

INDIAN INSTITUTE OF MATERIALS MANAGEMENT NHQ- Education Wing

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(PGDMM - 2 years course)

Assignments for Jan-June 2024 Session

(course code CMM/ PMM)

IMPORTANT POINTS TO BE NOTED BY THE STUDENT:

1. Write your Name, Roll. No. on the answer sheet along with Session i.e. Jan-June 2024

Each page of assignment must bear the roll number, semester number Name at top of each page and student's signature at the bottom of each sheet, without which assignments will be rejected(sample is attached)

- Submission of assignments is compulsory and marks obtained in assignments carry 30% weightage in the final result.
- 3. Students are required to secure 50% marks in assignments to pass the examination.
- 4. Each subject will have one assignment..
- 5. Assignments must be written by the students in their own good hand writing and one copy of the same be retained with them to avoid inconvenience in the event of misplacement / loss of the same in transit.
- 6. The answers should be brief to the point and relevant to the questions given in the assignment. Do not reproduce your answers from the study materials sent to you.
- 7. Problems/queries with regard to assignments, if any, are to be discussed with respective branch/NHQ and during the contact classes.
- 8. Write your answers on the attached sample answer sheets only
- 9. Assignments must be send to IIMM NHQ Education Wing by 30th April 2024 by email in PDF format to iimmassignments@gmail.com. It must not be shared through Google drive. If the file size is big send separate mails.

(Semester - 2) Assignments for Jan-June 2024 Session (course code CMM/ PMM) Paper - 6 Business Law

Question No.1 Marks 15

Explain in details the following topics:

- (a) Types of Contract & Essentials of a valid contract,
- (b) Features of contract of sale of goods; Sale and Agreement to sell
- (c) Types of Negotiable Instruments.

(Students should go through the chapters 2, 4,6 before answering the guestions)

Question No 2 [Case Study]

Marks 15

Go through the Case Study carefully and answer the questions below:

Mr. Anand Dixit was the President of Shiva Cements Ltd., which was incorporated in 1991. The registered office of organization was at Kanpur. Till 1996, the organization was the largest seller of Cement in India. In the same year, Mr. Dixit decided to enter the paint industry under the brand name of Shiva Paints. He put his proposal in the board meeting and the proposal was accepted.

However, long term and medium term financing was needed for the new project. Mr.Rajiv Panday was the Finance Manager of the organization. Mr Panday prepared a capital structure for the new investment project and explained to Mr Dixit.

According to the capital structure, 40% of the capital was from issuing debentures, 30% of the capital was from terms loans, 20% of the capital was from public deposits and 10% of capital was from retained earnings of the parent organization. Mr Panday was not in favour of raising capital by issuing shares because he did not want the interference of shareholders in the internal decisions of the organization. The product was launched in the market in 1999 by the team effort of Shiva Paints and Shiva Cements. The new product got a good start in the market. After the end of two financial years Shiva Paints found that it is going to loss.

There were several reasons for the loss, such as the paint market was filled with MNCs that were selling low-price paints with better quality and other organizations were strongly advertising their products. Initially, Shiva Paints was making a moderate profit, which went in paying interests of loans and meeting other expenses. In 2002, public deposits matured and Shiva Paints paid their liability out of the profit made by Shiva Cements.

QUESTIONS:

- 1. Examine the main issues confronted by Shiva Paints?
- 2. Do you think Mr. Panday was right explain?
- 3. Do you think, there could be better/alternate capital structure?

(Students should go through the chapter 9 before answering this questions)

(Semester- 2)
Assignments for Jan-June 2024 Session (course code CMM/ PMM)
Paper - 7
International Trade

TOTAL MARKS 30

Question No 1

Marks (3 X 5 = 15)

Students should go through the chapters 4, 5 and 6 before answering the questions below

Mr. Peter is very keen on expanding his business abroad since he expects the demand in the foreign markets to pick up for his products that were being exported so long. Being new markets, he wants to ensure that all the issues / methods that have to be taken care in marketing are followed to ensure success. He has understood the importance of financial management especially all the activities related to international finances and would like to understand its scope. The legal system that is generally followed is based on the recommendations of UNCITRAL across many countries. He is keen on understanding this procedure that is followed by UNCITRAL.

