

PROGRAMME PROJECT REPORT

(includes curriculum and syllabus)



MASTER OF BUSINESS ADMINISTRATION MATERIAL MANAGEMENT (M.B.A. MM -MM)

Submitted

To

The UGC – DEB

(ODL) - MODE

**MADHYA PRADESH BHOJ (OPEN) UNIVERSITY,
Raja Bhoj Marg Kolar Road, BHOPAL (M.P.)**

MBA(MM) Previous Year	
1	Management Function and Behaviour
2	Human Resource Management
3	Quantitative Methods
4	Managerial Economics
5	Accounting and Finance for Managers
6	Information Technology
7	Business Law
8	Project Management
9	Purchasing Management
10	Minor Project

1. Management Functions and Behaviour

Unit I

- **Management** – Management Defined, Components of Management . Features of Management, Nature of Management, Evolution of management thoughts. Management is the art of muddling through situations. significance of management in today dynamic environment.
- **Functions of Management**-The Nature and Purpose of Planning - Objectives - Strategies, Policies and Planning Premises.
- ✓ **Role of a Manager**-Who are effective managers? Tasks and responsibilities of a professional manager, Management system and processes. Manager al Skills

Unit II

- ✓ **Decision Making** -Organisational context of decisions. Importance of Decision Making, Programmed and non-programmed decisions, Decision Making - Global Planning Decision making models Decision making techniques and processes, . MBO, Dynamics of Decision-making.
- **The Nature of Organizing** - Organizational Structure : Departmentation - Line/Staff Authority and Decentralization - Effective Organizing and Organizational Culture - Global Organizing. Co-ordination functions in Organisation – Managerial Ethos-Human Factors and Motivation - Leadership - Committees and group Decision Making - Communication –Delegation and Interdepartmental Coordination

Unit III

- **Global Leading**.-The System and Process of Controlling - Control Techniques and Information Technology - Global Controlling and Global Challenges Direction Function –Significance.
- **Organisational Behaviour** : management functions and relevance to Organisation Behaviour. Organizational Behaviour responses to Global and Cultural diversity.

Unit IV

- **The System and Process of Controlling** - Control Techniques and Information Technology - Global Controlling and Global Challenges – Direction Function Significance. Stress - Nature, sources, Effects, influence of personality, managing stress- Conflict - Management, Levels, Sources, bases, conflict resolution strategies, negotiation. Foundations of group behaviour : team decision making. Issues in Managing teams.

Unit V

- **Organisational change** - Managing planned change. Resistance to change - Approaches to managing organisational change - Organisational Development - values - interventions, change management-
- **Organisational culture** -Dynamics, role and types of culture and corporate

(2) Human Resource Management

UNIT I

- **Human Resource Philosophy** – Changing environments of HRM – Strategic human resource management – Using HRM to attain competitive advantage
- **Concept and Functions of HRM**
- **Structuring HRM-Trends in HRM** – Organisation of HR departments – Line and staff functions –Role of HR Managers.

UNIT II

- **Job analysis : Methods** - IT and computerised skill inventory - Writing job specification - HR and the responsive organisation. Job Design,HRP
- **Attracting the Talent-Recruitment,Selection and Outsourcing** : Employment planning and forecasting -Building employee commitment : Promotion from within - Sources, Developing and Using application forms - IT and recruiting on the internet. Socialization, mobility and Separation.

UNIT III

- **Human resource development**-Human resource development system. Training mentoring and performance coaching, building roles and teams.
- **Performance appraisal: Methods** –Performance planning and review- Problem and solutions - MBO approach – The appraisal interviews - Performance appraisal in practice, Competency Mapping, Potential Appraisal-Assessment centers.
- **Managing careers:** Career and succession planning - Managing promotions and transfers.

