



## Indian Institute of Materials Management

304, 306 & 307, A Wing, III Floor, Mittal Tower, No.6,  
M.G. Road, Bangalore – 560 001, Tel: 25327251/52 Mobile:  
9900862486 /9972441466

## Online Short-term Certification Course

On

## Supply Chain Management

Register Here for Application

<https://forms.gle/ijKEkWzaJYVMAVm3A>



# Prospectus

Charter Member

International Federation of Purchasing and Supply Management, USA



# IFPSM

INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

## ABOUT IIMM

Indian Institute of Materials Management is the premier professional Institute of Materials Management in India. Our mission is to “promote professional excellence in materials management towards national prosperity through sustainable development” through its national network of 52 branches and 19 chapters spread over the length and breadth of the country. IIMM is dedicated to the professional activities including Educational Courses, Executive Development Programs, Seminars, Workshops, In-house Training Programs and consultancy.

## INTERNATIONAL AFFILIATION

To have an effective global interaction on the subject, IIMM is a charter member of International Federation of Purchasing and Supply Management (IFPSM), USA which has its roots in 33 countries from all the six continents, representing views of Purchasing and Materials Management professionals world-wide. Its major aim is to encourage professional development, education and cross-cultural exchange and cooperation in Purchase, Materials Management, Logistics, International Trade and other related disciplines.

## IIMM ASSOCIATION WITH ITC UNCTAD / WTO

The International Trade Centre (ITC) UNCTAD/WTO is the Focal point in the United Nations for Technical co-operation with developing countries in trade promotion. As an executing agency of the United Nations Development Program (UNDP), ITC is directly responsible for implementing UNDP financed Projects in developing countries and economics in transition related to trade promotion.

## OBJECTIVE OF THE COURSE

The primary objective of this course is to impart the relevant, necessary knowledge and skills on some of the important areas in each of the subjects. The course will cover some of the basic theories relevant to the field and go on to build on the improvements and latest technology in the relevant field. It is expected that the freshers and the working professionals will be benefitted. The latest knowledge and skillsets will enable the individuals to excel in their functional areas and enable them in their carrier progression and holistic development.

## FACULTY

The sessions will be handled by Senior faculty from IIMM, who are specialists in Supply Chain Management domain, and have rich Professional and Industry experience.

## QUALIFICATION

### Qualification for joining this program

- i. An undergraduate degree in any discipline with at least 50% grade
- ii. Engineering diploma holders with 2 years practical experience in an organization.

## WHO WILL BENEFIT

Professionals working in Supply Chain Management or related functions in any industry or Government organizations will benefit from the program. The program is aimed at both individuals at the ab initio level as well as those with experience in the field.

This course is aimed at individuals working in any function in a manufacturing or service industry and interested in updating/upgrading the skills sets required in the current competitive environment. Individuals at the entry level and individuals with experience will derive competitive advantage with this additional qualification

## COURSE SCHEDULE

The course will be for 6 months duration

Commencement of admission : 4th Week of June 2023

Classes commences : Last week of July 2023

Final Examination : Within ten days after completion of all portions of All Subjects

Announcement of results February 2024 Second Week

**These dates are provisional and subject to change.**

## TEACHING METHODOLOGY

**The Classes will be conducted Online on Microsoft Teams Meet Platform in an interactive mode.**

The Lecture sessions will be conducted as per details below:

**Fridays: 19.30 to 21.00 hours**

**Saturdays: 19.30 to 21.00 hours**

**Sundays:**

**Morning Session: 09.30 to 11.00 hours**

**Afternoon Session: 14.00 to 15.30 hours**

## ATTENDANCE

**Minimum of 75% Attendance in each subject is mandatory for appearing for the Examinations.** However, relaxation will be allowed for individuals who have 50% attendance with a penal fee of Rs. 500 per subject. **In all such cases the individuals will not be eligible for distinction or first class.**

## ASSESSMENT

**The students' performance will be assessed on the following framework:**

Internal Assessments (2 Tests) 20 marks (Best 2 out of 3 assessments that will be conducted)

Attendance 05 Marks

**Final Examination (Online) 75 Marks**

Class room sessions will include presentations, videos, discussion on case studies. Students are encouraged to bring live case studies on the relevant subjects for discussion in the class (if allowed by the organization) for the benefit of all the students.

## COURSE FEES

Total Course fee is Rs. **22,000/-** (With One-year full Membership of IIMM). **Inland Courier** charges for Study materials **INR 600** will be charged per participant, additionally. **For participants from abroad, courier charges as applicable to their locations will be charged additionally.** A set of latest prints of Text books will be provided for each subject as reference.

All course fee should be paid before the commencement of classes. Penal fee of Rs. 300 (Rs. Three hundred only) in case of delay in the payment of the course fee. All course fee must be paid through demand draft or through internet transfer only (RTGS, NEFT).

