

Meeting - I

27.06.2019

The department meeting was held on the Principal's Chamber on 27-06-2019. After discussing with the principal, faculty of Department of Commerce and the students of Bcom General and Bcom Computer Applications. It is resolved to enrich the existing curriculum by initiating a certificate course on "Retailing" for the benefit of students in the Academic year 2019-2020. A proposal seeking permission to start the course should be submitted to the principal within three days.

Course Duration : 30 to 40 days
 Student Intake : 20 to 30 days
 Formative Assessment : 15 marks [Objective]
 Summative Assessment : 25 marks [Objective]

Chief proctor
 Course Coordinator

S. Ch. V. P. M. R. Govt. Degree College
 GANAPAVARAM - 534 198

PRINCIPAL
 PRINCIPAL (P.A.C)
 S. CH. V. P. M. R. Govt. Degree College
 Accredited "B" by NAAC
 GANAPAVARAM (W.G. Dt.,)

Staff :-
 1. B. Rani Durga - B. Rindurga
 Lec in Commerce -
 2. P. V. Ramesh Babu
 Lec in Computer Applications -

Student Representation:

1. S. Nagalakshmi - III Bcom (G) S. Nagalakshmi
 2. N. Sri vijaya - III Bcom (CA) N. Sri vijaya

 **SRI CH. V. P. M. R. GOVERNMENT DEGREE
COLLEGE, GANAPAVARAM** 
DEPARTMENT OF COMMERCE

Date. 27.06.2019

From

Dr V. K.J Prasuna
In-charge, Dept. of Commerce
SCHVPMR Govt. Degree College
Ganapavaram

To

The Principal
SCHVPMR Govt. Degree College
Ganapavaram

Sub: Curriculum Enrichment for 2019-20 - Dept. of Commerce - proposal for starting a Certificate Course in Retailing - Request for permission - Reg.

This is to submit that the Dept. of Commerce is proposing to start a Certificate Course in "Retailing" during the academic year 2019-20 so as to enrich the existing curriculum for the benefit of the students. Hence, this proposal is submitted seeking your permission.

Course duration:	30 to 40 days
Student intake:	20 to 30
Name of Faculty:	Dr V.K.J Prasuna
Formative Assessment	15 marks (objective type)
Summative Assessment	25 marks (objective type)
Qualifying mark	15

Objectives:

- 1.To Know the retailing business, its growth in India and social impact
2. To Understand the and organization and supply in retailing
3. To Comprehend the opportunities and challenges in retailing
- 4.To Learn the functions that support outlet operations, sales and services

V.K.J Prasuna
27/6/2019
In-charge, Dept of Commerce
Sri Ch.V.P.M.R. Govt Degree College
GANAPAVARAM - 534 198
W. G. Dt., A. P.



SRI CHINTALAPATI VARA PRASADA MURTHY RAJU
GOVERNMENT DEGREE COLLEGE

ESTD. 1972 • AFFILIATED TO ANKAVI NANNAYA UNIVERSITY • ACCREDITED NAAC 'B'



Proceedings of the Principal (FAC), SCHVPMR Govt. Degree College, Ganapavaram

Present: *Dr M. Syambab, M.Sc., Ph. D.,*

Rc.No.19/2/CC-19-20

Dated 28.06.2019

Sub: Dept. of Commerce - Proposal for Certificate Course in Retailing for the academic year 2019- 20- Permission granted - Orders issued - Reg.

The Principal, SCHVPMR Govt. Degree College, Ganapavaram is pleased to grant permission to launch a Certificate Course in "**Retailing**" by the Department of Commerce during the academic year 2019- 20. The In-charge, Department of Commerce is requested to follow the due procedure for conducting the said course and submit a report thereof.

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Circular - I

28.06.2019

Greetings from the department of Commerce

All the students of III B Com General and Computer Applications are informed that the dept. of Commerce of our college is going to start a certificate course in "Retailing" from 2.07.2019

Hence you are suggested to Enroll for the course and make use of it Enrollment forms are available in the department. A copy of syllabus is enclosed here with.

DESIGN OF THE COURSE:

Course Name : 'Retailing'
Duration : 30 to 40 days
Intake : 20 to 30

Course Start date: 02.07.2019 Time :- 4:30 to 5:30 Pm

Formative Assessment

Summative Assessment

At the end of the course Qualifying marks : 15 marks

→ 75% of attendance is mandatory to give the Final Test.

