

**MBA - MARKETING/FINANCE/HR/
PRODUCTION & OPERATIONS
MANAGEMENT (MBABM)**

Term-End Examination

December, 2015

**MBMI-002 : ENTERPRISE RESOURCE
PLANNING - II**

Time : 3 hours

Maximum Marks : 100

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- Note :** (i) *Section - I is compulsory. Section - I carries 30 marks.*
- (ii) *Section - II; Answer any five questions. Section - II carries 70 marks.*
- (iii) *Assume suitable data wherever required.*
- (iv) *Draw suitable sketches wherever required.*
- (v) *Figures to the right indicate maximum marks.*
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SECTION - I

1. Draw a flow chart to explain the sales order process, starting from inquiry to receiving the payment. What are the rules with reference to Sales and Distribution ? 5+5

2. What is Sales area ? Explain its components. What are the views created during Customer Master ? 5+5+10

SECTION - II

3. Create an Enterprise Structure for a Company 7+7
involved in trading of Consumer Durables. Show the various Organizational Units that would be required to be mapped in SAP, explaining the interrelationship between the different Organizational units with suitable diagram.
4. Lucky Stationeries Limited is one of the leading players in writing and instruments market in India. The company is in the process of configuring the SD module during which they sought your help with regard to the configuration of rules for enabling the functionalities to their Sales and Distribution in their ERP. You are required to : 4+4+3+3
Identify and explain the rules relating to Availability check, Credit checking, Shipping functions and Revenue assignment determination.
5. What are free goods ? What are the different 4+10
Master data that are used in the Sales and Distribution Process and elaborate their relevance in Sales and Distribution Process ?
6. (a) Explain with suitable examples, the 7
complete configuration of Pricing Process.
(b) Clearly explain the working of credit limits 7
and checking in the SD module.
7. Explain the 'Make to Order Sales Cycle' with help 7+7
of an example. What is the difference between MTO with Assembly Processing and MTO without Assembly Processing ?
8. What are the different Master data that are used 7+7
in the Sales and Distribution Process ? Elaborate their relevance in Sales and Distribution Process.