

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

**Term-End Examination**

**June, 2015**

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

*Time : 3 hours*

*Maximum Marks : 100*

**Note :**

- (i) *Section I is compulsory.*
- (ii) *In Section II, solve any five questions from Q.3 – Q.8.*
- (iii) *Italicized figures to the right indicate maximum marks.*

**SECTION I**

1. Royal Paints has received an order for supply of 50,000 litres of paint from Atlas Cycles India Limited. Atlas Cycles wants the entire supply of paints to be delivered on the basis of a scheduling agreement. Royal Paints has sought

your support in backward scheduling for processing the order.

(i) What is backward scheduling? Give suitable examples. 10

(ii) Explain the process of creating and completing a sale based on Scheduling Agreement. 10

2. What is Division? What are the views created during Customer Master? 2+8

## SECTION II

3. Create an Enterprise Structure for a company involved in trading of Consumer Durables. Show the various Organisational units that would be required to be mapped in SAP, explaining the interrelationship between the different Organisational units with a suitable diagram. 7+7
4. (i) How do you distinguish an ordinary customer with a customer who is also a vendor while creating a customer master? 4
- (ii) Explain the role of item category in controlling the Business Process. Give examples of Item Categories and control functions of Item Categories. 5+5
5. (i) What are free goods? 4
- (ii) What is Internal Sales Organisation in Sales and Distribution (SD)? Elaborate. 10
6. Crystal Hosieries is one of the largest exporters of hosiery garments from South India. The company, apart from catering to the domestic market, has customers in the US, UK and South Africa. The company has recently completed the ERP implementation of SAP R/3, wherein they integrated the finance, procurement, and sales

functions. However, the Sales Executive is not very clear with pricing in the Master Data. In this context

- (i) Explain by means of a chart, the complete configuration of the Pricing Process. 7
  - (ii) Clearly explain the working of Credit Limits and Checking in the SD module. 7
7. Explain the Make to Order Sales Cycle with the help of an example. What is the difference between MTO with Assembly Processing and MTO without Assembly Processing? 7+7
8. What are the different Master data that are used in the Sales and Distribution Process? Elaborate their relevance in Sales and Distribution Process. 7+7
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