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# Department of Management Sciences (Session: 2022-23)

D STUDIES

# Ref: TIAS/2022-23/BBA/ACAD/VAC/103

Dated: 31/5/2023

### (Batch-1)

# Value Added Course: Certificate Course in Retail Management

TECNIA INSTITUTE OF ADVAN

# Status as on date: 31/5/2023

This is to certify that the course module for Value Added Course on Retail management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Mr. Shrish Singh, Faculty in Department of Management Sciences with the module contents as under:-

S.No.	Contents Deliverance	Learning Outcomes	
1	Introduction to Retailing (3 hours)	Understand basic concepts of retail management and the latest developments in retail industry	
2	Types of Retailer (5 hours)	Discover the application of retailing theory	
3	Retail Buying Behavior (5 hours)	Learn about buying process and buying decisions	
4	Retailing Strategy (3 hours)	Develop knowledge of contemporary retail management issues at the strategic level	
5	Retail Locations (3 hours)	Understand about locations opportunities and Legal considerations	
6	Merchandise Planning (5 hours)	Demonstrate an understanding of the merchandise management process, inventory planning, retail pricing and designing of the retail communication mix	
7	Retail Pricing and Communication Mix (3 hours)	Learn about pricing strategies, ethical pricing issues and communication programs to develop brand images	
8	Store Management (3 hours)	Evaluate store layout and design alternatives, and demonstrate an understanding of store management as well as display a sensitivity towards the human resources, ethical and legal issues in retailing	

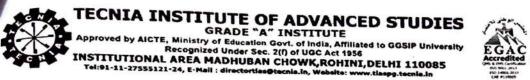




Signature of Resource Person

Name of Resource Person of Dated: 31/5723

TOD BBA





We would like to declare, that the course module for Value Added Course on Retail Management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Mr. Shrish Singh, Faculty in Department of Management Sciences to our satisfaction and is able to help in developing our domain knowledge and capacity building.

S.No	Enrollment No	Name	Signature
1.	00117001721	Maure	Mayers
2.	00317001721	Rishash Jindas Piyeuh harg Rishika Arere	Peron
3.	00117003921	Pillet harg	Piyum
ÿ.	00417002021	Rishika Accore	Jollheler
5.	01817001721	yan Anuja	lus
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TECNIA INSTITUTE OF ADVANCED STUDIES



## Department of Management Sciences (Session: 2022-23)

Ref: TIAS/2022-23/BBA/ACAD/VAC/103

Dated: 31/5/2023

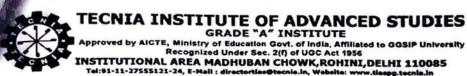
### (Batch-2)

# Value Added Course: Certificate Course in Retail Management

#### Status as on date: 31/5/2023

This is to certify that the course module for Value Added Course on Retail management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Mukesh Kumar, Faculty in Department of Management Sciences with the module contents as under:-

S.No.	Contents Deliverance	Learning Outcomes	
1	Introduction to Retailing (3 hours)	Understand basic concepts of retail management and the latest developments in retail industry	
2	Types of Retailer (5 hours)	Discover the application of retailing theory	
3	Retail Buying Behavior (5 hours)	Learn about buying process and buying decisions	
4	Retailing Strategy (3 hours)	Develop knowledge of contemporary retail management issues at the strategic level	
5	Retail Locations (3 hours)	Understand about locations opportunities and Legal considerations	
6	Merchandise Planning (5 hours)	Demonstrate an understanding of the merchandise management process, inventory planning, retail pricing and designing of the retail communication mix	
7	Retail Pricing and Communication Mix (3 hours)	Learn about pricing strategies, ethical pricing issues and communication programs to develop brand images	
В	Store Management (3 hours)	Evaluate store layout and design alternatives, and demonstrate an understanding of store management as well as display a sensitivity towards the human resources, ethical and legal issues in retailing	





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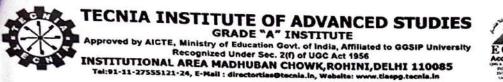
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Signature of Resource Person

Dr- Mukeh Kumar Name of Resource Person: Dated: 21/5 23 .

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We would like to declare, that the course module for Value Added Course on Retail Management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Mukesh Kumar, Faculty in Department of Management Sciences to our satisfaction and is able to help in developing our domain knowledge and capacity building.

