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Q. 1 Storing inventory requires _____ and as inventory increases, so do these costs.

- A) space and workers
- B) workers and equipment
- C) space and equipment
- D) space, workers, and equipment

Q.2 Which of the following statement is not true for break even analysis?

- A) Fixed cost does not vary with total production
- B) Total cost varies with the total production
- C) Variable cost is dependent on total production
- D) Break even point is the point where fixed cost line and variable cost line intersect with each other on a volume cost graph.

Q.3 VED analysis of inventory management stands for

- A) Vital-Essential-Desirable
- B) Valuable-Easy-Difficult
- C) Very-Essentially-Desired
- D) Valuable-Effective-Difficult to obtain

Q.4 The symbol of rectangle shape represents the process of in the process analysis.

- A) Transportation
- B) Operation
- C) Inspection
- D) Delay

Q.5 Which of the following is not a type of flow process chart?

- A) Material
- B) Method
- C) Machine
- D) Man

Q.6 Which of the following is not the definition of Quality?

- A) conformance of specification
- B) Fitness for use
- C) Spare part maintenance
- D) Customer delight

Q.7 In a Layout all machines or process of the same type are grouped together.

- A) Fixed position
- B) Factory
- C) Process
- D) Product

Q.8 Mass production is characterized by

- A) Low volume high variety
- B) High volume low variety
- C) High volume high variety
- D) Low volume low variety

Q.9 process chart is a graphic representation of the sequence of all the operations and inspections involved in a process or procedure.

- A) Operation
- B) Outline
- C) Travel
- D) Flow process

Q. 10 The risks in carrying inventory are:

- A) Obsolescence and damage
- B) Damage and pilferage
- C) Pilferage and deterioration
- D) Obsolescence, damage, pilferage, and deterioration

Q.11 Which of the following is not a part of the planning files of a production planning and control systems

- A) A progress file
- B) A work center master file
- C) Minimizing WIP inventory
- D) Maximizing utilization

Q.12 Getting products to consumers obtaining and managing raw materials and packaging finished products are all activities of

- a. Procurement
- b. Logistics
- c. Production
- d. Materials management

Q.13. The process through which inputs are converted into output is referred to as

- a. The transformation process
- b. Manufacturing
- c. Materials management
- d. Physical distribution

Q.14 The degree to which a good or service meets demands and requirements of customers called

- a. Quality
- b. Customer satisfaction
- c. Effectiveness
- d. Productivity

Q 15. Unique products are generally produced through

- a. Customization
- b. Standardization
- c. Engineering
- d. Mechanization

Q.16 Customers perceptions are important in

- a. Economic order quantities
- b. Production schedules
- c. Product specification
- d. Quality

Q.17 Which of the following is a function of inventory?

- a. To decouple or separate parts of the production process
- b. To provide a stock of goods that will provide a selection for customers
- c. To take advantage of quantity discounts
- d. To hedge against inflation
- e. All of the above are functions of inventory

Q.18 Which of the following would not generally be a motive for a firm to hold inventories?

- a. To decouple or separate parts of the production process
- b. To provide a stock of goods and will provide a selection for customers

- c. To take advantage of quantity discounts
- d. To minimize holding costs

- Q.19. All of the following statements about ABC analysis are true except
- a. Inventory may be categorized by measures other than dollar volume
 - b. It categorizes on-hand inventory into three groups based on annual dollar volume
 - c. It is an application of the pare to principle
 - d. It states that all items require the same degree of control
 - e. It status that these are critical few and the trivial many inventory items

- Q.20 . ABC analysis is based upon the principal that
- a. All items in inventory must be monitored very closely
 - b. These are very usually a few critical items zmd many items which are less critical
 - c. An item is critical if its usage is high
 - d. The safety stock in terms of volume should be higher for a items than for items

- Q.21. Which of the following statements about ABC analysis is false?
- a. ABC analysis is based on presumption that controlling the few most important items produces the vast majority of inventory savings
 - b. In ABC analysis “A” items are tightly controlled , have accurate records ,and receive regular review by major decision makers
 - c. In ABC analysis “c” items minimal records , periodic review , and single control
 - d. ABC analysis is based on the presumption that all item must be tightly controlled to produce important cost savings

- Q.22. ABC analysis divides on-hand inventory into three classes ,generally based upon
- a. Item quality
 - b. Unit price
 - c. The number of units on hand
 - d. Annual demand
 - e. Annual dollar volume

- Q.23 Most inventory models attempt to minimize
- a. The like hood of stock out
 - b. The number of items ordered
 - c. Total inventory based costs
 - d. The number of orders placed

Q.24 In basic EOQ model if the cost of placing an order doubles and all other values remain constant the EOQ will

- a. Increase by about 41%
- b. Increase by 100%
- c. Increase by 200%
- d. Either increase or decrease

Q.25 Which of the following statements about the basic EOQ model is true

- a. If ordering cost were to double, the EOQ would rise
- b. If annual demand were to double, the EOQ would rise
- c. If the carrying cost were to increase, the EOQ would fall
- d. All of the above statements are true

Q.26 Which of the following statements about the basic EOQ model is false?

