



**INDIAN INSTITUTE OF MATERIALS MANAGEMENT**  
**Post Graduate Diploma in Materials Management- 2 years**

**June 2025**

**PAPER No. 24 (enrolment code- CMM)**

**Emerging Trends in MM**

**Date : 25.06.2025**  
**Time : 2.00 p.m. to 5.00 p.m.**

**Max. Marks : 70**  
**Duration : 3 Hrs.**

**Instructions:**

1. From Part A – answer all questions (compulsory). Each sub questions carries 1 mark. **Total : 20 Marks**
2. From Part B – Answer any 3 questions out of 5 questions. Each question carries 10 marks. **Total : 30 Marks**
3. Part C is a case study (compulsory) with questions. Read the case study carefully and answer the questions **Total: 20 Marks**

**Part – A**

**[20 Marks]**

**(Attempt all questions. Each sub question carries 1 mark.)**

**Q. 1. Fill in the blanks**

**[5 marks]**

- a) In the world of business, trend means ----- in the processes, output over a period of time
- b) Digital economy is one collective term that represents all economic transactions are through-----
- c) In ----- type of business model, consumers conduct business with each other directly
- d) -----tools are digital tools that are capable of self-configuration which help in the effective shop floor management
- e) ----- also helps organization in efficient handling, dispensation and consumption of available materials

**Q. 2. State True or False**

**[5 marks]**

- a) Price analysis is relevant to every market and product across the globe
- b) MRO goods perform the role of production function
- c) Industry 4.0 involves transforming business models that are driven by advanced technologies
- d) KPO refers to outsourcing of information related to business activities that are based upon knowledge-based process
- e) A business trend analysis that allows researchers to predict future of business

**Q. 3. Match the following:**

**[5 marks]**

	Column A		Column B
A	Advanced Inventory Management system	1	Minimizing waste & Timely delivery
B	Aggregator	2	Reducing excess stock
C	Block chain SCM	3	Secure and transparent transaction records
D	Lean inventory	4	Business model
E	RFID	5	Cloud based & AI driven

**Q.4. Expand the following:**

**[5 marks]**

- a) CAC                      b) IoT    c) AI                      d) RPA.                      e) BDA

**(Total 30 marks)**

**(Answer any three. Each question carries 10 marks)**

- Q.5.** a) Analyze the impact of globalization and digitization on sourcing strategies and supplier relationship Management in Materials Management **[5 marks]**
- b) Define Materials Management, Discuss any three emerging trends in MM and their relevance in current business environment **[5 marks]**
- Q.6.** a) Discuss how technologies like RFID and IoT are enhancing real time tracking and control in supply chain. What implication do they have for accuracy and efficiency **[5 marks]**
- b) Analyze the impact of Industry 4.0 on Materials Management. How do smart warehouses and automated inventory system enhance efficiency **[5 marks]**
- Q.7.** a) Digital economy has become the buzzword in India. Describe the growth of E commerce and M commerce in India **[5 marks]**
- b) Franchising business is growing in almost all segments in India. Explain the features of Franchising **[5 marks]**
- Q.8.** a) All over the world, everybody thinks about outsourcing for efficiency and cost effectiveness. What is KPO and how it differs from BPO **[5 marks]**
- b) Explain the role of cloud computing in BPO **[5 marks]**
- Q.9.** Write Short Notes **any two.** **[2 x 5 =10 marks]**
- a) VMI (Vendor Managed Inventory)
- b) Importance of sustainable sourcing
- c) Cyber-physical systems
- d) Vendor Risk Management

**(20 marks)**

### Q.10 Case Study (compulsory)

Med Equip India, a medical devices manufacturing firm, faced recurring stock outs and excess inventory of critical parts. The legacy system developed by in-house engineers were not able to provide exact requirement of components and sub-assemblies. There will be production stoppage due to non-availability and inventory going up in certain areas. This has led to the management to think differently and decided to go for a ERP system. Even after implementation of ERP, there seems to be further scope for improvement. They decided to recruit a SCM head having enough exposure using AI. The SCM head lead a project to implement AI-driven demand forecasting using historical sales data, market trends, and supplier performance data. A dynamic inventory model was created linking ERP with AI tools to predict and adjust reorder levels automatically. This resulted in 25% reduction in inventory carrying cost, 15% improvement in order fulfillment and stronger vendor relationships due to better planning. This highlights how digital innovation reshaping the materials management, enhancing responsiveness and reducing operational friction

### Questions:

1. What is the difference between ERP and SCM.[4 marks]
2. State the problem faced by the medical equipment manufacturing company.[4 marks]
3. How combination of ERP and AI helped the company to become more agile.[4 marks]
4. What are the merits and demerits of digital innovation.[4 marks]
5. How can real time data visibility across the supply chain empower decision making and strengthen supplier performance.[4 marks]