

Roll. No. ....

Question Booklet Number

O.M.R. Serial No.

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**BBA (LOGISTICS) (SEM.-II) EXAMINATION, 2025-26**  
**Course Structure (With Effect from 2025-26) (AEDP)**  
**CORE COURSE-II**  
**( Forecasting & Inventory Management )**

<b>Paper Code</b>							
<b>F</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>2</b>	<b>T</b>

Question Booklet  
Series

**C**

Time : 1 : 30 Hours

Max. Marks : 75

**Instructions to the Examinee :**

1. Do not open the booklet unless you are asked to do so.
2. The booklet contains 100 questions. Examinee is required to answer only 75 questions in the OMR Answer-Sheet provided and not in the question booklet. All questions carry equal marks.
3. Examine the Booklet and the OMR Answer-Sheet very carefully before you proceed. Faulty question booklet due to missing or duplicate pages/questions or having any other discrepancy should be got immediately replaced.
4. Four alternative answers are mentioned for each question as - A, B, C & D in the booklet. The candidate has to choose the correct / answer and mark the same in the OMR Answer-Sheet as per the direction :

*(Remaining instructions on last page)*

**परीक्षार्थियों के लिए निर्देश :**

1. प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
2. प्रश्न-पुस्तिका में 100 प्रश्न हैं। परीक्षार्थी को केवल 75 प्रश्नों को केवल दी गई OMR आन्सर-शीट पर ही हल करना है, प्रश्न-पुस्तिका पर नहीं। सभी प्रश्नों के अंक समान हैं।
3. प्रश्नों के उत्तर अंकित करने से पूर्व प्रश्न-पुस्तिका तथा OMR आन्सर-शीट को सावधानीपूर्वक देख लें। दोषपूर्ण प्रश्न-पुस्तिका जिसमें कुछ भाग छपने से छूट गए हों या प्रश्न एक से अधिक बार छप गए हों या उसमें किसी अन्य प्रकार की कमी हो, उसे तुरन्त बदल लें।
4. प्रश्न-पुस्तिका में प्रत्येक प्रश्न के चार सम्भावित उत्तर- A, B, C एवं D हैं। परीक्षार्थी को उन चारों विकल्पों में से सही उत्तर छॉटना है। उत्तर को OMR उत्तर-पत्रक में सम्बन्धित प्रश्न संख्या में निम्न प्रकार भरना है :

*(शेष निर्देश अन्तिम पृष्ठ पर)*

1. Sales and Operations Planning (S&OP) primarily aims to :
  - (A) Increase sales volume
  - (B) Balance demand and supply
  - (C) Reduce employee cost
  - (D) Improve product quality
2. The time horizon of S&OP is generally:
  - (A) Short term
  - (B) Medium-term
  - (C) Long-term
  - (D) Very short term
3. Collaborative planning mainly involves coordination between :
  - (A) Production and finance
  - (B) Marketing and HR
  - (C) Internal and external supply chain partners
  - (D) Only top management
4. Which of the following is a key objective of S&OP?
  - (A) Capacity balancing
  - (B) Inventory elimination
  - (C) Price determination
  - (D) Cost auditing
5. Forecasting and replenishment mainly help in :
  - (A) Increasing lead time
  - (B) Reducing stock outs
  - (C) Increasing paperwork
  - (D) Eliminating forecasting
6. Cyclic decomposition technique breaks data into :
  - (A) Random and trend components
  - (B) Trend, seasonal, cyclical, and irregular components
  - (C) Demand and supply components
  - (D) Internal and external components
7. Short-term forecasting is mostly used for:
  - (A) Strategic decisions
  - (B) Policy formulation
  - (C) Capital budgeting
  - (D) Operational planning
8. Which of the following is not a component of S&OP?
  - (A) Demand planning
  - (B) Supply planning
  - (C) Financial reconciliation
  - (D) Product design

9. Multi-echelon inventory optimization aims at :
- (A) Minimizing total system wide cost
  - (B) Maximizing individual warehouse stock
  - (C) Increasing lead time
  - (D) Eliminating information sharing
10. Computerized inventory systems mainly improve :
- (A) Human resource planning
  - (B) Accuracy and speed of decisions
  - (C) Product quality
  - (D) Employee morale
11. Evaluation of materials management performance excludes :
- (A) Inventory carrying cost
  - (B) Stock-out frequency
  - (C) Advertising expenditure
  - (D) Order fulfillment rate
12. Latest trends in inventory management include :
- (A) Just-in-time (JIT)
  - (B) Large buffer stocks
  - (C) Manual record keeping
  - (D) Increased safety stock
13. Inventory held between production stages is known as :
- (A) Finished goods
  - (B) Safety stock
  - (C) MRO inventory
  - (D) Work-in-progress
14. Multi-echelon inventory systems are most suitable for :
- (A) Small retail shops
  - (B) Single product firms
  - (C) Local vendors
  - (D) Complex supply chains
15. Use of ERP systems in inventory management helps in :
- (A) Isolated decision-making
  - (B) Integration of inventory data
  - (C) Increasing paperwork
  - (D) Delayed reporting
16. A high inventory turnover ratio indicates:
- (A) Poor inventory control
  - (B) Excessive inventory
  - (C) Efficient inventory management
  - (D) High storage cost

