



# INDIAN INSTITUTE OF MATERIALS MANAGEMENT

## NHQ- Education Wing

Plot Nos. 102 & 104, Institutional Area, Sector-15, CBD Belapur, Navi Mumbai- 400 614  
Phone: 022-45001022

(PGDMM - 2 years course)

Assignments for Jan- June 2025 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 2025**

**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)**

2. 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 **30<sup>th</sup> April,2025** by email in PDF format to **[iimassignments@gmail.com](mailto:iimassignments@gmail.com)**. It must not be shared through Google drive. If the file size is big send separate mails.

**Note:** Assignments must reach IIMM NHQ Education Wing by **30<sup>th</sup> April, 2025** by email in PDF format to

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PGDMM – 2 years

**(Semester 4)**

**Assignments for Jan-June 2025 Session**

**(Course code CMM/ PMM)**

**PAPER - 16**

**Entrepreneurship**

**TOTAL MARKS 30**

**Question.1**

**[15 Marks]**

You are an engineer with MBA qualification and having 5 years Industrial exposure, you want to start a business

1. Explain the methodology of developing a Business Plan
2. How to conduct a business feasibility study
3. How to finance a new enterprise
4. Discuss human resource Management in a new enterprise

*(Read Chapter 2, 3 and 4)*

**Question 2**

**[15 Marks]**

Case study

An organisation exists solely as a result of the efforts of an Individual who is willing to take on the burden of running the company with him. To do so the individual must possess a specific trait called entrepreneurship.

A successful entrepreneur is always familiar with the relevant advancements and changes that occur in society around him and is equipped with to keep up with challenging requirements of the society. They are the focal point around which all Production variables, productive resources and procedures must revolve. They combine skills, talents and motivation to turn resources into successful companies. Personality and societal characteristics have been linked to entrepreneurial behavior in studies of entrepreneurs. The entrepreneurial person possess characteristics such as self-confidence, persistence, measured risk taking capacity, determination, a need for accomplishment, optimism and a like for challenges. What distinguishes an entrepreneur from successful entrepreneur are his accomplishments in his sector of business

Piramal Enterprises limited 's chairman is Ajay Piramal. Piramal went from owning an almost defunct textile firm to being the chairman of diversified businesses in India and Abroad. A conglomerate having presence in Pharma, Realty and Financial services. He achieved this by acquisition, brand visibility and having innovative ideas. His entrepreneurial skills and timely decisions and his ability to take risk made him successful entrepreneur and they became among top successful companies in India having a turnover of 9087 crores

- 1.. Explain the factors that motivate a person to become an entrepreneur
2. Explain the role of creativity/innovation in the success of an entrepreneur
3. Identify the traits which will help the entrepreneur to be successful
4. Explain the factors helped Piramal to become one among top companies in India

*(Read Chapter 1, 2 ,4 and 5)*

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**(Semester 4)**  
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**PAPER - 17**  
**Research Methodology**

**TOTAL MARKS 30**

**Question.1**

**[15 Marks]**

- a) Explain the concept of 'Research' and bring out the various objectives of conducting research
- b) Two types of sampling methods are generally used in research study – probability and non-probability methods. Researchers select the sampling method based on their chosen topic of the research study. Given this context, explain about the meaning of probability sampling method and bring out the various types of probability sampling giving suitable examples in each case.
- c) Every researcher needs data collection for conducting his research. There are basically two types of data – primary data and secondary data – which are used by researcher. The researcher collects the particular type of data based on the objectives of his research study. In this context, explain the meaning of primary data and the various methods of primary data collection.

*(Read chapters 1,4, and 6).*

**Question 2**

**[15 Marks]**

- a) Explain the terms “Central tendency”, “Dispersion”, and “Skewness “used in data analysis. How do these concepts help in studying the distribution pattern of a data set? Is it possible that two data series having the same mean and standard deviation will give the same shapes of curves when plotted on graphs? Explain and illustrate your answer with neat diagrams.
- b) To test the validity of a hypothesis in finding a solution of a research problem, the researcher generally uses two main types of tests – parametric tests and non-parametric tests. Distinguish between these two types of tests. Explain the different types of parametric tests used in hypothesis testing.
- c) Raja has been running a restaurant near a busy railway station for the last several years. The business has been quite good having average sales of 500 tea cups per day. A bus stand was being developed nearby and because of this, Raja expects his sales to increase and he would like to gear up his infrastructure to meet the expected increase in demand. However, he wants to observe the situation for some time before making further investments. Soon after the bus stand started functioning, he recorded the daily sales for 12 days as under:

550, 570, 490, 615, 505, 580, 570, 460, 600, 580, 530, 526

With the given information, can you, as a researcher, carry out an analysis and advise Raja whether his expectation is justified?

