



# **INDUSTRIAL ENGINEERING**

**For  
MECHANICAL ENGINEERING**

# INDUSTRIAL ENGINEERING

## SYLLABUS

**Production Planning and Control:** Forecasting models, aggregate production planning, scheduling, materials requirement planning.

**Inventory Control:** Deterministic and probabilistic models; safety stock inventory control systems

**Operations Research:** Linear programming, simplex and duplex method, transportation, assignment, network flow models, simple queuing models, PERT and CPM.

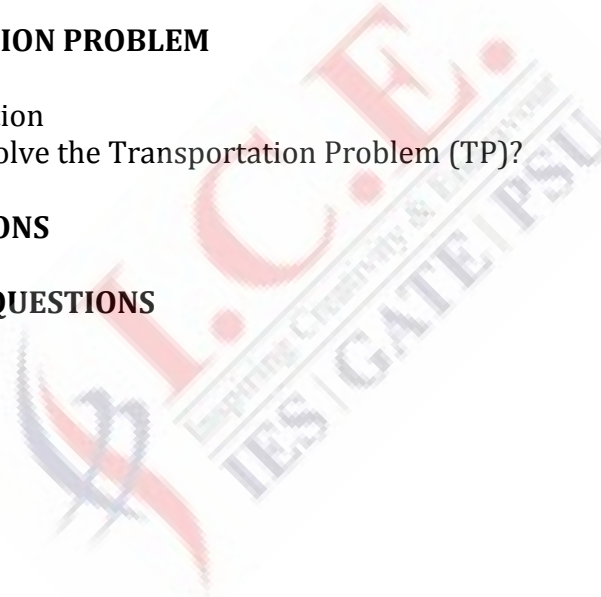
## ANALYSIS OF GATE PAPERS

Exam Year	1 Mark Ques.	2 Mark Ques.	Total
2003	1	6	13
2004	3	6	15
2005	3	7	17
2006	2	7	16
2007	-	4	8
2008	2	6	14
2009	2	5	12
2010	4	4	12
2011	2	2	6
2012	1	2	5
2013	2	1	4
2014 Set-1	2	1	4
2014 Set-2	2	2	6
2014 Set-3	1	3	7
2014 Set-4	2	3	8
2015 Set-1	1	2	5
2015 Set-2	3	1	5
2015 Set-3	1	2	5
2016 Set-1	-	2	4
2016 Set-2	1	2	5
2016 Set-3	1	1	3
2017 Set-1	0	2	4
2017 Set-2	2	1	4

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**1.1 DEFINITION**

Forecasting is defined as an estimate of sales in physical units or monetary value for a specified period.

**1.2 TYPE OF FORECASTING**

The forecasting may be classified on the basis of time span or range of forecasting. There are three categories as follows:

**1.2.1 LONG RANGE FORECASTING**

Long range forecasting consists of time period of more than 5 years. Mostly qualitative techniques are used for long range forecasting.

**Applications:**

- i) Power generation
- ii) Cement Industry
- iii) Sugar Industry
- iv) Petroleum Industry

**1.2.2 MEDIUM RANGE FORECASTING**

The range of medium range forecasting is generally 1 to 5 years. Medium range forecasting needs combination of collective opinion, regression analysis, correlation of different index and inflation etc.

**Applications:**

- i) Inventory planning
- ii) Sales planning
- iii) Enrolment of students in college etc.

**1.2.3 SHORT RANGE FORECASTING**

Short range forecasting covers a period typically from one hour to one year. In most cases, it is for one season, a few months or a few weeks. For this exponential smoothing, graphical projections etc. are used.

**Application:**

- i) Monthly forecast of sales

**1.3 CATEGORIES OF FORECASTING METHOD**

Forecasting can also be classified into two categories:

- i) Qualitative Method
- ii) Quantitative Method

**1.3.1 QUALITATIVE METHOD**

Qualitative methods are needed in forecasting when data necessary to use time series are not available. For example, when a new product is to be launched in the market, its past demand data are not available.

In such cases human judgment, expert opinion, market research etc. are required for forecasting.