UNIT IV

- **Compensation and reward management**- Basics of compensation - factors determining pay rate –laws covering wages-Compensation strategy ,structure and composition-Current trends in compensation- Reward management
- **Pay for performance and Financial incentives** : Money and motivation - incentives for operations employees and executives - Organisation wideincentive plans - Practices in Indian organisations.
- **Benefits and services** : Statutory benefits - non-statutory (voluntary) benefits – laws covering benefits-Insurance benefits - retirement benefits and other welfare measures to build employee commitment.

UNIT V

- **Industrial relation and collective bargaining** : Trade unions - Collective bargaining - future of trade unionism.Industrial democracy Discipline administration – grievances handling - managing dismissals and separation.
- **Labour Welfare** : laws covering labour welfare ,Importance & Implications of labour legislations – Employee health - Auditing HR functions, Future of HRM function.

(3) Quantitative Methods

UNIT I

- **QT – Introduction** –Quantitative decision- making-Function and progression- Basic calculus and applications-Matrix algebra and Application.
- **Collection of data** –Presentation of Data- Measures of Central Tendency – Mean, Median, Mode. Measure of variations and Skewness

UNIT II

- **Probability** – definitions – addition and multiplication Rules (only statements) – simple business application problems – probability distribution – expected value concept – theoretical probability distributions – Binomial, Poisson and Normal
- ✓ **Decision Theory** : Decision Making Environments, Decision Making under Uncertainty (Maximax, Maximin, Equally Likely, Hurwicz criterion, Mini Max Regret) and risk (expected profit/loss), Using Continuous Distributions: Marginal Analysis, Utility as a Decision Criterion, Decision Tree Analysis.
- ✓ **Linear Programming**: Formulating Linear Programming Problems-its structure and variables, Nature of feasible, basic and optimal solutions. Solution of LP Problem through graphic, Simplex method.

UNIT III

- **Mathematical Models** – deterministic and probabilistic – simple business examples – Linear Programming – formulation –graphical solution – simplex – solution.
- **Transportation model** – Initial Basic Feasible solutions – optimum solution for non – degeneracy and degeneracy model – Trans-shipment Model – Assignment Model – Travelling Salesmen problem.

UNIT IV

Sampling and Sampling Distributions : Population and Samples, Parameters and Statistics, Types of Sampling: Simple Random, Stratified, Systematic and Cluster Sampling, Sampling Distributions, Standard Errors, Sampling from Normal and Non-normal Populations, Sampling methods, Testing of hypothesis, Chi-Square Tests

UNIT V

Time Series and Forecasting : Business forecasting, Correlations and regressions analysis, Time series analysis, Variations in Time Series, Trend Analysis-fitting linear and second degree trends, Cyclic Variation, Seasonal Variation (Computing using Ratio to Trend Method), Irregular Variation.

(4) Managerial Economics

UNIT-I

- **INTRODUCTION OF MANAGERIAL ECONOMICS** : Nature and scope of Managerial Economics, Role and responsibilities of Managerial economists, Importance of Managerial Economics.
- **The Firm** : The Economic Goal of the Firm and Optimal decision -making, Stakeholders, Objectives and Decision Issues.
- **Basic Techniques in Managerial Economics** : Opportunity Cost Principle, Marginal / Incremental Principle, Time Preference Principle, Discounting Principle and Equi-Marginal Principle.

UNIT-II

Demand Concepts and Analysis: Individual Demand, Market Demand, Kinds of Demand, Determinants of Demand, Demand Functions, Demand Schedule and Law of Demand.

- ✓ **Elasticity of Demand:** Concept, Determinants and Measurement of Price Elasticity of Demand, Income and Cross, Elasticity of Demand, Relationship between Price Elasticity, AR and MR. Importance of Elasticity of Demand.
- ✓ **Demand Estimation and Demand Forecasting:** Concept and Methods of Demand Estimation – Market Experiment Method, Survey of Consumer's Intentions and Regression Analysis. Concept, Rational and Scope of Demand Forecasting, Pre-requisites of a good forecast, Method of Demand Forecasting – Expert Opinion, Opinion Polls and Market Research, Trend Projections and Composite and Diffusion Indices.