17. Economic Ordering Quantity (EOQ) refers to :
- (A) Maximum stock level
  - (B) Minimum stock level
  - (C) Emergency stock
  - (D) Order quantity that minimizes total cost
18. EOQ model assumes :
- (A) Variable demand
  - (B) Instantaneous replenishment
  - (C) Fluctuating lead time
  - (D) Quantity discounts
19. Which cost is included in EOQ calculation?
- (A) Ordering cost
  - (B) Selling cost
  - (C) Marketing cost
  - (D) Advertising cost
20. Carrying cost of inventory includes :
- (A) Purchase cost
  - (B) Storage and insurance cost
  - (C) Production cost
  - (D) Selling expenses
21. Ordering cost increases when :
- (A) Order size increases
  - (B) Order size decreases
  - (C) Demand becomes constant
  - (D) Lead time reduces
22. Inventory models in logistics mainly aim to :
- (A) Maximize inventory
  - (B) Eliminate storage
  - (C) Increase warehouse size
  - (D) Minimize total inventory cost
23. Which inventory cost varies directly with inventory level?
- (A) Ordering cost
  - (B) Carrying cost
  - (C) Shortage cost
  - (D) Setup cost
24. EOQ is applicable mainly, when demand is :
- (A) Known and constant
  - (B) Highly uncertain
  - (C) Seasonal only
  - (D) Random
25. Classification of materials into A, B and C categories is known as :
- (A) VED analysis
  - (B) HML analysis
  - (C) ABC analysis
  - (D) SDE analysis

26. Forecasting refers to the process of:
- (A) Estimating future events based on past data
  - (B) Controlling current production
  - (C) Recording past sales
  - (D) Managing inventory levels
27. The main purpose of demand forecasting is to :
- (A) Reduce employee cost
  - (B) Predict future demand
  - (C) Increase selling price
  - (D) Eliminate competition
28. Which of the following is a qualitative forecasting method?
- (A) Moving average
  - (B) Delphi method
  - (C) Exponential smoothing
  - (D) Regression analysis
29. Demand forecasting is essential mainly for :
- (A) Marketing decisions
  - (B) Financial accounting
  - (C) Strategic and operational planning
  - (D) Wage determination
30. Which forecast is prepared for less than one year?
- (A) Long-term forecast
  - (B) Medium term forecast
  - (C) Strategic forecast
  - (D) Short-term forecast
31. Forecasts based on expert opinion are known as :
- (A) Time series forecasts
  - (B) Casual forecasts
  - (C) Judgmental forecasts
  - (D) Statistical forecasts
32. Which of the following best defines demand planning?
- (A) Recording sales
  - (B) Managing inventory only
  - (C) Fixing selling prices
  - (D) Aligning demand with supply capabilities
33. Demand forecasting differs from demand planning because forecasting:
- (A) Focuses only on production
  - (B) Is purely statistical
  - (C) Predicts demand without coordination
  - (D) Includes pricing decisions

34. In cyclic decomposition, irregular component represents :
- (A) Long term trend
  - (B) Seasonal variation
  - (C) Business cycles
  - (D) Random and unpredictable factors
35. Inventory refers to :
- (A) Finished goods only
  - (B) Stock of goods and materials held for future use
  - (C) Cash balance of a firm
  - (D) Machinery and equipment
36. The primary purpose of holding inventory is to :
- (A) Increase storage cost
  - (B) Meet future demand
  - (C) Block working capital
  - (D) Reduce production
37. Which of the following is a type of inventory?
- (A) Raw materials
  - (B) Office buildings
  - (C) Patents
  - (D) Land
38. Inventory acts as a buffer between :
- (A) Marketing and finance
  - (B) Demand and supply
  - (C) Production and HR
  - (D) Management and labor
39. Which inventory consists of items purchased for resale?
- (A) Raw material inventory
  - (B) Work-in-progress inventory
  - (C) Finished goods inventory
  - (D) Maintenance inventory
40. Inventory management mainly aims to:
- (A) Minimize inventory related costs
  - (B) Maximize inventory levels
  - (C) Eliminate production
  - (D) Increase warehouse size
41. Multi-echelon inventory system involves :
- (A) Single warehouse only
  - (B) Multiple levels in supply chain
  - (C) Only retailers
  - (D) Only manufacturers

