

**SREE AYYAPPA COLLEGE
ERAMALLIKARA CHENGANNUR**

**Report on
Certified course on:
MARKETING MANAGEMENT AND SALES**

**Department of Commerce with Computer
Application
2019 – 2020**



No: SAC/PL/2019

Dated: 10/07/2019

ORDER

Read: Department of Commerce with Computer Application meeting in the auspicious of the Principal- Minutes Dated 10.07.2019

With reference to above, it is decided to conduct an Add-on Course-DYNAMICS OF SERVICE SECTOR (CAC012019) and a Certificate Course-MARKETING MANAGEMENT AND SALES (CCC012019) for a minimum of 35 hours each which include theory, seminars and workshops. The Course will be organized by The Department of Commerce with Computer Application in association with Commerce Association 2019-20. Dr. Sreedevi S (HOD OF COMMERCE) and Mr. Praveen Raj (FACULTY OF COMMERCE AND CONVENER OF COMMERCE ASSOCIATION) will be the course coordinators of the course. The following faculty members will help in the course design planning and implementation of the program.

COURSE	FACULTIES
DYNAMICS OF SERVICE SECTOR	Gowri V Nair & Sanoop Sivaraman
MARKETING MANAGEMENT AND SALES	Binitha L & Nelson Babu

The course coordinators are directed to submit the completion report soon after the course completion.



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Sree Ayyappa College (T.D.B)
Eramallikkara - 689 109
Thiruvananthapuram, Chengannur
Alappuzha Dist, Kerala



NOTICE

Sree Ayyappa College, Eramallikara, Chengannur is conducting a Add on Course having 35 hours duration ,on " DYNAMICS OF SERVICE SECTOR" a Certificate Course-" MARKETING MANAGEMENT AND SALES" from 03/08/2019. Students who are interested to join the course are requested to contact the HOD of Commerce Department or the Commerce Association Coordinator for further details.

11/07/2019



A handwritten signature in black ink, appearing to be "A. A. S.", written over a horizontal line.

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Sree Ayyappa College (T.D.B.)
Eramallikkara - 689 109
Thiruvannandoor, Chengannur
Alappuzha Dist, Kerala

MINUTES OF THE MEETING COURSE

It was decided that the conduct an Add-on Course-LEADERSHIP DEVELOPMENT (CAC012019) and a Certificate Course-CAMPUS TO CORPORATE (CCC012019) during the month of August,2019 based on the discussion with principal dated 10/07/2019-.it was decided to conduct the course for a minimum 35 hours which included theory and seminars. The course will be joint venture of Commerce with computer Application and Commerce Association .Dr.SREEDEVI .S and Mr.Praveen Raj(Commerce Association Co-ordinator) will be course coordinator of the course. Gowri V Nair, Sanoop Sivaraman, Binitha L & Nelson Babu of Dept of Commerce with Computer Application will help in course design, planning and implementation of the program

Members present

DR.ANIL KUMAR KS (PRINCIPAL)

COURSE CORDINATORS

DR.SREEDEVI.S

MR.PRABEEN RAJ

Members

MRS. GOWRI V NAIR

MR. SANOOP SIVARAMAN

Mrs. BINITHA L

MR. NELSON BABU



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Sree Ayyappa College (T.D.B)
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Thiruvananthoor, Chengannur
Alappuzha Dist, Kerala

SREE AYYAPPA COLLEGE, ERAMALLIKRA, CHENGANNUR

DEPARTMENT OF COMMERCE-COMMERCE ASSOCIATION
CERTIFIED COURSE ON MARKETING MANAGEMENT AND SALES
COURSE CODE: (CCC012019)

INTRODUCTION

Sales and Marketing - A product can be formed, upgraded, styled by a firm but to make sure that it reaches the masses is only via the Sales and Marketing team. No business commodity can sell on its own for a very long time if there is no marketing of it. The awareness of a product or service's existence and that it reaches the correct customers, whom you are targeting as someone who needs that product or service. There are no stipulated rules for selling a service but a real-time scenario of the market with quick solutions. Nowadays, the archetype has shifted to digitalization only making it more and more interesting. The slogan remains the same as 'Maximum outreach, Maximize the sales'.