UNIT-III

- ✓ **Production function:** Concept and Types of Production Function, Returns to factor and Returns to Scale, Law of variable Proportions. Least Cost Factor Combination for a given output, Estimation of Production Function.
- ✓ **Cost Concepts and Analysis I :** Cost concepts, Short run and Long run Cost Curves. Relationships amongst various costs.
- ✓ **Cost Concepts and Analysis II:** Economies of Scale and Scope. Break – Even Analysis and Plant sizing. Estimation of Cost Functions.

UNIT-IV

- ✓ **Market Structure and barriers to entry**
- **Perfect Competition:** Characteristics, Equilibrium Price, Profit Maximizing output in Short Run and Long Run
- **Monopoly :** Characteristics, Equilibrium Price, Profit Maximizing output in Short Run and Long Run , Price Discrimination – Types, Conditions. Price Output Determination under Discriminating Monopoly.
- **Imperfect Competition :** Imperfect Completion, Demand Curve, Monopolistic Completion, Product Differentiation– Types of Product Differentiation – Oligopoly, Kinked Demand Curve, Cartel Formation, Market-sharing Cartels.

Unit-V

- ✓ **Pricing Strategies:** Cost-plus or Markup Pricing, Markup Pricing and profit Maximization, Price Discrimination , Cyclical pricing, Multiple-Unit Pricing

(5) Accounting and Finance for Managers

UNIT I

Accounting - Definition – Functions-Accounting Principles - Concepts and Conventions – Accounting Information and its Applications-Trial Balance – Final Accounts (Problems) – Depreciation Methods-Straight line method, Written down value method.

UNIT II

Financial Statement Analysis - Objectives - Techniques of Financial Statement Analysis: Accounting Ratios: construction of balance sheet using ratios (problems)- Dupont analysis.-Construction and Analysis of Profit and Loss Account Fund Flow Statement - Statement of Changes in Working Capital - Preparation of Fund Flow Statement - Cash Flow Statement Analysis- Distinction between Fund Flow and Cash Flow Statement.

UNIT III

Understanding and classifying costs -Cost Accounting - Meaning - Distinction between Financial Accounting and Cost Accounting —Cost Terminologies- Elements of Cost

Budget, Budgeting, and Budgeting Control - Types of Budgets - Preparation of Flexible and fixed Budgets, master budget and Cash Budget - Problems -Zero Base Budgeting.

Absorption and Marginal Costing - Definition - distinction between marginal costing and absorption costing - Break even point Analysis - Contribution, p/v Ratio, margin of safety .

UNIT IV

Objectives and functions of Financial Management - Role of Financial Management in the organisation - Risk-Return relationship- Time value of money concepts -Features of Capital market development in India - Role of SEBI in Capital Issues.

Capital Budgeting - methods of appraisal - Conflict in criteria for evaluation - Capital Rationing - Problems - Risk analysis in Capital Budgeting.

UNIT V

Working Capital Management - Definition and Objectives - Working capital Structure - Dividend Decisions.

(6) Information Technology

UNIT-I

Information Technology

Basic Concepts : Understanding Data and Information, System Concepts, Open System, Closed System, Business as a System, what is Information System, Classification of IS in organization, Attributes of Information Quality.

Computer & Internet: Desktop computers, Block diagram of a computer, Input and output devices, memory and storage devices, different ports and its uses, Different type of printers. Software: OS, Windows OS, Application software. Networking, different LAN and WAN connections, connecting to a network, testing connection, Internet, IP address, Hypertext, Uniform Resource Locator, Web Browsers, IP Address, Domain Name, Internet Services Providers, Internet Security, Internet Requirements, Web Search Engine. Net Surfing.

Internet
Windows XP: Windows concepts, Features, Windows Structure, Desktop, Taskbar, Start Menu, My Computer, Recycle Bin, Windows Accessories- Calculator, Notepad, Paint, WordPad, Character Map, Windows Explorer, Entertainment

Unit II

Information System I

In MIS Perspectives, Economics of Information Systems, Managerial Information and control systems, information system security.