→ Eligible candidates will be given Course Completion Certificate with grade.

Vicj prasanna

Course Coordinator

Department of Commerce

Sri Ch.V.P.M.R. Govt Degree College

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Staff:-

III Bcom (G) - B. Krishna

III Bcom (CA) - P. R. R.



Certificate Course on "Retailing"

Academic Year 2019-20

Total Instructional Hours: 30

Syllabus

UNIT-I : Introduction – Retailing – Definition – Role of Retailing – Types of Retailing – Factors influencing the Growth of Retailing in India. **(5 hours)**

UNIT-II : Store location Store location – Factors influencing selection of location – Types of retail outlets – Stores design & Operations – Merchandise planning – Administrative mechanism. **(7 hours)**

UNIT-III : Human resources in retailing Human resources in retailing – Job profile – Services to customers – Customer care – Communications with customers – Visual merchandising – Enhancing Customer loyalty and Sales promotion. **(8 hours)**

UNIT-IV : Merchandise Pricing: Concept of Merchandise Pricing, Pricing Options, Pricing Strategies, Pricing Objectives, Types of Pricing. **(5 hours)**

UNIT-V : Retail Formats: Retail Sales by ownership, On the basis of Merchandise offered, non-store Based retail mix and Non- traditional selling. **(5 hours)**

V K J prasanna
Course Coordinator

Department of Commerce
Sri Ch.V.P.M.R. Govt Degree College
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DEPARTMENT OF COMMERCE
Certificate Course on "RETAILING"

Course Outline

Course Duration	30 to 40 days
Course Fee	Nil
Target Group	BCOM (GEN & COMP)
Student intake	20 to 30 (First Come-First Serve)
Start Date	02.07.2019
No. of Modules	5
Formative Assessment	15 marks (objective type)
Summative Assessment	25 marks (objective type)
Qualifying Mark	15
Name of the Course Coordinator	Dr V.K.J.PRASUNA

Student Registration Form

Date: 02.07.2019

Name of the Student : I Sai Ram
Admission Number : 6443
Batch : 2019 - 2020
Year and Program studying : III B.COM (CA)
Semester : Vth sem

I. Sai Ram
Signature of the Student

V.K.J. prasuna
Signature of the Course Coordinator



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DEPARTMENT OF COMMERCE
Certificate Course on "RETAILING"

Course Outline

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No. of Modules	5
Formative Assessment	15 marks (objective type)
Summative Assessment	25 marks (objective type)
Qualifying Mark	15
Name of the Course Coordinator	Dr V.K.J.PRASUNA

Student Registration Form

Date: 2/7/2019

Name of the Student
Admission Number
Batch
Year and Program studying
Semester

: B. Divya
: 6441
: 2019 - 2020
: III B. Com (G)
V

: B. Divya

Signature of the Student

V.K.J. Prasaduna

Signature of the Course Coordinator



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(Affiliated to Adikavi Nannaya University, Rajamahendravaram, A.P.)

