

Unit-II

How does monitoring and evaluation contribute to implementation planning?

- a. Increases ambiguity in project progress
- ☒ b. Facilitates tracking of progress and performance
- c. Decreases accountability
- d. Reduces the need for adjustments.

What does the term "E-Marketplace" refer to in the context of B2B EC?

- a. A physical marketplace for businesses
- ☒ b. A website that facilitates online transactions between businesses
- c. Exclusive market for electronic products
- d. A traditional brick-and-mortar store.

Which B2B EC model involves the direct exchange of goods or services between businesses without intermediaries?

- a. E-Procurement
- b. E-Distribution
- ☒ c. E-Direct
- d. E-Intermediary

4. In the B2B EC model, what does 'Reverse Auction' involve?

- a. Bidders compete to offer the highest price for a product
- ☒ b. Bidders compete to offer the lowest price for a product or service
- c. Traditional auction methods
- d. Fixed pricing for products.

5. What is the significance of 'Page Load Time' in web analytics?

- a. It measures the number of pages viewed by visitors
- b. It assesses the average duration of a user's visit
- ☒ c. It evaluates the speed at which a webpage loads for users
- d. It tracks the effectiveness of online advertisements.

6. Which B2B EC model focuses on the outsourcing of business processes to a third-party service provider?

- a. E-Procurement
- b. E-Sourcing
- c. E-Exchange
- ☒ d. E-Outsourcing

7. What is the primary objective of the E-Marketplace B2B EC model?

- a. Minimising buyer-seller interactions
- b. Creating a platform for online auctions
- ☒ c. Facilitating multiple buyers and sellers to engage in transactions
- d. Exclusively serving large corporations.

8. Which B2B EC model involves businesses collaborating on joint ventures or projects using online platforms?

- ☒ a. E-Collaboration
- b. E-Intermediary
- c. E-Procurement
- d. E-Distribution

9. What does 'E-procurement' focus on in the B2B EC context?

- a. Selling products directly to consumers
- ☒ b. Streamlining the purchasing process for businesses
- c. Creating online marketplaces
- d. Outsourcing business processes.

10. In the B2B EC model, what role does an 'E-Distributor' play?
 - a. Facilitating collaboration between businesses
 - b. Acting as an intermediary between manufacturers and buyers
 - c. Conducting reverse auctions
 - ☒ d. Managing outsourcing relationships
11. What is the significance of the 'Hub-and-Spoke' B2B EC model?
 - ☒ a. Centralised platform connecting multiple businesses
 - b. Direct exchange between businesses without intermediaries
 - c. Exclusive focus on e-procurement
 - d. Traditional brick-and-mortar store.
12. Which B2B EC model involves businesses coming together to share information and collaborate on technology standards?
 - a. E-Sourcing
 - b. E-Collaboration
 - ☒ c. E-Exchange
 - d. E-Outsourcing
13. What is the primary purpose of a buyer's internal marketplace in procurement?
 - a. Facilitating transactions with external suppliers
 - ☒ b. Streamlining internal purchasing processes
 - c. Outsourcing procurement activities
 - d. Conducting reverse auctions.
14. In the context of procurement using the buyer's internal marketplace, what does the term 'Catalogue Management' involve?
 - a. Outsourcing catalogue creation to external vendors
 - ☒ b. Managing and organising products or services available for internal purchase
 - c. Conducting auctions for internal procurement
 - d. Supplier relationship management.
15. What role does technology play in the buyer's internal marketplace for procurement?
 - a. Slowing down procurement processes
 - b. Increasing manual intervention
 - ☒ c. Automating and digitising procurement workflows
 - d. Reducing the need for internal collaboration.
16. Which benefit is associated with the use of the buyer's internal marketplace for procurement?
 - a. Increased reliance on external suppliers
 - b. Higher transaction costs
 - ☒ c. Improved visibility and control over internal purchasing
 - d. Limited product variety
17. How does the internal marketplace contribute to cost savings in procurement?
 - a. By increasing transaction costs
 - ☒ b. By centralising purchasing activities
 - c. By limiting access to suppliers
 - d. By ignoring economies of scale.
18. What is the significance of 'Approval Workflows' in the buyer's internal marketplace for procurement?
 - a. Slowing down the procurement process
 - ☒ b. Streamlining the approval process for purchases
 - c. Reducing the need for budget considerations
 - d. Eliminating the need for internal collaboration.
19. In the context of procurement using the internal marketplace, what does 'PunchOut' functionality refer to?
 - a. Physical verification of purchased goods
 - ☒ b. Integration with external supplier catalogues
 - c. Internal auditing processes
 - d. Delay in order processing.
20. What is the primary advantage of a user-friendly interface in the buyer's internal marketplace?
 - a. Increasing complexity in procurement
 - b. Decreasing user adoption
 - ☒ c. Enhancing user experience and efficiency
 - d. Reducing the need for training.
21. How does the internal marketplace support strategic sourcing in procurement?
 - a. By limiting access to a variety of suppliers
 - b. By promoting reactive procurement strategies
 - ☒ c. By enabling centralised control and negotiation with suppliers
 - d. By ignoring supplier performance metrics.
22. What is the primary goal of incorporating analytics in the buyer's internal marketplace for procurement?
 - a. Increasing procurement costs
 - b. Reducing data visibility
 - ☒ c. Enhancing data-driven decision-making
 - d. Limiting access to procurement data.
23. What is the primary objective of Just-In-Time (JIT) delivery in supply chain management?
 - a. Maximising inventory levels
 - b. Minimising production efficiency
 - ☒ c. Reducing lead times
 - d. Increasing buffer stock.