Aim of the course: To impart the knowledge of various concepts of modern marketing management

Course objectives:

- 1) To provide an understanding of the contemporary marketing process in the emerging business scenario.
- 2) To study various aspects of application of modern marketing techniques for obtaining a competitive advantage in business organizations

Eligibility: Students Commerce stream, and pursuing undergraduate course

Total Hours 35

Module I Introduction to Marketing & Its Principles (10HOURS)

Understanding the Role of Marketing - Marketing Mix - Developing Marketing Goals
Segmenting Markets, Selecting Target Customers & Positioning Your Brand

Module II Consumer Behavior and Paths to Persuasion (8HOURS)

Identify the characteristics of human behavior that enable you to persuade your target audiences.- Assess potential consumer insights - Select the strongest insight to accomplish your marketing communication goals - Evaluate core consumer behavior- and what drives it - Recognize persuasive techniques





SREE AYYAPPA COLLEGE, ERAMALLIKARA

GOVT. AIDED COLLEGE, UNDER UNIVERSITY OF KERALA, MANAGED BY TDB

DEPARTMENT OF COMMERCE WITH COMPUTER APPLICATION

MARKETING MANAGEMENT AND SALES

CERTIFICATE COURSE



STARTS FROM 03/08/2019

ELIGIBILITY-STUDENTS FROM COMMERCE DISCIPLINE

CONTACT CO-ORDINATORS FOR MORE DETAILS:

DR.SREEDEVI S

MR.PRAVEEN RAJ

#COMMERCE ASSOCIATION#

SREE AYYAPPA COLLEGE, ERAMALLIKRA, CHENGANNUR
DEPARTMENT OF COMMERCE-COMMERCE ASSOCIATION
CERTIFIED COURSE ON MARKETING MANAGEMENT AND SALES
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Recognize persuasive techniques



Module III Mastering Sales: (7HOURS)

A Toolkit for Success - Enhancing your Selling and Persuasion Skills - Lead Generation Tactics - Nurturing Prospects -Telling the Right Story at the Right Time for the Right Reasons -Closing the Deal and Getting Deals Unstuck - Ethics to be followed

Module IV Social Media & Digital Marketing(10HOURS)

Digital Marketing Fundamentals - A Framework for Marketing in a Digital World - Content Marketing - Search Engine Optimization - Social Media (Organic), Search Engine Marketing, Email Marketing, Other Digital Channels

Recommended Books

1. *Marketing management*-Philip Kotler, Kevin Lane Keller, Abraham Koshy and Jha, Pearson Publications.
2. *International marketing*-Philip RCaterop, Tata McGraw Hill Publications.
3. *Marketing Management, 5/Edn* –Rajan Saxena, McGraw Hill education, New Delhi.
4. *Marketing Management :Concepts and Cases* – Sherlekar S.A., Himalaya Publishing House, New Delhi.
5. *Marketing Management*- Pillai, R.S.N., S. Chand & Co, New Delhi.
6. *Modern Marketing: Principles & Practices*, Pearson Education , New Delhi
7. *Marketing*, Verma/ Duggel, Oxford University Press, New Delhi.



TOTAL NUMBER OF REGISTERD CANDIDATES

MARKETING MANAGEMENT AND SALES

COURSE CODE: (CCC012019)

