

**N.B**

**(3 Hours)**

**Total Marks: 80**

1. Question No 1 is compulsory
2. Solve any three questions from the remaining questions
3. Assume suitable data if required

1. a. What is an integrated Data Model? 5  
b. Explain up-selling and cross-selling with examples? 5  
c. Define Lead time and Cycle time. 5  
d. Explain SCM and CRM w.r.t. ERP. 5
- 2 a. Explain ERP's Finance module? 10  
b. What is MTS and MTO? 10
- 3 a. What is PDM and how does it improve the competitiveness of a company. 10  
b. Evolution of ERP w.r.t. MRP, MRP II. 10
- 4 a. List the main variants of E-Procurement. Also discuss the advantages of adopting E-Procurement. 10  
b. What is the purpose of gap analysis and how are the gaps fixed? 10
- 5 a. What are the main characteristics of a DSS? How is DSS different from MIS? 10  
b. What is JIT? List Benefits of JIT. Also list potential pitfalls of JIT. 10
6. Attempt **any four** 20
  - a. Importance of security for ERP systems.
  - b. Business Process Reengineering
  - c. Supply Chain Management
  - d. BPR
  - e. OLAP

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