42. Which factor does not influence demand forecasting?
- (A) Consumer income
  - (B) Market competition
  - (C) Weather conditions
  - (D) Accounting standards
43. Supply chain dynamics mainly deal with:
- (A) Flow of goods, information and funds
  - (B) Supplier pricing
  - (C) Employee motivation
  - (D) Product design
44. Time series forecasting assumes that:
- (A) Demand is random
  - (B) Past demand patterns will continue
  - (C) Demand depends only on price
  - (D) Demand is constant
45. Which forecasting type is most suitable for new products?
- (A) Time series method
  - (B) Trend projection
  - (C) Judgmental forecasting
  - (D) Moving average
46. Demand forecasting helps in reducing:
- (A) Product quality
  - (B) Production efficiency
  - (C) Market share
  - (D) Inventory related costs
47. The accuracy of forecasting mainly depends on :
- (A) Availability of reliable data
  - (B) Size of the organization
  - (C) Employee strength
  - (D) Advertising budget
48. Which of the following is an internal source of demand data?
- (A) Market surveys
  - (B) Economic reports
  - (C) Past sales records
  - (D) Government publications
49. Demand forecasting is least useful in:
- (A) Production planning
  - (B) Capacity planning
  - (C) Inventory control
  - (D) Financial auditing
50. Which type of forecasting is based on cause-and-effect relationships?
- (A) Qualitative forecasting
  - (B) Time series forecasting
  - (C) Casual forecasting
  - (D) Naive forecasting

51. General inventory management focuses on :
- (A) Purchasing only
  - (B) Storage only
  - (C) Sales promotion
  - (D) Planning, controlling and monitoring inventory
52. Which of the following is not an objective of inventory management?
- (A) Avoid stock outs
  - (B) Reduce carrying cost
  - (C) Increase obsolete stock
  - (D) Ensure smooth production
53. Use of computers in inventory management helps in :
- (A) Increasing paperwork
  - (B) Real-time inventory tracking
  - (C) Increasing manual errors
  - (D) Delaying decisions
54. Multi-echelon inventory systems are complex because they :
- (A) Involve one location
  - (B) Have independent demand
  - (C) Require coordination across levels
  - (D) Eliminate forecasting
55. Performance evaluation of materials function focuses on :
- (A) Employee satisfaction
  - (B) Cost, service level, and efficiency
  - (C) Advertising effectiveness
  - (D) Market share
56. Inventory turnover ratio measures :
- (A) Speed of inventory movement
  - (B) Profitability of the firm
  - (C) Employee productivity
  - (D) Storage capacity
57. Which inventory is held to take care of uncertainty in demand?
- (A) Cycle stock
  - (B) Safety stock
  - (C) Anticipation stock
  - (D) Transit stock
58. Work-in-progress inventory includes:
- (A) Finished products
  - (B) Raw materials unused
  - (C) Items under production
  - (D) Maintenance supplies

59. Forecasting and replenishment collaboration mainly aims at reducing:
- (A) Production capacity
  - (B) Bullwhip effect
  - (C) Sales revenue
  - (D) Market share
60. Technology Information Forecasting and Assessment Council (TIFAC) mainly supports :
- (A) Technology forecasting initiatives
  - (B) Financial auditing
  - (C) Inventory valuation
  - (D) Sales promotion
61. S&OP integrates which of the following functions?
- (A) Marketing, production and finance
  - (B) HR and administration only
  - (C) R&D and legal
  - (D) Customer service only
62. Cyclical demand patterns differ from seasonal patterns because they are :
- (A) Regular and predictable
  - (B) Short term
  - (C) Long term and irregular
  - (D) Daily fluctuations
63. Technology forecasting is important for firms to :
- (A) Eliminate uncertainty completely
  - (B) Anticipate technological changes
  - (C) Reduce labor cost
  - (D) Increase inventory
64. Which factor makes collaborative forecasting challenging?
- (A) Information sharing issues
  - (B) Stable demand
  - (C) Simple products
  - (D) Short lead times
65. S&OP process helps in aligning :
- (A) Pricing and promotion
  - (B) Demand, supply and financial plans
  - (C) Employees and management
  - (D) Customers and suppliers only
66. The role of TIFAC is mainly associated with :
- (A) Technology assessment and foresight
  - (B) Short term sales forecasting
  - (C) Inventory optimization
  - (D) Logistics management