Department of Commerce
Certificate course on "Retailing"
Academic Year: 2019-20

List of Students Enrolled

SL. No	Admn. No.	Class	Name of the student	Signature of the Student
1	6414	IIIB.Com(Gen)	N Davendra Krishna Varma	M. Davendra Krishna Varma
2	6435	IIIB.Com(Gen)	M Hari Appalachari	M Hari Appala Chari
3	6437	IIIB.Com(Gen)	M Ganesh Durga	M. Ganesh Durga
4	6438	IIIB.Com(Gen)	S Naga Lakshmi	S. Naga Lakshmi
5	6439	IIIB.Com(Gen)	V Dhana Lakshmi	V. Dhana lakshmi
6	6440	IIIB.Com(Gen)	V Durga Bhavani	V. Durga Bhavani
7	6441	IIIB.Com(Gen)	B Divya	B. Divya
8	6442	IIIB.Com(Gen)	A Iravathi	A. Iravathi
9	6443	IIIB.Com(Gen)	I Sai Ram	I. Sai Ram
10	6455	IIIB.Com(Gen)	M Swapna	M. Swapna
11	6466	IIIB.Com(Gen)	M Mohana Venkata Narendra	M.M.V. Narendra
12	6467	IIIB.Com(Gen)	A Hari Krishna	A. Hari Krishna
13	6468	IIIB.Com(Gen)	M Swarna Kumari	M. Swarna Kumari
14	6469	IIIB.Com(Gen)	D Chandrika	D. Chandrika
15	6470	IIIB.Com(Gen)	M Rama Kota Bhavani	M. Rama Kota Bhavani
16	6474	IIIB.Com(Gen)	R Anusha	R. Anusha
17	6475	IIIB.Com(Gen)	V Priskilla	V. Priskilla
18	6480	IIIB.Com(Gen)	Ch Danamma	Ch. Danamma
19	6481	IIIB.Com(CA)	V Venkatesh	V. Venkatesh
20	6484	IIIB.Com(CA)	S Yuva Raju	S. Yuva Raju
21	6485	IIIB.Com(CA)	P Manikanta Raju	P. Manikanta Raju
22	6488	IIIB.Com(CA)	K Lakshmana Prabhu	K. Lakshmana Prabhu
23	6497	IIIB.Com(CA)	A Vera Venkata Sarath Kumar	A. V. V. Sarath Kumar
24	6526	IIIB.Com(CA)	M J Banerjee	M. J. Banerjee
25	6534	IIIB.Com(CA)	N Sri Vijaya	N. Sri Vijaya

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V.K.J. Prabhakara
Signature of the Course Coordinator
Department of Commerce
S. Ch. V. P. M. R. Govt Degree College
GANAPAVARAM - 534 19x
W. G. Dt., A. P.

Circular - II

20.07.2019

All the Students are informed that formative Assessment Test in "Retailing" will be conducted on 27.07.2019. Attendance is must. Syllabus is unit I and II in the prescribed syllabus.

UNIT I :- Introduction, Role, and Types of Retailing

UNIT II :- Store Location, factors influencing selection of location, Types of retail outlets, store design.

Staff :-

III B.com (G) : B. Nidurga

III B.com (CA) : P. V. S.

Dr. J. Prasanna
COURSE COORDINATOR

Department of Commerce
ii Ch.V.P.M.R. Govt Degree College
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13
15



S Ch V P M R GOVERNMENT DEGREE
COLLEGE, GANAPAVARAM



DEPARTMENT OF COMMERCE

Certificate Course in "RETAILING"

Formative Assessment Test - 27.07.2019 Max. Marks: 15 Time: 30 minutes

Name of the Student: B. Divya Group: III B.com(B) Admn. No 6441

Answer all the following (15 X 1 = 15)

- A helps the retailers to face the crisis situations. ✓
A. Risk management. B. Credit management. C. Financial management.
D. All of these
- B is a key task for both large & small retailers. ✓
A. Risk management. B. Crisis management. C. Inventory management. D. All of these.
- A helps the retailers to complete the tasks within the short period of time. ✓
A. Computerization. B. Outsourcing. C. Both 1 & 2. D. None of these.
- Insurance against A is more important due to government rules. ✓
A. environmental risk. B. production risk. C. both 1 & 2. D. none of these
- The factor leading to the growth of retailing is D. ✓
A. changing consumer trends. B. technology. C. demographics. D. all the above.
- Consumer buying process in retailing involves B. ✓
A. needs recognition. B. search for information. C. evaluation of retailers. D. all the above.
- Atmosphere in retailing refers to B. ✓
A. the weather outside a store. B. The ambience, music, color scent in a store. C. assortment of products in the store.
D. display of items in a store.
- E-tailing refers to D. ✓
A. sale of electronic items in a store. B. catalog shopping. C. music store. D. retailing shopping using the inter.
- A multi channel retailer sells merchandise C. ✗
A. over the telephone. B. through personal selling and retail stores only. C. over the internet. D. through more than one channel.
- Retailing is a marketing function which C. ✓
A. sells products to other businesses. B. sells products to a company that resells them. C. sells products to final consumers. D. sells products for one's own use
- The wheel of retailing explains the emergence of new retailing forms by D. ✓
A. retailers cycle through peaks of high cost price and troughs of low cost price.
B. wholesalers see retailing opportunity, enter retailing, then turn to wholesaling again.
C. new retailers emerge, grow, mature and decline.
D. low margin, low price retailers enter to compete with retailers who are high margin and high price.
- All of the following are possible types of service that a retailer can offer except C. ✓
A. Self service. B. self selection. C. limited service. D. all of the above.
- The correct statement about chain stores is A. ✗
A. They offer economies of scale in buying. B. They can hire good managers. C. They integrate wholesaling and retailing functions. D. They centralize function.
- Which of the following objectives is concerned with strategic marketing planning? B. ✓
A. Day to day performance and results. B. Over-all long term organizational growth. C. Identifying the strengths and weaknesses of the marketing department. D. None of the above.
- B is a warning to potential thieves and muggers. ✓
A. Insurance. B. Security guards. C. Outsourcing. D. Credit management.

