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| Course No: MAN 3311 Course Title: Purchasing & Storage Management Date: 26/05/2013 No. of Questions: (9) Time: 2.00 Hour Using Calculator (Yes) | University of Palestine  Final Exam (I) 2nd Semester 2012/2013 Total Grade: (60) | Instructor Name: Mr. Abdel Fatah Afifi Student No.: ----- Student Name:----- College Name:----- Dep. / Specialist:----- Using Dictionary: (No) |
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Answer the following questions:

Q1: The business functions which fall within the scope of supply chain management are included in what is commonly known as the supply chain (or logistics) mix. Define the following terms:

1. *Planning and marketing strategy:*

2. *Purchasing :*

3. *Production planning :*

4. *Storage and materials handling:*

5. *Inventory management:*

6. *Warehouses and stores:*

7. *Transport :*

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8. Customer service:

9. Technical support:

Q2: Differentiate between Market development strategy and product development strategy?

Q3: What are the Stages in the Development of a Corporate Plan for Purchasing?

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Q4: Differentiate between dependent and independent demands?


Q5: What are the types of inventory costs?

Q6: What is a Supply Chain?

Q7: The following information has been taken from Kamel Co., which are: ordering cost \$19, annual carrying cost 20%, annual number of products needed 2400, cost of each product \$5, Calculate the following:

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1. Order Quantity products per order (rounded)?
2. Number of orders placed per year?
3. Ordering Cost per year?
4. Average Inventory carrying?
5. Inventory Carrying Costs per year?
6. If Transportation Costs (per year) \$1.00 (per product)?
7. TOTAL COSTS?

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Q8: The data in following table has been taken from Inventory records of a company, which been classified according to ABC classification,

| Item # | Total Value \$ | % of total Value | % of total Quantity | % Com. Quantity | % Com. Value | Items Class |
|--------|----------------|------------------|---------------------|-----------------|--------------|-------------|
| 9 | 30600 | 35.9 | 6.0 | 6.0 | 35.9 | A |
| 8 | 16000 | 18.7 | 5.0 | 11.0 | 54.6 | |
| 2 | 14000 | 16.4 | 4.0 | 15.0 | 71.0 | |
| 1 | 5400 | 6.3 | 9.0 | 24.0 | 77.3 | B |
| 4 | 4800 | 5.6 | 6.0 | 30.0 | 82.9 | |
| 3 | 3900 | 4.6 | 10.0 | 40.0 | 87.5 | |
| 6 | 3600 | 4.2 | 18.0 | 58.0 | 91.7 | C |
| 5 | 3000 | 3.5 | 13.0 | 71.0 | 95.2 | |
| 10 | 2400 | 2.8 | 12.0 | 83.0 | 98.0 | |
| 7 | 1700 | 2.0 | 17.0 | 100.0 | 100.0 | |
| Total | 85400 | 100.0 | 100.0 | | | |

Calculate the following:

- 1. Total Value of Items class A?**
- 2. % Percentage of total Value of Items class B?**
- 3. % Percentage of total Quantity of Items C?**
- 4. % Percentage of total Quantity of Item # 8?**
- 5. % Percentage of total Value of Item # 3+9?**
- 6. Total Value of Items Class B ?**

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Q9: Select (T) for True statements and (F) for the False ones:

| No. | Statements | T / F |
|-----|--|-------|
| 1 | ABC analysis does not stress on items those are less costly but may be vital | |
| 2 | Non-moving items must be periodically reviewed to prevent expiry & obsolescence | |
| 3 | Short-term plans, covering at least 5 years into the future, referred to as “strategic” or “long-range plans.” | |
| 4 | purchasing personnel, slow to see the need for and to develop the vision required to construct a strategic plan for purchasing. | |
| 5 | Gap analysis shows the gap between what is desired and what is likely to happen. | |
| 6 | The product development strategy involves the development of new or modified products designed to satisfy existing markets in which the firm operates. | |
| 7 | The product development strategy ignores the development of new or modified products designed to satisfy existing markets in which the firm operates. | |
| 8 | An increase in output will need an increase in capacity to produce the required volumes. | |
| 9 | An increase in output will need an decrease in capacity to produce the required volumes. | |
| 10 | Results of good buying practice, the cost of purchasing as a % of turnover increases. | |
| 11 | Short-term planning, cover short period of time; short-term plans “operational” or “tactical” plans. | |
| 12 | “Budget” is type of plan, a time span of 24 months. | |
| 13 | Inventory must be insufficient to provide high-quality customer service in TQM . | |
| 14 | Continuous system (fixed-order-quantity) is constant amount ordered when inventory declines to predetermined level. | |

Good Luck