

# BASELIUS COLLEGE KOTTAYAM

## ADVANCED DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT

### **SUPPORTING DOCUMENTS**

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ESTD 1964

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**



**ADLSCM**

# **Advanced Diploma in Logistics & Supply Chain Management**

# **SYLLABUS**



**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)**

**CENTRE FOR CONTINUING EDUCATION KERALA**

Anathara Lane, Charachira, Kowdiar P.O., Thiruvananthapuram, Kerala, PIN- 695 003

# 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	<p><b><u>Inventory Clerk</u></b></p> <p><b>Brief Job Description:</b> 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.</p>	ASC/Q1402
2	<p><b><u>Warehouse Supervisor</u></b></p> <p><b>Brief Job Description:</b> 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.</p>	LSC/Q2307

## ADVANCED DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT (ADLSCM)

### 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

Opportunities ... come capitalize on the growth!

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.





## COURSE DETAILS



### ADVANCED DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT (ADLSCM)

COURSE NAME	COURSE CODE	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
<b>THEORY PAPERS</b>					
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
<b>TOTAL MARKS</b>					
1	Total Examination Marks ( Theory Online + Practical Examination )				300
2	Total Internal Marks				150
3	<b>Total Marks( Total Internal Marks + Total Examination Marks )</b>				<b>450</b>

**ONLINE EXAMINATION NAME : Logistics and Supply Chain Management**

**ONLINE EXAMINATION CODE : ADLSCM**

<b>SL No.</b>	<b>SUBJECT</b>	<b>SUB-CODE</b>	<b>NO. OF QUESTIONS</b>	<b>MARKS FOR EACH QUESTION</b>	<b>MAXIMUM MARK</b>	<b>INTERNAL MARK</b>	<b>TOTAL MARK</b>
1	Fundamental Logistics	T001	50	2	100	50	150
2	Supply Chain Management	T002	50	2	100	50	150
3	Marketing Principles	T003	50	2	100	50	150
	<b>TOTAL</b>		150		300	150	450

### **INTERNAL MARK CRITERIA FOR EACH SUBJECT**

<b>ATTENDANCE</b>	<b>GENERAL PERFORMANCE</b>	<b>INTERNAL EXAMINATIONS/ PROJECTS/ASSIGNMENTS</b>	<b>TOTAL MARKS</b>
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  $< 51\%$  C
  - Total Mark  $\geq 51$  and  $< 66\%$  B
  - Total Mark  $\geq 66$  and  $< 81\%$  B+
  - Total Mark  $\geq 81$  and  $< 91\%$  A
  - Total Mark  $\geq 91\%$  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 )**

### “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:**

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

**Estimated Hours: 120 hrs.**

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

**MODULES INCLUDED IN THIS SUBJECT**



<b>SL</b>	<b>MODULE NAME</b>
1	Module 1 : ADLSCM T001 SUBJECT - FUNDAMENTALS OF LOGISTICS
2	Module 2 : ADLSCM T002 SUBJECT – SUPPLY CHAIN MANAGEMENT
3	Module 3 : ADLSCM T003 SUBJECT – MARKETING PRINCIPLES

### 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. **Inbound Logistics.** These *are* operations, which precede manufacturing. These include the movement of raw materials, and components for processing from suppliers.
- b. **Process Logistics:** 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. **Outbound Logistics:** 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. **Reduction of inventory:** 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. **Economy of freight:** Freight can be reduced by following measures like selecting the proper mode of transport, consolidation of freight, route planning, long distance shipments etc.
3. **Reliability and consistency in delivery performance:** Material required by the customer must be delivered on time. Proper planning of the transportation modes, with availability of inventory will ensure this.
4. **Minimum damage to products:** 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



## 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
	<b>Total</b>	<b>64</b>

### 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

**After Completing This Module The Candidate Will Able To:**

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- 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.