- 1. What are the cultural issues generally faced in the process of international marketing?
- 2. What are the Features as understood by you about international financial management. What are the advantages?
- 3. Explain the techniques followed by UNCITRAL in the process of adoption of internal trade laws.

Question No 2

Marks (3 X 5 = 15)

Students should go through the chapter 11and 12 before answering the guestions below

Mr. Peter's plans for expansion is based out of two strategies. One is based on the quality of his product and he has made all preparations to ensure the quality is excellent in order to penetrate and sustain overseas competition. The other strategy focused by Mr. Peter is based on price and market penetration. He has decided to use the services of organization that help exporters which, he feels will be helpful in identifying emerging markets and customers. In addition to managing his operations effectively, Mr. Peter has to identify options and method to reduce the cost of his inputs without sacrificing the quality of the inputs. Some of the important inputs that are used in the manufacturing processes are imported and all methods available must be exploited in order to reduce the cost of inputs. Mr. Peter has plans to sustain and grow in the international market. This requires a good analysis and preparation of strategies to reach out to a wide section of the international market and he has identified e-marketing as the best method.

Questions:

- 1. What are the objectives of organizations that help exporters and what are its activities?
- 2. What are the options available to Mr. Peter for reducing the cost of inputs. Explain some of the methods. In your opinion what is the best option available to Mr. Peter.
- 3. Explain e-marketing and identify and explain the steps in a typical B2C e-market.

(Semester - 2)

Assignments for Jan-June 2024 Session (course code CMM/ PMM)

Paper - 8 Management Information System

TOTAL MARKS 30

Question No.1

Marks 15

Answer the following

A Furniture shop sells furniture to customers on credit. The credit terms request the customers to make a deposit of 25%. The balance after the total deposit is paid in monthly installments over 24 months without interest.

The shop customers & furniture credit values are:

Name	Furniture Value (in	Deposit	Balance	Monthly
	Rs)			Installment
Ankit	85000			
Sona	55000			
Roza	90000			
Krina	63700			
Rupa	95700			
Sahil	65800			
Mridul	95900	_		

1. Do as directed (Refer Chapter 3)

[5]

- a. Design a spreadsheet of the data above and save it as Furniture
- b. Make all titles bold and shade the cell background for titles in light grev color
- c. Use formulae to calculate values for deposit, balance and monthly installments
- d. Sort the sheet in alphabetical order of names
- e. Insert borders on all entries and save the sheet as Furniture2
- 2. Do as directed

[10]

- a. On a new sheet, create a fully labelled
 - i. Column graph
 - ii. Bar Graph
 - iii. Pie Chart
- b. Show formulas used for deposit, balance and monthly installments in a new sheet and save it as Formulas

Question No 2 [Case Study]

Marks 15

Zenith Drugs Ltd wants to launch an entirely new drug in the market for treating attention deficit disorder in teenagers. But before that, the company wants to find out what the attitude of teenagers and their parents is toward this disorder and its treatment. The company has thus started consulting some well known physicians and specialists working in this field.

Case Questions

- 1. Explain different methods of knowledge acquisition in order to launch the new drug in the market. Do you think that the company is using the correct method for gathering the required information. Justify your answer (Hint: refer Chapters 7, 8 and 9) [10]
- 2. Can you explain the role of artificial Intelligence (AI) in predicting volume of new drug to be manufactured. Justify your answer. (Refer Chapter 9)

Note: Assignments must reach IIMM NHQ Education Wing by 30th April, 2024 by email in PDF format to

iimmassignments@gmail.com Written Exams scores without assignments will be invalid, hence students are required to submit assignments in time.

(Semester - 2) Assignments for Jan-June 2024 Session (course code CMM/ PMM)

Paper - 9 Strategic Management

TOTAL MARKS 30

Question No 1 Marks (3 X 5 = 15)

Corporate values are an integral part of an organization's identity and they summarize the purpose of their existence. Strategic Management requires an efficient allocation of an organization's valuable and scarce resources. In addition, it manages the external forces that influence the organizational environment. In this context, answer the following questions:

- a) What are corporate values? List at least ten corporate values.
- b) Briefly discuss the role and applications of strategic management in different departments of an organization.
- c) Briefly discuss the components of strategic management.

