Q.1) Attempt any 2 out of 4  
(Marks: 2x5=10)

a) Explain the steps to perform value chain analysis.
c) What are the four common approaches to forecasting?
d) What is Channel width?

Q.2) Write Short Notes on any 2 out of 5  
(Marks: 2x5=10)

a) Collaborative Planning, Forecasting and Replenishment (CPFR)
b) Supply chain uncertainty
c) Capability Analysis
d) What are some examples of the use of innovative tools by companies that have extracted the most from reconfiguring the supply chain?
e) Order management system

Q.3) Attempt any 3 out of 5  
(Marks: 3x10=30)

a) Discuss the types of distribution channels.
b) Discuss Sourcing strategies and strategic issues involved in each.
c) Explain the types of B2B marketplaces with examples.
d) What are the supply chain decisions made at Tactical and Operation levels?
e) What is Supplier Quality Analysis?

Q.4) Attempt both the questions  
(Marks: 2x10=20)

a) Operations information reflects the activities necessary to receive, process, ship, and invoice customer orders. To attain operational excellence, the organization must simplify, standardize, and automate business processes to achieve a high level of customer service—while reducing operating costs. What are the information activities required to achieve these objectives?
b) If you are head of purchase what will be your supplier selection criteria?