SELECTIONCRITERIA-ALL INTERESTED STUDENTS FROM COMMERCE DISCIPLINE

NO	CODE	NAME	NO	CODE	NAME
1.	13818135001	ABHIJITH .A	26	13818135030	PARVATHY CHANDRAN
2.	13818135002	ABHIRAMI.A.R	27	13818135031	PARVATHY R.NAIR
3.	13818135003	ADITHYA.A	28	13818135032	PRANAV.P
4.	13818135004	ADITHYA MOHAN	29	13818135033	PRANAV.V
5.	13818135006	AJAY A KUMAR	30	13818135034	RAHUL RAVI
6.	13818135007	AJUMON .B	31	13818135035	RAJAPRIYA.R
7.	13818135009	AKHIL S KUMAR	32	13818135036	RAJASREE.R
8.	13818135010	AMMU T.S	33	13818135037	RESHMA M.S
9.	13818135011	ANAGHA V.S	34	13818135038	RESHMA RAJESH
10.	13818135012	ANANDHU T.A	35	13818135039	RESHMA.R
11.	13818135013	AROMAL REGHU	36	13818135040	SAJITHA R.SATHYAN
12.	13818135014	ARYA B. KADAMPATTU	37	13818135041	SALIHA V.R
13.	13818135015	ATHIRA ANILKUMAR	38	13818135043	SARATH P.R
14.	13818135016	ATHIRA S PILLAI	39	13818135044	SHAMNA SHAJI
15.	13818135017	BIJEESH BABU	40	13818135045	SHARUKHAN.H
16.	13818135018	BINEESH BABU	41	13818135046	SHUHAIB.B
17.	13818135019	BIPIN.B	42	13818135047	SILPA SREEKUMAR
18.	13818135020	DHANYAKRISHNAN	43	13818135048	SIYAD.M
19.	13818135021	GREESHMA .J	44	13818135049	SNEHA.S
20.	13818135022	INDU.S	45	13818135051	SREEKUTTAN K.R
21.	13818135023	JAYAKRISHNAN P.R	46	13818135053	SREEPARVATHI.D
22.	13818135024	JAYASREE C.T	47	13818135057	VANDANA NARAYANAN
23.	13818135025	JITHIN R NATH	48	13818135058	VISHNU M
24.	13818135026	KAVYA RAJ	49	13818135059	VISHNU RAMESH
25.	13818135028	MEGHA. P. MADHU			



HOD /CO-ORDINATOR



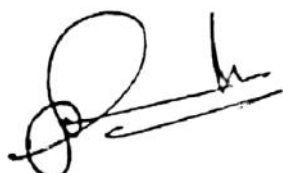

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Alappuzha Dist, Kerala


Course completion certificate was issued to-

Course completion was done by-

NO	CODE	NAME	NO	CODE	NAME
1.	13818135001	ABHIJITH .A	26	13818135030	PARVATHY CHANDRAN
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9.	13818135011	ANAGHA V.S	34	13818135039	RESHMA.R
10.	13818135012	ANANDHU T.A	35	13818135040	SAJITHA R.SATHYAN
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25.	13818135028	MEGHA. P. MADHU			


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SREE AYYAPPA COLLEGE ERAMALLIKRA CHENGANNUR

DEPARTMENT OF COMMERCE-COMMERCE ASSOCIATION

CERIFIED COURSE ON MARKETING MANAGEMENT AND SALES

COURSE CODE: (CCC012019)

MAX TIME: 3HOURS

MAX. MARK: 80

SECTION A (Answer all question. Each question carries 2 marks)

1. What is marketing mix?
2. What is relationship marketing?
3. What is digital marketing?
4. What are sales?
5. What is digital marketing?
6. What is niche market?
7. What is pricing?
8. Define product.
9. What is social media?
10. What is target group?

SECTION B (Answer all questions each question carries 5 marks)

11. What value added marketing?
12. What is product life cycle?
13. What is content marketing?
14. Discuss the different product positioning strategies.
15. What are the various branding approaches?
16. What are the roles of marketing?

SECTION C (ANSWER ANY TWO QUESTION. EACH QUESTION CARRIES 15 MARKS)

17. Define marketing. Discuss the functioning of marketing.
18. Discuss digital marketing fundamentals.
19. Explain the major steps involved in advertising campaign.
20. Explain brand positioning.



