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| **SESSION** | **FEB-MARCH 2024** |
| **PROGRAM** | **BACHELOR OF BUSINESS ADMINISTRATION (BBA)** |
| **SEMESTER** | **V** |
| **COURSE CODE & NAME** | **DBB3123 – BUYING** |
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**Assignment Set – 1**

**1. What are the methods of evaluating a buyer’s performance? 10**

**Ans 1.**

Evaluating a buyer's performance is crucial for organizations to ensure effective procurement and supply chain management. Various methods can be employed to assess a buyer's performance, helping organizations make informed decisions and improve overall efficiency. Here are some key methods for evaluating a buyer's performance:

**Cost Savings and Cost Avoidance Analysis:** One of the primary indicators of a buyer's performance is the ability to achieve cost savings and avoid unnecessary expenses. This Its Half solved only

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1. **Top of Form**

**2. Define Centralized OrganizationalStructures. Explainin detail the advantages and disadvantages for the same. 2+4+4**

**Ans 2.**

Centralized organizational structures refer to a hierarchical model where decision-making authority is concentrated at the top levels of the organization. In such a setup, key decisions and policies are made by a small group of individuals or a single authority figure at the top, while lower levels of the organization follow these directives. This model contrasts with decentralized structures,

**3. Define resident buying offices. Highlight its different types. 2+8**

**Ans 3.**

Resident buying offices play a crucial role in the field of buying, serving as intermediaries between manufacturers and retailers. These entities are responsible for facilitating the procurement of goods for retailers, ensuring a smooth flow of products from the manufacturers to the end consumers. Let's delve into the definition and different types of resident buying offices.

**Definition of Resident**

**Top of Form**

**Assignment Set – 2**

**4. Mention the advantages and disadvantages of retailer and vendor partnership. 5+5**

**Ans 4.**

Retailer and vendor partnerships play a crucial role in the success of both parties involved in the supply chain. This collaboration aims to enhance efficiency, reduce costs, and ultimately deliver better products and services to consumers. However, like any business strategy, there are advantages and disadvantages associated with retailer and vendor partnerships.

**Advantages of Retailer and Vendor Partnership:**

1. **Improved Communication and Coordination:** Retailer and vendor partnerships foster open communication channels. Through regular meetings, feedback sessions, and joint
2. Top of Form

**5. List the different types of markets. 10**

**Ans 5.**

In the realm of buying and commerce, understanding the various types of markets is essential for professionals to make informed decisions and strategize effectively. Markets can be categorized based on different criteria, such as the nature of the products, the number of buyers and sellers, and the degree of competition. In this context, let's explore some of the fundamental types of markets:

1. **Perfect Competition**

**6. Define Negotiation. Explain the advantages of negotiation to vendors and buyers. 2+8**

**Ans 6.**

Negotiation is a dynamic process involving two or more parties who interact to reach a mutually acceptable agreement. In the context of buying and procurement, negotiation plays a crucial role in facilitating the exchange of goods, services, or resources between vendors and buyers. It is a strategic communication and decision-making process aimed at resolving differences,