**1.3.1.1 TYPE OF QUALITATIVE FORECASTING**

- 1) Delphi Method
- 2) Market Research
- 3) Historical Estimates

**1.3.2 QUANTITATIVE METHOD**

When past data are available then with the help of mathematical equations forecasting can be done. Such method of forecasting is known as quantitative method. It is done for small to medium range forecasting.

**1.3.2.1 TYPES OF QUANTITATIVE METHOD OF FORECASTING**

- 1) Least square or Regression analysis
- 2) Time series analysis

**1.3.2.2 LEAST SQUARE or REGRESSION ANALYSIS**

This is the mathematical method of obtaining the line of best fit between the dependent variable & independent variable. In a simple regression analysis, the relationship between the dependent variable  $y$  and some independent variable  $x$  can be represented by a straight line.

$$y = a + bx$$

Where  $a$  =  $y$  intercept

$b$  = Slope of the line

The values of ' $a$ ' & ' $b$ ' are determined from two simultaneous equations

$$\sum y = na + b \sum x \dots (i)$$

$$\sum xy = a \sum x + b \sum x^2 \dots (ii)$$

By solving equation (i) & (ii), we get

$$a = \frac{1}{n} (\sum y - b \sum x)$$

$$b = \frac{\sum x \sum y - n \sum xy}{(\sum x)^2 - n \sum x^2}$$

Where  $n$  = No of observations

### 1.3.2.3 TIME SERIES ANALYSIS

**1) Simple Moving Average Method:** This method of forecasting uses past data to calculate a rolling average for a period.

Moving Average( $y$ )

$$= \frac{\text{Sum of demands for periods}}{\text{Chosen number of periods}}$$

$$= \frac{D_1 + D_2 + D_3 + \dots + D_n}{n}$$

**2) Weighted Moving Average:** As compared to simple moving average which gives equal effect to each component of the data base, weighted moving average can give any amount of weights for each element, where the sum of all weight should be one.

In simple moving average, equal weightage is given to 1<sup>st</sup> month, 2<sup>nd</sup> month and 3<sup>rd</sup> month in a three month moving average. But the organization

wants to attach more weightage to the third month and least to the first month. For example, depending upon the importance it assigns weightage e.g. 0.2 to 1<sup>st</sup> period 0.3 to second and 0.5 to the third. The sum of these weights should be equal to one.

**Example:** The past data on the load on the weaving machines is shown below:

Month	Load(hrs)
May-96	
June-96	585
July-96	610
Aug-96	675
Sep-96	750
Oct-96	860
Nov-96	970

- Compute the load on the weaving machine centre using 5<sup>th</sup> moving average for the months of December 1996.
- Compute a weight three months moving average for December, 1996 where the weightage are 0.5 for the latest month, 0.3 and 0.2 for the other months respectively.

**Solutions:**

a) Five months moving average forecast for Dec.1996

$$= \frac{D \text{ Nov.} + D \text{ Oct} + D \text{ Sep} + D \text{ Aug} + D \text{ July}}{5}$$

$$= \frac{970 + 860 + 750 + 675 + 610}{5}$$

$$= 773 \text{hrs}$$

b) A three month weight moving average forecast for Dec. 1996

$$= \frac{(W \text{ Nov.} \cdot D \text{ Nov}) + (W \text{ Oct} + D \text{ Oct}) + (W \text{ Sep} \cdot D \text{ Sep})}{W_{\text{Nov}} + W_{\text{Oct}} + W_{\text{Sep}}}$$

$$= \frac{(970 \times 0.5) + (660 \times 0.3) + (750 \times 0.2)}{0.5 + 0.3 + 0.2}$$

$$= 947.8 \text{ machine hours.}$$

**1) Exponential Smoothing Method:** The Moving Average Method of forecasting requires maintaining the data for all the previous years. This method overcomes the limitations of moving average and eliminates the requirement of keeping past record. It represents a weighted average for the past observation. The most recent observation is given highest weightage and it decreases in the form of geometric progression when move for older observations. Forecast for the period t ( $f_t$ ) is given by

$$f_t = f_{t-1} + \alpha(D_{t-1} - f_{t-1})$$

Where  $f_{t-1}$  = Last period forecasted demand

$D_{t-1}$  = Last period actual demands

$\alpha$  = Smoothing constant which lies between 0-1

**Note:**

When demand is very stable  
 $\alpha = 0.1$  to  $0.3$

When demand is slightly unstable  
 $\alpha = 0.4$  to  $0.6$

## 1.4 FORECASTING ERROR

### 1.4.1 MEAN ABSOLUTE DEVIATION (MAD)

This is calculated as the average of absolute value of difference between actual and forecasted value.