Information System II

Information Systems and Functional Area Applications
Transaction Processing Systems-I: Human Resource and Marketing Management
Transaction Processing Systems-II: Operations and Financial Management . Integrated Applications.

Unit III

System analysis and computer languages-Building Information Systems. System Analysis and Design , Computer Programming and Languages

Unit IV

Support Systems for Management Decisions

Database Resource Management
Data Ware Housing and Data Mining
Tactical and Strategic Information Management: DSS and ESS
Intelligent Support Systems
Emerging Trends in IT

(7) Business Law

UNIT I

Contract Act: Meaning and Definition of Contract, Meaning and Definition of Agreement. Valid contract, Offer and acceptance, rules regarding revocation of offer and acceptance, Standard form contract and a new innovation to suit the needs and consideration and essential elements. Exception to the rule and no consideration no contract and privity of contract and consideration. Capacity to contract. Free consent and Coercion, undue influence, misrepresentation, fraud. Mistake and as to identity, as to subject matter, as to nature of promise. Legality of the object and void agreement, voidable agreement, agreements opposed to public policy. Discharge of contract and modes of discharge, by performance by impossibility, by agreement, by breach, Damages and Rules, remoteness of damages, measure of damages, liquidated damages and penalty, Quasi contract or certain relations resembling those created by contract Bailment and Duties of bailer & bailee, Law relating to agency-types of agency, agent's responsibility and rights

UNIT II

Companies Act, 1956: Company - meaning and Definition of Company-characteristics and kinds, Lifting the corporate veil, Registration & Incorporation, Memorandum of Association, Doctrine of Ultravires, Consequences of Ultravires transaction, Articles of Association, Rule of Constructive Notice, Doctrine of Indoor Management, Prospectus, Shares, Shareholder & Members, Directors, Position, appointment, removal, power & duties, Meeting, Majority powers & minority rights, Prevention of oppression and mis-management, Winding up, Winding up by court, Voluntary winding up, Winding up subject to supervision of court, Conduct of winding up

UNIT III

Partnership Act, 1932: Meaning and Definition of Partnership-Nature of partnership, Relation of partner and Inter se, Relation of partners to third parties, Incoming and outgoing partners, Dissolution of firm, Registration of firms.

(16) Project Management

UNIT I

Project Formation-Overview – Concept of a Project – Categories of Project - Project life cycle- Definition of project management - The project as a conversion Process - project environment- complexity of projects - the relationship between project Management and line management - current issues in project management- system approach to project management - Roles and responsibilities of project manager.

UNIT II

✓ ***Project planning and scheduling***- project planning as a value adding activity - process of project planning - managing the planning process - communicating project plans - dealing with increased complexity through net work diagrams - Analyzing the network- Critical Path Analysis - Activity on Nodes diagramming- Dealing with the uncertainty Programme Evaluation and Review Technique- Computerized Project Management - planning with standards.

UNIT III

Project feasibility study- Market Feasibility- Technical Feasibility-Financial Feasibility Economic Feasibility-Critical Success factors- Demand forecasting techniques

UNIT IV

Project implementation and evaluation - stages - Bottlenecks in project implementation - Guidelines for effective implementation - Management techniques for project management - project monitoring - essentials - roles - tools and techniques Project management performance performance indicators performance improvement - project management environment - management reporting - report designing - project evaluation - project review.

(11) Purchasing Management

- ✓ Overview
- ✓ Purchasing Organizations
- ✓ Ethical Concepts in Purchase
- ✓ Make or Buy or Outsourcing
- ✓ Price and Pricing Impact
- ✓ Purchasing Cycle
 - Vendor Analysis
- ✓ Negotiations
- ✓ Contracts / Purchase Orders
- ✓ Application of Computers in Purchasing

	MBA (MM)Final Year
1	Strategic Management
2	International Trade
3	Operations Management
4	Total Quality Management
5	Inventory Management
6	Research Methodology
7	Packaging and Distribution Management
8	Advanced Purchasing Management
9	Logistics Management
10	Major Project

(8) Strategic Management

Unit 1

Strategic Management-Definition, nature scope and importance of strategy; Strategic decision-making. Process of strategy Strategic management and levels at which strategy operates. Roles of strategists.