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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 ; capacity of facilities by enabling the logistics managers to proactively allocate resources so as to have a smooth interface between them. It also increases effectiveness and efficiency of the logistics system by the extensive use of information and communication technologies for the real-time transmission of information for better 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:

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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.

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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.
- 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?

1. Introduction to Marketing Management
  - a) Definition
  - 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
    - II. 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 aware 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 "lesson 0". 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:

- You have less time
- You are aware that you must achieve a result and that puts you under pressure
- Your mother tongue will interfere with the new language (especially when you try to translate separate words out of context)

So, knowing these drawbacks you can adjust to them and even turn them into advantages:

- you already know concepts a child has yet to learn such as abstract terms, rhetorical questions and subliminal processes
- you can choose from a variety of resources and learning techniques
- you can monitor and control your learning progress
- you can compare grammatical structures of the new language and your mother tongue
- your active vocabulary in your mother tongue is bigger than a child's so you have more words you can link new vocabulary to.

### **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



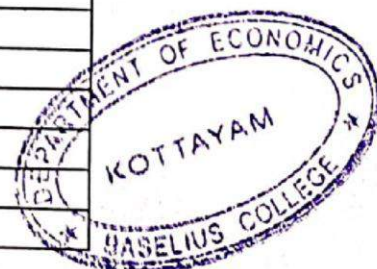
Post Graduate Department of Economics

Baselius College, Kottayam

Advanced Diploma in Logistics and Supply Chain management

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	ANEZ FATHIMA
11	ANJANA PK
12	ANUJITH G
13	ATHIRA S NAIR
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
33	RIBY ANN VARGHESE
34	ROBIN THOMAS
35	SHERIN S VARGHESE
36	SREEJA RAJ
37	VISHAK VIJAYAN



Shaji M J  
Dr. SHAJU M.J.  
Associate Professor & Head  
Dept. of Economics  
Baselius College, Kottayam





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**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

in the examination conducted in **December, 2020**

Date of Issue : 18.03.2021



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Baselius College, Kottayam

with the duration of Six Months

The candidate has been awarded Grade B+ for his / her performance

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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.....**B**.....for his / her performance

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Certified that Mr./Ms. **AKHILA M ALEX**

has successfully completed the course **Advanced Diploma in**

**Logistics and Supply Chain Management**

at the sub centre

**Basellus College, Kottayam**

with the duration of **Six Months**

The candidate has been awarded Grade **A+** for his / her performance

in the examination conducted in **December, 2020**

Date of Issue: **18.03.2021**



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Certified that Mr./Ms. **AKHILA SEBAN**

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 **A** for his / her performance

in the examination conducted in **November, 2020**



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Date of Issue : 23.02.2021

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Registration No. .... C1905274D150021

Online Verification Code : C210321283

Certified that Mr./Ms. .... **AKSHAY P A**

*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* **B+** *for his / her performance*

*in the examination conducted in* **December, 2020**

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Baselius College, Kottayam

with the duration of.....Six Months.....

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

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**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*

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Online Verification Code: C210321284

Certified that Mr./Ms. **ANANDHU R NATH**

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 **A** for his / her performance

in the examination conducted in **December, 2020**

Date of Issue: 18.03.2021



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Thiruvananthapuram - 695 003

(Grade: A+ : Marks ≥ 91% ; A : Marks ≥ 81% and < 91% ; B+ : Marks ≥ 66% and < 81% ; B : Marks ≥ 51% and < 66% ; C : Marks ≥ 35% and < 51%)  
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Certificate No. : 201223285

Registration No. : C1905274D150023

Online Verification Code : C210321285

Certified that Mr./Ms. ANEEZ FATHIMA

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 A for his / her performance

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Registration No. : C1905274D150028

Online Verification Code : C210324724

Certified that Mr./Ms. **ANJANA P K**

has successfully completed the course **Advanced Diploma in**

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at the sub centre

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with the duration of **Six Months**