(Read Chapters 1&2)

Question No 2 Marks (5 X 3 = 15)

Speed Technologies is an Indian Company with three major divisions – 1. Notebooks 2. Desktops 3. Accessories. Its total revenue for the last year approximated Rs. 1130 crores and its net operating income was Rs. 53 crores.

The operational structure of the company is considered to be quite formal. Each division operates as an independent unit and is responsible for its own activities with only modest direction from the corporate office. It also has offices located in Nepal and Sri Lanka. These offices function as liaison offices for local importers. The monthly requisitions from the importers are directly dispatched by the corporate office. The sale of the company from these two countries is marginal and their market share is also low. However, there is huge potential.

Considering this, the company intends to expand its network in both the countries with little control from the head office. It intends to increase the workforce and set up local assembling units.

- a) Is the present structure of Speed Technologies functional or divisional? Discuss
- b) What kind of structure will you suggest in Nepal and Sri Lanka?
- c) What steps will you suggest for increasing the sales revenue and operating income from these two countries? (Read chapter 9)

(Semester - 2) Assignments for Jan-June 2024 Session (course code CMM/ PMM) Paper - 10 Operations Management

TOTAL MARKS 30

Question No.1 Marks 15

Q1 a) Explain the Service Process Matrix

- b) Compare and Contrast Process Layout with Product layout design
- c) What do you mean by "scheduling"? Explain machine scheduling

(Read chapters 1 to 6)

Question No.2 Marks 15

Q 2.Indiana Strip Steel & Consulting (Chicago, USA) is planning to open a steel mill in a different country. The partner, Mr Anthony TRaicoff is considering seven factors in his choice of location. The factors, factor weights and factor scores (on a scale of 10) are as given below –

Factor	Weight	India	Singapore	Thailand
Social & cultural factors	1	6	7	5
Ability to converse in	2	7	8	4
English				
Political legal issues	1	6	7	5
Worker availability & cost	3	9	8	7
Communication	2	6	9	7
infrastructure				
Population demographics	1	9	7	9

- a) Which country should Mr Anthony select?
- a) Tony's partner in USA suggests that they should explore Bangladesh too since it is a promising country. It's factor scores are 6,6,5,8,3,6 respectively. Will Tony select Bangladesh?

(Read chapters 7 to 12)

(Semester 3)

Assignments for Jan-June 2024 Session (course code CMM/ PMM) PAPER - 11 Purchase Management

TOTAL MARKS 30

Question No.1 Marks 15

- a) Explain Supply Chain Ethics" with examples
- b) What is Negotiation? Explain the process
- c) What is a Purchase Order? Compare and contrast the various types of purchase orders

(Read chapters 7, 9)

Question No.2 Marks 15

Q2 Indiana Electricals had a problem – their distributors often reported that circuit breakers received by them had cracks, hence would return them back. Indiana did a thorough investigation and found out that the insulator used was made of porcelain, leaded and extremely heavy. The obvious solution was to improve the packing and provide cushions during transportation.

But this would only increase the cost of the product or eat into their profits. So the company decided to a value analysis. The result – the new insulator was molded from polyester, was lighter and virtually indestructible. Cost reduced from Rs 456/- a piece to RS 325/-

- a) Explain the value Analysis process in detail
- b) What benefits does value analysis give to an organization
- c) Do you think price and value the same? Explain your answer with examples

(Read Chapter 8)

(Semester 3)

Assignments for Jan-June 2024 Session (course code CMM/ PMM) PAPER - 12 Inventory Management

TOTAL MARKS 30

Question No.1 Marks 15

Q1 Calculate the Inventory carrying cost and ordering cost for a company, whose accounts reveal the following –

- a) No. of Purchase orders issued 2800
- b) Average inventory value RS 60,38,240/-
- c) Cost of Purchase Dept personnel Rs 3,89,200/-
- d) Cost of Receipt& Inspection Dept personnel RS 79,900/-
- e) Communication & Overheads of Purchase Dept RS 4,22,000/-
- f) Travelling & follow up expenses RS 387,289/-
- g) Cost of Stores personnel & stores overhead RS 489205/-
- h) Taxes & insurance on inventory 0.5%
- i) Interest rate 20%
- j) Cost of bill payment RS 10000/-
- k) Cost of material handling at warehouse Rs 40000/-
- I) Obsolescence & pilferage RS 25756/-
- i) Calculate the inventory carrying cost as a % of inventory
- ii) Calculate the ordering cost per order
- iii) What is the meaning of economic order quantity? What is the strength and limitation of EOQ concept

(Read chapter 6)

Question No.2 Marks 15

- I) What is MRP? Explain the prerequisites of an MRP system
- ii) What is WIP? Can it be eliminated totally? Explain some methods to control WIP
- iii) Explain the FIFO and LIFO methods of valuation. Which method would you use in times of falling prices?