S.No	Enrollment No	Name	Signature
1.	06117001721	Titha Aggarwal	tister
2.	06817002421	Vansh Kalra	Vanst
3.	06817002421	Tibba Aggarwal Varsh Kara Shree Kaushik Shruti Jain Malika Aneya	Same
4.	08117001731	Shruti Jain	Chrusi
5.	08117001721	Malika Anexa	Polary
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#### **Department of Management Sciences**

(Session: 2022-23)

Ref: TIAS/2022-23/BBA/ACAD/VAC/103

Dated: 31/5/2023

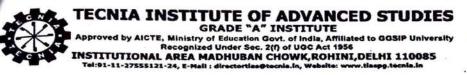
(Batch- 3)

#### Value Added Course: Certificate Course in Retail Management

# Status as on date: 31/5/2023

This is to certify that the course module for Value Added Course on Retail management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Bhoopendra Bharti, Faculty in Department of Management Sciences with the module contents as under:-

S.No.	Contents Deliverance	Learning Outcomes	
1	Introduction to Retailing (3 hours)	Understand basic concepts of retail management and the latest developments in retail industry	
2	Types of Retailer (5 hours)	Discover the application of retailing theory	
3	Retail Buying Behavior (5 hours)	Learn about buying process and buying decisions	
4	Retailing Strategy (3 hours)	Develop knowledge of contemporary retail management issues at the strategic level	
5	Retail Locations (3 hours)	Understand about locations opportunities and Legal considerations	
6	Merchandise Planning (5 hours)	Demonstrate an understanding of the merchandise management process, inventory planning, retail pricing and designing of the retail communication mix	
7	Retail Pricing and Communication Mix (3 hours)	Learn about pricing strategies, ethical pricing issues and communication programs to develop brand images	
3	Store Management (3 hours)	Evaluate store layout and design alternatives, and demonstrate an understanding of store management as well as display a sensitivity towards the human resources, ethical and legal issues in retailing	

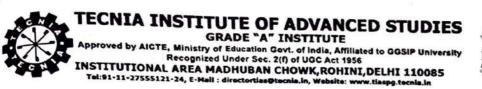




Signature of Resource Person Bharti

Name of Resource/Person: Dated: 31/5/23

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We would like to declare, that the course module for Value Added Course on Retail Management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Bhoopendra Bharti, Faculty in Department of Management Sciences to our satisfaction and is able to help in developing our domain knowledge and capacity building.

S.No	Enrollment No	Name	Signature
1.4		Q KASH ERIMA	e
2.	1221700172	Mahau Starma	Maran
3	12217002421		Tina
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# Department of Management Sciences (Session: 2022-23)

Ref: TIAS/2022-23/BBA/ACAD/VAC/103

Dated: 31/5/2023

# (Batch- 4)

#### Value Added Course: Certificate Course in Retail Management

#### Status as on date: 31/5/2023

This is to certify that the course module for Value Added Course on Retail management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Pushpa, Faculty in Department of Management Sciences with the module contents as under:-

S.No.	Contents Deliverance	Learning Outcomes	
1	Introduction to Retailing (3 hours)	Understand basic concepts of retail management and the latest developments in retail industry	
2	Types of Retailer (5 hours)	Discover the application of retailing theory	
3	Retail Buying Behavior (5 hours)	Learn about buying process and buying decisions	
4	Retailing Strategy (3 hours)	Develop knowledge of contemporary retai management issues at the strategic level	
5	Retail Locations (3 hours)	Understand about locations opportunities and Legal considerations	
5	Merchandise Planning (5 hours)	Demonstrate an understanding of the merchandise management process, inventory planning, retail pricing and designing of the retail communication mix	
	Retail Pricing and Communication Mix (3 hours)	Learn about pricing strategies, ethical pricing issues and communication programs to develop brand images	
	Store Management (3 hours)	Evaluate store layout and design alternatives, and demonstrate an understanding of store management as well as display a sensitivity towards the human resources, ethical and lega issues in retailing	

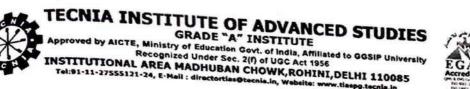


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Signature of Resource Person

Name of Resource Person: Dated: 31/5/23

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We would like to declare, that the course module for Value Added Course on Retail Management. scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Pushpa, Faculty in Department of Management Sciences to our satisfaction and is able to help in developing our domain knowledge and capacity building.