Unit II

- **Internal Analysis:** The internal environment, organisational capabilities in various functional areas and Strategic Advantage Profile, Value chain analysis, Financial and non financial analysis, historical Analysis, Industry standards and benchmarking, Balanced scorecard and key factor rating). Identification of Critical Success Factors (CSF).
- **Environmental Analysis:** Concept of environment, components of environment (Economic, legal, social, political and technological). Environmental scanning techniques - ETOP, QUEST and SWOT (TOWS).

Unit III

- **Corporate level strategies:** Stability, Expansion, Retrenchment and Combination strategies. Corporate restructuring. Concept of Synergy.
- **Business level strategies:** Porter's framework of competitive strategies: Conditions, risks and benefits of Cost leadership, Differentiation and Focus strategies.

Unit IV

● **Strategy Implementation and Control:** Resource allocation, Organization structure and systems in strategy implementation, Values, Ethics and Social responsibility Organisational systems and Techniques of strategic evaluation, Various approach to implementation of strategy - 7S model - Strategic control process - Du Pont's control model and other Quantitative and Qualitative tools - Balanced score card - M.Porter's approach for Globalization - Future of Strategic Management.

(9) International Trade

Unit-I

The Globalisation of the world Economy -The Changing Nature of International Trade. Differences in International Trade.

Unit: II

World Trade environment — Political Environment -Economic Environment - Legal Environment -The Determinants of Economic Development - States in Transition. Difference in Culture: Introduction - Social Structure - Religion - Language - Education - Culture and the Workplace - Cultural Change -Cross-Cultural Literacy - Culture and competitive Advantage. Risks in international Trade.

Unit:III

The Global Trade and Investment Environment -International trade theory : Introduction -An Overview of Trade Theory - Absolute Advantage - Comparative Advantage - Heckscher - Ohlin Theory - The New Trade Theory - National Competitive Advantages - Porter's Diamond
The Revised Case for Free Trade - Development of the Multilateral Trading System - WTO & development of World trade - Regional grouping of countries and its impact.

Unit: IV

Foreign Direct Investment: Introduction - Foreign Direct Investment in the World Economy - Horizontal Foreign Direct Investment - Vertical Foreign Direct Investment. Benefits and advantages to host and home countries.
The Global Monetary System -The Foreign Exchange Market: Introduction - The Function of the Foreign Exchange Market.

Unit: V

Strategies of International Trade - - Strategy and the Firm - Profiting from Global Expansion - Pressure for Cost Reductions and Local Responsiveness - Strategic Choice. Mode of Entry and Strategic Alliances: Introduction - Entry Modes - Selecting and Entry Mode - Strategic Alliances - Making Alliances Work - International Marketing Operations. Exporting, importing and counter trade- introduction - Export and Import Finance-Export assistance.

(10) Operation Management

Unit I

Production /Operations Management – Meaning – Importance-historical contributions systems View of OM- Functions Of OM- Efficiency and effectiveness- Types Of Production Systems.

UNIT II

Forecasting-Need and Importance, Qualitative and Quantitative methods of forecasting.

Unit III

Production Planning and control – meaning – functions-aggregate planning – master production schedule(MPS) – Material Requirement Planning(MRP) – BOM -- Capacity Requirement planning (CRP)- Techniques – Problems in MRP and CRP.– an introduction to MRPII and ERP –Facilities Planning-Work system Design-Managing Information for Production system-Scheduling and Sequencing .

UNIT IV

Materials Management- Functions –Dependent and Independent Demand System- material planning and budgeting – Value Analysis-Purchase functions and procedure inventory control types of inventory safety stock-Order point – service level – inventory control systems – perpetual – periodic - JIT – KANBAN

UNIT V

Total quality Management concept - Statistical Quality control for Acceptance Sampling and Process Control – Concept of O.C.C. Curve – Concept of Type I and Type II error – Quality movement – Quality circles – ISO Quality certifications and types – Quality Assurance – Six Sigma Concept.