The candidate has been awarded Grade **B+** for his / her performance

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Certificate No. : 201223286

Registration No. : C1905274D150026

Online Verification Code : C210321286

Certified that Mr./Ms. **ANUJITH G**

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 **B+** for his / her performance

in the examination conducted in **December, 2020**

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Thiruvananthapuram - 695-003

(Grade : A+ : Marks ≥ 91% A : Marks ≥ 81% and < 91% B+ : Marks ≥ 66% and < 81% B : Marks ≥ 51% and < 66% C : Marks ≥ 35% and < 51%)  
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Certificate No. : 201122751

Registration No. : C1905274D150009

Online Verification Code : C210320013

Certified that Mr./Ms. **ATHIRA S NAIR**

has successfully completed the course, **Advanced Diploma in**

**Logistics and Supply Chain Management** at the sub centre

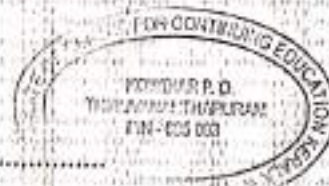
**Baselius College, Kottayam**

with the duration of **Six Months**

The candidate has been awarded Grade **B+** for his / her performance

in the examination conducted in **November, 2020**

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(Grade : A+ : Marks ≥ 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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Certificate No. :.....201122752.....

Registration No. :.....G1905274D150036.....

Online Verification Code :.....C210320014.....

Certified that Mr./Ms. ....**DEVIKA SASI**.....

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.....**A**.....for his / her performance

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



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Registration No. :.....G1905274D15R007

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Certified that Mr./Ms. ....**DILIN SAJI**.....

has successfully completed the course.....**Advanced Diploma in**.....

.....**Logistics and Supply Chain Management**.....at the sub centre

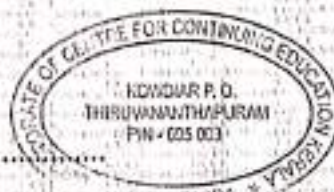
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with the duration of.....**Six Months**.....

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

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Registration No. : C1905274D150013

Online Verification Code : C210321287

Certified that Mr./Ms. **FEBIN V ROY**

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 **B+** for his / her performance

in the examination conducted in **December, 2020**

Date of Issue : 18.03.2021



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Registration No. : C1905274D150029

Online Verification Code : C210321288

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has successfully completed the course **Advanced Diploma in**

**Logistics and Supply Chain Management**

at the sub centre

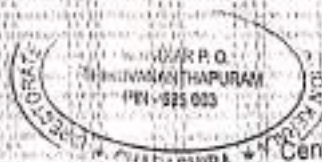
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with the duration of **Six Months**

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in the examination conducted in **December, 2020**

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Certificate No. : 201223289

Registration No. : C1905274D150005

Online Verification Code : G210321289

Certified that Mr./Ms. **GOWRI MOHAN**

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 **A** for his / her performance

in the examination conducted in **December, 2020**



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Thiruvananthapuram - 695 003

Date of Issue : 18.03.2021

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CENTRE FOR CONTINUING EDUCATION KERALA



CERTIFICATE



Certificate No. : 201122754

Registration No. : C1905274D150011

Online Verification Code : C210320016

Certified that Mr./Ms. JUNIA SUSAN MATHEWS

has successfully completed the course Advanced Diploma in

Logistics and Supply Chain Management

at the sub centre

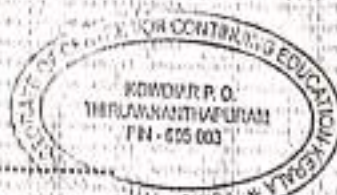
Baselius College, Kottayam

with the duration of Six Months

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

in the examination conducted in November, 2020

Date of Issue : 23.02.2021



Signature of Controller of Examinations

DIRECTOR  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(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.ccek.org/verify>



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : 201223290

Registration No. : C1905274D150016

Online Verification Code : C210321290

Certified that Mr./Ms. **JUSTIN MATHEW ABRAHAM**

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 **A** for his / her performance

in the examination conducted in **December, 2020**

Date of Issue : 18.03.2021



*[Signature]*  
Controller of Examinations

DIRECTOR  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

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



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : ..... 201122755 .....