No	Enrollment No	Name	Signature
ŀ	00121302021	Yuvraj Dahiya	Une
2.	00121301721	Manin Goel	pround
3.	00/2130242	Sarthan Bajaj	Author
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#### Department of Management Sciences

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(Session: 2022-23)

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**TECNIA INSTITUTE** 

Dated: 31/5/2023

(Batch-5)

## Value Added Course: Certificate Course in Retail Management

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Status as on date: 31/5/2023

This is to certify that the course module for Value Added Course on Retail management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Rubeena Bano, Faculty in Department of Management Sciences with the module contents as under:-

S.No.	Contents Deliverance	Learning Outcomes	
1	Introduction to Retailing (3 hours)	Understand basic concepts of retail management and the latest developments in retail industry	
2	Types of Retailer (5 hours)	Discover the application of retailing theory	
3	Retail Buying Behavior (5 hours)	Learn about buying process and buying decisions	
4	Retailing Strategy (3 hours)	Develop knowledge of contemporary retail management issues at the strategic level	
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	Retail Pricing and Communication Mix (3 hours)	Learn about pricing strategies, ethical pricing issues and communication programs to develop brand images	
	Store Management (3 hours)	Evaluate store layout and design alternatives, and demonstrate an understanding of store management as well as display a sensitivit towards the human resources, ethical and lega issues in retailing	

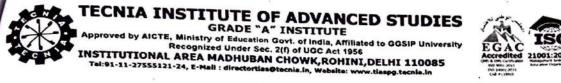


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erson Signature of Resource P ubeena Bano-Name of Resource Person: 31/stas Dated:

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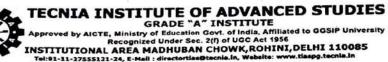
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We would like to declare, that the course module for Value Added Course on Retail Management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Rubeena Bano, Faculty in Department of Management Sciences to our satisfaction and is able to help in developing our domain knowledge and capacity building.

S.No	Enrollment No	Name	Signature .
1.	06521301721	Ainer Sinch	Alert
2.	02321302021	Paramject Singh	Jorun Jor
3.	02321302021 03521302421	Chrur Thekral	Chorur
4.	07421301721	DM Nagar	Chu
5.	08021301721	Justin Abraham	Justin
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Department of Management Sciences (Session: 2022-23)

#### Ref: TIAS/2022-23/BBA/ACAD/VAC/103

Dated: 31/5/2023

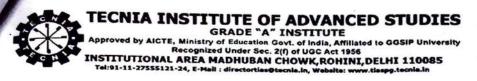
(Batch- 6)

#### Value Added Course: Certificate Course in Retail Management

Status as on date: 31/5/2023

This is to certify that the course module for Value Added Course on Retail management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Ruchi Srivastva, Faculty in Department of Management Sciences with the module contents as under:-

S.No.	Contents Deliverance	Learning Outcomes	
1	Introduction to Retailing (3 hours)	Understand basic concepts of retail management and the latest developments in retail industry	
2	Types of Retailer (5 hours)	Discover the application of retailing theory	
3	Retail Buying Behavior (5 hours)	Learn about buying process and buying decisions	
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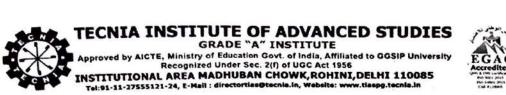




rchi Signature of Resource Person

Signature of Resource Person Dr. Ruchi Srivash9 Name of Resource Person: Dated: 31/123

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We would like to declare, that the course module for Value Added Course on Retail Management scheduled from 10.03.23 to 31.05.23 comprising of 30 Hours deliverance has been completed by the resource person Dr. Ruchi Srivastva, Faculty in Department of Management Sciences to our satisfaction and is able to help in developing our domain knowledge and capacity building.

S.No	Enrollment No	Name	Signature
1.	04721302021	Aman Ing	Anan
2.	08121302421	Aman Jha Deu Shaama I Rohan Jindal Arshita	Der
3.	048213020	Rohan Jindal	Poran
4.	0872130242	Arshita	Archita
5.	11621301721	Ayush Si'rgh	Agun
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