BASELIUS COLLEGE KOTTAYAM

ADVANCED DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT

SUPPORTING DOCUMENTS

- 1. BROCHURE
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POSTGRADUATE DEPARTMENT OF ECONOMICS BASELIUS COLLEGE, KOTTAYAM



Is Conducting...

ADVANCED DIPLOMA COURSE IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT

In Association with...

CENTER FOR CONTINUING EDUCATION KERALA CCEK Skill Development Training Programme

Duration - 6 months(Sep-Feb 2019-20)

Course Includes - Theory Sessions
Internship

PRINCIPAL

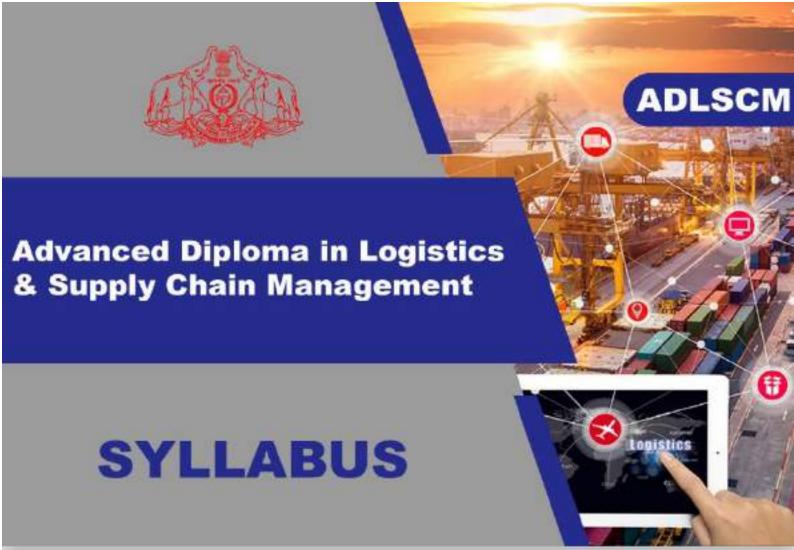
Dr. Biju Thomas

Head of the Department

Dr. Shaju M J

Course Coordinator

Dr. Thara Thomas





CENTRE FOR CONTINUING EDUCATION KERALA

Under the Department of Higher Education, Government of Kerala



CCEK - NATIONAL SKILL DEVELOPMENT TRAINING PROGRAM



COURSE SYLLABUS

FOR

ADVANCED DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT (ADLSCM)

CCEK - NATIONAL SKILL DEVELOPMENT TRAINING PROGRAM

ADVANCED DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT (ADLSCM)

CCEK – NSDC course package covers the following Qualification Packs and leads to the following NSDC certifications. The students who successfully completed the course programs are entitled to get NSDC certification after undergoing the assessment process of NSDC as per the rules and regulations stipulated by NSDC from time to time.

SL. NO.	QUALIFICATIONS PACK	QUALIFICATIONS PACKCODE
1	Inventory Clerk Brief Job Description: Inventory Clerk in the Logistics industry is also known as Inventory Executive. Individuals in this role need to collect the stored items list, perform physical counting of goods, cross checking the physical count with the system numbers. Their responsibilities include locating missing items for reconciliation and preparing detailed reports for the management.	ASC/Q1402
2	Warehouse Supervisor Brief Job Description: Warehouse Supervisor in the Logistics Industry is also known as Supervisor, Warehouse In-Charge. Individuals in this role need to collect components required to obtain the required lists and information from the Data Entry Operator (DEO), plan the schedule for the day, allocate work to workers and over see them for successful completion. Their responsibilities include solving operational issues in the warehouse and ensuring smooth operations.	LSC/Q2307



OBJECTIVE AND SCOPE OF THE COURSE

Logistics is process of moving products and services in the supply chain. Logistics involves integration of information, customer service, transportation, inventory, warehousing, material handling and packaging. Logistics deals with the geographical positioning of raw materials, work in progress, finished goods and services where required in time at the possible lowest cost. Logistics can be understood as the tool for getting products and services where they are needed and when they are desired.

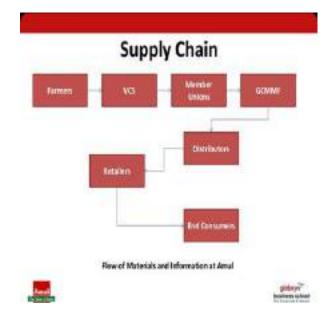




This course builds on the skills and knowledge in Logistics and Supply Chain Management. It offers the participants the opportunity to specialize in Fundamental Logistics, Export Documentation, Inventory and Warehousing management, Transportation management, Supply Chain Management, Demand Planning and Forecasting for professional recognition

HIGHLIGHTS OF THE PROGRAM

- The program focuses on developing a career in Logistics and Supply Chain Management.
- The program has been designed taking into consideration the needs of both working professional as well as fresher.
- Faculty members include experts from the industry and academic.
- Contemporary Study Material.



TYPICAL DUTIES INCLUDED

Preparing detailed reports of logistical management & solving operational issues & ensuring smooth operations

Workers in the logistics and supply chain management field make sure that goods and services get into the hands of consumers. All types of businesses, big and small, need logistics managers to help with inventory and accounts receivable. A small business may have one person in charge of these duties, while large corporations have entire logistics and supply chain departments. Employment in Logistics and SCM is projected to grow 22 percent from 2012 to 2022, much faster than the average for all occupations.



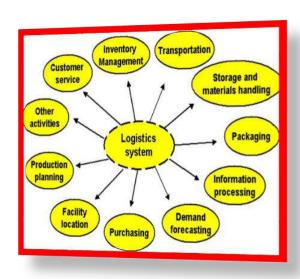


Career Path

What do the experts in LSCM do?

- Direct the allocation of materials, supplies, and finished products
- Develop business relationships with suppliers and customers
- Work to understand customers' needs and how to meet them
- Design strategies to minimize the cost or time required to move goods
- Review the success of logistical functions and identify areas for improvement
- Propose improvements to management and customers

Logistics is one of the most important career fields in the world. Without the planning and execution of the distribution of resources, society as we know it would cease to function and food shortages would cause chaos around the world. Every company uses logistics even though full-time logistics managers may not be employed. The work of a logistician begins with bringing in the supplies and raw materials necessary for a business or organization to operate. Inbound logistics are then used in conjunction with outbound logistics to distribute products or services where they are in demand. Jobs in the field of logistics and supply chain management include logistics manager, integrated programs director, supply chain director, inventory manager, and supply chain planning manager, and other Executives and employees.



ADVANCED DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT (ADLSCM)

COURSE NAME	COURSE	ELIGIBILITY	FEES	DURATION
Advanced Diploma in Logistics and Supply Chain Management	ADLSCM	SSLC and above	18000/- + GST	192 Hours

EXAMINATION DETAILS



SL. NO.	EXAM	EXAM CODE	MAX. MARK	INTERNAL	TOTAL MARK
	THE	ORY PAPE	ERS		
1	Fundamental Logistics	ADLSCM T001	100	50	150
2	Supply Chain Management	ADLSCM T002	100	50	150
3	Marketing Principles	ADLSCM T003	100	50	150
	ТО	TAL MARI	KS		
1	Total Examination Marks (Theory Onlin	ne + Practical	Examination)	300
2	Total Internal Marks				150
3	Total Marks(Total Internal Marks +	Total Exami	nation Marks	;)	450

ONLINE EXAMINATION NAME: Logistics and Supply Chain Management

ONLINE EXAMINATION CODE: ADLSCM

SL No.	SUBJECT	SUB- CODE	NO. OF QUESTIONS	MARKS FOR EACH QUESTIO N	MAXIMUM MARK	INTERN AL MARK	TOTAL MARK
1							
	Fundamental Logistics	T001	50	2	100	50	150
2		T002					
	Supply Chain Management	T002	50	2	100	50	150
3							
	Marketing Principles	T003	50	2	100	50	150
	TOTAL		150		300	150	450

INTERNAL MARK CRITERIA FOR EACH SUBJECT

ATTENDANCE	GENERAL PERFORMANCE	INTERNAL EXAMINATIONS/ PROJECTS/ASSIGNMENTS	TOTAL MARKS
5	5	40	50

1. Application form

Application form and Prospectus can be had from the office of the respective Sub-Centres of CCEK.

