



R K COLLEGE OF ENGINEERING

(Approved by AICTE, New Delhi & Affiliated to JNTUK, Kakinada & SBTET, Amaravati)
(An ISO 9001:2015 Certified Institution)
Kethanakonda (V), Ibrahimpatnam (M), Vijayawada, AMARAVATI - AP - 521456



Date: 08-11-2018

To,

The Principal

R K College of Engineering

Through HOD-MBA

Sub: Request permission to conduct Two-Day Seminar on "Designing Pricing Strategies and Programmes"- Regarding.

Sir,

I request you to grant permission to conduct a two-day Seminar from 16-11-2018 to 17-11-2018 on "Designing Pricing Strategies and Programmes". This seminar will be very useful to the students with regard to Assess target markets , Determine demand , Analyze and estimate costs, Evaluate competitor's costs.

Forward to principal Sir

[Signature]

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Vijayawada, AMARAVATI-521 456.

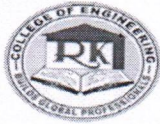
Yours Sincerely

[Signature]

T.Prameela

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Date: 09-11-2018

To

Mr. Dr.KVB Ganesh , Assistant Professor

KL Business School

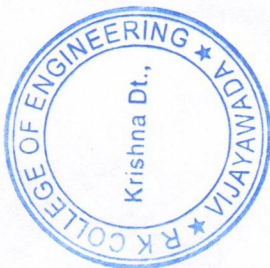
Sir,

Subject: Request invitation for delivering Expert lecture for Two day seminar on
"Designing Pricing Strategies and Programmes" on 16-11-2018 & 17-11-2018 –
Regarding.

Respected Sir,

The department of Management Studies is organizing "TWO DAYS SEMINAR
ON "DESIGNING PRICING STRATEGIES AND PROGRAMMES" during 16-11-2018 &
17-11-2018 . I am happy to invite you as a resource person.

I request you to accept the invitation and arrange to send the relevant study material
so as to include in the course book a line of reply will be much appreciated.



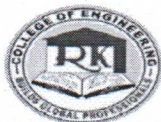
Thanking You,

Yours Sincerely

HoD - MBA

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Two Days Seminar On

“DESIGNING PRICING STRATEGIES AND PROGRAMMES”

Organized by

Department of Management Studies

R K College of Engineering, Vijayawada

PROGRAMME FLOW DAY : I

Time	Speaker	Topic to be delivered
10.00 AM to 10.15 AM	T.Prameela	Welcome speech
10.15 AM to 10.30 AM	Mr. N.DhanunjayaRao	Introduction about the program
10.30 AM to 11.30 AM	Dr.KVB Ganesh Assistant Professor KL Business School kvbganesh@gmail.com +91-9885503271	➤ Prices can be adopted to meet varying circumstances ➤ Pricing procedures
11.30 AM to 11.45	TEA BREAK	
11.45 AM to 01.00 PM	Dr.KVB Ganesh Assistant Professor KL Business School kvbganesh@gmail.com +91-9885503271	➤ Pricing terms
01.00 PM to 02.00 PM	LUNCH BREAK	
02.00 PM to 03.30 PM	Dr.KVB Ganesh Assistant Professor KL Business School kvbganesh@gmail.com +91-9885503271	➤ Promotional pricing tactics ➤ Discriminatory pricing tactics

Coordinator : T.Prameela

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Date: 17-11-2018

Two Days Seminar On

“DESIGNING PRICING STRATEGIES AND PROGRAMMES”

Organized by

Department of Management Studies

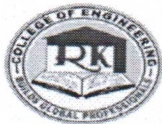
R K College of Engineering, Vijayawada

PROGRAMME FLOW DAY : II

Time	Speaker	Topic to be delivered
10.00 AM to 10.15 AM	T.Prameela	Introduction about the program
10.15 AM to 10.30 AM	Dr.KVB Ganesh Assistant Professor KL Business School kvbganesh@gmail.com +91-9885503271	➤ Initiating price cut
10.30 AM to 11.30 AM	TEA BREAK	
11.30 AM to 11.45	Dr.KVB Ganesh Assistant Professor KL Business School kvbganesh@gmail.com +91-9885503271	➤ Fixed & Variable Cost Pricing
11.45 AM to 01.00 PM	LUNCH BREAK	
01.00 PM to 02.00 PM	Dr.KVB Ganesh Assistant Professor KL Business School kvbganesh@gmail.com +91-9885503271	➤ Common Pricing Mistakes
02.00 PM to 03.30 PM	Feedback from the participants and vote of thanks by Ms.T.Prameela	