$$MAD = \frac{\sum_{t=1}^n |D_t - F_t|}{n}$$

Where  $D_t$  = Actual demand for period t

$F_t$  = Forecasted demand for period t

n = Number of periods considered for calculating the error

### 1.4.2 MEAN SUM OF SQUARE ERROR (MSE)

The average of square of all errors in the forecast is termed as MSE. Its interpretation is same as MAD.

$$MSE = \frac{\sum_{t=1}^n (D_t - F_t)^2}{n}$$

### 1.4.3 BIAS

Bias is measure of overestimation or underestimation

$$Bias = \frac{\sum_{t=1}^n (D_t - F_t)}{n}$$

### 1.4.4 TRACKING SIGNAL (TS)

It is used to identify those items, which do not keep pace with either positive or negative bias or trend.

$$TS = \frac{\sum_{t=1}^n (D_t - F_t)}{(MAD)_n}$$

Where

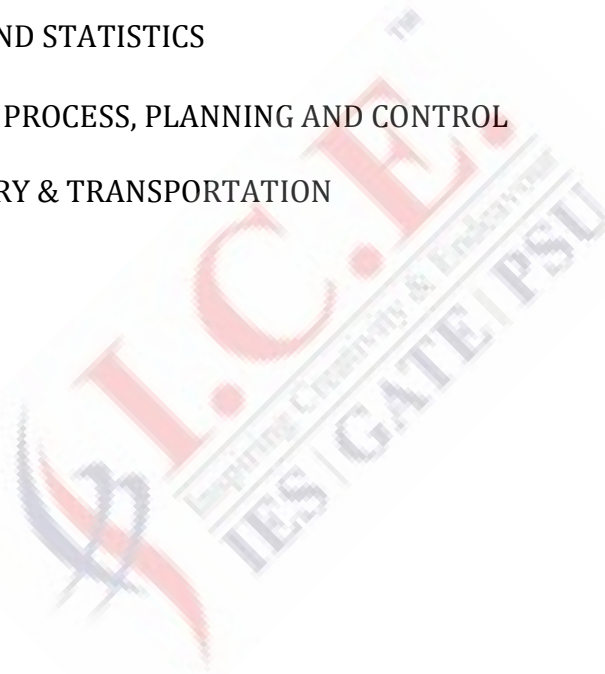
$(MAD)_n$  = Mean absolute deviation till period n.

$(BIAS)_n$  = Bias till period n.



# GATE QUESTIONS

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## 1

## FORECASTING

- Q.1** When using a simple moving average to forecast demand, one would
- give equal weight to all demand data
  - assign more weight to the recent demand data
  - include new demand data in the average without discarding the earlier data
  - include new demand data in the average after discarding some of the earlier demand data
- [GATE-2001]**
- Q.2** The sales of cycles in a shop in four consecutive months are given as 70, 68, 82, 95. Exponentially smoothing average method with a smoothing factor of 0.4 is used in forecasting. The expected number of sales in the next month is
- 59
  - 72
  - 86
  - 136
- [GATE-2003]**
- Q.3** For a product, the forecast and the actual sales for December 2002 were 25 and 20 respectively. If the exponential smoothing constant ( $\alpha$ ) is taken as 0.2, then forecast sales for January 2003 would be
- 21
  - 23
  - 24
  - 27
- [GATE-2004]**
- Q.4** The sales of a product during the last four years were 860, 880, 870 and 890 units. The forecast for the fourth year was 876 units. If the forecast for the fifth year, using simple exponential smoothing, is equal to the forecast using a three period moving average, the value of the exponential smoothing constant  $\alpha$  is
- $\frac{1}{7}$
  - $\frac{1}{5}$
  - $\frac{2}{7}$
  - $\frac{2}{5}$
- [GATE-2005]**
- Q.5** In an MRP system, component demand is
- forecasted
  - established by the master production schedule
  - calculated by the MRP system from the master production schedule
  - ignored
- [GATE-2007]**
- Q.6** A moving average system is used for forecasting weekly demand  $F_1(t)$  and  $F_2(t)$  are sequences of forecasts with parameters  $m_1$  and  $m_2$ , respectively, where  $m_1$  and  $m_2$  ( $m_1 > m_2$ ) denote the numbers of weeks over which the moving averages are taken. The actual demand shows a step increase from  $d_1$  to  $d_2$  at a certain time. Subsequently,
- neither  $F_1(t)$  nor  $F_2(t)$  will catch up with the value  $d_2$
  - both sequences  $F_1(t)$  and  $F_2(t)$  will reach  $d_2$  in the same period
  - $F_1(t)$  will attain the value  $d_2$  before  $F_2(t)$
  - $F_2(t)$  will attain the value  $d_2$  before  $F_1(t)$
- [GATE-2008]**
- Q.7** Which of the following forecasting methods takes a fraction of forecast error into account for the next period forecast?
- Simple average method
  - Moving average method
  - Weighted moving average method
  - Exponential smoothing method
- [GATE-2009]**