2. How to apply

Completed application along with pass port size photograph and two attested copies of SSLC certificate should reach the CCEK sub Centres on or before the last date prescribed.

3. Basis of Selection

Selection will be done on the basis of first come first serve basis. In the case of reservation the selection will be based on the aggregate percentage of marks secured in the SSLC Examination. (Each training centre will be treated as separate unit for selection of candidates).

4. Medium of Instruction

The medium of instruction in all the theory and practical subjects shall be English & Malayalam.

5. Expected Intake

Minimum 25 students per Institute (*There will not be any maximum limit provided the Implementing Agency should ensure that sufficient infrastructure is made available for the effective conduct of the training to the students*)

6. Examination Fee

There is no separate examination fee. It is included in the course fee.

7. Examination

The final Examination will be conducted by CCEK, immediately after the completion of the course. There will be examination for theory and practical subjects as per the notification of the Director, CCEK.

8. The mode of Examination

The Theory Online examination will be multiple choice on-line examination. Before doing the Theory Online Examination, the internal marks should be entered to on-line portal. Then only the exam is available to conduct. After the submission of on-line examination, the result will be automatically appeared.

9. Rules And Regulations For Examination And Promotion

- a) Duration of the course is 6 months
- b) The minimum qualification prescribed for admission is SSLC.
- c) The examinations will be conducted by CCEK.
- d) Minimum attendance required for a candidate to register for the examination is 70%.
- e) Shortage of attendance up to 15% can be condoned in deserving cases on payment of prescribed condensation fee of Rs.200/- on the recommendation of the course coordinator of the respective centre. Condensation fee from the students will be collected by the sub-centre concerned and forwarded to the Director, CCEK by DD payable at Thiruvananthapuram in lump sum with the details of the candidates registered for the examination.
- f) A minimum of 35% marks in theory and practical is required to pass in each subject
- g) There will be 5 classifications of passed candidates in the following grading system.

Total Mark \geq 35 and \leq 51% C

Total Mark \geq 51 and \leq 66% B

Total Mark \geq 66 and < 81% B+

Total Mark \geq = 81 and \leq 91% A

Total Mark >= 91% A+

- h) The total marks obtained in examinations and internal marks shall be counted for the grading system.
- i) There will be no revaluation for examinations.
- j) Any other details not specifically mentioned herein will be decided by The Director,
 CCEK and decision will be final.

10. CERTIFICATIONS.

The certificate will be issued to successful students within 45 days after the examination. After declaring the result, the candidate can download transcript page from CCEK, KERALA Web site.

COURSE SYLLABUS

FOR

ADVANCED DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT (ADLSCM)

CENTRE FOR CONTINUING EDUCATION KERALA

"Advanced Diploma in Logistics And Supply Chain Management" (ADLSCM)

THE ROLE OF LOGISTICS CO-ORDINATOR

Works in transportation or warehousing of goods. Processes orders and oversees cycle of order fulfilment. Responsible for making sure supplies, stock, materials, packages, and/or products are processed through the delivery and/or warehouse system efficiently and safely.

- Describe the characteristics of the site, including site access /egress, storage capacity and arrangement by programme, labour, hoists, cranes etc
- Use the description to produce daily, weekly and long term movements plans
- Understand procurement arrangements
- Control materials in and out of site.
- Plan and integrate with key contractors to meet the needs of the planned programme and de-confliction of on site space and time where appropriate.
- Assist in the evaluation of potential logistic suppliers and appropriate delivery management booking systems.





- Be capable of managing sub-contractors to deliver their package of goods or services
- Variation control and early communication of foreseeable change
- Commercial/contract basic understanding
- Utilize business management system procedures.
- Record keeping and key performance indicator (KPI) production.

After Completing This Subject The Candidate Will Able To:

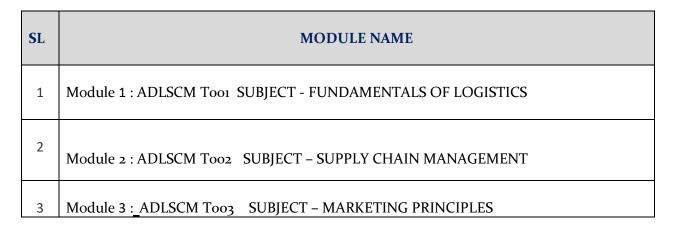


- Manage integration of information
- customer service
- transportation
- inventory
- Warehousing
- packaging

Estimated Hours: 120 hrs.

COURSE	Advanced Diploma in Logistics And Supply Chain Management" (ADLSCM)	
TOTAL MARKS	Mark: 300	Internal Mark: 150
TOTAL HOURS	240 hours (Theory Session)	

MODULES INCLUDED IN THIS SUBJECT



After Completing This Module The Candidate Will Able To:



Logistics is "planning, implementing, and controlling the physical flows of materials and finished goods from point of origin to point of use to meet the customer's need for profit".

Logistics delivers value to the customer through three main phases:



- a. <u>Inbound Logistics</u>. These *are* operations, which precede manufacturing. These include the movement of raw materials, and components for processing from suppliers.
- b. <u>Process Logistics:</u> There are the operations, which are directly related to processing. These include activities like storage and. movement of raw materials, components with the manufacturing premises
- c. <u>Outbound Logistics:</u> There are the operations, which follow the production process. These include activities like warehousing, transportation, and inventory management of finished goods.

THE OBJECTIVES OF LOGISTICS

- 1. <u>Reduction of inventory</u>: When funds are blocked in inventory, they cannot be used for other production purposes. These costs will drain the enterprise's profit. Logistics helps in maintaining inventory at the lowest level, and thus achieving customer goal. This is done through small but frequent supplies.
- 2. <u>Economy of freight</u>: Freight can be reduced by following measures like selecting the proper mode of transport, consolidation of freight, route planning, long distance shipments etc.
- 3. <u>Reliability and consistency in delivery performance</u>: Material required by the customer must be delivered on time. Proper planning of the transportation modes, with availability of inventory will ensure this.
- 4. <u>Minimum damage to products</u>: Sometimes products may be damaged due to improper packing, frequent handling of consignment, and other reasons. This damage adds to the logistics cost. The use of proper logistical packaging, mechanized material handling equipment, etc will reduce with damage
- 5. Quicker and faster response: A firm must have .the capacity to extend service to the customer in the shortest time frame. By utilizing the latest technologies in processing information and communication will improve the decision making, and thus enable the enterprise to be flexible enough so ,that the firm can fulfil customer requirements, in the shortest possible time frame

Estimated Hours: 24 hrs

MODULES INCLUDED IN THIS SUBJECT

SL	MODULE NAME	Hours
1	Module 1 : Fundamental Logistics	16
2	Module 2 : Warehousing Management	16
3	Module 3 : Transportation Management	14
4	Module exam	2
5	Project/Assignment	16
	Total	64

Module 1 Fundamentals of Logistics

- 1. Introduction
 - a) What is logistics
 - b) Definitions
 - c) Certain terms.
- 2. Logistics
 - a) Importance of logistics in India
 - b) Importance of Logistics management
 - c) Operational objectives
 - i) Right response
 - ii) Right quantity
 - iii) Right quality
 - iv) Right value
 - v) Right cost trade-off
 - vi) Right information
- 3. Components of Logistics Management
 - a) Generic
 - b) Primary
 - i) Network design
 - ii) Transportation
 - iii) Inventory management
 - iv) Order processing
 - c) Supportive
 - i) Storage and warehousing
 - ii) Material handling
 - iii) Protective packaging
 - iv) Procurement
 - v) Information
 - vi) Forecasting