67. Codification helps in avoiding :
- (A) Overstocking
  - (B) Transportation cost
  - (C) Lead time
  - (D) Duplication of materials
68. Shortage cost arises due to :
- (A) Excess inventory
  - (B) Long lead time
  - (C) High ordering quantity
  - (D) Stock-outs
69. International codification is important for :
- (A) Domestic trade only
  - (B) Global sourcing and logistics
  - (C) Reducing demand
  - (D) Increasing storage cost
70. EOQ model ignores :
- (A) Carrying cost
  - (B) Ordering cost
  - (C) Purchase cost
  - (D) Setup cost
71. Inventory models in logistics help in:
- (A) Decision-making regarding order size
  - (B) Sales promotion
  - (C) Product design
  - (D) Employee training
72. Which of the following increases carrying cost?
- (A) Lower inventory level
  - (B) Faster inventory turnover
  - (C) Higher storage period
  - (D) Smaller order size
73. Coding structure should be designed to allow :
- (A) Frequent changes without logic
  - (B) Easy expansion and modification
  - (C) Confusion in identification
  - (D) Duplication of codes
74. EOQ model is unsuitable when :
- (A) Demand is constant
  - (B) Lead time is zero
  - (C) Costs are known
  - (D) Quantity discounts are offered
75. Inventory cost that arises due to loss of sales and goodwill is :
- (A) Carrying cost
  - (B) Ordering cost
  - (C) Purchase cost
  - (D) Shortage cost

76. Collaborative forecasting improves accuracy because it :
- (A) Reduces data size
  - (B) Involves multiple perspectives
  - (C) Eliminates uncertainty
  - (D) Uses only statistical tools
77. Cyclical variations in demand are caused by :
- (A) Seasonal changes
  - (B) Business cycles
  - (C) Random factors
  - (D) Forecasting errors
78. Short-term forecasting techniques generally rely on :
- (A) Historical data
  - (B) Expert opinions only
  - (C) Economic indicators
  - (D) Long term trends
79. Technology forecasting mainly focuses on :
- (A) Past sales performance
  - (B) Future technological developments
  - (C) Workforce planning
  - (D) Inventory valuation
80. The primary purpose of collaborative planning is to :
- (A) Improve coordination across functions
  - (B) Reduce competition
  - (C) Increase product variety
  - (D) Eliminate forecasting
81. Which of the following is a quantitative short term forecasting method?
- (A) Market survey
  - (B) Delphi method
  - (C) Moving average
  - (D) Jury of executive opinion
82. The success of S&OP depends largely on :
- (A) Software used
  - (B) Top management support
  - (C) Advertising strategy
  - (D) Market size
83. Cyclic decomposition is most useful when demand shows :
- (A) Stable behaviour
  - (B) Random fluctuations only
  - (C) Sudden shocks
  - (D) Repeating patterns over time

84. Inventory performance measurement is essential to :
- (A) Identify inefficiencies
  - (B) Increase inventory investment
  - (C) Eliminate inventory
  - (D) Increase demand
85. Anticipation inventory is mainly held to:
- (A) Handle random demand
  - (B) Take advantage of expected future demand or price changes
  - (C) Reduce lead time
  - (D) Replace safety stock
86. Codification in inventory management means :
- (A) Physical inspection of materials
  - (B) Assigning codes to materials
  - (C) Valuation of inventory
  - (D) Recording sales
87. The main objective of material codification is to :
- (A) Simplify material identification
  - (B) Increase paperwork
  - (C) Increase inventory cost
  - (D) Reduce production
88. Classification of materials helps in :
- (A) Increasing storage space
  - (B) Efficient inventory control
  - (C) Increasing variety of items
  - (D) Eliminating inventory
89. Which of the following is not a benefit of codification?
- (A) Reduction of duplication
  - (B) Easier material identification
  - (C) Increase in inventory errors
  - (D) Better inventory control
90. International codification ensures:
- (A) Local identification only
  - (B) Uniformity in material identification
  - (C) Increase in stock levels
  - (D) Higher carrying cost
91. Coding structure and design should be:
- (A) Complicated and lengthy
  - (B) Flexible and systematic
  - (C) Random in nature
  - (D) Different for each department
92. Right quantity concept mainly focuses on:
- (A) Ordering maximum quantity
  - (B) Ordering minimum quantity
  - (C) Eliminating ordering
  - (D) Ordering optimum quantity