(Read chapters 8.9.14)

(Semester 3)

Assignments for Jan-June 2024 Session (course code CMM/ PMM) PAPER - 13 Supply Chain Management

TOTAL MARKS 30

Question No.1 Marks 15

Gene Richter, the decorated Chief Procurement Officer at IBM between 1994 to 2000, is credited with the following –

- 1. The Procurement rule book covering 100 pages of "rules" was reduced to 12 pages
- 2. Supplier contracts were reduced from 40+ pages to 6 pages
- 3. Move toe-procurement reduced the Purchase order cycle time from 30 days to 2 days
- 4. Customer satisfaction moved from 40% to 80%
- 5. The procurement function at IBM received the Chairman's award for leadership in e-procurement and starting the e-business concept

6.

- a) How does digital technology help a supply chain?
- b) Write a note on e-Commerce vis-à-vis supply chain
- c) Why do good organisations use CRM in supply chain management?

(Read chapter 10,11& 12)

Question No.2 Marks 15

- a) What are some common reasons for product returns?
- b) "Pricing directly affects the revenue generation". Do you agree? What would be your consideration for assessing prices for perishable goods and goos with seasonal demand?
- c) How would you balance a supply chain

(Read chapter 7,8 &9)

(Semester 3)

Assignments for July-Dec 2024 Session (course code CMM/ PMM)

PAPER - 14 Logistics & Warehousing Management

TOTAL MARKS 30

Question 1 [15 Marks]

- (a) Explain in detail the concept of Transportation and its different Modes with examples?
- (b) Why *Containerisation* became a necessity in Transportation? Explain different types of Containers and indicate for which type of cargo each one is used?
- (c) Explain in detail the role of Container Corporation of India (CONCOR) for uplifting the Logistics?
- (d) What are General Purpose and Special Purpose Containers? Explain with examples?
- (e) Explain the different Documents used on Transportation?

[Read Chapters 3, 4& 5]

Question 2 [15 Marks]

- (a) What do you understand by Warehousing Operations? Explain each functions in detail?
- (b) Explain the factors to be considered while choosing a Warehouse Location?
- (c) Explain in detail *Economic and Operational Benefits* of warehousing?
- (d) What is *Order Picking Process*? Explain in detail *Manual and Automated picking methods* with examples?
- (e) Explain how *E-Fulfillment* work and its effect on improving warehousing efficiency?

[Read Chapters 7, 8& 10]

(Semester 3)

Assignments for Jan-June 2024 Session (course code CMM/ PMM) PAPER - 15 World Class Manufacturing

TOTAL MARKS 30

Question.1 [15 Marks]

A company having Indian operations wanted to become a Global Player by implementing WCM practices

- 1. What are the 14 Principle of quality Management suggested By Deming. Briefly explain
- 2. Explain Ohno's view on WCM and ten percepts related to quality improvement
- What is the value chain proposed by Porter and sheer's Integrated information system frame work

(Read Chapter 1 to 6)

Question 2 [15 Marks]
Case study

Samaraj Controls, s South India based manufacturing company engaged in manufacturing of cabinets for Telecom equipments. CEO of the company would like to improve the overall efficiency of the Company and to take the company world class manufacturing level

He stressed the need to have a have factory with visual controls and also wanted to introduce cellular manufacturing. A number of enablers related to visual management can help translate information into reduced process cycle time. Written reports, oral communication, material accumulation at a particular work station, lights and even music can used as call for operator's intervention. By implementing visual controls, in an ideal situation, even a lay visitor shall be able to understand what is happening in any production process and consequently be able to identify the problem. Use of visual control can give an important contribution to enhance efficiency of production system.

The term visuals includes messages communicated through any of the senses:

tasting, touching, hearing, seeing or smelling. These visual controls could also be understood as "sensorial Controls". The easy and fast identification of waste or any other process problems, helps in enabling and promoting continuous improvement.