UNIT VI

Emerging Issues in Planning /Operations Management: Total Productive Maintenance, Advanced manufacturing system, Computers in planning /operations management.

(17) Total Quality Management

UNIT-I: ASPECTS OF QUALITY

Quality mission, policy and objectives; concepts, evolution and determinants of quality; interpretation and process of quality audits; cost of quality and economics of quality. Contribution of quality gurus -Shewhart, Juran, Figenbaum, Ishikawa, Deming and Taguchi; SPC, SQC, CWQC, TPM, TQC.

UNIT – II: TOTAL QUALITY MANAGEMENT

Definition, underlying concepts, implementation and measurement of TQM, Internal Customer-Supplier relationship, QFD, Quality Circles, Quality improvement teams, team work and motivation in TQM implementation, training and education, role of communication in implementing TQM, policy deployment. Quality culture and leadership.

UNIT – III: MANAGEMENT OF PROCESS-I

Processes in service organization and their control, simple seven tools of quality control: Check Sheet, Histogram, Scatter diagram, Process Mapping, Cause and Effect diagram, Pareto analysis. control charts and Advanced tools of quality.

UNIT-IV : MANAGEMENT OF PROCESS-II

SQC: Control Charts for variables – X, Xbar, and R charts and control charts for attributes-p, Np, and c charts. Acceptance sampling plan and occurrence Vendor selection and vendor rating.

UNIT – V: MANAGEMENT OF QUALITY

Facets of quality planning, quality improvement methods, Kaizen, quality audits, medical audits, accreditation, nursing care standards, Six Sigma, JIT and NABL.

UNIT – VI: SYSTEMS APPROACH TO QUALITY

Introduction to ISO 2000, ISO 9000, ISO 14000 and ISO 18000.
Documentation of quality systems, quality manual, procedure manuals, work instruction manuals and records for ISO 2000.- Bench Marking and Business Process Reengineering Definition, methodology and design, evaluation and analysis. Environmental Management system- Management system for safety and health.

UNIT – VII: SYSTEMS APPROACH TO QUALITY

Auditing and Certification, Awards and Certification.

(12) Inventory Management

Unit 1

Inventory Management: Inventory concept; need for inventory; types of inventory, functions, use; Dependent and Independent Demand, Responsibility for inventory management.

Unit II

Strategic Inventory Management: Objectives and Importance of the inventory management function in reference to Profitability, Strategy, customer satisfaction and Competitive Advantage.

Unit III

Inventory Control Techniques: Inventory classification and its use in controlling inventory, Setup time and inventory control, safety stock determination considering service level. Strategies to increase Inventory Turns. Reduce throughput time, Reduce WIP, eliminate waste, and reduce inventory level in service and manufacturing organizations.

Unit IV

Inventory Models: Inventory models – Fixed Order Versus Fixed Interval systems – Developing Special Quantity Discount Models – Inventory Model for Manufactured Items – Economic Lot Size when Stock Replenishment is instantaneous – Non-instantaneous Replenishment Models – Inventory Models with uncertainty – Probabilistic Inventory Models – Models with Service Levels and Safety Stock.

Unit V

Material Requirement Planning Systems (MRP): Meaning, purpose and advantage of MRP, Data Requirements and Management – Files and Database Updating Inventory Records – Bill of Materials, types of BOM, Modular BOM, Master Production Schedules - meaning, objectives process, Managing MPS inventory records, lot sizing, process of MRP, and output of MRP. Introduction to MRP II systems. Using Distribution Resource Planning to manage inventories in multiple locations.

(13) Research Methodology

Unit I

- **Introduction** – Definition of research, qualities of researcher, components of research problem, various steps in scientific research. Importance of research in decision making.
- **Types of Research** – Research design, survey research – Case study research, research experiment-kinds, control group method, observation method – Merits and demerits of research methods.
- **Research Hypothesis** – Research purposes, research hypotheses. defining research problem and formulation of hypothesis, experimental design.