- a. If the setup cost were to decrease, the EOQ would fall
- b. If annual demand were to increase, the EOQ would decrease
- c. If the ordering cost were to increase, the EOQ would rise
- d. If annual demand were to double, the EOQ would also double

Q. 25 A good layout requires determining

- a. Material handling requirements
- b. Capacity and space requirements
- c. Environment and aesthetics
- d. Cost of moving between various work areas
- e. All of the above

Q.26 The so-called 'quality gurus' of Total Quality Management (TQM) do not include one of the following

- a. Kavoru ishikawa
- b. Joseph M juran
- c. Bill coshy
- d. W.Edward Deming

Q.27 Which of the following would not normally be considered as a 'costs of quality'

- a. Marketing costs
- b. Prevention costs
- c. Warranty costs
- d. Rand D costs

Q. 28 A quality circle is composed of a small group of employees who genuinely care about others and who preferably do work that includes which of the following? 1 Meeting voluntarily

with a leader on a regular basis 2. Identifying the problems 3 Balancing operations in assembly line 4 Setting up productivity norms and evaluation of production operations

- a. Options 1 & 4
- b. Options 1 & 2
- c. Options 1 & 3
- d. Options 2 & 3

Q. 29 Which among the following is a special factor that influences the plant location?

- a. Cultural factor
- b. Infrastructure
- c. Communication facilities
- d. Transport

Q.30 Which of the following lets an organization get the right goods and services to the place they are needed at the right time, in the proper quantity and at an acceptable cost?

- a. Supply Chain Management (SCM)
- b. Customer relationship management (CRM)
- c. Total quality management (TQM)
- d. Material requirements planning (MRP)

Q.31 Production Management can be defined as the management of the conversion process, which convertsinputs into desired outputs of goods and services.

- A) Product
- B) land, labor, capital, and management
- C) Money
- D) None of the above

Q.32 Plant layout for the manufacturing of talcum powder machinery is arranged in the which of the following order?

- A) Simple and direct
- B) Multi storied building is specially constructed
- C) Vertically i.e from top-bottom
- D) All of the above

Q.33 Plant layout for Small Scale business is closely linked with the factory building and built up area.

- A) True
- B) False

Q.4 Total quality management involves every operation in the company including quality assurance. This statement is—

- A) True
- B) False

Q.35 Total quality management is a _____, _____ process, which starts at the top with a vision and commitment to producing the best product speedily.

- A) Quality controls , planned
- B) Strategic, continuous improvement
- C) Slow, tedious
- D) Complicated, difficult

Q.36 The production system can be classified on the basis of which of the following type/types of production?

- A) Job shop production
- B) Batch production
- C) Mass production
- D) All of the above

Q.37 In job-shop productionis very difficult.

- A) Planning and control
- B) Pricing and control
- C) Production and planning
- D) Pricing and planning

Q.38 In Batch production Batch of identical articles are manufactured. This statement is –

- A) True
- B) False

Q.39 In mass production, the demand rate is the rate of production.

- A) More than
- B) less than
- C) Equal to
- D) None of the above

Q.40 The quality of product is established based upon which of the following?

- A) Customers needs
- B) High quality
- C) High cost
- D) All of the above

Q.41 From the following which is/are the main function/functions of production planning and control?

- A) Planning
- B) Routing and scheduling
- C) Dispatching and follow-up
- D) All of the above

Q.42 The need for selecting a suitable location arises because of which of the following situation/situations?

- A) When starting a new organization, i.e., location choice for the first time.
- B) In case of existing organization.
- C) In case of Global Location.
- D) All of the above

Q.43 The primary goal of the plant layout is to the profit by arrangement of all the plant facilities to the best advantage of total manufacturing of the product.

- A) Maximize
- B) Minimize
- C) Not gaining
- D) None of the above

Q.44 If all machines performing similar type of operations are grouped at one location then from the following which type of layout it is?

- A) Process layout
- B) Combination layout
- C) Product layout
- D) Fixed position layout

Q.45 The benefits of TQM can be classified into the which of the following categories?

- A) Customer satisfaction oriented benefits.
- B) Economic improvements oriented benefits.
- C) Organizational oriented benefits.
- D) Only (A) and (B).

Q.46 ISO 9000 series has which of the following international standards on quality managements?

- A) ISO 9000 — Quality management and Quality assurance standards
- B). ISO 9001 — Quality systems: Quality in design
- C). ISO 9002 — Quality systems: Production and Installation
- D). All of the above.