SREE AYYAPPA COLLEGE, ERAMALLIKARA

GOVT. AIDED COLLEGE, UNDER THE UNIVERSITY OF KERALA, MANAGED BY TRAVANCOTE DEVASWOM BOARD

THIS CERTIFIES THAT

ADITHYA.A


has successfully completed the CERTIFICATE course, "MARKETING MANAGEMENT AND SALES" during 2019-2020 offered by the Department of Commerce in association with Commerce Association, and is therefore awarded this

CERTIFICATE

MARCH, 2020


CO-ORDINATOR




PRINCIPAL
Sree Ayyappa College (T.D.B.)
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Alappuzha Dist., Kerala

SREE AYYAPPA COLLEGE, ERAMALLIKARA
GOVT. AIDED COLLEGE, UNDER THE UNIVERSITY OF KERALA, MANAGED BY TRAVANCOTE DEVASWOM BOARD

THIS CERTIFIES THAT

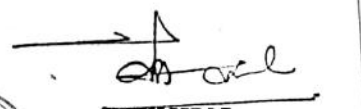
ADITHYA MOHAN

has successfully completed the CERTIFICATE course, "MARKETING MANAGEMENT AND SALES" during 2019-2020 offered by the Department of Commerce in association with Commerce Association, and is therefore awarded this

CERTIFICATE
MARCH, 2020


CO-ORDINATOR




PRINCIPAL
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Eramallikara - 689 109
Alappuzha Dist, Kerala

DEPARTMENT OF COMMERCE-COMMERCE ASSOCIATION
CERTIFICATE COURSE ON MARKETING MANAGEMENT AND SALES- ATTENDANCE STATEMENT

2019-20							
NO	NAME	31/8/19	24/8/19	21/9/19	28/9/19	5/10/19	12/10/19
	HOURS	5 hr	5 hr	5 hr	5 hr	5 hr	5 hr
13818135001	ABHIJITH .A	Abhijith	Abhijith	Abhijith	Abhijith	Abhijith	Abhijith
13818135002	ABHIRAMI.A.R	Abhirami	Abhirami	Abhirami	Abhirami	Abhirami	Abhirami
13818135003	ADITHYA.A	Adithya	Adithya	Adithya	Adithya	Adithya	Adithya
13818135004	ADITHYA MOHAN	Adithya	Adithya	Adithya	Adithya	Adithya	Adithya
13818135006	AJAY A KUMAR	Ajay	Ajay	Ajay	Ajay	Ajay	Ajay
13818135007	AJUMON .B	Ajumon	Ajumon	Ajumon	Ajumon	Ajumon	Ajumon
13818135009	AKHIL S KUMAR	Akhil	Akhil	Akhil	Akhil	Akhil	Akhil
13818135010	AMMU T.S	Ammu	Ammu	Ammu	Ammu	Ammu	Ammu
13818135011	ANAGHA V.S	Anagha	Anagha	Anagha	Anagha	Anagha	Anagha
13818135012	ANANDHU T.A	Anandhu	Anandhu	Anandhu	Anandhu	Anandhu	Anandhu
13818135013	AROMAL REGHU	Aromal	Aromal	Aromal	Aromal	Aromal	Aromal
13818135014	ARYA B. KADAMPATTU	Arya	Arya	Arya	Arya	Arya	Arya
13818135015	ATHIRA ANILKUMAR	Athira	Athira	Athira	Athira	Athira	Athira
13818135016	ATHIRA S PILLAI	Athira	Athira	Athira	Athira	Athira	Athira
13818135017	BIJEESH BABU	Bijeesh	Bijeesh	Bijeesh	Bijeesh	Bijeesh	Bijeesh
13818135018	BINEESH BABU	Bineesh	Bineesh	Bineesh	Bineesh	Bineesh	Bineesh
13818135019	BIPIN.B	Bipin	Bipin	Bipin	Bipin	Bipin	Bipin
13818135020	DHANYAKRISHNAN	Dhanya	Dhanya	Dhanya	Dhanya	Dhanya	Dhanya
13818135021	GREESHMA J	Greeshma	Greeshma	Greeshma	Greeshma	Greeshma	Greeshma
13818135022	INDU.S	Indu	Indu	Indu	Indu	Indu	Indu
13818135023	JAYAKRISHNAN P.R	Jayakrishnan	Jayakrishnan	Jayakrishnan	Jayakrishnan	Jayakrishnan	Jayakrishnan
13818135024	JAYASREE C.T	Jayasree	Jayasree	Jayasree	Jayasree	Jayasree	Jayasree
13818135025	JITHIN R NATH	Jithin	Jithin	Jithin	Jithin	Jithin	Jithin
13818135026	KAVYA RAJ	Kavya	Kavya	Kavya	Kavya	Kavya	Kavya
13818135028	MEGHA. P. MADHU	Megha	Megha	Megha	Megha	Megha	Megha