- 4. Functions of logistics Management
 - a) Procurement function
 - b) Production function
 - c) Physical distribution function
- 5. Integrated logistics system
- 6. Total cost analysis and trade -off
- 7. Conclusion- Case studies
 - a) AMUL
 - b) Gati Air Express
 - c) Gulf war 1991

b) Information Systems

- 1. Introduction
- 2. Information systems
 - a) Logistical information system (LIS)
 - b) Integrated information technology solutions for L&SCM
 - i) Electronic Data Interchange (EDI)
 - ii) Bar Code System (BCS)
 - iii) Enterprise Resource Planning (ERP)
 - iv) Intranet, Extranet, Internet
- 3. Communication Technologies in L&SCM
 - a) EDI
 - b) E-Tracking
 - c) Very Small Aperture Terminal (VSAT) Communication
 - d) Geographical Positioning System (GPS)
 - e) Geographical Information System (GIS)
 - f) Highway Automation System (HAS)
 - g) Web Based Tracking
 - h) Expert System
- 4. Automated Identification Technology (Auto-ID)
 - a) BCS
 - b) Radio Frequency Identification (RFID)
 - c) Memory Buttons
 - d) Radio Frequency Tags (RFT)
 - e) Voice Interactive System
- 5. Conclusion

Module 2: - Transportation Management

Transportation is an indicator which measures the economic, social and commercial progress of a country. In ancient times, various modes such as —men, camels, horses, donkey, bullock carts, and ships—were in use. Transportation has transformed the entire world into one organization and greatly contributed to the evolution of civilization. Transportation is the most visible element of logistics operations. It has a significant share in overall logistical cost of the firm and needs a great deal of planning to control it. Transportation is the exiting and dynamic part of the supply chain and managing transportation presents opportunities and challenges.

The Indian economy is generally characterized by a wide coverage of the geographical area, extensive coastal lines, large population as well as abundance of mines, minerals along with agriculture lands. It needs a variety of transport facilities in adequate quantities. There are lots of transport benefits to an economy, mainly divided in to two broad categories, namely economic and noneconomic.

Due to the economic and noneconomic benefits associated with transportation, a variety of basic modes of transportation are available in our country namely, road, rail, air, water, and pipeline transport. Animals by Army in forward areas and Aerial Cable Way are also being used, but we do not cover these in logistical transportation. Although relative advantages and disadvantages are associated with each transport system in terms of costs, damages in transit, speed, reliable timely delivery, specialized facilities and accessibility. That is why firms have different preferences pattern for different purposes. For instance to transport raw materials, they prefer railways and roadways, whereas for movement of finished goods from distribution warehouses to customers, the road transport system is preferred.

- 1. Introduction
- 2. Transportation benefits to Economy
 - a) Economic benefits
 - b) Non-economic benefits
- 3. Transportation Infrastructure
 - a) Roadways
 - b) Railways
 - c) Seaways
 - d) Airways
 - e) Inland Water Transport -IWT
 - f) Pipelines
 - g) Ropeways
- 4. Position of Transportation in L& SCM
- 5. Modes and characteristics of Transport
- 6. Element of transportation cost
 - a) Tariff
 - b) Transit time cost
 - c) Obsolesce and deterioration cost
 - d) Protective package cost
 - e) Transit insurance cost
 - f) Miscellaneous cost
- 7. Multi model transport
- 8. Containerization
 - a) Sizes
 - b) Features
 - c) Major advantages
- 9. Selection of transportation mode-Fright Management
- 10. Conclusion

Module 3: - Warehouse & Inventory Management

Warehousing refers to the activities involving storage of goods on a large-scale in a systematic and orderly manner and making them available conveniently when needed. In other words, warehousing means holding or preserving goods in huge quantities from the time of their purchase or production till their actual use or sales. Warehousing is one of the important auxiliaries to trade. It creates time utility by bridging the time gap between production and consumption of goods. The effective and efficient management of any organization requires that all its constituent elements operate effectively and efficiently as individual SKUs / facilities and together as an integrated whole corporate.

Across the supply chains, warehousing is an important element of activity in the distribution of goods, from raw materials and work in progress through to finished products. It is integral part to the supply chain network within which it operates and as such its roles and objectives should synchronize with the objectives of the supply chain. It is not a 'Stand-alone' element of activity and it must not be a weak link in the whole supply chain network.

- a) Warehouse Management
- 1. Introduction to warehouse management
- 2. Concept of strategic storage
- 3. Storage- Units of handling
 - a) Carton
 - b) Tier
 - c) Pallet
- 4. Warehouse functionality /Benefits
 - a) Operational functions
 - b) Economic benefits
 - i) Consolidation
 - ii) Bulk break and cross dock
 - iii) Processing/postponement
 - iv) Stock piling
 - c) Service benefits
 - i) Spot stocking
 - ii) Assortment
 - iii) Mixing
 - iv) Production support
 - v) Market presence
- 5. Types of warehouses
 - a) On the basis of ownership
 - i) Private warehouse
 - ii) Public warehouse
 - b) On the basis of services
 - i) Bonded warehouse
 - ii) Field warehouse
 - iii) Cold storage
 - iv) Distribution warehouse
 - v) Buffer storage warehouse
 - vi) Export/Import warehouse
 - c) Warehouse planning and design
 - i) Site selection
 - ii) Product-mix consideration
 - iii) Expansion
 - iv) Selection of material handling system
 - v) Warehouse layout
 - vi) Warehouse space
 - vii) Warehouse Design

- 6. Initiation of warehouse operation
 - a) Stocking of warehouse
 - b) Personal training
 - c) Develop work procedure
 - d) Security system
 - i) Pilferage protection
 - ii) Product deterioration
 - e) Billing and inventory control
 - f) Initiation and programming local delivery
 - g) Safety and maintenance
- 7. Warehouse Management System (WMS)
 - a) Basis features
 - b) High-end features
 - c) Advanced features
- 8. FIFO/FILO
- 9. Warehousing Cost
- 10. Warehousing Strategy
 - a) Capacity switching
 - b) Hub networking
 - c) Cobbling
 - d) Outsourcing
- 11. Cold Chain Infrastructure
- 12. Warehousing in India
 - a) Public Warehouses
 - i) Central Warehousing Corporation –CWC
 - ii) State Warehousing Corporation-SWC
 - iii) Services provided by CWC and SWC
 - b) Cold and Fresh- Snowman Frozen Foods Ltd
 - c) Bulk Liquid Cargo Storage-IMC Ltd
 - d) Document Warehousing- Softage Information Technology Ltd
- 13. Conclusion.
- b) Inventory Management
 - 1. Introduction to inventory management
 - 2. What is inventory
 - 3. Why do we carry inventory?
 - 4. Types of inventory
 - a) Nature/condition of material
 - b) Usage of material
 - 5. Inventory related definitions
 - a) Inventory policy
 - b) Service level
 - c) Average inventory
 - 6. Functions of inventory in L& SCM
 - a) Balancing supply and demand
 - b) Periodic variations
 - c) Scale economics
 - 7. Risk factors in various levels
 - 8. Inventory related cost

- 9. Economic Order Quantity- EOQ
 - a) Perpetual review
 - b) Periodic review
- 10. Inventory control
 - a) Selective control technique
 - i) ABC Analysis
 - ii) VED Analysis
 - iii) SAP Analysis
 - iv) FSN Analysis
 - b) Modern inventory control system
 - i) Material Requirement Planning –MRP
 - ii) Manufacturing Resources Planning-MRP II
 - iii) Distribution Requirement Planning DRP
 - iv) Just-In -Time -JIT
 - v) Vendor Managed Inventory-VMI
 - vi) Automated Inventory Tracking System- AITS
 - vii) KANBAN
- 11. Conclusion