Unit II

- **Data Collection** – Sources of data: primary data, secondary data; methods and techniques of data collection, data collection procedure – Design of questionnaire, questionnaire pre-testing and compilation of data - Merit and demerits.
- **Data Presentation** – Data processing- Analysis and interpretation of data – Multivariate analysis of data-Statistical Measures of central tendency, range, mean and standard deviation, graphical methods of data presentation, bar and column charts, pie-charts and ogives.- model building and decision making.

Unit III

- **Sampling** – Census method, sampling theory, random sampling, sampling design, sampling errors – Type -I Error, Type II Error, Attitude measurement and scales. -
- **Hypothesis testing** – One sample & two sample Tests I Chi-Square test, association of attributes – students' 't' Test, 'z' test, Analysis of Variance (ANOVA) and 'F' test.

Unit IV

- **Introduction to Statistics** – Probability theories, conditional probability, distributions Poisson, binomial and properties of normal distribution.
- **Statistical Analysis** – Point and interval estimates, estimation of means and proportions; co-efficient of variations – Index number, time series analysis, decision tree analysis.

Unit V

- **Research Report** – Structure and components of research report, types of report, substance of good research report, pictures and graphical presentation of research results, research abstracts.

(14) Packing and Distribution Management

Unit I

Introduction - Definition, principles, role and importance of packaging.

History- Various types of packaging, historical development of packaging.

Unit II

✓ *Packing material* –Various materials and forms, Packaging design, green packaging.

✓ *Physical distribution* –Definition and need for physical distribution, market forces.

Unit III

Channels of distribution-Channel functions, Design of distribution channel network.

Channel management-Types, roles and evaluation of channel members

Unit IV

✓ *Transportation*-Scope and methods of transportation, multimodal transport.

Procurement for transportation services-traffic regulations, transport laws.

Unit V

Distribution audit-Establishment of management parameters, monitoring.

Organization for distribution – Definition and need of distribution organization.

(15) Advance Purchasing Management

Unit I

- ✓ Definition-Scope and objective-Importance of Purchasing and its impact on competitiveness.
- ✓ Purchasing Organizations
- ✓ Ethical and professional standards

Unit II

- ✓ Make or Buy or Outsourcing
- ✓ Pricing Impact
- ✓ Purchasing Cycle

Unit III

- Vendor Analysis
- ✓ Negotiations
- ✓ Contracts / Purchase Orders

Unit IV

- Purchasing practice by class of materials
- Public buying

Unit V

- Purchasing & forecasting techniques
- Purchasing strategies
- Evaluation of purchasing functions
- Modern purchase Practices

(18) Logistics Management

Unit I

Introduction to logistics management- Definition, scope, functions, objectives - Integrated logistics management, role of logistics in the Supply chain - Logistics & customer service. Role of logistics in competitive strategy. Logistics organization & performance measurement, ERP – SAP – ORACLE

Unit II

Inventory planning, inventory costs, classifying inventory. Nature & importance of warehousing, types of warehouses, warehousing functions, warehouse layout & design. Material handling- objectives, guidelines & principles, selection of material handling equipments. Packaging-role of packaging, packaging materials, consumer & industrial packaging, material handling efficiency.

Unit III

Transportation- role of transportation in logistics, transportation selection decision, basic modes of transportation- Rail, Road, Water, Air, Pipeline- characteristics of different modes- transport economics - Inter modal operations.

Unit IV

Containerization-concept, types, benefits, Types of carriers- indirect & special carriers. Role of intermediaries- shipping agents, brokers- freight management- route planning. Role of ports, ICDs, CONCOR - Global shipping options.

Unit V

Reverse logistics- scope, design, e-logistics- logistics information system-application of IT in logistics- automatic identification technologies- bar coding, RFID, Logistics outsourcing- 3PL & 4PL, Global logistics- operational & strategic issues.