After analyzing the process requirements, the CEO formed a team and explained them the need to have visual controls. The team came up with ideas of Kanban, Call light, And on, Digital display boards/panels, visual controls in Poke-Yoke devices (to indicate space for designated location)

The team suggested - Differentiation between waste says from work ways

as a trigger for improvement through identification of unwanted movement. They also suggested product label for identification and transportation. Walkie talkie on the work station for better communication

- What you understand by term "Visual Control"
- 2. What are the Sensorial controls
- 3. what was CEO's proposal and suggestions from the team
- 4. What would be results that you can expect after implementing Visual controls

(Semester 4)

Assignments for Jan-June 2024 Session (course code CMM/ PMM) PAPER - 16 Entrepreneurship

TOTAL MARKS 30

Question.1 [15 Marks]

Entrepreneurs are the backbone of any economy. It is the responsibility of every nation to ensure economic development to improve standard of living of the people and eliminate poverty by generating employment opportunities.

Questions:

- 1. Explain 5 steps of an entrepreneurial process and explain each step.
- 2. Describe Internal and external motivating factors for an entrepreneur.
- 3. Explain sources of financing new enterprise and medium-term financing

Read Chapter 1 to 7

Question 2 [15 Marks]

Case study

India is the 2nd most populous country in the world and has 70% of its population is in Villages. Though the world is advancing towards urbanization, the resources are not increasing uniformly. The economic gap between the urban and rural sectors is increasing exponentially. Success of the new economic trends such as micro finance and increase in number of companies the rural sectors suggest that there exists a large number of untapped market at the bottom of economic pyramid. In the current scenario, rural markets and self help groups have gained never before significance.

Garind is a rural isolated village near Pilani in Rajasthan. Many small scale entrepreneurs tried different models of business and failed. Diivya with great passion and determination decided to make a difference. Centre for Entrepreneurial Leadership (CEL) started a new division called Rural Entrepreneurship Division (RED) aimed at encouraging rural entrepreneurship so as to empower rural population both socially and economically.

Divya formed a 21-member team to start with. They wanted to start and environmentally friendly products and team decided to make paper bags. Self-help group created in Garinda with 21 women successfully completed the pilot batch. They started selling paper bags in the supermarket and started earning Rs. 600'- on average. New products ideas of vermi compost and Oyster mushroom tried.

Entrepreneurship is a way for social development. The team approached the authority to grant permission to allow the project activity and authorities were skeptical about any venture in that village.

The advantage of the location.

Isolation_ small village, no external influence, Size; a high degree of control, Infrastructure- started using the vocational center facility, Divyas familiarity with the village. These actors helped them and they took microfinance for the fulfilling the money requirement. In one and half years the project become successful.

- 1. What is the importance of micro finance for the small project villages?
- 2. What is the relevance of CRL and RED
- 3. What were the facilitating factor in the village for the success of the project?
- 4. What are the learning from this case?

(Semester 4) Assignments for Jan-June 2024 Session (course code CMM/ PMM) PAPER - 17 Research Methodology

TOTAL MARKS 30

Question.1 [15 Marks]

- Q. 1 Depending on the nature of the research problem being addressed, different organizations use different research approaches. A research problem is a statement about an area of concern that needs investigation and improvement. In this context, answer the following questions:
 - a) What do you understand by research approach? Briefly explain the different types of research approaches that organizations follow.
 - b) What are the conditions and components of a research problem?
 - c) Explain the problems encountered by a researcher and the need to adhere to ethics in a research.

(Read chapters 1 and 2).

Question 2 [15 Marks]

Q. 2 An FMCG Company is currently having a good business for its products. The company is considering to expand its business and increase its market share. As part of its promotional campaign the company is considering to increase the advertisement spend but before committing funds for the advertisement, the company would like to study its effect on sales. It has collected the past data on advertising expenditure (in Rs '000) and corresponding sales figures (in Rs '000) as shown in the following table:

Advertising	3	7	4	2	1	4	1	2
Expenditure								
Sales	11	16	9	4	7	6	3	8

- a) Determine with the help of correlation analysis, whether there is any relationship between the advertisement spend and the sales figures and compute the coefficient of correlation.
- b) What do you understand by the term "correlation analysis"? Explain the different tools available to study the correlation pattern between variables.
- c) How will you interpret the results of correlation analysis from the value of the coefficient of correlation?