SUPPLY CHAIN MANAGEMENT

After Completing This Module The Candidate Will Able To:

- Process of reaching goods to customers has traditionally been called physical distribution and it starts at factory. We may need warehouses and transportation carriers that will deliver produced goods to final destination in the desired time at the lowest cost. This physical distribution has been expanded into broader concept of Supply Chain Management. It starts earlier than physical distribution, like procuring the right item at right time, process/assemble, than effectively into finished products and dispatch them into final destination. Supply Chain identifies proper suppliers, quality of materials that would finally produce better quality products and profit to companies.
- The term physical distribution is more appropriate to outgoing (outbound logistics) or forward movement of products, services, and information from a firm's manufacturing facility to customers, and involves defined network of transportation links, warehousing and storage, and finally delivery at the destination in a cost effective manner within the desired time. Supply chain management starts from the supplier of raw materials, then conversion at factory into finished products, storage at warehouses, and finally, supply to distribution channels to meet the demand of end user for a finished product at an acceptable cost and service level. Physical distribution starts in a forward movement of goods from the company's production facility to end-user, and supply chain management starts before physical distribution.

SL	MODULE NAME	Hours
1	Module 4: Supply chain Management.	16
2	Module 5: Demand Forecasting.	16
3	Module 6: Export Documentation.	14
4	Module Exam	2
5	Project/Assignment	16
	Total	64

Module 4: - Supply Chain Management

The supply chain should support the satisfaction of *end-user requirements*. These requirements give rise to the fundamental reason for the supply chain in the first place. We also qualify a supply chain as having *multiple linked suppliers*.

If we take the point of view of the end-user's view of the chain, we have a supply chain when there are multiple enterprises backing the one from which the user makes his or her purchase. Also, we think a supply chain could be multiple outlets representing a single enterprise. So the neighborhood barber would not constitute a supply chain under our definition. A chain of barbershops would be a supply chain. The farmer selling water melons from his field by the side of the road would not qualify; the supermarket would.

The supply chain is not limited in terms of flow direction. Many consider supply chains only in terms of flow from suppliers to end-users. For the physical processes, this is largely true. But supply chain design cannot ignore backward flows for product returns, rebates, incentive payments, and so forth. So much of what flows in the supply chain is two-way, including physical product, information, money, and knowledge.)

- 1. Introduction
- 2. What is SCM
- 3. Importance of SCM
- 4. Objective of SCM
- 5. Guiding principles of SCM
- 6. Supply Chain operative reference model
- 7. Supply chain integration
 - a) Procurement
 - b) Manufacturing- Processing
 - c) Distribution
- 8. Supply chain relationship
 - a) Competitiveness
 - b) Relative risk
 - c) Power
 - d) Leadership
 - e) Success elements
- 9. Benefits of supply chain collaboration
- 10. Logistical performance cycle and supply chain
 - a) Procurement cycle
 - b) Manufacturing support cycle
 - c) Physical distribution cycle
- 11. Mapping the supply chain
- 12. Role of logistic in supply chain- a comparison
- 13. Conclusion- case studies-ATM

Module 5: - Demand Planning and Forecasting

Demand forecasting

A forecast is an estimate of the future level of some variable. The variable is most often demand, but can also be supply or price. Forecasting is often the very first step organizations must go through when determining long-term capacity needs, yearly business plans, short-term operations and supply chain activities. Forecasting is used in business planning to organize and then commit resources to achieve business goals. As the environmental forces change continuously, the parameters affecting the position of an organization in the market need to be forecast for various planning process.

Objective of demand forecasting

The primary objective of demand forecasting is to have the right product in the right position the right time in the right quantity. Forecasting brings planning and coordination between production a capacity of facilities by enabling the logistics managers to proactively allocate resources so as to have a smo interface between them. It also increases effectiveness and efficiency of the logistics system by the extens use of information and communication technologies for the real-time transmission of information for be customer responsiveness and competitive competency.

- 1. Introduction
- 2. Demand Forecasting
- 3. Objective of demand forecasting
- 4. Forecasting classifications
 - a) Time horizon
 - b) Geographic area
 - c) Product group
 - d) Customer group
 - e) Predicted average
 - f) Predicted deviations
- 5. Forecasting Components
- 6. Important of Forecasting in L & SCM
- 7. Forecasting techniques

Judgment or Expert estimate

Casual

Historical or Data based

- 8. Operating principles of demand forecasting
 - a) Even good forecasts may have significant errors
 - b) Forecasting requires monitoring and estimation of errors
 - c) Expect and account for large uncertainties
 - d) All forecasting is based on either implicit or explicit model
 - e) Breaking aggregate forecasts into smaller components
 - f) Correlation and predictability of forecast errors
 - g) Conclusion

Module 6: - Export Documentation

The difference between export marketing and domestic marketing is simply that it takes place across national borders. This means that you are faced with barriers to trade that you will not have encountered before, such as differing languages, politics, laws, governments and cultures. You may need to account for getting the product half-way across the globe to distant markets and pay the import duties imposed on these products by the importing country. You will also need to deal with the logistical and documentation problems surrounding exports. These are just some of the problems you will face.

Export marketing also involves preparing an offering that will entice the foreign buyer and customer. This offering comprises a product that is offered at a certain price and that is made available, distributed, to the foreign customer. At the same time, the offering is communicated or promoted to the buyer using certain communication or promotion channels. These elements – the product, price, distribution (also referred to as the place) and promotion – are called the marketing mix. Other major hurdles when involved in the exports business are to find international contacts and buyers to market your goods to. There are, however, a few easy ways to get your export marketing started so that you can be successful.

- 1. Preliminaries for Export
 - a) Introduction
 - b) Methods of exporting
 - c) Direct & Indirect Exporting
 - d) Registration formalities
 - e) Electronic Data Interchange (EDI)
- 2. Export Pricing
 - a) Export Pricing Strategies
 - b) FOB Quotation & CIF Quotation
 - c) Methods of Payment
 - d) Letter of Credit
- 3. Export Documentation
 - a) Aligned Documentation System (ADS)
 - b) Commercial Invoice
 - c) Shipping Bill
 - d) Certificate of Origin
 - e) Consular Invoice
 - f) Mate's Receipt
 - g) Bill of Lading
 - h) ISO 9000 & ISO 14000
- 4. Export Procedures
 - a) Pre & Post Shipment Procedure
 - b) Exchange Rate fluctuation risks
- 5. Excise clearance & Quality Inspection
- 6. Foreign Trade Policy 2009 2014
- 7. Institutional Framework for Foreign Trade

After Completing This Module The Candidate Will Able To:

Markets are increasingly characterized by sophisticated and demanding customers and consumers, within a competitive environment that is far more volatile and less predictable than before. Under these conditions marketing's reliance on the classic '4 Ps' of product, price, promotion and place is no longer sufficient to achieve market leadership. Instead, winning companies are those that can speed up the rate of innovation, bring new products and services to the market place faster, and replenish demand in shorter lead times and with greater reliability – in short, these companies are more *responsive*.

Creating the responsive organization has to be the main priority of management in any business, and achieving it requires a much greater focus on the *processes* through which demand is met. This is the arena of marketing logistics – the critical interface between the market place and the organization seeking to satisfy customer requirements.