4. In JIT delivery, what does the term 'Kanban' refer to?

- ☒ a. Inventory management system
- b. Quality control process
- c. Production scheduling tool
- d. Just-In-Time delivery strategy

5. What role does close collaboration with suppliers play in JIT delivery?

- a. Increasing lead times
- b. Reducing dependence on suppliers
- ☒ c. Enhancing communication and coordination
- d. Ignoring supplier relationships.

26. What is the impact of JIT delivery on storage costs?

- a. Increased storage costs
- b. No impact on storage costs
- ☒ c. Reduced storage costs
- d. Inconsistent storage costs.

27. In the context of JIT delivery, what does 'Takt Time' represent?

- a. Time taken for production
- b. Time between order placement and delivery
- ☒ c. Time available to produce one unit to meet customer demand
- d. Time spent on quality control.

28. How does JIT delivery contribute to minimising waste in the production process?

- a. By increasing batch sizes
- b. By maintaining excess inventory
- ☒ c. By identifying and eliminating inefficiencies
- d. By slowing down production speed.

29. What is the significance of 'Pull System' in JIT delivery?

- a. Producing goods based on forecasted demand
- ☒ b. Producing goods based on actual customer demand
- c. Ignoring customer demand
- d. Relying solely on push production.

30. How does JIT delivery impact production flexibility?

- a. Reducing production flexibility
- b. Increasing dependence on fixed production schedules
- ☒ c. Enhancing the ability to respond to changes in demand
- d. Slowing down production speed.

31. What is the potential drawback of relying solely on JIT delivery in supply chain management?

- a. Increased lead times
- b. Higher storage costs
- ☒ c. Vulnerability to supply chain disruptions
- d. Improved production efficiency.

32. How does JIT delivery impact the overall efficiency of the supply chain?

- a. Decreasing overall efficiency
- b. Increasing operational costs
- ☒ c. Enhancing overall efficiency by minimising waste
- d. No impact on overall efficiency.

33. What is a key characteristic of a 'Reverse Auction'?

- a. Bidders compete to offer the highest price
- ☒ b. Bidders compete to offer the lowest price
- c. Traditional auction methods
- d. Fixed pricing for products.

34. In an English auction, what happens to the price as the auction progresses?

- ☒ a. Increases
- b. Decreases
- c. Remains constant
- d. Randomly fluctuates

35. What is the primary advantage of a 'Dutch Auction' format?

- ☒ a. Simplicity in bidding
- b. Extended auction duration
- c. Increased buyer anonymity
- d. Higher final prices

36. What is the purpose of a 'Sealed-Bid Auction'?

- a. Encouraging open bidding
- b. Promoting transparency
- ☒ c. Maintaining bidder confidentiality
- d. Allowing real-time bidding.

37. In a Vickrey auction, how is the winning bid determined?

- a. Highest bid wins
- ☒ b. Second-highest bid wins
- c. Random selection
- d. Average of all bids

38. What does the term 'Electronic Data Interchange (EDI)' refer to in the context of business transactions?

- a. Manual paperwork
- ☒ b. Electronic communication of business documents
- c. Face-to-face negotiations
- d. Physical transportation of documents.