### **ACCOUNT DETAILS:**

**Beneficiary Name: Indian Institute of Materials Management**

Bank: **Canara Bank** Branch: Trinity Circle

Account Number: **0792101031770**

IFSC code: **CNRB0000792** GSTNo:**29AAAI0056P1ZF**

## COURSE CONTENT

PAPER	SUBJECT	MARKS
1	Purchasing Management	100
2	International Trade	100
3	Logistics Management	100
4	Inventory Management	100
5	Information Technology & E-commerce	100
6	Operations Management	100

## CERTIFICATE AND RANKING

Candidate successfully completing the program will be awarded the Completion Certificate from Indian Institute of Materials Management, Bangalore Branch.

The following criteria will determine classes in the examination:

- Greater than 75% - Pass with Distinction
- 60% to less than 75% - Pass with First Class
- 40% to less than 60% - Pass
- Less than 40% - Fail

**Repeaters and those who skip the examination without a valid reason and prior intimation before the date of the examination will not be entitled to get First Class or Distinction**

Individual will be allowed a maximum of 3 attempts (including the first attempt) to qualify for the certificate within a maximum period of 12 months.

Repeaters re-appearing for the exams are required to pay an examination fee of Rs. 400 per subject towards the conduct of the examination

Students who do not want to pursue with any more attempts can opt for participation certificate

The application form can be obtained from IIMM, Bangalore Branch by registering using the link here

<https://forms.gle/ijKEkWzaJYVMAVm3A>

It will be in the overall interest of the candidates to become members of the Institute (if not already a member) by which they will be entitled for concession in participating in the various programs of the Institute, besides the other benefits of free periodicals, free participation in the lecture programs etc.

**For more details please contact following:**

**Indian Institute of Materials Management**

**304,306 and 307 'A' Wing, Mittal Towers, M.G. Road, Bangalore – 560 001,**

**Mobile: 9972441466; 9900862486; 9972441466**

**E-mail: [iimm@iimmbangalore.org](mailto:iimm@iimmbangalore.org);**

**[nagaraj.sm@iimmbangalore.org](mailto:nagaraj.sm@iimmbangalore.org) Website:**

## SYLLABUS

### PURCHASING MANAGEMENT

Overview of Purchasing Management & importance of Purchasing, Purchasing organization structure: roles, responsibility, authority. Developing policies and procedures. Policies and systems - relevance. Relationship with other departments.

Ethical and professional standards. Concept of fairness, integrity, business morals, responsibility to the organization and treatment of suppliers. Conflict of interest.

Make / buy / outsource /insource decisions

Price Vs Cost. Understanding each of them. Various types of pricing. Impact of taxes and duties on pricing. Concept of total cost of ownership

Purchasing cycle – all activities that are part of the business process, source selection and quality assurance. Vendor performance analysis, vendor rating systems

Negotiation

Contracts and purchase orders. Various types of contracts

Purchasing practices - class of materials like raw materials, commodities, MRO items, capital assets: leasing of capital assets. Purchasing of services.

Factors influencing procurement, economic concepts, market analysis, environmental factors.

Purchasing strategies - reduction of cycle time, development of alternate suppliers, alternate materials and processes. Strategy for vendor management

Quality Costs, Quality Management Tools, overview.

Modern practices - Overview of E-procurement System and process, e-auction.

Procurement of Hazardous Materials - Safety , Legal Issues etc.

Green Procurement, Sustainability

Performance evaluation of purchase function.

### INTERNATIONAL TRADE

Need for international trade, factors affecting international trade, international product life cycle, challenges and opportunities in international trade, related trade imbalances and issues, global scenarios in international trade, trade imbalances, growth of MNCs

Role of government in foreign trade, acts, rules and regulation affecting foreign trade, policy of import liberalization

International trade economics, balance of trade, accounting conventions in international trade, balance of payment and international linkages and foreign direct investment

Instruments for implementation of trade policies like tariff and duties, quotas, subsidies, administrative policies and global trading system

Role of customs in foreign trade, rules, regulation and valuation of goods in customs – procedure (Determination of price of imported goods).

Foreign exchange determination – Basic concepts relating to FE, currency convertibility, Factors affecting foreign exchange, role of financial institutions, Government intervention in foreign exchange management, FEMA.

Role of international organizations in foreign trade (like world bank, IMF, IBRD, etc.), international organization's involvement in FE management and regulation of foreign trade.

Role of regional Trade Blocks influencing international trade (like EU, NAFTA, ASEAN, etc.) and their effect on international trade

Export promotion schemes in India, Export documentation and procedures, organizations promoting exports (like EPC, ECGC, etc.)