11
15



S Ch V P M R GOVERNMENT DEGREE
COLLEGE, GANAPAVARAM



DEPARTMENT OF COMMERCE

Certificate Course in "RETAILING"

Formative Assessment Test - 27.07.2019 Max. Marks: 15 Time: 30 minutes

Name of the Student: I. Sai Ram Group: IIIrd B.com(CA) Admn. No 6443

Answer all the following (15 X 1 = 15)

- helps the retailers to face the crisis situations.
A. Risk management. B. Credit management. C. Financial management.
D. All of these
- is a key task for both large & small retailers.
A. Risk management. B. Crisis management. C. Inventory management. D. All of these.
- helps the retailers to complete the tasks within the short period of time.
A. Computerization. B. Outsourcing. C. Both 1 & 2. D. None of these.
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A. environmental risk. B. production risk. C. both 1 & 2. D. none of these
- The factor leading to the growth of retailing is —.
A. changing consumer trends B. technology. C. demographics. D. all the above.
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- Which of the following objectives is concerned with strategic marketing planning?
A. Day to day performance and results. B. Over-all long term organizational growth. C. Identifying the strengths and weaknesses of the marketing department. D. None of the above.
- is a warning to potential thieves and muggers.
A. Insurance. B. Security guards. C. Outsourcing. D. Credit management.

Circular - III

19.08.2019

Dear Students

Instructions for Certificate Course on "Retailing" will be conducted today i.e. 19.08.2019. An Assumative Test will be conducted on 26.08.2019 covering the entire Syllabus. It is informed that students with less than 75% of attendance will not be allowed to write the Exam. The qualifying marks will be 15 marks.

Staff :-

III Bcom (G) - B. Sai Jyoga

III Bcom (CA) - P. V. R. S. S. S.

Vij Prasad
 COURSE COORDINATOR
 Department of Commerce
 S. Ch. V. P. M. R. Govt Degree College
 GANAPAVARAM - 534 198
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Certificate Course in "RETAILING"
Summative Assessment Test at the End of the Course - 26.08.2029

Max. Marks: 25 Time: 50 minutes

Name of the Student: I. Sai Ram Group: IIIrd B.com(CA) Admn. No.: 6443

Answer all the following (25 X 1 = 25)

1. The word Retail is derived from the _____ word.
A. Latin. B. French. C. English. D. German.
2. Retailer is a person who sells the goods in a _____.
A. large quantities. B. small quantities. C. both a & b. D. none of these.
3. The main objective of the management is _____.
A. profitability. B. sales growth. C. return on investment. D. all of these.
4. In retailing there is a direct interaction with _____.
A. producer. B. customer. C. wholesaler. D. all of these.
5. Retailing creates _____.
A. time utility. B. place utility. C. ownership utility. D. all of these.
6. _____ activities performed by the retailers.
A. assortment of offerings. B. holding stock. C. extending services. D. all of these.
7. The term stakeholders which includes _____.
A. stockholders. B. consumers. C. suppliers. D. all the above.
8. _____ represents how a retailer is perceived by consumers and others.
A. image. B. sales. C. profit. D. none of these.
9. The functions of management start with _____.
A. buying. B. planning. C. organizing. D. supervising.
10. "Management is what a manager does" given by.
A. Henry fayol. B. F.W.Taylor. C. Dinkar Pagare. D. none of these.
11. Human resource management process consists of _____.
A. ecruitment. B. selection. C. training. D. all of these.
12. _____ is the process of seeking and attracting a pool of people from which qualified candidates for job vacancies can be selected.
A. Selection. B. Advertisement. C. Compensation. D. Recruitment.

13. — gives the nature and requirements of specific jobs.