Registration No. : ..... C1905274D150031 .....

Online Verification Code : ..... C210320017 .....

Certified that Mr./Ms. **KAVYA SHAJAN**

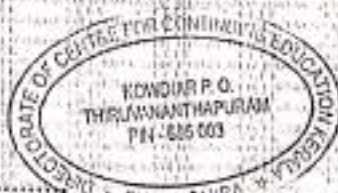
has successfully completed the course..... **Advanced Diploma in  
Logistics and Supply Chain Management** ..... at the sub centre

**Baselius College, Kottayam**

with the duration of..... **Six Months**

The candidate has been awarded Grade..... **B** ..... for his / her performance  
in the examination conducted in..... **November, 2020**

Date of Issue : ..... 23.02.2021 .....



*[Signature]*  
Controller of Examinations

DIRECTOR  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(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.ccek.org/verify>



GOVERNMENT OF KERALA

CENTRE FOR CONTINUING EDUCATION KERALA



CERTIFICATE



Certificate No. : 201122756

Registration No. : G1905274D150020

Online Verification Code : C210320018

Certified that Mr./Ms. KEERTHY RAJU

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 A for his / her performance in the examination conducted in November, 2020



Date of Issue : 23.02.2021

Signature of Controller of Examinations, Director

Centre for Continuing Education Kerala Thiruvananthapuram - 695 003

(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.ccek.org/verify



GOVERNMENT OF KERALA

CENTRE FOR CONTINUING EDUCATION KERALA



CERTIFICATE



Certificate No. : 201122757

Registration No. : C1905274D150012

Online Verification Code : C210320019

Certified that Mr./Ms. KRIPA GRACE MAMMEN

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 B for his / her performance

in the examination conducted in November, 2020

Date of Issue : 23.02.2021



Signature of Controller of Examinations, Director, Centre for Continuing Education Kerala, Thiruvananthapuram - 695 003

(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.ccek.org/verify



GOVERNMENT OF KERALA

CENTRE FOR CONTINUING EDUCATION KERALA



CERTIFICATE



Certificate No. : 201122758

Registration No. : C1905274D150035

Online Verification Code : C210320020

Certified that Mr./Ms. LEENA P Y

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 B for his / her performance

in the examination conducted in November, 2020



Signature of Controller of Examinations

Date of Issue : 23.02.2021

DIRECTOR Centre for Continuing Education Kerala Thiruvananthapuram - 695-003

(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.ccek.org/verify





GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



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**

at the sub centre

**Baselius College, Kottayam**

with the duration of **Six Months**

The candidate has been awarded Grade **B+** for his / her performance

in the examination conducted in **December, 2020**

Date of Issue 18.03.2021



*[Signature]*  
Controller of Examinations

DIRECTOR  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(Grade : An : 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>



GOVERNMENT OF KERALA

CENTRE FOR CONTINUING EDUCATION KERALA



CERTIFICATE



Certificate No. : 201223292

Registration No. : C1905274D150015 Online Verification Code : C210321292

Certified that Mr./Ms. MERIN THOMAS

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 B+ for his / her performance

in the examination conducted in December, 2020

Date of Issue : 18.03.2021



Signature of Controller of Examinations, Director, Centre for Continuing Education Kerala, Thiruvananthapuram - 695 003