SL	MODULE NAME	Hours
1	Module 7 : Marketing Principles.	16
2	Module 8 : Retail Management	14
3	Module 9 : Business Communication.	16
	Module exam	2
	Project/Assignment	16
	Total	64

Module 7: -Marketing Principles and Operations

Market logistics involves planning the infrastructure to meet demand, then implementing and

controlling the physical flows of materials and final goods from point of origin to the customer points, while generating a surplus. Market logistics planning has four steps:
☐ Deciding on the company's value proposition to its customers.
\square Deciding on the best channel design and network strategy for reaching the customers.
Developing operational excellence in sales forecasting, warehouse management, transportation management and materials management.
☐ Implementing the solution with the best information systems, equipment, policies and procedures.
Market Logistics Decisions:
Four major decisions are
☐ Order processing: how should orders be handled?
☐ Warehousing: where should stocks be located?
☐ Inventorying: how much stock should be held?
☐ Transportation: where should stocks be finally sent?
Introduction to Marketing Management Definition Marketing approaches
b) Marketing approaches

- c) Marketing Mix
- 2. Marketing Environment
 - a) Macro Environment
 - b) Micro Environment
- 3. Marketing Information System
 - a) Database
 - b) Data mining and Data warehousing
 - c) Marketing Intelligence System
 - d) Marketing Research Process
- 4. Strategic Marketing Planning
 - a) Need and Framework
 - b) Strategic Planning Process
- 5. Segmentation, Targeting & Positioning
 - a) Introduction
 - b) Benefits of Segmentation
 - c) Market Targeting
 - d) Market Positioning
 - I. USP & UVP
 - П. Differentiation
- 6. Product Life cycle
 - a) Stages of Product Life Cycle
 - b) New Product Development
- 7. Managing Marketing Channels
- 8. Managing Logistics & Physical Distribution

Module 8: - Retail Management

- Introduction to Retail Management
- Retail environment
- Store Management
- Customer Relationship Management
- Store Security
- Trends & future of Retail Management
- Visual Merchandising& pricing strategies
- Retail Information System
- Retail Marketing & promotions
- CRM B2B & B2C Marketing
- Strategic Retail Management
- Merchandising & Pricing Strategies
- International Retail Management
- Careers in Retail Management

Module 9: - Business Communication - Soft skills

When you learn a second or third language you don't have to start from scratch – you already know the concepts of the tenses, the passive and active voice, modal verbs and soon. All you really have to do is change your habits and get used to expressing the same concept with different constructions and phrases.

)

The older you get the more you get used to your language but the more you are also ware that life is a series of changes you have to adapt to or even bring about yourself. So, when you want to learn a new language you don't have to start with "lesson 1" or even "lesson0". You can pick any point out of the cycle and start there because sooner or later you will come across the point that is marked "lesson 1" in your language course book. There are advantages and disadvantages in learning a second language as an adult as opposed to acquiring your mother tongue as a child. The main disadvantages clearly are:

1. Introduction

- a. Role of communication -defining and classifying communication
- b. purpose of communication -process of communication
- c. characteristics of successful communication

- d. What is oral Communication -principles of successful oral communication
- e. barriers to communication what is conversation control
- f. reflection and empathy: two sides of effective oral communication
- g. effective listening
- h. non verbal communication
- i. written communication-Purpose of writing clarity in writing principles of effective Writing–approaching the writing process systematically

2. Business letters and reports

- a. Essential grammar for written communication
- b. Tenses-Sentence making
- c. Introduction to business letters
- d. writing routine and persuasive letters
- e. positive and negative messages -writing memos
- f. what is a report kinds and objectives of reports- writing reports
- g. electronic writing process-e mailing

3. Presentation skills

- a. What is a presentation?
- b. elements of presentation
- c. designing a presentation Advanced visual support for business presentation
- d. types of visual aid-PPT Presentations
- e. negotiations skills-What is negotiations nature and need for negotiation factors affecting negotiation stages of negotiation process negotiation strategies

4. Essential soft skills

- a) etiquette-Social grace
- b) Interpersonal skills -Team spirit
- c) Conflict management-Ethics & Cross cultural se-Attitude formation
- d) Attitude change Emotion and Attitude Change
- e) Components of Emotion Appeals Implicit and explicit attitudes
- f) Motivation concepts -Intrinsic and extrinsic motivation
- g) Time management stress management
- h) Personality-Social & Corporate

5. Employment communication

- a. Effective methods of Job hunting
- b. Resume and covering letter preparation
- c. Pre interview preparation-Telephonic interview
- d. Group discussion-Personal interview-Post interview formalities
- e. On the job-Impact of Technological Advancement on Business Communication-
- f. Communication networks Intranet Internet e mails SMS –teleconferencing
- g. Videoconferencing



Post Graduate Department of Economics

Baselius College, Kottayam

Advanced Diploma in Logistics and Supply Chain manageme

Student List 2019-20

SI No	NAME	
1	ADARASH UNNIKRISHNAN	
2	AGRAJ MOHAN S	
3	AKHILA SUSAN MOHAN	
4	AKHILA M ALEX	
5	AKHILA SEBAN	
6	AKSHAY PA	
7	ALBIN BABY	
8	ALEENA IYPE	
9	ANANDHU R NATH	
10	ANEEZ FATHIMA	1 2 2
11	ANJANA PK	
12	ANUJITH G	
13	ATHIRA S NAIR	T 65.
14	DEVIKA SASI	
15	DILIN SAJI	
16	FEBIN V ROY	
17	FIDEL BABU	
18	GOWRI MOHAN	
19	JUNIA SUSAN MATHEWS	
20	JUSTIN MATHEW ABRAHAM	
21	KAVYA SHAJAN	
22	KEERTHY RAJU	
23	KRIPA GRACE MAMMEN	
24	LEENA P Y	
25	MANU AN	
26	MERIN THOMAS	
27	MOHAMMED SHEEZ A L	
28	MUHAMMED SIRAJUDHEEN K B	
29	NIDHIN K MADHU	
30	PHILIP P	
31	RAHUL UNNI	
32	RESHMI RAJU	
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34	ROBIN THOMAS	CONTRACTOR OF THE PARTY OF THE
35	SHERIN S VARGHESE	
36	SREEJA RAJ	VOTT
37	VISHAK VIJAYAN	القار الان

Dr. SNAJU M.J.
Associate Professor & Head
Dept. of Economics
By Gollege, Kottayam





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(Grade: A+: Marks 2:91% A: Marks 2:81% and < 91% B+: Marks 2:66% and < 81% B: Marks 2:51% and < 66% C: Marks 2:35% and < 51% To verify this certificate online visit: bttp://www.crek.neg/yer/fy







CERTIFICATE



Certificate No. :	201122757		100
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Online Verification Code:

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Cerujiea	inai	Mr./Ms.	***************************************	*********	******	*************	

Advanced Diploma in has successfully completed the course.

Logistics and Supply Chain Management

Baselius College, Kottayam

with the duration of Six Months

November, 2020

in the examination conducted in.....



of Examinations

Centre for Continuing Education Kerala

(Grade: A+: Marks ≥ 91% A: Marks ≥ 81% and < 91% B+: Marks ≥ 66% and < 81% B: Marks ≥ 51% and < 66% C: Marks ≥ 35% and < 51%)
To verify this certificate online visit: http://www.ccek.org/verify





CENTRE FOR CONTINUING EDUCATION KERALA



CERTIFICATE



Certificate N	0 2011	22758
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Online Verification Code : . C210320020

Certified that Mr./Ms. LEENAPY

fias successfully completed the course... Advanced Diploma in

Logistics and Supply Chain Management at the sub centre

Baselius College, Kottayam

with the duration of Six Months

Date of Issue : 23.02.2021

in the examination conducted in..... November, 2020

BONDAR P.O.
THATHAMANTHAPURAN
FIN + 685 003

Controller of Examinations

DIRECTOR

Centre for Continuing Education Kerala Thiruvananthapuram - 695 003

(Grade: A+: Marks 2 91% A: Marks 2 81% and < 91% B+: Marks 2 66% and < 81% B: Marks 2 51% and < 66% C: Marks 2 35% and < 51%)
To verify this certificate online visit: http://www.ccek.org/verify









Certificate No. : 201223291

Registration No. :.