A. Human resource planning. B. Job descriptions. C. Job analysis. D. None of these.

14. — is a kind of internal source of recruitment.

A. Promotion. B. Employee recommendation. C. Transfer. D. All of these

15. Attracting potential employees is more difficult in case of —.

A. internal recruitment. B. external of recruitment. C. both a & b. D. none of these.

16. — is the next step after recruiting the retail personnel.

A. Supervision. B. Compensation. C. Training. D. Selection.

17. — tests measure a person's capacity or potential capability to learn and perform a job.

A. Aptitude test . B. Proficiency test. C. Interest test. D. Personality test.

18. A traditional format that sell 20-80 percent of groceries and other consumable product at discounted Prices

A. Dollar Store B. Discounted stores C. Chain store D. off price store

19. — component allow the retailer to offer the employees safety and security

A. Fixed component B. Fringe benefit component C. Variable component D. All of the above.

20. — is the manner of providing a job environment that encourages employee's accomplishment.

A. Compensation B. Supervision C. Training D. None of the above.

21. Store security relates to —.

A. Personal security B. merchandise security. C. both a & b .D. none of these.

22. Form of payment which a retailer may accept is —.

A. cash only. B. cash & credit cards .C. cash or debit cards. D. all of these

23. Many retailers have improved their operation productivity through —.

A. computerization. B. outsourcing. C. both a & b. D. none of these.

24. The computerized check out is used by —.

A. large retailers .B. small retailers. C. multi retailers D. all of these.

25. With the help of — a retailer pays an outsider party to undertake one or more of its operating functions

A. outsourcing .B. credit management C. computerization .D. none of these.



24
25

Certificate Course in "RETAILING"
Summative Assessment Test at the End of the Course - 26.08.2029

Max. Marks: 25 Time: 50 minutes

Name of the Student: B. Divya Group: III B.Com (G) Admn. No.: 6441

Answer all the following (25 X 1 = 25)

1. The word Retail is derived from the A word. ✓
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13. A gives the nature and requirements of specific jobs. ✓
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24. The computerized check out is used by A. ✓
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25. With the help of A a retailer pays an outsider party to undertake one or more of its operating functions ✓
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(Affiliated to Adikavi Nannaya University, Rajamahendravaram, A.P.)

Department of Commerce

Certificate course on "RETAILING"

Academic Year: 2019-20

RESULT SHEET

S.No	Admn. No.	Class	Name of the student	FA Marks 15	SA Marks 25	Total 40	Grade	Signature of the Student
1	6414	IIIB.Com(CA)	N Davendra Krishna Varma	12	23	35	A	N. Davendra Krishna Varma
2	6435	IIIB.Com(Gen)	M Hari Appalachari	13	24	37	A	M. Hari Appalachari
3	6437	IIIB.Com(Gen)	M Ganesh Durga	12	24	36	A	M. Ganesh Durga
4	6438	IIIB.Com(Gen)	S Naga Lakshmi	14	24	38	A	S. Naga Lakshmi
5	6439	IIIB.Com(Gen)	V Dhana Lakshmi	14	24	38	A	V. Dhana Lakshmi
6	6440	IIIB.Com(Gen)	V Durga Bhavani	14	24	38	A	V. Durga Bhavani
7	6441	IIIB.Com(Gen)	B Divya	13	24	37	A	B. Divya
8	6442	IIIB.Com(Gen)	A Iravathi	12	21	33	A	A. Iravathi
9	6443	IIIB.Com(CA)	I Sai Ram	11	24	38	A	J. Sai Ram
10	6455	IIIB.Com(Gen)	M Swapna	13	24	37	A	M. Swapna
11	6466	IIIB.Com(CA)	M Mohana Venkata Narendra	11	17	28	B	M.M.V. Narendra
12	6467	IIIB.Com(CA)	A Hari Krishna	10	17	27	B	A. Hari Krishna
13	6468	IIIB.Com(Gen)	M Swarna Kumari	12	17	29	B	M. Swarna Kumari
14	6469	IIIB.Com(Gen)	D Chandrika	13	22	35	A	D. Chandrika
15	6470	IIIB.Com(CA)	M Rama Kota Bhavani	10	19	29	B	m. Rama Kota Bhavani
16	6474	IIIB.Com(Gen)	R Anusha	12	23	35	A	R. Anusha
17	6475	IIIB.Com(Gen)	V Priskilla	10	17	27	B	V. Priskilla
18	6480	IIIB.Com(Gen)	Ch Danamma	13	22	35	A	Ch. Danamma
19	6481	IIIB.Com(Gen)	V Venkatesh	11	12	23	C	V. Venkatesh
20	6484	IIIB.Com(Gen)	S Yuva Raju	12	17	29	B	S. Yuva Raju
21	6485	IIIB.Com(Gen)	P Manikanta Raju	12	17	29	B	P. Manikanta Raju
22	6488	IIIB.Com(Gen)	K Lakshmana Prabhu	10	19	29	B	K. Lakshmana Prabhu
23	6497	IIIB.Com(CA)	A Vera Venkata Sarath Kumar	AB	AB	AB	F	ABSENT
24	6526	IIIB.Com(Gen)	M J Banerjee	10	19	29	B	M. J. Banerjee
25	6534	IIIB.Com(CA)	N Sri Vijaya	10	19	29	B	N. Sri Vijaya