(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.ccek.org/verify



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : 201223293

Registration No. : C1905274D150025

Online Verification Code : C210321293

Certified that Mr./Ms. **MOHAMMED SHEEZ A L**

has successfully completed the course **Advanced Diploma in**

**Logistics and Supply Chain Management** at the sub centre

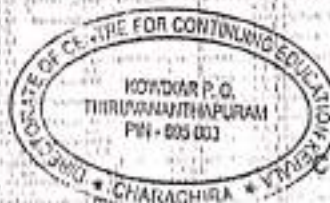
**Baselius College, Kottayam**

with the duration of **Six Months**

The candidate has been awarded Grade **B** for his / her performance

in the examination conducted in **December, 2020**

Date of Issue : 18.03.2021



*[Signature]*  
Controller of Examinations  
DIRECTOR

Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(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.ccek.org/verify>



GOVERNMENT OF KERALA

CENTRE FOR CONTINUING EDUCATION KERALA



CERTIFICATE



Certificate No. : 201122759

Registration No. : C1905274D150024

Online Verification Code : C210320021

Certified that Mr./Ms. MUHAMMED SIRAJUDHEEN K B

has successfully completed the course - Advanced Diploma in

Logistics and Supply Chain Management at the sub centre

Basellus College, Kottayam

with the duration of Six Months

The candidate has been awarded Grade A+ for his / her performance

in the examination conducted in November, 2020

Date of Issue : 23.02.2021



Signature of Controller of Examinations

DIRECTOR
Centre for Continuing Education Kerala
Thiruvananthapuram - 695 003

(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.ccek.org/verify



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : .....201122760.....

Registration No. : .....C1905274D150038.....

Online Verification Code : .....C210320022.....

Certified that Mr./Ms. **NIDHIN K MADHU**

has successfully completed the course **Advanced Diploma in**

**Logistics and Supply Chain Management** .....at the sub centre

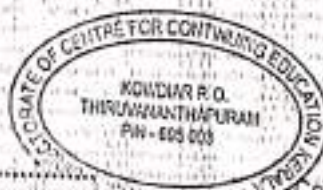
**Baselius College, Kottayam**

with the duration of **Six Months**

The candidate has been awarded Grade **B** for his / her performance

in the examination conducted in **November, 2020**

Date of Issue : .....23.02.2021.....



Controller of Examinations

DIRECTOR  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

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



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : 201122761

Registration No. : C1905274D150033

Online Verification Code : C210320023

Certified that Mr./Ms. **PHILIP P**

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 **B** for his / her performance

in the examination conducted in **November, 2020**

Date of Issue : 23.02.2021



*[Signature]*  
Controller of Examinations  
DIRECTOR

Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(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.ccek.org/verify>



GOVERNMENT OF KERALA

CENTRE FOR CONTINUING EDUCATION KERALA



CERTIFICATE



Certificate No. :.....201122762.....

Registration No. :.....G1905274D150034 Online Verification Code :.....C210320024.....

Certified that Mr./Ms. ....**RAHUL UNNI**.....

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..... **A**..... for his / her performance  
in the examination conducted in..... **November, 2020**.....



Controller of Examinations  
DIRECTOR

Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

Date of Issue :.....23.02.2021.....

(Grade : ..At : 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>



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : 201122763

Registration No. : C1905274D150019

Online Verification Code : C210320025

Certified that Mr./Ms. **RESHMI RAJU**

has successfully completed the course **Advanced Diploma in**

**Logistics and Supply Chain Management**

at the sub centre

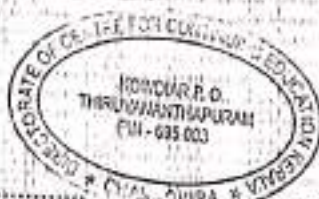
**Baselius College, Kottayam**

with the duration of **Six Months**

The candidate has been awarded Grade **B+** for his / her performance

in the examination conducted in **November, 2020**

Date of Issue : 23.02.2021



*[Signature]*  
Controller of Examinations

DIRECTOR  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(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.ccek.org/verify>





GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. 201223294

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 **A+** for his / her performance

in the examination conducted in **December, 2020**

Date of Issue **18.03.2021**



*[Signature]*  
Controller of Examinations

**DIRECTOR**  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(Grade : A+ : Marks ≥ 91% , A : Marks ≥ 82% and < 91% , B+ : Marks ≥ 65% and < 81% , B : Marks ≥ 51% and < 66% , C : Marks ≥ 35% and < 51%)  
To verify this certificate online, visit: <http://www.ccek.org/verify>



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : 201223295

Registration No. : C1905274D150017

Online Verification Code : C210321295

Certified that Mr./Ms. **ROBIN THOMAS**

has successfully completed the course **Advanced Diploma in  
Logistics and Supply Chain Management** at the sub centre  
**Basilius Collogo, Kottayam**

with the duration of **Six Months**

The candidate has been awarded Grade **B+** for his / her performance  
in the examination conducted in **December, 2020**

Date of Issue : 18.03.2021



*[Signature]*  
Controller of Examinations

**DIRECTOR**  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(Grade : A+ : Marks ≥ 91% A : Marks ≥ 81% and < 91% B1 : Marks ≥ 69% and < 81% B : Marks ≥ 51% and < 69% C : Marks ≥ 35% and < 51%)  
To verify this certificate online Visit: <http://www.ccek.org/verify>



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : 201122764

Registration No. : C1905274D150010

Online Verification Code : C210320026

Certified that Mr./Ms. **SHERIN S 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 **B+** for his / her performance

in the examination conducted in **November, 2020**

Date of Issue : 23.02.2021



*[Signature]*  
Controller of Examinations

DIRECTOR  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(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.ccek.org/verify>



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : 210126725

Registration No. : C1905274D150037

Online Verification Code : C210324725

Certified that Mr./Ms. **SREEJA RAJ**

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 **A+** for his / her performance

in the examination conducted in **January, 2021**



Controller of Examinations

DIRECTOR

Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

Date of Issue : 22.03.2021

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



GOVERNMENT OF KERALA

# CENTRE FOR CONTINUING EDUCATION KERALA



## CERTIFICATE



Certificate No. : 201223296

Registration No. : C1905274D150027

Online Verification Code : C210321296

Certified that Mr./Ms. **VISHAK VIJAYAN**

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 **A** for his / her performance

in the examination conducted in **December, 2020**

Date of Issue : 18.03.2021



*[Signature]*  
Controller of Examinations

DIRECTOR  
Centre for Continuing Education Kerala  
Thiruvananthapuram - 695 003

(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.ccek.org/verify>



		<b>Total Attendance :</b>							60 / 61	98%			
6		<b>Month</b>	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
	AKSHAY PA	<b>Total W.D</b>	4	9	6	4	7	14	17				
	C1905274D150021	<b>Attendance</b>	3	6	5	4	4	4	13				
		<b>Total Attendance :</b>							39 / 61	64%			
7		<b>Month</b>	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
	ALBIN BABY	<b>Total W.D</b>	4	9	6	4	7	14	17				
	C1905274D150001	<b>Attendance</b>	3	7	5	3	4	10	17				
		<b>Total Attendance :</b>							49 / 61	80%			
8		<b>Month</b>	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
	ALEENA IYPE	<b>Total W.D</b>	4	9	6	4	7	14	17				
	C1905274D150003	<b>Attendance</b>	4	6	4	4	6	10	14				
		<b>Total Attendance :</b>							48 / 61	79%			
9		<b>Month</b>	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
	ANANDHU R NATH	<b>Total W.D</b>	4	9	6	4	7	14	17				
	C1905274D150018	<b>Attendance</b>	2	7	5	1	5	7	17				
		<b>Total Attendance :</b>							44 / 61	72%			
10		<b>Month</b>	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
	ANEEZ FATHIMA	<b>Total W.D</b>	4	9	6	4	7	14	17				
	C1905274D150023	<b>Attendance</b>	4	8	6	2	5	11	16				
		<b>Total Attendance :</b>							52 / 61	85%			
11		<b>Month</b>	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
	ANJANA PK	<b>Total W.D</b>	4	9	6	4	7	14	17				
	C1905274D150028	<b>Attendance</b>	2	6	5	3	4	8	14				
		<b>Total Attendance :</b>							42 / 61	69%			
12		<b>Month</b>	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
	ANUJITH G	<b>Total W.D</b>	4	9	6	4	7	14	17				
	C1905274D150026	<b>Attendance</b>	2	6	6	4	6	8	14				