C1905274D150022 Online Verification Code . C210321291

Certified that Mr/Ms. MANU AN

has successfully completed the course. Advanced Diploma in

Logistics and Supply Chain Management

Baselius College, Kottayam

with the duration of.....

The candidate has been awarded Grade...for his / her performance

in the examination conducted in.

Date of Issue :.....

KONDURP.O. THRUMANUNTHAPURAM

Controller of E

DIRECTOR entre for Continuing Education Kerala Thiruvananthapuram - 695 003

(Grade : An : Marks ≥ 91% A : Marks ≥ 81% and < 91% B : Marks ≥ 50% and < 81% B : Marks ≥ 51% and < 66% C : Marks ≥ 35% and < 51%)

[Grade : An : Marks ≥ 91% A : Marks ≥ 81% and < 91% B : Marks ≥ 51% and < 66% C : Marks ≥ 35% and < 51%)







CERTIFICATE



Certificate No. :...

Registration No. !!

Online Verification Code:

Certified that Mr./Ms. MERIN THOMAS

Date of Issue

has successfully completed the course. Advanced Diploma in

Logistics and Supply Chain Management

Baselius College, Kottayam

with the duration of.....

The candidate has been awarded Grade...

......for his / her performance

in the examination conducted in

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(Grade : A+ : Marks 2 91% A : Marks 2 81% and < 91% B+ : Marks 2 66% and < 81% B : Marks 2 51% and < 66% C : Marks 2 35% and < 51%)
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Online Verification Code ... C210321293

MOHAMMED SHEEZ A L Certified that Mr./Ms.

has successfully completed the course... Advanced Diploma in

Logistics and Supply Chain Management at the sub centre

Baselius College, Kottayam

with the duration of Six Months

The candidate has been awarded Grade.....

for his / her performance

December, 2020 in the examination conducted in.,

Controller of Examinations DIRECTOR

entre for Continuing Education Kerala Thiruvananthapuram - 695 003

91% and < 91% B+ : Marks ≥ 66% and < 81% B : Marks ≥ 51% and < 66% C : Marks ≥ 35% and < 51%)
To verify this certificate online visit: http://www.ccek.org/verify





CENTRE FOR CONTINUING EDUCATION KERALA





Certificate No.:	201122759
Registration No.	C1905274D150024

Online Verification Code :.

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(летипиеа	inat	Mr./Ms.	NAMES OF THE PROPERTY OF THE P	Lin Hay

has successfully completed the course. Advanced Diploma in

Logistics and Supply Chain Management at the sub centre

Baselius College, Kottayam

with the duration of Six Months

The candidate has been awarded Grade......for his / her performance

in the examination conducted in....

November, 2020

Examinations

DIRECTOR Centre for Continuing Education Kerala Thiruvanenthapurem - 695 003

terks ≥ 91% A : Marks ≥ 81% and < 91% B+ : Marks ≥ 66% and < 81% B : Marks ≥ 51% and < 66% C : Marks ≥ 35% and < 51%)
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CENTRE FOR CONTINUING EDUCATION KERALA



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Date of Issue . 23,02.202

CONTRETOR CONTRACTOR

KONDAR R.O.

THINDAYMANTHAPURAM
PIN - 605 005

Controller of Examinations

DIRECTOR
Centre for Continuing Education Kerala
Thiruvananthapuram - 595 003

(Grade: A+; Marks ≥ 91% A: Marks ≥ 81% and < 91% B+: Marks ≥ 66% and < 81% B: Marks ≥ 51% and < 66%. C: Marks ≥ 35% and < 51%).

To verify this certificate online visit; http://www.ccekidrg/verify.





CENTRE FOR CONTINUING EDUCATION KERALA



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Certificate No.:201	122761				1004 1 1004 1 1004 1
Registration No					
Registration No. C1905274D150033 Online Verification Code C210320023 Certified that Mr./Ms. PHILIP P Logistics and Supply Chain Management at the sub centre Baselius College, Kottayam with the duration of Six Months The candidate has been awarded Grade B for his / her performance					
Certified that Mr./Ms.	PHILIP P	or Jeong (1)			
has successfully complete	d the course. Adva	nced Dipl	oma in	Page Total	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
THEAT THEE !- STOCK !	PHILIP P The course Advanced Diploma in d Supply Chain Management at the sub centre aselius College, Kottayam Six Months B arded Grade B November, 2020				
Contact There would be become a second of the contact of the conta	Online Verification Code: C210320023 Mr./Ms. PHILIP P Completed the course. Advanced Diploma in Ogistics and Supply Chain Management at the sub centre Baselius College, Kottayam Online Verification Code: C210320023 Advanced Diploma in Ogistics and Supply Chain Management at the sub centre Baselius College, Kottayam On of Six Months On of Bix Months November, 2020				
with the duration of	Six Months	Part of	N/A II HORE IV Allerov - Rosenski minter i Chermond A minter - Rosenski	PARTIE A PROPERTY OF THE PROPE	ACHARA ACAMAN ACAMAN
Registration No.: C1905274D150033 Online Verification Code: C21032002 Certified that Mr./Ms. PHILIP P fias successfully completed the course. Advanced Diploma in Logistics and Supply Chain Management at the sub cen Baselius College, Kottayam with the duration of Six Months The candidate has been awarded Grade B for his / her performa	ance				
The second secon	tration No				

23.02,2021

Controller of Examinations
DIRECTOR

Centre for Continuing Education Kerala Thruvananthapuram - 695 003

(Grade: A+: Marks 2 91% A: Marks 2 81% and < 91% B+: Marks 2 66% and < 81% B: Marks 2 51% and < 66% C: Marks 2 35% and < 51%)
To verify this certificate online visit: http://www.ccek.org/verify

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CENTRE FOR CONTINUING EDUCATION KERALA



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Certificate No.:20).11227.62			
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Certified that Mr./Ms.	RAHUL U	NNI		And the second
has successfully complet	ed the courseAs	lvanced Diplom	a in	
Logistics	and Supply Chai	n Management	James of State	he sub centre
The second second second	Baselius College,	MATERIAL BUR	Participant of the second of t	Sab Lentre
with the duration of	Six Months	POST OF THE PROPERTY OF THE RES	Action minimized	

HOYDURE O. PHILLIPPINAM FW-605 DD

The candidate has been awarded Grade

in the examination conducted in...

Controller of Examinations
DIRECTOR

.....for his / her performance

Centre for Continuing Education Kerala Thiruvananthapuram - 695 003

(Grade: At : Morks 2:91% A : Morks 2:81% and < 91% B+ : Marks 2:66% and < 81% B : Marks 2:51% and < 65% C : Marks 2:35% and < 51%)
To verify this continuous visit: http://www.ccek.org/verify





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W. S. S.	Tolling.	1717	way for	- King	

Online Verification Code: C210320025

Certified	that Mr./Ms.	RESHMI RAJU
Coloniana	PROCEET SEELS SAFO	***************************************

has successfully completed the course. Advanced Diploma in

Logistics and Supply Chain Management at the sub centre

Baselius College, Kottayam

with the duration of Six Months

in the examination conducted in November, 2020

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Controller of Examinations

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Centre for Continuing Education Kerala Thiruvananthapuram - 695 003

(Gride: A+: Marks 2 91% A: Marks 2 81% and < 91% B+: Marks 2 66% and < 81% B: Marks 2 51% and < 56% C: Marks 2 35% and < 51%)
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Registration No. . C1905274D150006

Online Verification Code C210321294

Certified that Mr./Ms. RIBY ANN VARGHESE

has successfully completed the course Advanced Diploma in

Logistics and Supply Chain Management

at the sub centre

Baselius College, Kottayam

with the duration of Six Months

The candidate has been awarded Grade......

.....for his / her performance

in the examination conducted in December, 2020

SCHOOL FOR CONTAINS

ROWDLAR P. O.

THE LANGUAGE HAPLEAM

PN - 655 663

Controller of Examination.