Coordinator : T.Prameela

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A REPORT ON "DESIGNING PRICING STRATEGIES AND PROGRAMMES"

Title: "DESIGNING PRICING STRATEGIES AND PROGRAMMES"

Expert: Dr.KVB Ganesh

Assistant Professor

KL Business School

kvbganesh@gmail.com

+91-9885503271

Date: 16th & 17th November, Saturday

Venue: Room Number T4, Seminar Hall, RKCE.

Coordinators: T.Prameela

Organized by: Department of Management Studies

Total Participants attended: 102

The Students attended to the seminar on "DESIGNING PRICING STRATEGIES AND PROGRAMMES" with full enthusiastically throughout a day. Dr.KVB Ganesh, Assistant Professor has elaborately explained about the process and advantages of "A SEMINAR ON DESIGNING PRICING STRATEGIES AND PROGRAMMES".The detailed topics are showed in program flow. The seminar was very useful as well as effective for the participants.

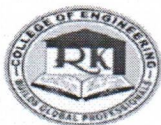


Coordinators

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Resource Person Profile

Presently Working as Assistant Professor of Management Studies at Priyadarsini Institute of Technology & Management. Having 15 years of Teaching experience and Giving Guidance to the students for their Projects

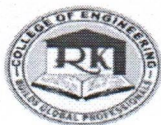
DESIGNING PRICING STRATEGIES AND PROGRAMMES :

The price is what the consumer must give up in order to get the product. It is a representation of value placed on the product for purposes of exchange. Partially, this value is established by the marketing executive. Marketers incur certain costs in making, handling, storing, and selling the product. These costs are usually covered in the selling price except certain expectations. Costs and profit expectations, then, become the value the marketing executive places on the product. The price of the product, then, will be balanced between the seller's value and the buyer's trade-off value. Where these two are similar, the price will be appropriate. If they do not match, some change in values must occur or the product will fail in the marketplace, i.e. it will not sell well.

PRICING STRATEGIES AND PROGRAMMES :

Marketing mix for companies comprises of 4 Ps Product, Price, Place and Promotion. Price is directly related to bottom-line of any business. Profitability of product is required for future operation of the company. Price strategy should communicate to the customer the value company is providing. There is innumerable price related challenges in the market for companies. Pricing can facilitate in achieving the positioning objectives of the company. If the company is facing tough competition or running at over capacity then price would be set taking into account the variable cost and some part of fixed cost. This strategy is a short term in nature. If the company is looking forward to maximizing profit then it sets higher price by considering competition and cost. This strategy has risk of running into trouble with consumer or legal issue.

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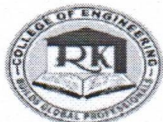


“A SEMINAR ON DESIGNING PRICING STRATEGIES AND PROGRAMMES”

