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F.Y.B. Com (LGSCM) Semester - II
Subject: Forecasting & Inventory Management

Date: 10/3/2026 **Duration: 2 hours** **Marks: 60 marks**

Instructions for the candidate:

1. This question paper contains 2 pages
2. Q.1 is Compulsory.
3. Attempt any 3 from Q. 2 to Q.6.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.
6. Use of simple calculator is allowed.

Q 1	Answer the following.	**15 marks**
	An e-commerce company specializing in electronic gadgets operates in a highly competitive and dynamic online market. The company frequently conducts flash sales, discount festivals, and limited-time promotional campaigns to attract customers. While past sales data and website traffic analytics provide useful forecasting inputs, sudden influencer marketing and viral social media trends create unpredictable spikes in demand. During major promotional events, demand increases sharply, leading to stockouts and delayed deliveries. In contrast, some products remain unsold after promotional periods, increasing holding costs. The company sources products from both domestic and international suppliers, which adds lead time variability. Supply chain disruptions and logistics delays further complicate demand fulfillment. Management realizes that relying only on quantitative historical data is insufficient in such a volatile environment. Therefore, they plan to integrate qualitative forecasting methods such as expert opinions and market surveys with statistical techniques. The finance department is also involved to align demand forecasts with budgeting and working capital requirements. The company aims to improve forecast accuracy, reduce uncertainty, and enhance customer service levels while maintaining cost efficiency. **Q1A.** Explain the need for combining qualitative and quantitative forecasting methods in this case. **Q1B.** Analyze the sources of demand affecting the company's forecasting accuracy. **Q1.C** Suggest strategies to reduce forecasting uncertainty.	

Q 2	Answer the following	
A	Define forecasting. Explain the need and importance of forecasting in business organizations.	**8 marks**
B	What is collaborative planning? Explain its types and importance in supply chain management.	**7 marks**
Q 3	Answer the following	
A	Explain the role of computers in inventory management. How do computerized systems improve accuracy, control, and decision-making?	**8 marks**
B	Explain the concept of safety stock with example.	**7 marks**
Q 4	Answer the following	
A	Explain the concept of Sales and Operations Planning (S&OP). What are its goals and objectives?	**8 marks**
B	Discuss classification and codification systems in inventory management. What are their advantages?	**7 marks**
Q 5	Answer the following	
A	Explain Multi-Echelon Inventory Systems with suitable examples	**8 marks**
B	Explain the steps to improve inventory management in manufacturing industries.	**7 marks**
Q 6	Answer the following	
A	Explain TIFAC?	**5 marks**
B	Explain Collaborative Planning, Forecasting and Replenishment (CPFR) in detail.	**5 marks**
C	Discuss the various costs associated with inventories.	**5 marks**

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F.Y.B.com (L.G.S.C.M) – Sem II

DATE: 13-03-06 **SEAT NO.** _____

Duration: 01 ***hours*** ***Marks: 30***

Instructions: - (1) Q.1 is Compulsory.
(2) Attempt any 2 from Q. 2 to Q.4.
(3) Attach the map supplement to the main answer book.
(4) Figures on the right-hand side indicate full marks.
(5) Use of simple calculator is allowed.

Q 1	Name and Mark the following on the World Map provided to you and attach it with the main answer book. 1. A major Mountain Range in North America. 2. An area in India having physical water scarcity. 3. Biggest Hot desert of the World. 4. Longest River in the World. 5. Country having highest HDI in Asia. 6. World's largest producer of Wind energy. 7. Largest producer of Bauxite in the World. 8. A Region affected by Ozone layer depletion. 9. An area of biodiversity hotspot in Brazil. 10. An European country with little or no water scarcity.	**10 marks**
Q 2	Answer the following	
A	Suggest some measures to address population explosion.	**5 marks**
B	Define environmental migration. Explain the main factors responsible for it.	**5 marks**
Q 3	Answer the following	
A	Describe the impact of environment on human health.	**5 marks**
B	Identify the causes of Forests degradation and suggest some measures for protection of world forest resources.	**5 marks**
Q 4	Write Short Notes on	
A	Poverty & Starvation	**5 marks**
B	Acid Rains	**5 marks**

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F.Y.B. Com (LGSCM) Semester - II
Subject: Communication Skills II

Date: 14/3/2026 **Duration: 1 hour** **Marks: 30 marks**

Instructions for the candidate:

