

PROGRAMME: BBARL

DATE	TIME	COURSE CODE	BATCH	TOPIC	Counselor
13.10.2019	09.00 AM -11.00 AM	BRL-001	T1,T2,T3	Retail scenario ,Retail consumer,Retail formats,Sourcing and merchandising	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
13.10.2019	11.00 AM -01.00 PM	BRL-001	T1,T2,T3	Visual merchandise and store design,Retail operations & store management,	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
13.10.2019	02.00 PM - 04.00 PM	BRL-001	T1,T2,T3	Legal environment, Technology in retailing	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
13.10.2019	04.00 PM - 06.00 PM	BRL-001	T1,T2,T3	Rural retailing & e-tailing,Emerging trend and & careers in retail industry,Ethics in Retailing	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
20.10.2019	09.00 AM -11.00 AM	BRL-002	T1,T2,T3	Over view of retail marketing, Understanding shoppers and shoppers behaviour,Personal selling	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
20.10.2019	11.00 AM -01.00 PM	BRL-002	T1,T2,T3	Customer and customer's needs, steps in selling-I, steps in selling-II	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
20.10.2019	02.00 PM - 04.00 PM	BRL-002	T1,T2,T3	Over view of retail promotions, Advertisig and promotions, in-store promotion and management	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
20.10.2019	04.00 PM - 06.00 PM	BRL-002	T1,T2,T3	In-store objectives, Advantages and limitations,In-store promotions,strategies, budget and evaluations, types and techniques of sales in-store promotion	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
29.11.2019	02.30 PM -04.30 PM	BRL-003	T1,T2,T3	Management perspectives in retailing, Retail planning process, Retail organisation structure	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
29.11.2019	04.30 PM -06.30 PM	BRL-003	T1,T2,T3	Decision making process, Leadership and team work, Monitering and controlling retail operations	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
30.11.2019	02.30 PM -04.30 PM	BRL-003	T1,T2,T3	Basic accounting, Introduction to communication, Non verbal communication,listening skill	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
30.11.2019	04.30 PM -06.30 PM	BRL-003	T1,T2,T3	Cross cultural communication, Interactive skills, Technology enabled business communication	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
03.11.2019	09.00 AM -11.00 AM	BRL-004	T1,T2,T3	Introduction to customer service,Customer service classification,	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
03.11.2019	11.00 AM -01.00 PM	BRL-004	T1,T2,T3	Steps in selling,Retail selling skills,Customer expectation,Service quality	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
03.11.2019	02.00 PM - 04.00 PM	BRL-004	T1,T2,T3	Customer experience management,Customer loyalty,Grievace and complaint management	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
03.11.2019	04.00 PM - 06.00 PM	BRL-004	T1,T2,T3	Service recovery,Internal marketing,Communication to the customer	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
10.11.2019	09.00 AM -11.00 AM	BRLT-005	T1,T2,T3	About the company(what is a company,types of company and how to form a company),Stock deck, Building product knowledge	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
10.11.2019	11.00 AM -01.00 PM	BRLT-005	T1,T2,T3	Up selling, Personal performance tracking, consumer buying behaviour,Function of various departments,Retail formats,	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
10.11.2019	02.00 PM - 04.00 PM	BRLT-005	T1,T2,T3	Indian retial scenario,Exceptional sales performance, Customer service, Security process of retail	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
10.11.2019	04.00 PM - 06.00 PM	BRLT-005	T1,T2,T3	Flow of goods in retail store, visual communication in the store, Cashiering process in the store	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum

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DATE	TIME	COURSE CODE	BATCH	TOPIC	Counselor
17.11.2019	09.00 AM -11.00 AM	BRL-001	T4,T5,T6	Retail scenario ,Retail consumer,Retail formats,Sourcing and merchandising	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
17.11.2019	11.00 AM -01.00 PM	BRL-001	T4,T5,T6	Visual merchandise and store design,Retail operations & store management,	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
17.11.2019	02.00 PM - 04.00 PM	BRL-001	T4,T5,T6	Legal environment, Technology in retailing	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
17.11.2019	04.00 PM - 06.00 PM	BRL-001	T4,T5,T6	Rural retailing & e-tailing,Emerging trend and & careers in retail industry,Ethics in Retailing	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
24.11.2019	09.00 AM -11.00 AM	BRL-002	T4,T5,T6	Over view of retail marketing, Understanding shoppers and shoppers behaviour,Personal selling	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
24.11.2019	11.00 AM -01.00 PM	BRL-002	T4,T5,T6	Customer and customer's needs, steps in selling-1, steps in selling-II	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
24.11.2019	02.00 PM - 04.00 PM	BRL-002	T4,T5,T6	Over view of retail promotions, Advertisig and promotions, in-store promotion and management	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
24.11.2019	04.00 PM - 06.00 PM	BRL-002	T4,T5,T6	In-store objectives, Advantages and limitations,In-store promotions,strategies, budget and evaluations, types and techniques of sales in-store promotion	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
12.10.2019	09.00 AM -11.00 AM	BRL-003	T4,T5,T6	Management perspectives in retailing, Retail planning process, Retail organisation structure	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
12.10.2019	11.00 AM -01.00 PM	BRL-003	T4,T5,T6	Decision making process, Leadership and team work, Monitering and controlling retail operations	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
12.10.2019	02.00 PM - 04.00 PM	BRL-003	T4,T5,T6	Basic accounting, Introduction to communication, Non verbal communication,listening skill	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
12.10.2019	04.00 PM - 06.00 PM	BRL-003	T4,T5,T6	Cross cultural communication, Interactive skills, Technology enabled business communication	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
11.10.2019	02.30 PM - 04.30PM	BRL-004	T4,T5,T6	Introduction to customer service,Customer service classification,	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
11.10.2019	04.30 PM - 06.30PM	BRL-004	T4,T5,T6	Steps in selling,Retail selling skills,Customer expectation,Service quality	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
18.10.2019	02.30 PM - 04.30PM	BRL-004	T4,T5,T6	Customer experience management,Customer loyalty,Grievace and complaint management	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
18.10.2019	04.30 PM - 06.30PM	BRL-004	T4,T5,T6	Service recovery,Internal marketing,Communication to the customer	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
19.10.2019	02.30 PM - 04.30PM	BRLT-005	T4,T5,T6	About the company(what is a company,types of company and how to form a company),Stock deck, Building product knowledge	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
19.10.2019	04.30 PM - 06.30PM	BRLT-005	T4,T5,T6	Up selling, Personal performance tracking, consumer buying behaviour,Function of various departments,Retail formats,	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
25.10.2019	02.30 PM - 04.30PM	BRLT-005	T4,T5,T6	Indian retial scenario,Exceptional sales performance, Customer service, Security process of retail	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum
25.10.2019	04.30 PM - 06.30PM	BRLT-005	T4,T5,T6	Flow of goods in retail store, visual communication in the store, Cashiering process in the store	Dr. Mohammad Rizwan, Nar Singh, Rasheeqa Tabassum