Date of Issue 18.03.2021

Centre for Continuing Education Keral:

(Grade: 6+ 1 Marks 2 31% A : Marks 2 81% and < 91% B+ : Marks 2 65% and < 81% B : Marks 2 51% and < 66% C : Marks 2 35% and < 51% and <





CENTRE FOR CONTINUING EDUCATION KERALA



CERTIFICATE



Certificate No.:201223295	
Registration No C1905274D 150017	Online Verification Code :C210321295
Certified that Mr./Ms. ROBIN THO	MAS
has successfully completed the course. Adv	Change Colors (1994) 11 St. Co. 1896 1996 1996 1997
Berry Springer Many Share Sillian Shares Charles	Management at the sub centre
Baselius College, K	The state of the property of the state of the property of the state of
with the duration of Six Months	Alama da America (permentela de proposa en la granda de la g Norma de la granda de
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Date of Issue . 18.03.2021

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Controller of Examinations

OIRECTOR
Gentre for Continuing Education Kerala
Thiruvananthaburam - 695 003

Grade: A4: Marks 2 91% A: Marks 2 81% and < 91%. Bs : Marks 2 61% and < 91%. B: Marks 2 51% and < 66%. C: Marks 2 35% and < 51%)
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Certificate	No	and different	2011	22764	1
Ceregicase	3,10.				١.

Registration No.

Online Verification Code :.

Certified that Mr./Ms.

SHERIN S VARGHESE

has successfully completed the course. Advanced Diploma in

Logistics and Supply Chain Management

Baselius College, Kottayam

Six Months with the duration of

23.02.2021

The candidate has been awarded Grade.....

......for his / her performance

November, 2020 in the examination conducted in.....

ller of Examinations

DIRECTOR

Centre for Continuing Education Kerala Thiruvananthapuram - 695 003





CENTRE FOR CONTINUING EDUCATION KERALA



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Certificate No. : 210126725	April 18 San S. John Calendaria San Salah 18 San San
Registration No. : C1905274D150037	fied that Mr./Ms. SREEJA RAJ uccessfully completed the course. Advanced Diploma in Logistics and Supply Chain Management
The state of the s	Free Control of the C
Certified that Mr./Ms. SREEJAR	AJ
has successfully completed the course. Ad	vanced Diploma in
Logistics and Supply Chain	Management at the sub centre
Baselius College, I	Aller of the state

with the duration of Six Months

The candidate has been awarded Grade.....

.for his / her performance

in the examination conducted inJanuary, 202

Controller of Examinations

Date of Issue: 22.03.2021

DIRECTOR

Centre for Continuing Education Kerala

Thiruvananthapuram - 695 003

Grade: A+: Marks 2 91% A: Marks 2 81% and < 91% B+: Marks 2 66% and < 81% B: Marks 2 51% and < 66% C: Marks 2 35% and < 51%)
To verify this certificate online visit: http://www.scek.org/verify





CENTRE FOR CONTINUING EDUCATION KERALA



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Certified tha	мт/мs	/ISHAK VIJ	AYAN			
has successfu	lly completed th	e course Adv	anced Diplo	ma in	Harris Albania	
	gistics and Su	pply Chain	Manageme	nt = 1575	at the su	h centre
Arrend Land Mi	an is a piece of the instruction	us College, K	njen s orași film per li fil	orași dingo aralia orași dingo aralia orași dingo aralia		
with the dura	tion of S	x Months	particularisment del Ottoriore plantico del Particulario del Tonos del Tonos Garcos Arros del Tonos		Profession States	
The candidate	has been awar	fed Grade P	Marie de la marie de la constante de la consta	for his	/ her perf	ormance
	ation conducted	Paramierana da	r, 2020		y ner perj	Jinance

Date of Issue : 18.03.2021

KOWDIAR P. O.
THERUMANNHAPURAM
PRI-605 009

Controller of Examinations

DIRECTOR Centre for Continuing Education Kerala Thiruvananthapuram - 695 003

Grade: A+: Marks 2:91% A: Marks 2:81% and < 91% B+: Marks 2:66% and < 81% B: Marks 2:51% and < 66% C: Marks 2:35% and < 51%)
To verify this certificate online visit: http://www.ccek.org/verify.

STUDENTS ATTENDANCE REPORT

Name of College: Baselius College, Kottayam

Batch: BN/19/05/274/D15/0001(8-10)

Batch Started Date: 26-08-2019

No	Name	Details					l'	1 2	3	4	5 6	7 8 9
1	ADARASH	Month	Aug-19	Sep-19	Oct-19		Nov-19	Dec-1	9	Jan-20	Feb-20	
	UNNIKRISHNAN	Total W.D	4	9	6		4		7	14	17	,
	C1905274D150030	Attendance	2	4	2		0		2	5	16	
						Total At	tendance	: 31 / 61	51%			
2		Month	Aug-19	Sep-19	Oct-19		Nov-19	Dec-1	9	Jan-20	Feb-20	/ I
	AGRAJ MOHAN S	Total W.D	4	9	6		4		7	14		
	C1905274D150004	Attendance	1	7	1		2		4	8	15	,
						Total Att	tendance	: 38 / 61	62%			
3	AKHILA SUSAN	Month	Aug-19	Sep-19	Oct-19		Nov-19	Dec-1		Jan-20	Feb-20	T
	MOHAN	Total W.D	4	9	6		4		7	14	17	
	C1905274D150008	Attendance	4	3	5		3		6	12	15	
						Total At	tendance	: 48 / 61	79%	1		
4		Month	Aug-19	Sep-19	Oct-19		Nov-19	Dec-1		Jan-20	Feb-20	П
•	AKHILA M ALEX	Total W.D	4	9	6		4		7	14	17	
	C1905274D150014	Attendance	4	6	6		4		4	12	14	
					l	Total At	tendance	: 50 / 61	82%			<u> </u>
5		Month	Aug-19	Sep-19	Oct-19		Nov-19	Dec-1		Jan-20	Feb-20	$\overline{1}$
_	AKHILA SEBAN	Total W.D	4	9	6		4		7	14	17	
	C1905274D150002	Attendance	4	9	6		4		6	14	17	П

								1	1			
						Total Attenda	ance	: 60 / 61	98%			
6		Month	Aug-19	Sep-19	Oct-19	Nov-		Dec-19		Jan-20	Feb-20	
	AKSHAY PA	Total W.D	4	9	6		4	7		14	17	
	C1905274D150021	Attendance	3	6	5		4	4		4	13	
				L		<u> </u>					Į l	
						Total Attenda		-				
7		Month	Aug-19	Sep-19	Oct-19	Nov-		Dec-19		Jan-20	Feb-20	
	ALBIN BABY	Total W.D	4	9	6		4	7		14	17	
	C1905274D150001	Attendance	3	7	5		3	4		10	17	
						Total Attenda	ance	: 49 / 61	80%			
8		Month	Aug-19	Sep-19	Oct-19	Nov-		Dec-19		Jan-20	Feb-20	\Box
	ALEENA IYPE	Total W.D	4	9	6		4	7		14	17	
	C1905274D150003	Attendance	4	6	4		4	6		10	14	
	•		<u> </u>	1		Total Attenda	nco	. 18 / 61	79%	<u> </u>	<u> </u>	
9		Month	Aug-19	Sep-19	Oct-19	Nov-		Dec-19		Jan-20	Feb-20	$\overline{}$
	ANANDHU R NATH	Total W.D	4	9	6	1101	4	7		14	17	++
	C1905274D150018	Attendance	2	7	5		1	5		7	17	+++
	C130327 +D130010	7 tttorraarioo		<u> </u>	3		-	+		- 1	17	++
_			<u> </u>	l l	<u> </u>	<u> </u>						
						Total Attenda			72%			
10		Month	Aug-19	Sep-19	Oct-19	Nov-	19	Dec-19		Jan-20	Feb-20	
	ANEEZ FATHIMA	Total W.D	4	9	6		4	7		14	17	
	C1905274D150023	Attendance	4	8	6		2	5		11	16	
												$\perp \perp$
						Total Attenda	ance	: 52 / 61	85%			
11		Month	Aug-19	Sep-19	Oct-19	Nov-	19	Dec-19		Jan-20	Feb-20	
	ANJANA PK	Total W.D	4	9	6		4	7		14	17	
	C1905274D150028	Attendance	2	6	5		3	4		8	14	
												\top
	•		<u> </u>	•		Total Attenda	nco	. 42 / 61	69%		<u> </u>	
12		Month	Aug-19	Sep-19	Oct-19	Nov-		Dec-19		Jan-20	Feb-20	$\overline{\top}$
1	ANUJITH G	Total W.D	4	9	6	1.00	4	7		14	17	+
	C1905274D150026	Attendance	2	6	6		4	6		8	14	++