# EXPLANATIONS

**Q.1 (d)**

The simple moving average method can be used if the underlying demand pattern is stationary. This method include new demand data in the average after discarding some of the earlier demand data.

Let  $m_t$  = moving average at time  $t$

$y_t$  = demand in time  $t$  and

$n$  = moving average period

$$m_{t+1} = \frac{y_{t+1} - y_{t-n+1}}{n}$$

**Q.2 (b)**

We know, from the exponential and smoothing average method, the exponential smoothed average  $u_{(t+1)}$  which is the forecast for the next period  $(t+1)$  is given by

$$u_{(t+1)} = au_t + a(1-a)U_{t-1} + \dots + a(1-a)^n U_{t-N} + \dots \infty$$

Now, for sales of the fifth month put  $t = 4$  in the above equation,

So,

$$u_5 = au_4 + a(1-a)u_3 + a(1-a)^2 u_2 + a(1-a)^3 u_1$$

Where,  $u_1, u_2, u_3$  and  $u_4$  are 70, 68, 82 and 95 respectively and  $a = 0.4$

Hence

$$u_5 = 0.4 \times 95 + 0.4(1-0.4)82 + 0.4(1-0.4)^2 \times 68 + 0.4(1-0.4)^3 \times 70$$

$$u_5 = 38 + 19.68 + 9.792 + 6.048 = 73.52$$

**Q.3 (c)**

Given:

Forecast sales for December  $u_t = 25$

Actual sales for December  $X_t = 20$

Exponential smoothing constant  $a = 0.2$

We know that, Forecast sales for January is given by

$$U_{t+1} = U_t + a[X_t - u_t]$$

$$= 25 + 0.2(20 - 25)$$

$$= 25 + 0.2 \times (-5) = 25 - 1 = 24$$

Hence, Forecast sales for January 2003 would be 24.

**Q.4 (c)**

Gives:

Sales of product during four years were 860, 880, 870 and 890 units.

Forecast for the fourth year  $u_4 = 876$

Forecast for the fifth year, using simple exponential smoothing, is equal to the forecast using a three period moving average.

$$\text{So, } u_s = \frac{1}{3}(880 + 870 + 890) \Rightarrow u_s = 880 \text{ unit}$$

By the exponential smoothing method.

$$u_s = u_4 + a(u_4 - u_4)$$

$$880 = 876 + a(890 - 876)$$

$$4 = a(14)$$

$$a = \frac{4}{14} = \frac{2}{7}$$

**Q.5 (c)**

MRP (Material Requirement Planning):

MRP function is a computational technique with the help of which the master schedule for end products is converted into a detailed schedule for raw materials and components used in the end product.

Input to MRP

i) Master production schedule.

ii) The bill of material

iii) Inventory records relating to raw materials.

**Q.6 (d)**

Here  $F_1(t)$  &  $F_2(t)$  = Forecasting

$m_1$  &  $m_2$  = Number of weeks

A higher value of  $m$  results in better smoothing. Since here  $m_1 > m_2$  the weight age of the latest demand would be more in  $F_2(t)$ .