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DATE	TIME	COURSE CODE	BATCH	TOPIC	Counselor
26.10.2019	02.30 PM - 04.30PM	BRL-001	T7,T8	Retail scenario ,Retail consumer,Retail formats,Sourcing and merchandising	Dr. Mohammad Rizwan, Nar Singh
26.10.2019	04.30 PM - 06.30PM	BRL-001	T7,T8	Visual merchandise and store design,Retail operations & store management,	Dr. Mohammad Rizwan, Nar Singh
01.11.2019	02.30 PM - 04.30PM	BRL-001	T7,T8	Legal environment, Technology in retailing	Dr. Mohammad Rizwan, Nar Singh
01.11.2019	04.30 PM - 06.30PM	BRL-001	T7,T8	Rural retailing & e-tailing,Emerging trend and & careers in retail industry,Ethics in Retailing	Dr. Mohammad Rizwan, Nar Singh
02.11.2019	02.30 PM - 04.30PM	BRL-002	T7,T8	Over view of retail marketing, Understanding shoppers and shoppers behaviour,Personal selling	Dr. Mohammad Rizwan, Nar Singh
02.11.2019	04.30 PM - 06.30PM	BRL-002	T7,T8	Customer and customer's needs, steps in selling-1, steps in selling-II	Dr. Mohammad Rizwan, Nar Singh
08.11.2019	02.30 PM - 04.30PM	BRL-002	T7,T8	Over view of retail promotions, Advertisig and promotions, in-store promotion and management	Dr. Mohammad Rizwan, Nar Singh
08.11.2019	04.30 PM - 06.30PM	BRL-002	T7,T8	In-store objectives, Advantages and limitations,In-store promotions,strategies, budget and evaluations, types and techniques of sales in-store promotion	Dr. Mohammad Rizwan, Nar Singh
09.11.2019	09.00 AM -11.00 AM	BRL-003	T7,T8	Management perspectives in retailing, Retail planning process, Retail organisation structure	Dr. Mohammad Rizwan, Nar Singh
09.11.2019	11.00 AM -01.00 PM	BRL-003	T7,T8	Decision making process, Leadership and team work, Monitering and controlling retail operations	Dr. Mohammad Rizwan, Nar Singh
09.11.2019	02.00 PM - 04.00 PM	BRL-003	T7,T8	Basic accounting, Introduction to communication, Non verbal communication,listening skill	Dr. Mohammad Rizwan, Nar Singh
09.11.2019	04.00 PM - 06.00 PM	BRL-003	T7,T8	Cross cultural communication, Interactive skills, Technology enabled business communication	Dr. Mohammad Rizwan, Nar Singh
15.11.2019	02.30 PM - 04.30PM	BRL-004	T7,T8	Introduction to customer service,Customer service classification,	Dr. Mohammad Rizwan, Nar Singh
15.11.2019	04.30 PM - 06.30PM	BRL-004	T7,T8	Steps in selling,Retail selling skills,Customer expectation,Service quality	Dr. Mohammad Rizwan, Nar Singh
16.11.2019	02.30 PM - 04.30PM	BRL-004	T7,T8	Customer experience management,Customer loyalty,Grievace and complaint management	Dr. Mohammad Rizwan, Nar Singh
16.11.2019	04.30 PM - 06.30PM	BRL-004	T7,T8	Service recovery,Internal marketing,Communication to the customer	Dr. Mohammad Rizwan, Nar Singh
22.11.2019	02.30 PM - 04.30PM	BRLT-005	T7,T8	About the company(what is a company,types of company and how to form a company),Stock deck, Building product knowledge	Dr. Mohammad Rizwan, Nar Singh
22.11.2019	04.30 PM - 06.30PM	BRLT-005	T7,T8	Up selling, Personal performance tracking, consumer buying behaviour,Function of various departments,Retail formats,	Dr. Mohammad Rizwan, Nar Singh
23.11.2019	02.00 PM - 04.00 PM	BRLT-005	T7,T8	Indian retial scenario,Exceptional sales performance, Customer service, Security process of retail	Dr. Mohammad Rizwan, Nar Singh
23.11.2019	04.00 PM - 06.00 PM	BRLT-005	T7,T8	Flow of goods in retail store, visual communication in the store, Cashiering process in the store	Dr. Mohammad Rizwan, Nar Singh