13818135030	PARVATHY CHANDRAN	<u>Parvath</u>	<u>Parvath</u>	<u>Parvath</u>	<u>Parvathy</u>	<u>Parvathy</u>	<u>Parvathy</u>
13818135031	PARVATHY R. NAIR	<u>Parvath</u>	<u>Parvath</u>	<u>Parvath</u>	<u>Parvath</u>	<u>Parvath</u>	<u>Parvath</u>
13818135032	PRANAV.P	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>
13818135033	PRANAV.V	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>
13818135034	RAHUL RAVI	<u>Rahul</u>	<u>Rahul</u>	<u>Rahul</u>	<u>Rahul</u>	<u>Rahul</u>	<u>Rahul</u>
13818135035	RAJAPRIYA.R	<u>Raj</u>	<u>Raj</u>	<u>Raj</u>	<u>Raj</u>	<u>Raj</u>	<u>Raj</u>
13818135036	RAJASREE.R	<u>Raj</u>	<u>Raj</u>	<u>Raj</u>	<u>Raj</u>	<u>Raj</u>	<u>Raj</u>
13818135037	RESHMA M.S	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>
13818135038	RESHMA RAJESH	<u>AB</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>
13818135039	RESHMA.R	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>
13818135040	SAJITHA R.SATHYAN	<u>Sajitha</u>	<u>Sajitha</u>	<u>Sajitha</u>	<u>Sajitha</u>	<u>Sajitha</u>	<u>Sajitha</u>
13818135041	SALIHA V.R	<u>Saliha</u>	<u>Saliha</u>	<u>Saliha</u>	<u>Saliha</u>	<u>Saliha</u>	<u>Saliha</u>
13818135042	SANDHYA C.P	<u>Sandhya</u>	<u>Sandhya</u>	<u>Sandhya</u>	<u>Sandhya</u>	<u>Sandhya</u>	<u>Sandhya</u>
13818135043	SARATH P.R	<u>Sarath</u>	<u>Sarath</u>	<u>Sarath</u>	<u>Sarath</u>	<u>Sarath</u>	<u>Sarath</u>
13818135044	SHAMNA SHAJI	<u>Sham</u>	<u>Sham</u>	<u>Sham</u>	<u>Sham</u>	<u>Sham</u>	<u>Sham</u>
13818135045	SHARUKHAN.H	<u>Sharukhan</u>	<u>Sharukhan</u>	<u>AB</u>	<u>Sharukhan</u>	<u>Sharukhan</u>	<u>Sharukhan</u>
13818135046	SHUHAIB.B	<u>Shuhaib</u>	<u>Shuhaib</u>	<u>Shuhaib</u>	<u>Shuhaib</u>	<u>Shuhaib</u>	<u>Shuhaib</u>
13818135047	SILPA SREEKUMAR	<u>Silpa</u>	<u>Silpa</u>	<u>Silpa</u>	<u>Silpa</u>	<u>Silpa</u>	<u>Silpa</u>
13818135048	SIYAD.M	<u>Siyad</u>	<u>Siyad</u>	<u>Siyad</u>	<u>Siyad</u>	<u>Siyad</u>	<u>Siyad</u>
13818135049	SNEHA.S	<u>Sneha</u>	<u>Sneha</u>	<u>Sneha</u>	<u>Sneha</u>	<u>Sneha</u>	<u>Sneha</u>
13818135051	SREEKUTTAN K.R	<u>Sreekuttan</u>	<u>Sreekuttan</u>	<u>Sreekuttan</u>	<u>AB</u>	<u>Sreekuttan</u>	<u>Sreekuttan</u>
13818135053	SREEPARVATHI.D	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>
13818135057	VANDANA NARAYANAN	<u>Vandana</u>	<u>Vandana</u>	<u>Vandana</u>	<u>Vandana</u>	<u>Vandana</u>	<u>Vandana</u>
13818135058	VISHNU M	<u>Vishnu</u>	<u>Vishnu</u>	<u>Vishnu</u>	<u>Vishnu</u>	<u>Vishnu</u>	<u>Vishnu</u>
FACULTY							