93. Supply chain uncertainty increases mainly due to :
- (A) Stable demand
  - (B) Accurate forecasting
  - (C) Demand variability
  - (D) Standardized products
94. Forecast error refers to :
- (A) Difference between actual and forecasted demand
  - (B) Error in data collection
  - (C) Error in production
  - (D) Inventory shortage
95. Bullwhip effect in supply chain is related to :
- (A) Price fluctuations
  - (B) Demand distortion
  - (C) Transportation delays
  - (D) Product innovation
96. Forecast horizon refers to :
- (A) Time period covered by the forecast
  - (B) Level of forecasting accuracy
  - (C) Method of forecasting
  - (D) Demand variability
97. Which of the following improves forecasting accuracy?
- (A) Ignoring market trends
  - (B) Using multiple forecasting methods
  - (C) Relying only on intuition
  - (D) Reducing data size
98. Demand forecasting becomes complex due to :
- (A) Stable consumer behaviour
  - (B) Short product life cycles
  - (C) Constant prices
  - (D) Standard demand
99. Collaborative forecasting mainly involves :
- (A) One department only
  - (B) Supplier coordination only
  - (C) Government agencies
  - (D) Multiple stakeholders in the supply chain
100. Which of the following best reflects the importance of forecasting?
- (A) It eliminates uncertainty completely
  - (B) It guarantees profit
  - (C) It supports informed decision making
  - (D) It replaces managerial judgement

## **Rough Work**

**Example :**

**Question :**

Q.1 (A) ● (C) (D)

Q.2 (A) (B) ● (D)

Q.3 (A) ● (C) (D)

5. Each question carries equal marks. Marks will be awarded according to the number of correct answers you have.
6. All answers are to be given on OMR Answer Sheet only. Answers given anywhere other than the place specified in the answer sheet will not be considered valid.
7. Before writing anything on the OMR Answer Sheet, all the instructions given in it should be read carefully.
8. After the completion of the examination, candidates should leave the examination hall only after providing their OMR Answer Sheet to the invigilator. Candidate can carry their Question Booklet.
9. There will be no negative marking.
10. Rough work, if any, should be done on the blank pages provided for the purpose in the booklet.
11. To bring and use of log-book, calculator, pager & cellular phone in examination hall is prohibited.
12. In case of any difference found in English and Hindi version of the question, the English version of the question will be held authentic.

**Imp.** On opening the question booklet, first check that all the pages of the question booklet are printed properly. If there is any discrepancy in the question Booklet, then after showing it to the invigilator, get another question Booklet of the same series.

**उदाहरण :**

**प्रश्न :**

प्रश्न 1 (A) ● (C) (D)

प्रश्न 2 (A) (B) ● (D)

प्रश्न 3 (A) ● (C) (D)

5. प्रत्येक प्रश्न के अंक समान हैं। आपके जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।
6. सभी उत्तर केवल ओ०एम०आर० उत्तर-पत्रक (OMR Answer Sheet) पर ही दिये जाने हैं। उत्तर-पत्रक में निर्धारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।
7. ओ०एम०आर० उत्तर-पत्रक (OMR Answer Sheet) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाये।
8. परीक्षा समाप्ति के उपरान्त परीक्षार्थी कक्ष निरीक्षक को अपनी OMR Answer Sheet उपलब्ध कराने के बाद ही परीक्षा कक्ष से प्रस्थान करें। परीक्षार्थी अपने साथ प्रश्न-पुस्तिका ले जा सकते हैं।
9. निगेटिव मार्किंग नहीं है।
10. कोई भी रफ कार्य, प्रश्न-पुस्तिका में, रफ-कार्य के लिए दिए खाली पेज पर ही किया जाना चाहिए।
11. परीक्षा-कक्ष में लॉग-बुक, कैल्कुलेटर, पेजर तथा सेल्युलर फोन ले जाना तथा उसका उपयोग करना वर्जित है।
12. प्रश्न के हिन्दी एवं अंग्रेजी रूपान्तरण में भिन्नता होने की दशा में प्रश्न का अंग्रेजी रूपान्तरण ही मान्य होगा।

**महत्वपूर्ण:** प्रश्नपुस्तिका खोलने पर प्रथमतः जाँच कर देख लें कि प्रश्नपुस्तिका के सभी पृष्ठ भलीभाँति छपे हुए हैं। यदि प्रश्नपुस्तिका में कोई कमी हो, तो कक्षनिरीक्षक को दिखाकर उसी सिरीज की दूसरी प्रश्नपुस्तिका प्राप्त कर लें।