

### CUSTOMER TRAINING - AFTERMARKET CALENDAR - SCHEDULE : 2016 - 2017

S No	TYPE OF COURSE	COURSE CODE	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17
1	FUNDAMENTALS OF AE	AMTB - 1	6th - 8th		2nd - 4th		5th - 7th		6th - 8th		2nd - 4th		3rd - 4th	
2	ADVANCE LEVEL OF AE	AMTA - 2		5th - 6th		2nd - 3rd		2nd - 3rd		4th - 5th		5th - 6th		2nd - 3rd
3	SALES EXECUTIVES	SE - 3			10th			9th			8th			9th
4	LTVS MARKET SHARE in OEMs	OESH - 4	16th	11th	11th	16th	19th		14th	18th	10th	8th	12th	
5	PTA (TVS Gr cos.-Sales Executives)	TVSGC - 5		✓	✓	✓		✓		✓	✓		✓	✓
6	Lucas Indain Service (Service Engrs)	LISE - 6	✓			✓			✓			✓		
7	TVS Gr Cos. (Service Engrs)	TVSE - 7		✓			✓			✓			✓	
8	ASDs (Service Personnel)	ASDSP - 8	✓			✓			✓			✓		
9	MSRs	MSR - 9				8th				17th				15th
10	LTVS INPLANT (Padi /Pondy/Others)	IP - 10		12th		✓			✓		15th		✓	
11	OEMDs (OD)*	OED - 11	13th	15th	✓	14th	✓	21st	✓	✓	✓	28th	✓	21st
12	OEM Dealers (OD)*	OED - 12	✓	✓	29th	✓	17th	✓	13th	✓	29th	✓	10th	23rd
13	INSTITUTIONS (OD)*	INST - 13	22nd			22nd			16th			19th		
14	STUs (OD)*	STU - 14			23rd			23rd			22nd			29th
15	REGIONAL PROGRAMS (OD)*	RPRG - 15		20th - 22nd			11th - 13th			24th - 26th			17th - 19th	
16	REMY (OD)* - Coal Mines & Railways	DRO - 16		✓			✓			✓			✓	
17	REMY (INPLANT) - Coal Mines & Railways	DRI - 17			✓			✓			✓			✓

\* Outdoor Programs

✓

 Date of confirmation would be decided in the beginning of respective months