CO-ORDINATOR



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DEPARTMENT OF COMMERCE-COMMERCE ASSOCIATION
Certificate Course on Marketing Management and Sales- ATTENDANCE STATEMENT

2019-20

NO	NAME	HOURS	2/11/19 1 hr	2/11/19 1 hr	2/11/19 3 hrs	19/11/19 3 hrs	19/11/19 3 hrs	19/11/19 3 hrs	19/11/19 1 hr
13818135001	ABHIJITH .A		AB	Abhyat	Abhyat	Abhyat	Abhyat	Abhyat	Abhyat
13818135002	ABHIRAMI.A.R		Abhi	Abhi	Abhi	Abhi	Abhi	Abhi	Abhi
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13818135007	AJUMON .B		Ajumar	Ajumar	Ajumar	Ajumar	Ajumar	Ajumar	Ajumar
13818135009	AKHIL S KUMAR		Akhil	Akhil	Akhil	Akhil	Akhil	Akhil	Akhil
13818135010	AMMU T.S		Ammu	Ammu	Ammu	Ammu	Ammu	Ammu	Ammu
13818135011	ANAGHA V.S		Anagha	Anagha	Anagha	Anagha	Anagha	Anagha	Anagha
13818135012	ANANDHU T.A		Anandhu	Anandhu	Anandhu	Anandhu	Anandhu	Anandhu	Anandhu
13818135013	AROMAL REGHU		Aromal	Aromal	AB	Aromal	Aromal	Aromal	Reg
13818135014	ARYA B. KADAMPATTU		Arya	Arya	Arya	Arya	Arya	Arya	Arya
13818135015	ATHIRA ANILKUMAR		Athira	Athira	Athira	Athira	Athira	Athira	Athira
13818135016	ATHIRA S PILLAI		AB	Athira	Athira	Athira	Athira	Athira	Athira
13818135017	BIJESH BABU		Bijesh	Bijesh	Bijesh	Bijesh	Bijesh	Bijesh	Bijesh
13818135018	BINEESH BABU		Bineesh	Bineesh	Bineesh	Bineesh	Bineesh	Bineesh	Bineesh
13818135019	BIPIN.B		Bipin.B	Bipin.B	Bipin.B	AB	Bipin.B	Bipin.B	Bipin.B
13818135020	DHANYAKRISHNAN		Dhanya	Dhanya	Dhanya	Dhanya	Dhanya	Dhanya	Dhanya
13818135021	GREESHMA .J		Greeshma	Greeshma	Greeshma	Greeshma	Greeshma	Greeshma	Greeshma
13818135022	INDU.S		Indu	Indu	Indu	Indu	Indu	Indu	Indu
13818135023	JAYAKRISHNAN P.R		Jayakrishnan	Jayakrishnan	AB	Jayakrishnan	Jayakrishnan	Jayakrishnan	Jayakrishnan
13818135024	JAYASREE C.T		Jayasree	Jayasree	Jayasree	Jayasree	Jayasree	Jayasree	Jayasree
13818135025	JITHIN R NATH		Jithin	Jithin	Jithin	Jithin	Jithin	Jithin	Jithin
13818135026	KAVYA RAJ		Kavya	Kavya	Kavya	Kavya	Kavya	Kavya	Kavya
13818135028	MEGHA. P. MADHU		Megha	Megha	Megha	Megha	Megha	Megha	Megha