Grade: > 30 - A, 26 to 30 - B, 21 to 25 - C, 15 to 20 - D, < 15 Fail

V.K.J. Prasanna
Course Coordinator

Department of Commerce

S. Ch. V. P. M. R. Govt Degree College

GANAPAVARAM - 534 198

W. G. Dt., A. P.

PRINCIPAL (F.A.C.)
S. CH. V. P. M. R. Govt. Degree College
Accredited "B" by NAAC
GANAPAVARAM (W.G. Dt., A.P.)



Certificate Course on “RETAILING”

Report

Course started on 2nd July 2019 with a target to give basic Retailing knowledge to Commerce students. Twenty-Five students from III B.com General and Computer Applications, joined and Twenty-Four completed the course successfully. The course covered basic Retail marketing concepts like the Role of Retailing, Types of Retailing Factors influencing the Growth of Retailing in India. Human resources in retailing evolution of Job profile Services, Concept of Merchandise Pricing, Pricing Options, Pricing Strategies, Pricing Objectives, Types of Pricing. Retail Formats. Finally, the course succeeds in making students Marketing knoweldge.

Learning Outcomes

- ❖ Students can describe the firms involved in a supply chain
- ❖ Students can summarize the key challenges facing retailers
- ❖ Students can explain how organizational structure determines the activities that specific employees will perform
- ❖ Students can describe the typical structure of a single-store retailer, national chain, and diversified retailer
- ❖ Students can define merchandise management
- ❖ Students can describe the characteristics and functions performed within retail buying organizations

Neel Prasad
Course Coordinator
Department of Commerce
S.Ch.V.P.M.R. Govt Degree College
GANAPAVARAM - 534 198
W. G. Dt., A. P.

Prasad
Principal (P.A.C)
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SRI CHINTALAPATI VARA PRASADA MURTHY RAJU
GOVERNMENT DEGREE COLLEGE

GANAPAVARAM-534 198

ESTD. 1972 • AFFILIATED TO ADIKAVI NANNAYA UNIVERSITY • ACCREDITED NAAC 'B'



CERTIFICATE

This is to certify that

I SAIRAM, III B.COM(COMPUTER APPLICATIONS) (Admission No.6443)

of

SCHVPMR GOVERNMENT DEGREE COLLEGE, WEST GODAVARI, ANDHRA PRADESH

has successfully completed the certificate course in **"RETAILING"** conducted from 02 July to 26 August 2019 offered by the Department of Commerce with grade **"A"**.

Vij Prasanna
CourseCoordinator

Department of Commerce
Sri Ch.V.P.M.R. Govt Degree College
GANAPAVARAM - 534 198
W. G. Dt., A. P.

[Signature]
PRINCIPAL
S.CH.V.P.M.R. Govt. Degree College
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CERTIFICATE

This is to certify that

B DIVYA, III B.COM(GENERAL) (ADMISSION NO.6441)

of

SCHVPMR GOVERNMENT DEGREE COLLEGE, WEST GODAVARI, ANDHRA PRADESH

has successfully completed the certificate course in **"RETAILING"** conducted from 02 July to 26 August 2019 offered by the Department of Commerce with grade **"A"**.

U.K.J. Prasanna
Course Coordinator
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Principal (A.C)
Principal (A.C)
S.CH.V.P.M.R. Govt. Degree College
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