	MATHEWS	Total W.D	4		9		6		4		7		14		17			
	C1905274D150011	Attendance	4		8		1		3		2		4		13			
											<b>Total Attendance :</b>		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			
											<b>Total Attendance :</b>		46 / 61	75%				
21	KAVYA SHAJAN	Month	Aug-19		Sep-19		Oct-19		Nov-19		Dec-19		Jan-20		Feb-20			
		Total W.D	4		9		6		4		7		14		17			
	C1905274D150031	Attendance	4		9		5		4		5		14		17			
											<b>Total Attendance :</b>		58 / 61	95%				
22	KEERTHY RAJU	Month	Aug-19		Sep-19		Oct-19		Nov-19		Dec-19		Jan-20		Feb-20			
		Total W.D	4		9		6		4		7		14		17			
	C1905274D150020	Attendance	4		8		3		3		5		9		17			
											<b>Total Attendance :</b>		49 / 61	80%				
23	KRIPA GRACE	Month	Aug-19		Sep-19		Oct-19		Nov-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			
											<b>Total Attendance :</b>		42 / 61	69%				
24	LEENA P Y	Month	Aug-19		Sep-19		Oct-19		Nov-19		Dec-19		Jan-20		Feb-20			
		Total W.D	4		9		6		4		7		14		17			
	C1905274D150035	Attendance	3		3		5		3		5		7		15			
											<b>Total Attendance :</b>		41 / 61	67%				
25	MANU AN	Month	Aug-19		Sep-19		Oct-19		Nov-19		Dec-19		Jan-20		Feb-20			
		Total W.D	4		9		6		4		7		14		17			
	C1905274D150022	Attendance	2		7		4		3		4		13		15			

		<b>Total Attendance :</b> 48 / 61							79%				
26	MERIN THOMAS C1905274D150015	Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
		Total W.D	4	9	6	4	7	14	17				
		Attendance	3	5	6	3	3	12	15				
		<b>Total Attendance :</b> 47 / 61							77%				
27	MOHAMMIED SHEEZ A L C1905274D150025	Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
		Total W.D	4	9	6	4	7	14	17				
		Attendance	4	7	5	3	2	11	16				
		<b>Total Attendance :</b> 48 / 61							79%				
28	MOHAMMIED SIRAJUDHEEN K B C1905274D150024	Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
		Total W.D	4	9	6	4	7	14	17				
		Attendance	3	7	5	3	4	8	14				
		<b>Total Attendance :</b> 44 / 61							72%				
29	NIDHIN K MADHU C1905274D150038	Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
		Total W.D	4	9	6	4	7	14	17				
		Attendance	3	6	5	2	4	8	15				
		<b>Total Attendance :</b> 43 / 61							70%				
30	PHILIP P C1905274D150033	Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
		Total W.D	4	9	6	4	7	14	17				
		Attendance	3	2	2	3	6	12	16				
		<b>Total Attendance :</b> 44 / 61							72%				
31	RAHUL UNNI C1905274D150034	Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
		Total W.D	4	9	6	4	7	14	17				
		Attendance	3	2	5	3	6	8	15				
		<b>Total Attendance :</b> 42 / 61							69%				
32	RESHMI RAJU C1905274D150019	Month	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20				
		Total W.D	4	9	6	4	7	14	17				
		Attendance	4	7	6	4	6	13	16				