(Read chapter 8)

(Semester 4)

Assignments for Jan-June 2024 Session (course code CMM/ PMM)

PAPER - 18 Public Procurement

TOTAL MARKS 30

Question.1 [15 Marks]

- Q. 1.a." Explain the two different procedures followed in two stage tendering?.
 - b. What are the differences between these two procedures in above case. ?
 - c. What all care we need to take in Contracting phase in Purchasing Process to promote transparency & encourage competition?

(Read Chapter 2)

Question 2 [15 Marks]

M/s ABC Construction Ltd. is dealing with the medium size Engineering construction projects in India for last 10 years. To meet their 5 years long time vision they have decided to go for large size/ mega projects in India. As they were not getting qualified for the same, it was decided by their top management that they should bid for such large size projects with the help of Joint Ventures. In doing so they got many large projects now. This involved Imports of large size construction machinery & huge quantity of specialised & latest version of materials. This led to many procurement risks, while handling of procurement of critical items required to maintain these costly construction machinery. One of the such category of items is variety of lubricants for these construction machinery which needs to be replaced regularly after fixed hours of operation of these machineries. Under these circumstances

- a. Explain what all procurement risks that you anticipate in these given above circumstances for this category of item Lubricants?
- b. What would be your plan of actions to mitigate such identified procurement risks?
- c. What innovative ideas come in your mind to mitigate such procurement risks?

(Read Chapter 9)

(Semester 4)

Assignments for Jan-June 2024 Session (course code CMM/ PMM) PAPER - 19 Emerging Trends in Materials Management

TOTAL MARKS 30

Question.1 [15 Marks]

- 1. Explain the terms of cost control and cost reduction and explain the importance of superior energy performance 5001.
- 2. Explain the term E Retailing. Discuss E retailing in India
- 3. E commerce is getting wider acceptability. Explain the trend in E commerce and M commerce with E commerce models

Question 2 [15 Marks]

Case study:

A south India based manufacturing Company Sree lakshmi Industries is all set for international presence. They were debating what are the areas/ modern concepts to be incorporated in the company to become globally competitive. As the global supply chain is continuously evolving to keep up the current era's frenetic technical breakthrough. Thought it may be challenging for supply chain managers to keep up with these developments, it is critical to do so in order to preserve supply chain resilience and boost company's performance.

After a thorough brain storming session company had decided to select the following emerging supply chain technology trends.

- Artificial Intelligence and Automation: Deolitte estimated 79% of companies with high performing supply chain achieve revenue growth that exceeds industry average, while business with optimised supply chain have 15% lower SCM cost, three times faster cash to cash cycles
- Circular Supply chain: Sustainability has become one of the most critical factors for success of SCM. Hence recycling unwanted pieces back to their value chain effectively helps them to a zero waste management.
- 3. Block chain: Block chain make use of "blocks of data, whereas traditional system store information in tables. As data pours in , new blocks are formed and linked to their predecessors as these storage block reach their limitation with time stamps and this helps in data management in a superior way

In addition to the above 3, company started looking at IOT, Cloud SCM, Netwrok5G, Elastic logistics to make company globally competitive.

- 1. What is the importance of SCM in company's performance
- 2. Why Sree lakshi has to look into technological / modern concepts
- 3. Out of three, which one you will choose as a SCM manager
- 4. Prediction of Deolitte on SCM innovations. Other alternatives for Improvements



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strikeout whichever is not applicable

ASSIGNMENT ANSWERSHEET

Roll.No.	*CMM /PMM/CSM/PSM/20 / Course	
Name		
Assignm	ents forsemester(2,3,4) Semester (Month of Exam)	June 2024
Paper No	Subject:	
	For office use only :	
	Marks Allotted	
	(Maximum marks 30 Minimum Marks 15)	
Nam	ne of Evaluator	Signature of Evaluator

Note:

- 1. This cover page must be attached to each assignment answer sheet
- 2. Each page of assignment must bear the roll number, name and sign of the student, without which assignments will be rejected

Signature of student



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strikeout whichever is not applicable

ASSIGNMENT ANSWERSHEET

Roll.No.	*CMM /PMM/CSM/PSM/20	/	/	Course	
Name					
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Signature of student