary revenue models that are used by e-commerce firms.
8) Explain the differences between a) Firewalls and firewires b) Content management systems and document management systems

IV. WRITE LONG ANSWER FOR ANY 3 QUESTIONS **15 x 3 = 45**

1) What is a business model? Describe the working of business-to-consumer (B2C) model in brief. Compare B2B and B2C e-commerce.
2) What is e-Tendering? What are business benefits of using e-Tendering systems?
3) What is e-Marketplace? List the various components of e-Marketplace.
4) Explain the working of Digital Signatures technology.
5) Explain briefly the advantages and the disadvantages of E-Business.