

IMBA in AVI (NEP) Sem.-5 Examination**DSC-C-AVI-352****Procurement Mgmt. in Ser Ind****Time : 2.00 Hours]****December-2025****[Max.Marks : 50****Instructions:**

- 1) **Figures to the right indicate Full Marks.**
- 2) **Do not write anything on the question paper.**
- 3) **Do not use scientific calculator.**

1. Define procurement. Write its objectives and significance in aviation industry. *(10 marks)*

OR

Discuss the key stages in procurement strategy and planning with suitable examples.

2. What is a supply chain Management? Write its objectives and components. *(10 marks)*

OR

Discuss the cost considerations and role of stable supplier relationships in procurement.

3. Discuss individual & centralized purchase systems with merits and de-merits. *(10 marks)*

OR

Explain the concept of quality assurance in procurement. How does it affect service delivery in airlines and hotels?

4. Discuss the key terms and conditions involved in procurement. *(10 marks)*

OR

Describe the buying and selling approaches in service industries. How do negotiation strategies influence procurement decisions?

5. A travel company is experiencing delays in receiving promotional materials from vendors. This is affecting their seasonal marketing campaigns. As a procurement consultant, propose guidelines to improve procurement efficiency, approval processes, and vendor management. *(10 marks)*

OR

A hotel chain wants to introduce a new standardized room amenity kit across all its properties. Describe the procurement challenges and outline a suitable procurement methodology to execute this rollout successfully.

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