Import procedure and government policy on imports, procedures and import process including payment procedure in international trade, international rules and regulations governing payment process, risks in international trade

Global economy and its effects on international trade, global sourcing - risks and rewards, INCOTERMS including updates

## LOGISTICS MANAGEMENT

Logistics - Objectives and Concepts

Supply Chain Management - fundamentals, flows of materials, information flows, strategies in supply chain management, relationship between customer, supplier and the manufacturer

Warehouse Management - design principles, operation planning and cost reduction, warehousing and stores operations.

Storage systems - various types, applications - advantages and disadvantages of systems

Material Handling - Principles, guidelines and technologies in material handling systems, new developments and automation in material handling.

Transportation - Role of transportation, types of transportation, factors affecting economics of transportation, total transportation cost.

Physical Distribution - Activities, principles and related cost. Elements of cost in physical distribution. Efficiency - evaluation of system of physical distribution.

Outsourcing - 3PL and 4PL systems and service providers and their responsibilities.

Reverse logistics - challenges, system design. Need for efficient reverse logistics system

Channel Management - design, physical flow in channel, structure of channel, functions of channels.

Channel partner - selection and responsibilities.

Global Logistics: Overview, Modes of Transportation: Air, Sea and Multimodal Transportation; Containerization, Global Distribution.

Packaging : Importance, Major types of Packaging, Applications

## INVENTORY MANAGEMENT

Introduction - Need for inventory, importance of inventory, objectives of inventory management, Impact of inventory on profitability, Factors influencing inventory.

Types of inventory – categorization like raw materials, etc.

Purchasing cost, holding cost, total cost of acquisition and activity-based costing role in inventory costing

Concept of selective inventory control, classification in to various types like ABC, etc. influence of variety reduction, coding and standardization in inventory management

Concepts of EOQ, safety stock, service level and its relationship to safety stock

Demand Forecasting– Techniques, trends and analysis

Inventory management systems - Fixed Time system, Perpetual review system, bin systems, Vendor managed inventory systems, etc.

Concept of MRP, study of MRP system and its influence on Inventory

Inventory Management - Vendor Managed Inventory (VMI), WIP, FG inventories, spare parts inventories and its optimization, slow- and non-moving inventories

## INFORMATION TECHNOLOGY AND E-COMMERCE

Introduction to computers - Evolution of computers, operating system of computers, application of computers in various fields

Information systems – Data and information, components of information system, types of information system, SDLC.

Database Management systems (DBMS) - DB and DBS. Application of DBMS.

Internet - Internet technology and terminologies.

E-Commerce - Features of e-Commerce, e-commerce business models(B2B, B2C, G2B, G2C, G2G etc.), requirements of Start-ups.

E-governance - Applications of E- Governance.

Legal issues - IT act, digital signatures, security issues (Authentication and authorization).

ERP systems - ERP Implementation Cycle

Logistics information systems - Role of IT in logistics operations, Logistics Information Management systems (LIMS).

Emerging Trends - Introduction to Data Science, IoT, AI, 3D Printing, Business Analytics, AR, VR etc.

## OPERATIONS MANAGEMENT

Introduction - Nature, scope, and importance of operation management. Decision making and advanced statistical techniques in production management

Strategies in business and its relationship in operation management. Importance of operation strategies in business strategies.

Production process - Classification, product and process design - selection, managing change, plant layout and design, product lifecycle and Process planning.

Facilities planning, Environmental factors affecting manufacturing process.

Production planning and control - various planning processes. Resource planning - related planning systems like MRP, etc.

Shop floor planning, scheduling and relationship with various types of manufacturing systems like job manufacturing, batch manufacturing, etc. line of balance method – scheduling and controlling production delivery schedules

Job design and work measurement, employee productivity - measurement, methods of improving productivity, learning curves and incentives for improving productivity

Quality control and management of quality, tools and methods of quality management.

TQM tools for analysis and techniques for quality.

Lean manufacturing, TPM (total productive maintenance management), maintenance methods and techniques.

Automation in Operations Management.

## ALUMNI SPEAK

"Amidst this pandemic situation and to keep my learnings abreast, I opted for the certificate course on Supply Chain Management conducted by IIMM, Bangalore.

The curriculum is divided into six modules which provides a complete understanding of basic concepts, adaptation in the supply chain, the current developments and its usage to enhance the core competencies of a supply chain manager. The course methodology of continuous assignments, quizzes, viva voce and exams provided insightful knowledge on the modules.

*The practical application of the concepts on Inventory and Operations had helped alienate the current practices and bring in a new vista at our workplace."*



Name: N Balaji  
Designation: Group Manager  
Company: Titan Company Limited, Watch Division  
Location: Hosur  
Batch: CSCM Previous Batch

"IIMM helped me to build more curiosity towards supply chain concepts and improve my knowledge on various areas of Supply chain. Expertized Teaching staffs helped me to visualize various practical challenges along with technical knowledge in supply chain.