Sl.No.	Roll Number	Student Name	Signature Day – I	Signature Day - II
1	17MC1E0034	GANGULA MOUNIKA	Mounika	mounika.
2	17MC1E00G1	GOKARI RAJA KUMARI	Raja kumari	Raja kumari
3	17MC1E0035	GOLI NARASAREDDY	G.Reddy	G.Reddy
4	17MC1E0036	GUJJULA ANIL KUMAR	Anil	Anil
5	17MC1E0038	JADA GOPI KRISHNA	J.Gopi	J.Gopi
6	17MC1E00G2	JADDU SRINIVASA RAO	Srinivas	Srinivas
7	17MC1E0039	JAJARA RATNAM	Rathnam	Rathnam.
8	17MC1E0040	JALLEPALLI KRISHNA	J. Krishna	J. Krishna
9	17MC1E0042	JIDUGU VISHNU	J. Vishnu	J. Vishnu.
10	17MC1E0043	K RAMESH BABU	K.babu	K.babu
11	17MC1E0045	K CHANDRA SEKHAR	Sekhar.	Sekhar.
12	17MC1E0046	K VENKATA RAO	Venkata Rao	Venkata Rao
13	17MC1E0047	K NAGA SAI	Naga Sai	Naga Sai
14	18MC1E00G6	SHAIK ZABIULLAH	Sk.Zahid	Sk.Zahid
15	18MC1E00G4	SATTI KURMARAO	S. Kurmarao	S. Kurmarao
16	18MC1E00F9	R MANIKANTA REDDY	manikanta	manikanta
17	18MC1E00F7	RAYAPATI HAREESH	Hareesh	Hareesh
18	18MC1E00F0	P.MANIKANTA	manikanta	manikanta.
19	18MC1E00E8	P RAGHAVA	raghava	raghava
20	18MC1E00E7	PODILA BHAVYA	Bhavya	Bhavya
21	18MC1E00E4	P.NAGENDRA BABU	P.N. Babu	P.N. Babu.
22	18MC1E00E3	PERUBOYINA GIRISH	Girish	Girish
23	18MC1E00E1	P SAI MOUNIKA	mounika	mounika
24	18MC1E00D4	P KANAKA DURGA	Kanaka durga	Kanaka durga.
25	18MC1E00D3	P JAGADEESH BABU	Babu	Babu



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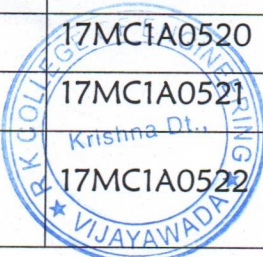


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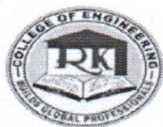
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26	18MC1E00D1	P.LAKSHMANNA	<i>Lakshanna</i>	<i>Lakshanna</i>
27	18MC1E00C6	NERRIBOINA VENU	<i>N. Venu</i>	<i>N. Venu</i>
28	18MC1E00C5	NELLI SEKHAR BABU	<i>N. Sekhar Babu</i>	<i>N. Sekhar Babu</i>
29	18MC1E00C4	N PHANI KUMAR	<i>N.P. Kumar</i>	<i>N.P. Kumar</i>
30	18MC1E00C3	N SUKANYA	<i>Sukanya</i>	<i>Sukanya</i>
31	18MC1E00C2	N CHANDRA BABU	<i>N. Chandra Babu</i>	<i>N. Chandra Babu</i>
32	17MC1E0019	B MANIKANTA	<i>B. Manikanta</i>	<i>B. Manikanta</i>
33	17MC1E0020	BUGGALA LIKHITHA	<i>B. Likhitha</i>	<i>B. Likhitha</i>
34	17MC1E0021	CH VENKATESWARLU	<i>Ch. Venkat</i>	<i>Ch. Venkat</i>
35	17MC1E00D6	TALARI BALAKRISHNA	<i>T. Balu</i>	<i>T. Balu</i>
36	17MC1E00D7	T DURGARAO	<i>T. Durgarao</i>	<i>T. Durgarao</i>
37	17MC1E00D9	T UDAYKUMAR	<i>T. Uday Kumar</i>	<i>T. Uday Kumar</i>
38	17MC1E00E0	THOTA DURGA	<i>Durga</i>	<i>Durga</i>
39	17MC1E00E1	T VINOD KUMAR	<i>Vinod</i>	<i>Vinod</i>
40	17MC1E00E3	UDAYAGIRI NARENDRA	<i>U. Narendra</i>	<i>U. Narendra</i>
41	17MC1E00E5	V KIRAN KUMAR	<i>V. Kiran Kumar</i>	<i>V. Kiran Kumar</i>
42	17MC1E00E7	VATAMBETI RITHEESH	<i>V. Ritheesh</i>	<i>V. Ritheesh</i>
43	17MC1E00E8	VAYUNANDANA	<i>Vayunandana</i>	<i>Vayunandana</i>
44	17MC1E00E9	V CHANDRA SEKHAR	<i>V. Chandrasekhar</i>	<i>V. Chandrasekhar</i>
45	17MC1E00F0	VELIDI AMANI	<i>Amani</i>	<i>Amani</i>
46	17MC1E00F1	V CHANDRASEKHAR	<i>V. Chandrasekhar</i>	<i>V. Chandrasekhar</i>
47	17MC1E00F2	VEMULA MYTHILI	<i>V. Mythili</i>	<i>V. Mythili</i>
48	17MC1E00F3	V VENKATA SINDHUJA	<i>Sindhuja</i>	<i>Sindhuja</i>
49	17MC1E00H3	V SUBRAHMANYAM	<i>V. Subrahmanyam</i>	<i>V. Subrahmanyam</i>
50	17MC1E00F5	YAPARI NAGA RAJU	<i>Y. Naga Raju</i>	<i>Y. Naga Raju</i>
51	17MC1A0519	K LAVANYA	<i>K. Lavanya</i>	<i>K. Lavanya</i>
52	17MC1A0520	KASARANENI VIRAJA	<i>V. Viraj</i>	<i>V. Viraj</i>
53	17MC1A0521	KASI HEMA DURGA SAI	<i>K.H. Durga Sai</i>	<i>K.H. Durga Sai</i>
54	17MC1A0522	MADHUSUDHAN REDDY	<i>M. Reddy</i>	<i>M. Reddy</i>