(Use 5% level of significance; t distribution value of 11 degrees of freedom at 5% level = 1.796).

*(Read chapters 8 to 10).*

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PGDMM – 2 years

**(Semester 4)**

**Assignments for Jan-June 2025 Session  
(course code CMM/ PMM)**

**PAPER - 18  
Public Procurement**

**TOTAL MARKS 30**

**Question.1**

**[15 Marks]**

*(Students should go through chapters 1, 2 and 3 before answering the questions below)*

Mr. Richard is the head of purchasing in a large public sector organization. He was keen to imbibe the four important aspects of public procurement to his team. He wanted his team to faithfully implement and follow these four aspects in the procurement process. He set about training all his team members in the process of public procurement in order to follow an uniform purchase procedure in all the organization's procurements. While Mr. Richard understood the importance of uniform procedure he also understood the need for multiple procedures that is required depending upon the situation / goods to be purchased and exposed his team to these multiple procedure as well.

- a) Explain briefly all the four important aspects of public procurement.
- b) Identify and explain briefly all the phases of public procurement followed by organizations
- c) Identify and explain briefly the procedure available / used in public procurement.

**Question 2**

**[15 Marks]**

*(Students should go through chapter 5, 8 and 9 before answering the questions below)*

Mr. Richard understood that placing the order / entering into contract was the initial step and managing the purchase order or contract was an important phase to ensure smooth execution of the contract and achieve the objectives set out in the contract. Public finance is closely related to public procurement as quite often public funds are utilized in the procurement process. Even though all care is taken to follow the processes and procedures in public procurement, the procurement process has multiple risks. These risks need to be mitigated by taking appropriate action in the procurement process. Mr. Richard's preparation and training of all his staff was sure to help Mr. Richard in the successful operation of his organization's procurement activities

- a) How does contract management help the organization and what are the important objectives to be achieved through contract management?
- b) Identify all the elements and sources of public finance and explain each of the elements briefly.
- c) Identify the risks related to the procurement process and the measures that have to be taken to mitigate these risks

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**PAPER - 19**

**Emerging Trends in Materials Management**

**TOTAL MARKS 30**

**Question.1**

**[15 Marks]**

The dynamic global Business environment and changing marketing patterns have made it necessary for the organisations to understand and implement the recent trends

1.
  - a) Describe the meaning and characteristics of Digital Economy
  - b) Explain Components of digital economy, merits and demerits
2.
  - a) Explain the concept of Franchising with the help of suitable examples.
  - b) Briefly explain two advantages and disadvantages of Franchising.

**Question 2**

**[15 Marks]**

*(Students should go through the chapter 2, 3 & 4 before answering the questions below)*

What if expanding your business could be as easy as picking up the phone

If you have been wanting to expand your business, chances are that you have considered Business Process Outsourcing (BPO). This is a great way to help your company to grow like never before. However entrepreneurs often hesitate to pull the trigger because they worry it could be a costly and time consuming mistake.

Protector and Gamble is one of the most prominent and well respected companies throughout the world known for producing vast variety of products while providing quality service. The business learned early on that outsourcing was key to both expanding and maintaining high level of overall professional quality. Protector and Gamble discovered success by outsourcing different management needs. This eventually blossomed into outsourcing IT support, App development, pay roll services, call center services and much more to external specialists. They were able to concentrate more on vital business expansion while outsourcing variety of diverse needs.

The end result is that these days P&G is worth \$330 billion. They could never have achieved such growth and success without the help of BPO, and they remain a solid model for companies helping to build their brand into business Juggernaut.

Similarly Unilever, operates in more than 190 countries around the world. They were using different ERP packages in various groups. ERP package outsourcing to a single system throughout the world could save around \$750 million in a year

1. What is the learning from the above case
2. What are the difference between on site and off site model of outsourcing
3. What are the advantages of BPO.
4. Briefly explain evolution of BPO s in India.

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strikeout whichever is not applicable

## ASSIGNMENT ANSWERSHEET

Roll.No.  Course

Name

Assignments for  Semester   
(Month of Exam)

Paper No.  Subject:

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For office use only :

Marks Allotted \_\_\_\_\_

(Maximum marks 30 Minimum Marks 15)

Name 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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## ASSIGNMENT ANSWERSHEET

Roll.No. \*CMM /PMM//20 / /

Course

Name

Dotted lines for writing answers

Signature of student

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