



Y. & M. Anjuman Khairul Islam's
POONA INSTITUTE OF MANAGEMENT
SCIENCES & ENTREPRENEURSHIP

(A Religious & Linguistic Minority Institution, Recognized by DTE, Govt. of Maharashtra, Affiliated to Savitribai Phule Pune University,
Approved by AICTE, New Delhi ISO 9001-2015 Certification
Office : K. B. Hidayatullah Road, Camp, Pune - 411 001, Tel. : 020 26448781 Website : www.okipimse.ac.in Email : director.pimse@gmail.com

MBA-IT (SEM - II)
203: Business Process Domain
(2020 PATTERN)

SHORT QUESTIONS

1. Define Product?
2. What is BOM ?
3. Explain Material Requirement Planning?
4. Define the term EOQ, EBQ ?
5. What is labour efficiency ?
6. What is Market segments?
7. What is Customers ?
8. Explain the Customer Order processing?
9. How to prepare Quotation?
10. What is Sales Analysis Network of Sales outlet ?
11. What is Database ?
12. Explain recruitment ?
13. What is Employee Database ?
14. What is Employee Appraisal ?
15. Explain the Accounting and Payroll in HR ?
16. What is Double Entry Accounting system ?
17. What are Journal Entries ?
18. What is Ratio Analysis?
19. What is profit and loss accounts ?
20. What is Balance sheet ?
21. What is SCM?
22. Explain the Scope and advantages of SCM ?
23. What is CRM?
24. Explain the forecasting ?
25. Explain the demand forecasting ?