Principal
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55	17MC1A0523	AMARNADH REDDY	Am Reddy	Am Reddy
56	17MC1A0524	KONUDULA JYOTHI	Jyothi	Jyothi
57	17MC1A0525	KUNCHAM SASIDHAR	Sasidhar	Sasidhar
58	17MC1A0526	MADDALA AVINASH	Avinash	Avinash
59	17MC1A0527	M REDDY	M Reddy	M Reddy
60	17MC1A0528	MAKKINA MAHENDRA	Mahendra	Mahendra
61	17MC1A0529	MASANAM SRILAKSHMI	M.S. lakshmi	M.S. lakshmi
62	17MC1A0530	M BHANUVARDHAN	Bhanuwardhan	Bhanuwardhan
63	17MC1A0531	MOHAMMAD SHABINA	Shabina	Shabina
64	17MC1A0532	M NARENDRA REDDY	Narendra	Narendra
65	17MC1A0533	NITHEESHKUMAR	Nitheshkumar	Nitheshkumar
66	17MC1A0534	N SEETA SAI CHARAN	Sai	Sai
67	17MC1A0535	NAMINENI TEJA	Teja	Teja
68	17MC1A0536	P THULASIRAM ACHARI	PT. Achari	PT. Achari
69	17MC1A0537	P GANGA PRASAD	Ganga Prasad	Ganga Prasad
70	17MC1A0538	REMALLA RASI	Rasi	Rasi
71	17MC1A0539	SANAKA SAI KISHORE	Sai Kishore	Sai Kishore
72	17MC1A0540	SHAIK IRFAN	Irfan	Irfan
73	17MC1A0541	SHAIK AHAMMED	Ahammed	Ahammed
74	17MC1A0542	S CHANDRASEKHAR	Sekhar	Sekhar
75	17MC1A0543	T HARSHA VARDHAN	Vardhan	Vardhan
76	17MC1A0544	THAMMALI NAGARAJU	T. N. Raju	T. N. Raju
77	17MC1A0545	VALIPI KIRAN KUMAR	Kiran	Kiran
78	17MC1A0546	V PRASANNA RANI	Rani	Rani
79	17MC1A0547	Y PRAKASH REDDY	Prakash	Prakash
80	17MC1A0548	YARRA RAMAKRISHNA	Ramakrishna	Ramakrishna
81	17MC1A0549	YEDDALA SURESH	Suresh	Suresh
82	17MC5A0101	ALIGERI SUVARNARAJU	S. Raju	S. Raju
83	17MC5A0102	A MOHAN VINAY	Vinay	Vinay
84	17MC5A0103	ARE RAVI	Ravi	Ravi

