Subject	Distribution Management		
Roll No.		Marks	60 Marks
Total No. of Questions	7	Duration	3 Hours
Total No. of printed pages		Date	22.04.2016

Note: Q1 is compulsory and solve any FOUR from the remaining SIX questions.

Q1) 20 Marks (Compulsory)
Case Study : Wegman's Distribution System
(Please refer the case attached and answer the following questions.)

 a) What are the key contributors of the success of Wegman's Supermarket?
 b) What are the different methods used by Wegman's Supermarket for optimizing Distribution management?

Attempt Any FOUR from the Remaining SIX Questions

Q2) *Any two from (a) or (b) or (c) ——————— (5x2) = 10 Marks*
 a) What are the different Physical distribution channel types ? Explain any one in detail.
 b) Role of Distribution in SCM
 c) What are the best practices in order picking?

Q3) *Any two from (a) or (b) or (c) ——————— (5x2) = 10 Marks*
 a) Primary functions of DM
 b) What are the different strategy option you have in outsourcing a Channel ?
 c) What are the trade offs of Distribution operations

Q4) *Any two from (a) or (b) or (c) ——————— (5x2) = 10 Marks*
 a) What are the value adding roles of Distributions operations
 b) Explain the importance of Logistics processes
 c) Factors affecting distribution facility ownership

Q5) *Any two from (a) or (b) or (c) ——————— (5x2) = 10 Marks*
 a) What are key logistic processes?
 b) What are the different costs incurred in physical distribution?
 c) What are the seven components of customer service ?

Q6) *Any two from (a) or (b) or (c) ——————— (5x2) = 10 Marks*
 a) Explain the importance of logistic and distribution
 b) What is physical distribution? Explain the objectives of Distribution management.
 c) What are the steps in order processing?

Q7) Solve for *10 Marks*
 Discuss the cost relationships by considering distribution costs, specifically as to how they vary with respect to the different depots