I										1	
	l .		<u>I</u>	l l	l l	Total Attendanc	a · 46 / 61	75%		1	
13		Month	Aug-19	Sep-19	Oct-19	Nov-19			Jan-20	Feb-20	
13	ATHIRA S NAIR	Total W.D	4	9	6	4	7		14	17	+
	C1905274D150009	Attendance	3		6	2	6	1	11	15	+
	C130327 4D130003	, acondano		,	, ,					13	+
			I	l l	<u> </u>	Total Attendanc	e: 50 / 61	82%		<u> </u>	
14		Month	Aug-19	Sep-19	Oct-19	Nov-19			Jan-20	Feb-20	ТП
14	DEVIKA SASI	Total W.D	4	9	6	4	7	•	14	17	+
	C1905274D150036	Attendance	4	3	4	2	6		7	13	
						Total Attendanc	e: 39 / 61	64%			
15		Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19		Jan-20	Feb-20	
-	DILIN SAJI	Total W.D	4	9	6	4	7		14	17	
	C1905274D150007	Attendance	3	7	5	4	3		9	13	
						Total Attendanc	e: 44 / 61	72%			
16		Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19		Jan-20	Feb-20	
	FEBIN V ROY	Total W.D	4	9	6	4	7		14	17	
	C1905274D150013	Attendance	3	5	6	4	0)	10	15	
						Total Attendanc	e: 43 / 61	70%			
17		Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19		Jan-20	Feb-20	
	FIDEL BABU	Total W.D	4	9	6	4	7		14	17	
	C1905274D150029	Attendance	2	5	5	3	6		8	15	
						Total Attendanc		72%			
18		Month	Aug-19		Oct-19	Nov-19	Dec-19		Jan-20	Feb-20	
	GOWRI MOHAN	Total W.D	4	9	6	4	7	'	14	17	
	C1905274D150005	Attendance	3	6	4	2	7		9	17	
						Total Attendanc					
19	JUNIA SUSAN	Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19		Jan-20	Feb-20	

	MATHEWS	Total W.D	4	9	6		4	7		14	17	
	C1905274D150011	Attendance	4				3	2		4	13	+-
	C1303274D130011	Atteridance	+	-	<u> </u>	 				7	13	+-
						<u> </u>						
						Total Attend	dance	: 35 / 61	57%			
20	JUSTIN MATHEW	Month	Aug-19	Sep-19	Oct-19	Nov	/-19	Dec-19		Jan-20	Feb-20	
	ABRAHAM	Total W.D	4	9	6		4	7		14	17	
	C1905274D150016	Attendance	4	7	5		2	5		8	15	
						Total Attend	dance	: 46 / 61	75%			
21		Month	Aug-19	Sep-19	Oct-19		/-19	Dec-19		Jan-20	Feb-20	
	KAVYA SHAJAN	Total W.D	4	9	6		4	7		14	17	
	C1905274D150031	Attendance	4	9	5		4	5		14	17	
						Total Attend	dance	: 58 / 61	95%			
22		Month	Aug-19	Sep-19	Oct-19		/-19	Dec-19		Jan-20	Feb-20	
	KEERTHY RAJU	Total W.D	4	9	6		4	7		14	17	
	C1905274D150020	Attendance	4	8	3		3	5		9	17	
						Total Attend	dance	: 49 / 61	80%			
23	KKIPA GKACE	Month	Aug-19	Sep-19	Oct-19		/-19	Dec-19		Jan-20	Feb-20	
	MAMMEN	Total W.D	4	9	6		4	7		14	17	
	C1905274D150012	Attendance	3	8	4		1	3		8	15	
						Total Attend	dance	: 42 / 61	69%			
24		Month	Aug-19	Sep-19	Oct-19	Nov	/-19	Dec-19		Jan-20	Feb-20	
	LEENA P Y	Total W.D	4	9			4	7		14	17	
	C1905274D150035	Attendance	3	3	5		3	5		7	15	
						Total Attend		: 41 / 61	67%			
25		Month	Aug-19			Nov	/-19	Dec-19		Jan-20	Feb-20	
	MANU AN	Total W.D	4	_			4	7		14	17	
	C1905274D150022	Attendance	2	7	4		3	4		13	15	

								l I			
						Total Attendance	: 48 / 61	79%			
26		Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	J	an-20	Feb-20	
-"	MERIN THOMAS	Total W.D	4	9	6	4	7		14	17	
	C1905274D150015	Attendance	3	5	6	3	3		12	15	
			•		•		47.164	770/	•		
	INOHAMININED	BA 41-	1 4 401	I C 40l	10.140	Total Attendance	-		201	1 E.I. 201	
27		Month Total W.D	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	J	an-20	Feb-20	\vdash
	SHEEZ A L		4	9	6	4	/		14	17	\vdash
	C1905274D150025	Attendance	4	7	5	3			11	16	\vdash
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						Total Attendance	: 48 / 61	79%			
28	MUHAMMED	Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19		an-20	Feb-20	
20	SIRAJUDHEEN K B	Total W.D	4	9	6	4	7		14	17	
	C1905274D150024	Attendance	3	7	5	3	4		8	14	
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	1		1.0		1.0	Total Attendance	•	72%			
29		Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	J	an-20	Feb-20	\vdash
	NIDHIN K MADHU	Total W.D	4	9	6	4	/		14	17	\vdash
	C1905274D150038	Attendance	3	6	5	2	4		8	15	4
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						Total Attendance	: 43 / 61	70%			
30		Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19		an-20	Feb-20	
ال	PHILIP P	Total W.D	4	9	6	4	7		14	17	
	C1905274D150033	Attendance	3	2	2	3	6		12	16	
			I I	l l	l l	l l				I	
	_	<u> </u>				Total Attendance		72%			
31		Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	J	an-20	Feb-20	\vdash
	RAHUL UNNI	Total W.D	4	9	6	4	7		14	17	\vdash
	C1905274D150034	Attendance	3	2	5	3	6		8	15	\vdash
						Total Attendance	: 42 / 61	69%			
22		Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19		an-20	Feb-20	$\overline{}$
32	RESHMI RAJU	Total W.D	4	9	6	4	7	 	14	17	\vdash
	C1905274D150019	Attendance	4	7	6	4	6		13	16	\vdash
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			92%	56 / 61	١ . ۵	al Attendance	Total	<u> </u>		<u> </u>			
Feb-20		Jan-20	3270	Dec-19		Nov-19	10141	Oct-19	Sep-19	Aug-19	Month	KIBY AIVIN	33
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15		8		3		0		3	5	2	Attendance	C1905274D150017	
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Feb-20		Jan-20		Dec-19		Nov-19		Oct-19	Sep-19	Aug-19	Month	SHEKIN 2	35
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Feb-20	F	Jan-20		Dec-19		Nov-19		Oct-19	Sep-19	Aug-19	Month		36
17		14		7		4		6	9	4	Total W.D	SREEJA RAJ	
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