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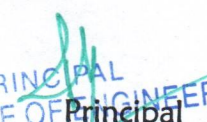


85	17MC5A0104	BALUGURI TEJASWINI	Teja	Teja
86	17MC5A0105	B DURGA PRASAD	B. durgaprasad	B. durgaprasad
87	17MC5A0106	DAYYALA SIDDA REDDY	S. Reddy	S. Reddy
88	17MC5A0107	GANJI SANDHYA	Sandhya	Sandhya
89	17MC5A0108	JAMPA NAGA SAI	Sai	Sai
90	18MC1A0307	MODI HARISH	Harish	Harish
91	18MC1A0110	M PRAVEEN REDDY	M.P. Reddy	M.P. Reddy
92	18MC1A0111	PALEM SUBRAMANYAM	subramanyam	subramanyam
93	18MC1A0112	PEGADA KISHORE	Kishore	Kishore
94	18MC1A0113	R SREENU NAIK	Sreenu	Sreenu
95	18MC1A0114	SATYALA SRAVANI	Sravani	Sravani
96	18MC1A0115	SYED KHASIM	Khasim	Khasim
97	18MC1A0116	V ADIKESHAVA REDDY	V. Reddy	V. Reddy
98	18MC1A0117	V VASUNDARA BAI	V.V. Bai	V.V. Bai
99	18MC1A0118	P SRAVAN KUMAR	Sraavan	Sraavan
100	18MC1A0119	V NAGALALITH VIKASH	V. N. Vikash	V. N. Vikash
101	18MC1A0201	D VAMSI KRISHNA	Vamsi Krishna	Vamsi Krishna
102	18MC1A0202	IMARAJ HUSSAIN	Hussain	Hussain


Coordinator


HoD

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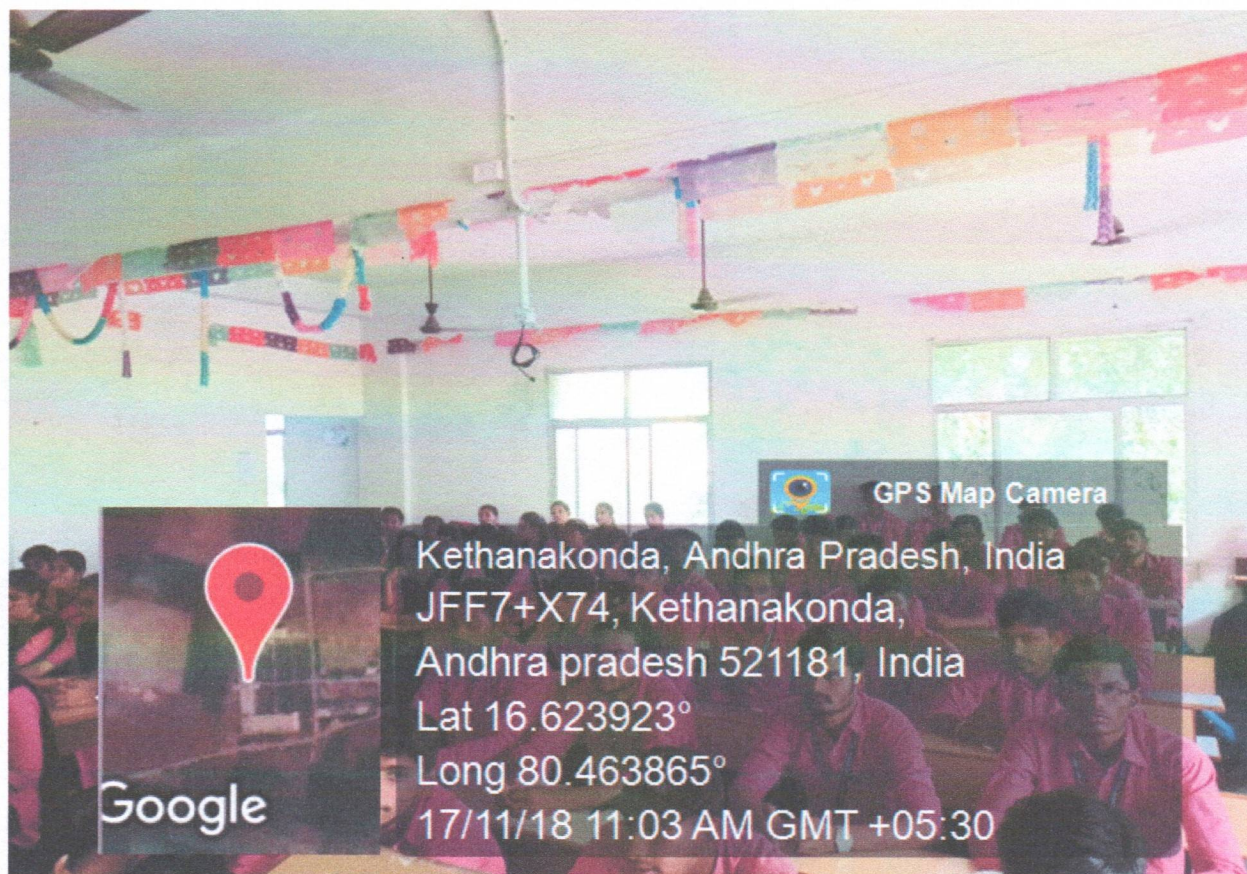