Q.47 Systematic planning of production activities to achieve the highest efficiency in production of goods/services is one of the objective of production, planning and control. This statement is—

- A) True
- B) False

Q.48 Production planning and control has three phases namely: Planning Phase,and Control Phase.

- A) Action Phase
- B) Idea Generation Phase
- C) Reaction Phase
- D) None of the above

Q.49 TQM stands for:

- A) Total Quantity Management
- B) Total Quality Management

C) Total Quantum Management

D) None of the above

Q.50 From the following which fundamental factor/ factors affects the quality of products and services?

A) Meeting

B) Market

C) Mass Communication

D) Right quantity

Q.51 Plant layout for Small Scale business is not closely linked with the factory building and built up area.

A) True

B) False

Q.52 Plant layout for the manufacturing of talcum powder machinery is arranged in the which of the following order?

A) Simple and direct B) Multi storied building is specially constructed C) Vertically i.e from top-bottom

D) All of the above

Q.53 In job shop production which of the following situation is/are common?

A) Product is manufactured only once

B) Small quantities of product are repeated at irregular time intervals (demand not certain)

C) Small quantities of product are repeated at regular time intervals

D) Only first and second situation are common

Q.54 Total quality management involves every operation in the company except quality assurance. This statement is—

A) True

B) False

Q. 55 From the following which one is the quickest way to get information about what consumer wants and need?

A) Bench-marking

B) Trust

C) Open Communication

D) None of the above

Q.56 Total quality management is a _____, _____ process, which starts at the top with a vision and commitment to producing the best product speedily.

A) quality controls , planned

B) Strategic, continuous improvement

C) Slow, tedious

D) Complicated, difficult

Q.57 Maintenance management consist of which of the following phases?

- A) Work identification
- B) Work planning and scheduling
- C) Work execution
- D) All of the above

Q.58 Marketing department/companies continuously monitor which of the following?

- A) Customer wishes
- B) Customer wants, needs and preferences
- c) Customer money
- D) All of the above

Q.59 Philip Kotler has shown which of the following competing concepts for carrying out marketing activities in an organization?

- A) Product Concept
- B) Selling Concept
- C) Societal Marketing Concept
- d) All of the above

Q.60 From the following which is/are the categories of new products in terms of their newness to the company and to the marketplace?

- A) New- to the world products
- B) Additions to the existing product line
- C) Repositioning
- D) All of the above

Q.61 The "price" of an executive is a salary, the price of a salesperson may be a commission, and the price of a worker is a wage. This statement is—

- A) True
- B) False

Q.62 From the following which one is the zero level channel distribution?

- A) Manufacturer ---- Retailer ----- Consumer
- B) Manufacturer ----- Wholesaler ----- Retailer ----- Consumer
- C) Manufacturer -----consumer
- D) Manufacturer ----- Wholesaler ----- Jobber ----- Retailer ----- Consumer

Q.63 Sales promotion include which of the following tools to stimulate stranger market response?

- A) Consumer promotion
- B) Force promotion
- C) Factory Promotion
- D) None of the above

Q.64 Implementation of effective marketing strategy requires _____ as it includes the distribution component of a marketing strategy.

- A) supply chain management
- B) Sales promotion
- C) Marketing environment
- D) Effective packaging

Q.65 A manager of a cosmetics company can check the real-time sales data with each of its channel partners, track and communicate with customers, monitor orders with the production department, and assess the location of shipments in their distribution network. This is an example of which of the following?

- A) Advanced technologies in supply chain management
- B) Customer relationship management
- C) Maintenance Management
- D) All of the above

Q.66 From the following which is/are the selection criteria for international market?

- A) Market size
- B) Host country language
- C) Cultural prospective
- D) All of the above

Q.67 The act of dividing a market into distinct groups of buyers who might requires separate products is called as ----

- A) Market targeting
- B) Market segmentation
- C) Product positioning
- D) None of the above

Q.68 A corrugated box carrying six dozen of Old Spice After Shave Lotion is an example of which of the following?

- A) Shipping package
- B) Secondary package
- C) Primary package
- D) All of the above

Q.69 Electronic commerce commonly written as E-Commerce is the _____ in products or services using computer network, such as internet.

- A) Exchanging
- B) Producing
- C) Trading
- D) Promoting

Q.70. All of the following would be ways to segment within the category of behavioral variable segmentation EXCEPT:

- a. occasions.
- b. user status.
- c. loyalty status.
- d. lifestyle.

Q.71 . _____ factors are the most popular bases for segmenting customer groups.

- a. Geographic
- b. Demographic
- c. Psychographic
- d. Behavioral

74. _____ factors or variables are generally easier to measure than most of the other types of variables or factors.

- a. Geographic
- b. Demographic
- c. Psychographic
- d. Behavioral

75. Proctor & Gamble joined a growing list of marketers who use _____ segmentation when they developed Secret, a brand specially formulated for a woman's chemistry.

- a. geographic
- b. income
- c. benefit
- d. gender