Hence,  $F_2(t)$  will attain the value of  $d_2$  before  $F_1(t)$

**Q.7 (d)**

Exponential smoothing method of forecasting takes a fraction of forecast error into account for the next period forecast.

The exponential smoothed average  $u_t$ , which is the forecast for the next period  $(t + 1)$  is given by.

$$\begin{aligned} u_t &= \alpha y_t + \alpha(1-\alpha)y_{t-1} + \dots + \alpha(1-\alpha)^n y_{t-n} + \dots \\ &= \alpha y_t + (1-\alpha)[\alpha y_{t-1} + \alpha(1-\alpha)y_{t-2} + \dots \\ &\quad + \alpha(1-\alpha)^n y_{t-(n-1)} + \dots] \\ &= u_{t-1} + \alpha(y_t - u_{t-1}) \\ &= u_{t-1} + \alpha e_t \end{aligned}$$

Where  $e_t = (y_t - u_{t-1})$  is called error and is the difference between the last Observation  $y_t$  and its forecast a period earlier,  $u_{t-1}$ .

The value of  $\alpha$  lies between 0 to 1.

**Q.8 (c)**

Given, forecast for February

$$F_{t-1} = 10275$$

Demand for February

$$D_{t-1} = 12000$$

Smoothing coefficient

$$\alpha = 0.25$$

Which is the forecast for the next period is given by,

$$\begin{aligned} F_t &= \alpha(D_{t-1}) + (1-\alpha) \times F_{t-1} \\ &= 0.25 \end{aligned}$$

$$(12000) + (1-0.25) \times (10275)$$

$$= 10706.25 \approx 10706$$

Hence, forecast for the month of March is 10706.

**Q.9 (d)**

Height weight given to recent demand, the fore  $F_t = D_t$

$$F_t = F_{t-1} + \alpha(D_t - F_{t-1})$$

$$\text{or} = F_{t-1}(1-\alpha) + D_t$$

Thus from the given condition

$$F_{t-1}(1-\alpha) = 0$$

$$\text{Or} = 1$$

The values of smoothing constant ( $\alpha$ ) lie between 0 and 1.

A low value of  $\alpha$  gives more weightage to the past series and less weightage to the recent demand information. Hence, in simple exponential smoothing forecasting, higher value of  $\alpha$ , i.e. 1, gives higher weight age to recent demand information and less weight age to the past series.

**Q.10 (b)**

$$0 \leq \alpha \leq 2$$

High value of ' $\alpha$ ' means more weightage for immediate forecast. Less value of ' $\alpha$ ' means relatively less weightage for immediate forecast, or almost equal weightage for all previous forecast.

Hence high value of forecast is only chosen when nature of demand is not reliable rather unstable.

**Q.11 239 to 241**

Number of periods = 4, then the past 4 months average sales is fore cast for next 4 months.

$$\text{So, } \frac{280 + 250 + 190 + 240}{4} = 240.$$

**Q.12 560.75**

Forecast for

$$= 400 + \alpha(500 - 400) = 400 + .25 \times 100 = 475$$

Forecast march

$$= 475 + \alpha(600 - 475) = 560.75$$

**Q.13 (d)**

**Q.14 (d)**

Month	Demand	Forecast ( $= \alpha D_{t-1} + (1-\alpha)F_{t-1}$ )
April	900	850
May	1030	$= 0.6 \times 900 + 0.4 \times 850 = 880$
June		$= 0.6 \times 1030 + 0.4 \times 880 = 970$