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"A Seminar on Designing Pricing Strategies and Programmes"



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Feedback on "DESIGNING PRICING IN STRATEGIES AND PROGRAMMES"

* (0-Low, 5 High)

Sl. No.	Hall Ticket Number	Information was new to you? (Yes/No)	Would you like to learn more about this topic? (Yes/No)	Rate* the Speaker Knowledge.	Rate* the Speaker presentation.	Rate* the content of slides.	Rate* the session compared to your expectations.	Rate* the Overall session	Additional comments
1	17MC1E0034	Yes	Yes	5	5	4	4	5	Nice
2	17MC1E00G1	Yes	Yes	5	5	5	5	5	excellent
3	17MC1E0035	Yes	Yes	5	5	4	4	3	good
4	17MC1E0036	Yes	Yes	4	5	3	4	4	good
5	17MC1E0038	Yes	Yes	5	3	4	5	4	NICE
6	17MC1E00G2	Yes	Yes	5	4	4	3	5	Nice
7	17MC1E0039	Yes	Yes	5	5	4	4	5	Excellent
8	17MC1E0040	Yes	Yes	4	4	4	4	4	Good
9	17MC1E0042	Yes	Yes	4					
10	17MC1E0043	Yes	Yes	5					



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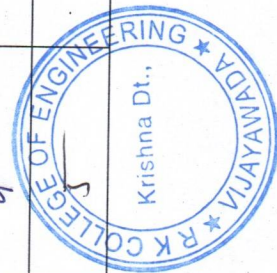
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11	17MC1E0045	Yes	Yes	5	5	5	5	5	excellent
12	17MC1E0046	Yes	Yes	4	5	4	5	3	excellent
13	17MC1E0047	Yes	Yes	4	5	4	5	5	Nice
14	18MC1E00G6	yes	yes	4	5	4	5	5	Nice
15	18MC1E00G4	Yes	Yes	4	5	5	4	5	good
16	18MC1E00F9	Yes	Yes	4	4	4	5	4	good
17	18MC1E00F7	yes	yes	6	5	4	3	5	Excellent
18	18MC1E00F0	yes	yes	4	4	3	5	5	good
19	18MC1E00E8	Yes	Yes	4	4	4	4	4	fine
20	18MC1E00E7	Yes	Yes	4	4	4	5	4	nice
21	18MC1E00E4	yes	Yes	4	4	5	5	5	good
22	18MC1E00E3	yes	Yes	5	5	4	4	3	good



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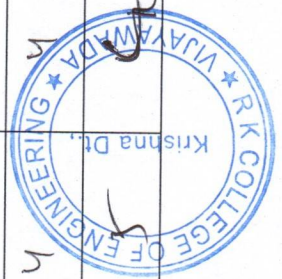