13818135030	PARVATHY CHANDRAN						
13818135031	PARVATHY R. NAIR	<u>Parvathy</u>	<u>Parvathy</u>	<u>Parvathy</u>	<u>Parvathy</u>	<u>Parvathy</u>	<u>Parvathy</u>
13818135032	PRANAV.P	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>
13818135033	PRANAV.V	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>	<u>Pranav</u>
13818135034	RAHUL RAVI	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>
13818135035	RAJAPRIYA.R	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>
13818135036	RAJASREE.R	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>	<u>Rajapriya</u>
13818135037	RESHMA M.S	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>
13818135038	RESHMA RAJESH	<u>Reshma</u>	<u>Reshma</u>	<u>AB</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>
13818135039	RESHMA.R	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>	<u>Reshma</u>
13818135040	SAJITHA R.SATHYAN	<u>Sajitha</u>	<u>Sajitha</u>	<u>Sajitha</u>	<u>Sajitha</u>	<u>Sajitha</u>	<u>Sajitha</u>
13818135041	SALIHA V.R	<u>AB</u>	<u>AB</u>	<u>AB</u>	<u>AB</u>	<u>AB</u>	<u>AB</u>
13818135042	SANDHYA C.P	<u>Sandhya</u>	<u>Sandhya</u>	<u>Sandhya</u>	<u>Sandhya</u>	<u>Sandhya</u>	<u>Sandhya</u>
13818135043	SARATH P.R	<u>Sarath</u>	<u>Sarath</u>	<u>Sarath</u>	<u>Sarath</u>	<u>Sarath</u>	<u>Sarath</u>
13818135044	SHAMNA SHAJI	<u>Shamna</u>	<u>Shamna</u>	<u>Shamna</u>	<u>Shamna</u>	<u>Shamna</u>	<u>Shamna</u>
13818135045	SHARUKHAN.H	<u>Sharukhan</u>	<u>Sharukhan</u>	<u>Sharukhan</u>	<u>Sharukhan</u>	<u>Sharukhan</u>	<u>Sharukhan</u>
13818135046	SHUHAIB.B	<u>Shuhaib</u>	<u>Shuhaib</u>	<u>Shuhaib</u>	<u>Shuhaib</u>	<u>Shuhaib</u>	<u>Shuhaib</u>
13818135047	SILPA SREEKUMAR	<u>Silpa</u>	<u>Silpa</u>	<u>Silpa</u>	<u>Silpa</u>	<u>Silpa</u>	<u>Silpa</u>
13818135048	SIYAD.M	<u>Siyad</u>	<u>Siyad</u>	<u>Siyad</u>	<u>Siyad</u>	<u>Siyad</u>	<u>Siyad</u>
13818135049	SNEHA.S	<u>Sneha</u>	<u>Sneha</u>	<u>Sneha</u>	<u>Sneha</u>	<u>Sneha</u>	<u>Sneha</u>
13818135051	SREEKUTTAN K.R	<u>Sreekuttan</u>	<u>Sreekuttan</u>	<u>Sreekuttan</u>	<u>AB</u>	<u>Sreekuttan</u>	<u>Sreekuttan</u>
13818135053	SREEPARVATHI.D	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>	<u>Sreeparvathi</u>
13818135057	VANDANA NARAYANAN	<u>Vandana</u>	<u>Vandana</u>	<u>Vandana</u>	<u>Vandana</u>	<u>Vandana</u>	<u>Vandana</u>
13818135058	VISHNU M	<u>Vishnu</u>	<u>Vishnu</u>	<u>Vishnu</u>	<u>Vishnu</u>	<u>Vishnu</u>	<u>Vishnu</u>
FACULTY							

CO-ORDINATOR



S. Prasad
HOD