$$\therefore F_{\text{june}} = 970 \text{ units}$$

# ASSIGNMENT QUESTIONS

- Q.1** Which one of the following forecasting techniques is not suited for making forecasts for planning production schedules in the short range?  
a) Moving average  
b) Exponential moving average  
c) Regression analysis  
d) Delphi
- Q.2** Which one of the following methods can be used for forecasting the sales potential of a new product?  
a) Time series analysis  
b) Jury of Executive Opinion method  
c) Sales Force Composite method  
d) Direct Survey method
- Q.3** Which one of the following methods can be used for forecasting when a demand pattern is consistently increasing or decreasing?  
a) Regression analysis  
b) Moving average  
c) Variance analysis  
d) Weighted moving average
- Q.4** Which one of the following forecasting techniques is most suitable for making long range forecasts?  
a) Time series analysis  
b) Regression analysis  
c) Exponential smoothing  
d) Market surveys
- Q.5** Which one of the following is not a purpose of Long-term forecasting?  
a) To plan for the new unit of production  
b) To plan the long-term financial requirement  
c) To make the proper arrangement for training the personnel  
d) To decide the purchase programme
- Q.6** Which one of the following is not a technique of Long Range Forecasting?  
a) Market Research & Market Survey  
b) Delphi  
c) Collective Opinion  
d) Correlation and Regression
- Q.7** Which of the following is the measure of forecast error?  
a) Mean absolute deviation  
b) Trend value  
c) Moving average  
d) Price fluctuation
- Q.8** For sales forecasting, pooling of expert opinions made use of in  
a) Statistical correlation  
b) Delphi technique  
c) Moving average method  
d) Exponential smoothing
- Q.9** Which of the following is not the characteristic of exponential smoothing? method of forecasting?  
a) This represents a weighted average of the past observations.  
b) All observations are assigned equal weightage.  
c) If smoothing coefficient is 1 then the latest forecast would be equal to previous period actual demand.  
d) The technique is not simple as compared to moving average method.
- Q.10** The interchange ability can be achieved by  
a) standardization  
b) better process planning  
c) bonus plan  
d) better product planning
- Q.11** Standardization of products is done to



- a) eliminate unnecessary varieties in design  
b) simplify manufacturing varieties in design  
c) make interchangeable manufacture possible  
d) reduce material cost
- Q.12** The standard time of an operation while conducting a time study is  
a) mean observed time + allowances  
b) normal time - allowances  
c) mean observed time x rating factor + allowances  
d) normal time x rating factor + allowances
- Q.13** In time study, the rating factor is applied to determine  
a) standard time of a job  
b) merit rating of the worker  
c) fixation of incentive rate  
d) normal time of job
- Q.14** Work study is mainly aimed at  
a) determining the most efficient method of performing a job  
b) establishing the minimum time of completion of job  
c) developing the standard method and standard time of a job  
d) economizing the motions involved on the part of worker while performing a job
- Q.15** Which one of the following is not a technique of PMTS?  
a) Synthetic data  
b) Stopwatch time study  
c) Work-factor  
d) MTM
- Q.16** In performing a task, motion economy refers to the manner in which  
a) human energy can be conserved  
b) electric energy can be conserved  
c) machine movements can be reduced  
d) material movements can be reduced
- Q.17** In the Kendall's notation for representing queuing models the first position represents  
a) Probability law for the arrival  
b) Probability law for the service  
c) Number of channels  
d) Capacity of the system
- Q.18** In a single server queuing system with arrival rate of  $\lambda$  and mean service time of ' $\mu$ ' the expected number of customers in the system is  $\frac{\lambda}{\mu - \rho}$  What is the expected waiting time per customer in the system?  
a)  $\frac{\lambda^2}{\mu - \lambda}$   
b)  $\frac{\lambda}{\mu - \lambda}$   
c)  $\frac{1}{\mu - \lambda}$   
d)  $\frac{(\mu - \lambda)}{\lambda}$
- Q.19** Flexible manufacturing systems are generally applied in  
a) high variety and low volume production  
b) medium volume and medium variety production  
c) low variety and low volume production  
d) high variety and high volume production
- Q.20** Vehicle manufacturing assembly line is an example of  
a) product layout b) process layout  
c) manual layout d) fixed layout
- Q.21** Transfer lines are mostly used  
a) Aero industries  
b) Ship building  
c) Automobile industries  
d) Machine tool manufacturing
- Q.22** Which one of the following types of layout is used for the manufacture of huge Aircrafts?  
a) Product layout  
b) Process layout  
c) Fixed position layout  
d) Combination layout