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23	18MC1E00E1	yes	yes	4	4	3	5	4	good
24	18MC1E00D4	yes	yes	5	5	5	5	5	nice
25	18MC1E00D3	yes	yes	5	4	3	5	5	good
26	18MC1E00D1	yes	yes	4	5	4	5	4	good
27	18MC1E00C6	yes	yes	4	5	4	5	4	Nice
28	18MC1E00C5	yes	yes	4	5	4	5	5	excellent
29	18MC1E00C4	yes	yes	4	4	3	5	5	Excellent
30	18MC1E00C3	yes	yes	5	3	4	3	5	good
31	18MC1E00C2	yes	yes	5	5	5	5	5	Informative
32	17MC1E00I9	yes	yes	5	5	5	5	5	Informative
33	17MC1E00D0	Yes	Yes	4	4	4	4	4	Nice
34	17MC1E00D1	Yes	yes	5	5	5	5	5	



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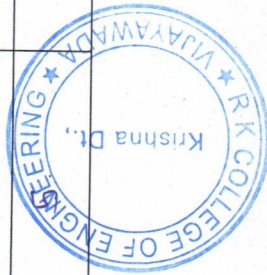
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35	17MC1E00D6	Yes	Yes	4	4	5	4	4	good
36	17MC1E00D7	Yes	Yes	5	5	5	5	5	Im formative
37	17MC1E00D9	Yes	Yes	4	4	3	3	4	Good
38	17MC1E00E0	Yes	Yes	4	5	4	5	4	good.
39	17MC1E00E1	Yes	Yes	5	3	4	3	5	Nice
40	17MC1E00E3	Yes	Yes	4	4	5	4	4	Excellent
41	17MC1E00E5	Yes	Yes	4	3	5	3	4	Good
42	17MC1E00E7	Yes	Yes	5	3	4	3	4	Nice
43	17MC1E00E8	Yes	Yes	5	5	5	4	5	Good
44	17MC1E00E9	Yes	Yes	5	4	3	5	4	Nice
45	17MC1E00F0	Yes	Yes	5	5	5	5	5	Im formative
46	17MC1E00F1	Yes	Yes	5					Nice



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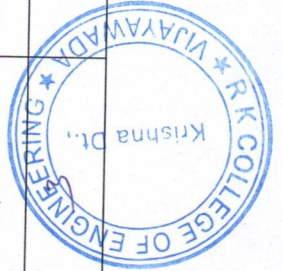


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47	17MC1E00F2	yes	yes	4	4	3	3	5	good
48	17MC1E00F3	Yes	Yes	4	4	4	4	4	good
49	17MC1E00H3	Yes	yes	5	4	5	4	4	Nice
50	17MC1E00F5	yes	yes	5	4	3	4	5	good
51	17MC1A0519	yes	yes	4	4	4	4	4	Nice
52	17MC1A0520	yes	yes	3	4	3	4	3	Good
53	17MC1A0521	Yes	Yes	5	3	4	5	5	excellent
54	17MC1A0522	Yes	Yes	4	4	4	4	4	good
55	17MC1A0523	yes	yes	4	5	4	3	4	Excellent
56	17MC1A0524	yes	yes	5	4	3	4	5	good
57	17MC1A0525	yes	yes	5	4	5	4	5	Nice
58	17MC1A0526	yes	yes	4		5	3	3	Good



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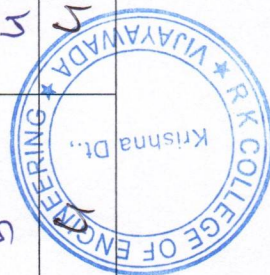


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59	17MC1A0527	Yes	Yes	5	5	5	5	5	Good
60	17MC1A0528	Yes	Yes	4	5	3	4	5	Nice
61	17MC1A0529	Yes	Yes	5	5	4	5	4	Excellent
62	17MC1A0530	Yes	Yes	5	5	4	5	4	Nice
63	17MC1A0531	Yes	Yes	4	5	4	5	5	Excellent
64	17MC1A0532	Yes	Yes	5	4	3	5	4	Good.
65	17MC1A0533	Yes	Yes	4	5	3	5	4	Nice
66	17MC1A0534	Yes	Yes	5	4	5	4	5	Excellent
67	17MC1A0535	Yes	Yes	5	5	4	4	5	Good.
68	17MC1A0536	Yes	Yes	5	5	4	4	5	Nice
69	17MC1A0537	Yes	Yes	5	5	4	4	4	Good
70	17MC1A0538	Yes	Yes	4	5	4	4	4	Good