1. This question paper contains one page.
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.

Q 1	Answer the following	**10 marks**
	Draft a Sales Letter promoting a newly launched Electric Scooter by EcoRide Motors, Navi Mumbai – 400705. Use the Full Block Layout.	
Q 2	Answer the following	
A	Explain channels of corporate communication in organizations with suitable examples.	**5 marks**
B	Describe the importance of Meeting Etiquettes in corporate organizations with examples.	**5 marks**
Q 3	Answer the following	
A	Explain how poor Crisis Communication can damage a company's reputation. Give three examples.	**5 marks**
B	Describe the importance of feedback in Organizational Communication with examples.	**5 marks**
Q 4	Answer the following	
A	Describe strategies to improve team communication in corporate organizations with examples.	**5 marks**
B	Explain the impact of unresolved conflicts on organizational performance with examples.	**5 marks**

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F.Y.B. Com (LGSCM) Semester - II
Subject: Quantitative Methods II

Date: 16-03-2026 **Duration: 1 hour** **Marks: 30 marks**

Instructions for the candidate:

1. This question paper contains 1 pages
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.
6. Use of simple calculator is allowed.

Q 1	Answer the following	**10 marks**
	Solve the following system of equations using **Cramer's Rule**: $2x + y + z = 9$ $x + 3y + z = 13$ $x + y + 2z = 10$	
Q 2	Answer the following	
A	A person is to receive ₹12,000 at the **end of each year for 6 years**. If the rate of interest is 8% per annum, find the **present value of the annuity immediate.**	**5 marks**
B	A firm has fixed cost of ₹1,20,000. The selling price per unit is ₹150 and variable cost per unit is ₹90. i. Calculate the **Break-Even Point (in units).** ii. How many units must be sold to earn a **profit of ₹60,000**?	**5 marks**
Q 3	Answer the following	
A	Find inverse by adjoint method for the following matrix: $A=\begin{bmatrix}5 & 2\\ 7 & 3\end{bmatrix}$	**5 marks**
B	Differentiate w.r.t. x the following functions: i. $3x^4 + 4e^x + 5^x - 3\log x + 7\,00$ ii. (3x + 4) (7x - 3)	**5 marks**
Q 4	Answer the following	
A	If $A=\begin{bmatrix}2 & 5\\ 1 & 4\end{bmatrix}$ *and* $B=\begin{bmatrix}3 & 7\\ 6 & 3\end{bmatrix}$, i. Find 2A - 3B. ii. Check whether that 2(A+ B) = 2A+2B.	**5 marks**

B	The demand function is given by $p = 40 + 12D - 3D^2$ where p = price and D = demand. Find the total revenue, average revenue and marginal revenue when the demand is 5 units.	**5 marks**

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F.Y.B. Com (LGSCM) Semester - II
Subject: Macro Economics

Date: 17.03.2026. **Duration: 1 hour** **Marks: 30 marks**

Instructions for the candidate:

1. This question paper contains 02 pages
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.
6. Use of simple calculator is allowed.

Q 1	**Answer the following**	**10 marks**
	Case Study: During periods of economic uncertainty, such as pandemics or job insecurity, individuals and businesses tend to hold extra cash as a precaution. Fear of income loss, medical emergencies, or unexpected expenses increases the precautionary demand for money. Households postponed discretionary spending and increased savings in liquid form. Small businesses also kept more cash to manage uncertain sales and delayed payments from customers. This behaviour reduced overall spending in the economy. Central banks observed that despite lower interest rates, people preferred liquidity over investment. This increase in precautionary money demand reduced the effectiveness of monetary policy. This case shows how uncertainty increases precautionary demand for money and affects economic activity. **Questions**: Q1. What were the two main reasons that increased precautionary demand for money during economic uncertainty? Q2. How did households and small businesses change their financial behaviour during uncertainty? Mention two actions.	

	Q3. What were the two effects of this behaviour on overall economic spending? Q4. What did central banks observe despite lowering interest rates? Mention two observations. Q5. What does this case study show about uncertainty and monetary policy? Mention two points.	
Q 2	**Answer the following**	
A	Discuss the various concepts of measuring national income.	**5 marks**
B	Explain demand pull inflation.	**5 marks**
Q 3	**Answer the following**	
A	Explain the different types of Investment.	**5 marks**
B	Explain Keynes liquidity preference theory of interest.	**5 marks**
Q 3	**Answer the following**	
A	Calculate APC, APS, MPC and MPS from the following: - Y: 1500, 2500, 3500, 4500, 5500 C: 1400, 2100, 2600, 3000, 3300	**5 marks**
B	Explain the qualitative instruments of monetary policy.	**5 marks**

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