39. What is a key advantage of Internet-based EDI services over traditional EDI methods?
- Increased manual data entry
 - Limited accessibility
 - ☒ Enhanced accessibility and flexibility
 - Higher transaction costs.
40. How does Internet-based EDI contribute to supply chain efficiency?
- Slowing down information exchange
 - Reducing visibility into supply chain processes
 - ☒ Enhancing real-time collaboration and communication
 - Increasing reliance on physical documents.
41. What is a common challenge associated with traditional EDI methods?
- Limited security concerns
 - ☒ Difficulty in data integration
 - Real-time data exchange
 - High implementation costs.
42. What role does the internet play in overcoming geographical constraints in EDI transactions?
- Aggravating geographical constraints
 - Increasing reliance on physical documents
 - ☒ Facilitating global accessibility and communication
 - Slowing down information exchange.
43. What is the primary purpose of integrating with a backend information system in an organisation?
- Increasing data redundancy
 - Enhancing data security
 - Isolating business processes
 - ☒ Improving overall efficiency and connectivity.
44. In the context of integration, what does 'Backend' refer to?
- User interfaces
 - Front-end applications
 - ☒ Server-side components and databases
 - External vendors
45. What is the significance of 'Real-time Integration' with backend systems?
- Delayed data processing
 - Batch processing of data
 - ☒ Timely and immediate exchange of information
 - Limited data accuracy
46. How does backend integration contribute to a seamless user experience in applications?
- By increasing data silos
 - By reducing data accessibility
 - By minimising data consistency
 - ☒ By providing consistent and up-to-date information.
47. What is the role of APIs (Application Programming Interfaces) in backend integration?
- Increasing data isolation
 - ☒ Facilitating communication and data exchange between systems
 - Slowing down data processing
 - Eliminating the need for data integration.
48. What is the potential impact of poor backend integration on business processes?
- Improved efficiency
 - Enhanced data accuracy
 - ☒ Increased operational bottlenecks
 - Reduced need for data sharing.
49. Which type of backend integration involves connecting various applications within an organisation?
- ☒ Internal Integration
 - External Integration
 - Cloud Integration
 - Vendor Integration
50. What does the term 'Data Synchronisation' mean in the context of backend integration?
- Maintaining data inconsistency
 - ☒ Simultaneous updating of data across multiple systems
 - Deliberate data isolation
 - Ignoring data accuracy
51. How does backend integration support data analytics and business intelligence efforts?
- By limiting access to data
 - By increasing data silos
 - ☒ By providing a unified view of data for analysis
 - By avoiding real-time data processing.
52. What is the role of middleware in backend integration?
- Increasing data redundancy
 - ☒ Facilitating communication between different systems
 - Slowing down data exchange
 - Eliminating the need for APIs.

E-Commerce

53. What is the primary responsibility of an Electronic Data Incharge?
- a. Managing physical documents
 - ☒ b. Overseeing IT Infrastructure
 - c. Handling customer service inquiries
 - d. Conducting market research
54. In the context of data management, what does the term 'Data Governance' refer to?
- ☒ a. Ensuring data accuracy and consistency
 - b. Data security measures
 - c. Data storage capacity
 - d. Data analysis techniques
55. What role does an Electronic Data Incharge play in ensuring data security?
- a. Ignoring security protocols
 - ☒ b. Implementing encryption and access controls
 - c. Promoting data sharing without restrictions
 - d. Avoiding regular data backups.
56. What is the significance of regular data backups in data management?
- a. Increasing data redundancy
 - ☒ b. Enhancing data security
 - c. Slowing down data retrieval
 - d. Reducing the need for data governance.
57. In the context of data management, what is the purpose of a 'Master Data Management' (MDM) system?
- a. Creating data silos
 - ☒ b. Centralising and managing core business data
 - c. Ignoring data standardisation
 - d. Reducing data governance efforts.
58. How does an Electronic Data Incharge contribute to the implementation of data analytics initiatives?
- a. By avoiding data integration
 - b. By limiting access to data
 - ☒ c. By providing clean and organised data for analysis
 - d. By ignoring data security measures.
59. How does EDI contribute to cost savings in business processes?
- a. By increasing manual data entry
 - b. By reducing the need for standardised document formats
 - ☒ c. By streamlining data exchange and reducing paper-based processes
 - d. By ignoring data accuracy

- 60. What is the significance of data mapping in the context of EDI implementation?**
- a. Creating data silos
 - b. Ignoring document standards
 - ☒ c. Translating data between different EDI formats
 - d. Slowing down data processing.
- 61. How does EDI impact the speed of business transactions compared to traditional paper-based methods?**
- a. Slowing down transaction speed
 - b. Having no impact on transaction speed
 - ☒ c. Significantly accelerating transaction speed
 - d. Increasing manual data entry.
- 62. What is the role of EDI in improving accuracy in business document exchange?**
- a. Increasing data inconsistency
 - ☒ b. Enhancing data validation and reducing errors
 - c. Avoiding standardised document formats
 - d. Ignoring data mapping processes.
- 63. How does EDI contribute to better supply chain management?**
- a. Increasing data silos
 - b. Slowing down order processing
 - ☒ c. Enhancing real-time visibility and coordination
 - d. Reducing the need for data integration