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71	17MC1A0539	Yes	Yes	4	5	4	3	5	good
72	17MC1A0540	Yes	Yes	3	5	4	4	5	Nice
73	17MC1A0541	Yes	Yes	5	4	3	4	5	good
74	17MC1A0542	Yes	Yes	5	5	5	5	5	Good
75	17MC1A0543	Yes	Yes	3	4	5	4	5	Excellent
76	17MC1A0544	Yes	Yes	4	4	4	4	4	Good
77	17MC1A0545	Yes	Yes	5	3	3	5	5	nice
78	17MC1A0546	Yes	Yes	5	4	3	4	5	good
79	17MC1A0547	Yes	Yes	5	5	3	4	5	good
80	17MC1A0548	Yes	Yes	5	4	5	4	5	Nice
81	17MC1A0549	Yes	Yes	5	3	4	3	4	Good
82	17MC5A0101	Yes	Yes	5	3	4	3	5	excellent



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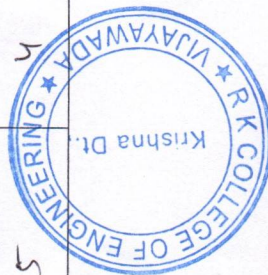


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83	17MC5A0102	yes	yes	4	4	5	5	4	Nice
84	17MC5A0103	Yes	Yes	5	5	5	4	5	Good
85	17MC5A0104	yes	yes	5	5	5	4	4	good
86	17MC5A0105	yes	yes	yes 4	4	4	5	5	excellent.
87	17MC5A0106	yes	yes	5	5	4	3	5	good.
88	17MC5A0107	yes	Yes	4	5	4	5	4	Nice
89	17MC5A0108	Yes	Yes	5	4	3	5	4	good
90	18MC1A0307	yes	yes	3	5	4	5	4	Nice
91	18MC1A0110	Yes	Yes	5	5	5	5	5	Nice
92	18MC1A0111	Yes	Yes	4	5	4	5	5	good.
93	18MC1A0112	yes	yes	4	4	5	5	5	excellent
94	18MC1A0113	Yes	Yes	5	5	4	4	5	Nice



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95	18MC1A0114	yes	yes	5	4	4	5	5	Nice
96	18MC1A0115	yes	yes	5	4	5	3	4	nice
97	18MC1A0116	yes	yes	4	5	3	5	4	good.
98	18MC1A0117	yes	yes	3	3	3	4	3	Good
99	18MC1A0118	yes	yes	5	4	3	5	4	excellent
100	18MC1A0119	yes	yes	4	5	4	3	4	Nice
101	18MC1A0201	yes	yes	4	5	4	3	5	good
102	18MC1A0202	yes	yes	4	5	4	5	4	excellent.

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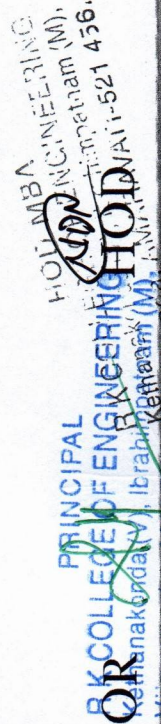
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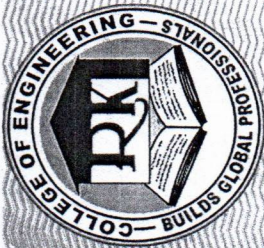
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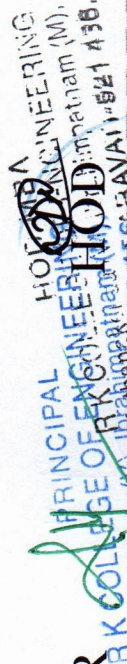
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