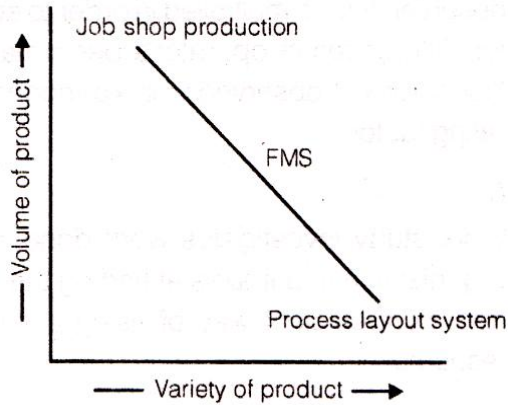
# EXPLANATIONS

- Q.1 (d)** easily and assembling in done somewhere else.
- Q.2 (d)** Opinion survey method is relatively simple and practical method for forecasting demands and especially for new products.
- Q.3 (a)** Linear Regression Analysis: This method is very useful forecasting techniques if the past data appear to fall about a straight line. The general equation for the regression line is given by:  $y = a + bx$ , where 'a' and b are constants.
- Q.4 (d)** Time series analysis (Regression Analysis, Exponential smoothing) are quantitative analysis of forecasting and suitable for short range while market survey is a long range forecasting.
- Q.5 (c)**
- Q.6 (d)** Correlation and Regression method is used for short and medium range forecasting.
- Q.7 (a)**
- Q.8 (b)**
- Q.9 (b)**
- Q.10 (a)**
- Q.11 (c)** Standardization is done to make manufacturing simplicity ie., the subassemblies can be made somewhere, where it can be made
- Q.12 (c)**
- Q.13 (d)** A rating factor is a factor by which the observed time is multiplied in order. To adjust for differences in operator's performance. Normal time = observed time performance rating factor.
- Q.14 (c)** Work study investigates work done in an organization and it aims at finding the best and most efficient way of using available resources.
- Q.15 (a)** Techniques of PMTS are:  
1. Method Time Measurement (MTM)  
2. Work Factor System (WFS)  
3. Basic Motion Time Study (BMTS)
- Q.16 (a)** Principle of motion economy: A worker while performing a task makes use of number of motions or movements. The careful examination of these motions may reveal that some of these motions
- are unnecessary and can be eliminated
  - can be simplified by effective changes in the work place layout
  - can be performed more efficiently by other members of the body.
- Q.17 (a)**
- Q.18 (c)** Waiting time in system.



$$= \frac{\lambda}{(\mu - \lambda)} \times \frac{1}{\lambda} = \frac{1}{\mu - \lambda}$$

**Q.19 (b)**



Job shop production is used for mass production i.e., high volume low variety, process less out is used for low volume high variety of product while flexible manufacturing system is used for mid volume mid variety product.

**Q.20 (a)**

**Q.21 (c)**

**Q.22 (c)**

**Process layout:** It is characterized by keeping similar machines or similar operation at one location.

**Process layout:** Implies that various operations on raw material are performed in a sequence and the machine are placed along the product flow line, i.e., machines are arranged in the sequence in which raw material will be operated upon.

**Fixed position layout:** In this case men and equipment are moved to the material, which remain at one place and product is completed at that place where material lies. It is used in ship building, aircraft manufactured big pressure vessel fabrication etc.

**Q.23 (a)**

**Q.24 (a)**

**Q.25 (a)**

**Q.26 (a)**

The number of pieces inspected per lot is generally more in single sampling than double sampling.

**Q.27 (b)**

**Q.28 (d)**

Simplex method of linear programming is an iterative procedure.

**Q.29 (b)**

In a Transportation Problem, if the number of non-negative independent allocations is less than  $m + n - 1$  there exists a degeneracy. where  
 $m$  = no. of rows  
 $n$  = no. of columns

**Q.30 (c)**

Degeneracy arises when number of allocation are less than  $3 \div 5 - 1 = 7$

**Q.31 (b)**

**Q.32 (b)**

**Q.33 (d)**

**Q.34 (a)**

Two costs are involved in inventory control viz. carrying cost & ordering cost.

**Q.35 (c)**

For economic order quantity  
 Holding cost = ordering cost

**Q.36 (c)**

**Q.37 (a)**

$$\begin{aligned} \text{EOQ} &= \sqrt{\frac{2RC_0}{C_c}} \\ &= \sqrt{\frac{2 \times (60 \times 12) \times 12}{(10 \times 12)}} = 12 \end{aligned}$$