*I am able to utilize all the key learnings in my day-to-day activities in work life, and am able to distinguish myself with the peers. Thanks, IIMM Bangalore"*



Name: Shreesha KV  
Designation: Material Availability Analyst 1  
Company: Caterpillar India Private Limited  
Location: Bangalore.  
Batch: CSCM Previous Batch

"The Course helped me to upskill my knowledge and understanding of end-to-end SCM in depth.

*I am a Procure-to-Pay Professional and I apply the knowledge gained from the course in my daily activities and decision making process"*



Name: Anandi Krishnan  
Designation: Accounts Payable Delivery Manager  
Company: ABB Global Service and Service Private Limited  
Location: Bangalore.  
Batch: CSCM Previous Batch

"Over a six month duration of the course I gained a lot of knowledge and practical strategies. The course exceeded my expectations.

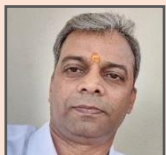
*I am now in a better position to handle my day-to-day supply chain activities and situations much more easily"*



Name: V G Srinivasan  
Designation: Supplier Performance Manager  
Company: Safran  
Location: Bangalore.  
Batch: CSCM Previous Batch

"Being a part of the CSCM#14 batch was an amazing experience in many ways. I met incredible teaching faculties who are all the subject matter experts in the field they teach and that elevates the level of the classes and interactions. A great methodology, which perfectly balances theoretical and practical exercises, allows the students to discuss the topics and to really understand them.

*I must say that the whole experience enriched not only my professional career, but also my personal life"*



Name: Anil Patil  
Designation: Head - Procurement & Contracts  
Company: Bangalore International Airport Limited  
Location: Bengaluru  
Batch: CSCM Previous Batch



## ALUMNI SPEAK

"Personally, I feel that this course is an amalgamation of industrial experience and the theoretical concepts supporting it. Coming from a supply chain educational background and working as a supply chain IT professional, I have always felt wanting of the actual business flows/processes. This course provided me with the professors who are industry experts in various sectors who helped me understand the different perspectives on how to look at a supply chain and analyze it better to improve it.

As an IT professional in supply chain, you often get lost in the technical/system aspect of providing a solution. This course has helped me understand my customer's requirements from a 360 deg. view and provide a more user friendly solution."



Name: Ravi Narayanan  
Designation: Oracle Senior Supply Chain Consultant  
Company: Schneider Electric Private Limited  
Location: Bangalore  
Batch: CSCM Previous Batch

" Program provides a in-depth introduction to Supply chain management , most importantly the learning is guided with experts who have handled multiple challenges also in their career.  
This certification surely helped me in my new assignment and work area to steer me in the right direction and take on improvement projects."



Name: Vishal Sawalwade C  
Designation: General Manger  
Company: Bosch Limited  
Location: Bangalore.  
Batch: CSCM Previous Batch

"Course helped me in seeing the bigger picture better than before. Now i am more integrated and more aligned with other teams in supply chain management.

The learnings are useful to increase higher efficiency rate by adjusting to dynamically fluctuating economies, emergency market and shorter product life cycle. We hope to decrease our cost effects; most importantly in improving our inventory system and relationship with customers."



Name: Dattatraya Kulkarni  
Designation: Manager Services  
Company: Tata Steel  
Location: Kalinganagar.  
Batch: CSCM Previous Batch

' I learnt so many new concept & have been appreciated by my Senior Management..  
Due to this course I can change my job role".



Name: Nagaraja S.K  
Designation: Assistant Manager  
Company: Biocon Limited  
Location: Bangalore.  
Batch: CSCM Previous Batch

"Course team is professional, dedicated, all classes (online) were done on time, which as a working executive helped me to better plan my day. I have implemented learnings from Purchase Management course; like concepts of commercial terms, total cost of ownership in awarding new contracts for my Residents Welfare Association, which will bring cost saving in years to come."



Name: Akash Singh  
Location: Gurgaon, Haryana  
Batch: CSCM 14  
Previous Batch

"Being new to supply chain management this course helped me in learning every aspects in supply chain from highly trained professional who has vast experience related to their field.

Helped in better utilization of inventory along with cost optimization as well as helped in maintaining a proper material flow which helps in reduction of production time."



Name: R.. Jagadeesh  
Designation: Assistant Manager  
Company: BPL Medical Technologies Private Limited  
Location: Pallakkad, Kerala.  
Batch: CSCM Previous Batch

"Experienced tutors deliver the subjects, Provide enriched knowledge with current (Live) scenario, with suitable assignments/workouts.

In my profession implemented cost-reduction activities, Time –saving, Automation initiation, optimising inventory, make Win-Win situations"



Name: T. Saravanan,  
Designation: Assistant Manager  
Company: Dalmia Cement Bharath Limited  
Location: Trichy  
Batch: CSCM Previous Batch