



CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED

(A Govt. of India Enterprise-Mini Ratna)
CIN:U63023DL2007PLC165676

For the Post Code No 6 to 9, written Examination will comprise of following pattern:

S. No.	Particulars	Total no of Question	Type of Test
1	Subject Related Questions	30	Objective
2	Aptitude Test (Reading, Comprehension, Verbal, Non-verbal, Reasoning, Numerical Ability/Quantitative Aptitude, Data interpretation etc.)	50	Objective
3	General Awareness	20	Objective

Syllabus for the post of Executive -Marketing and logistics Operation(Post-06)

- 1) **Identify market segment, targeting and positioning**: Market segmentation, pattern procedure, Evaluation of the market segment, Market targeting.
- 2) **Formulating Marketing strategies**- differentiation strategies, product life cycle strategies, new product development, developing competitive advantage.
- 3) **Product and process design** - The product development process, analyzing a process.
- 4) **Overview of logistics** – Introduction, nature, concepts evolution, strategic logistics planning process, components of logistics, functions of logistics mgmt.
- 5) **Supply chain management** – nature and concept, value chain, framework of supply chain, outsourcing and 3PL, 4pl, bullwhip effect.
- 6) **Demand Management and customer service**- Demand management, Traditional forecasting, collaborative planning, forecasting and replenishment, channels of distribution, order management.
- 7) **Procurement and supply Chain Management** – Introduction, Inbound logistics, materials management, electronic procurement, types of e-commerce models
- 8) **Inventory control & management**- inventory management, Inventory cost, managing inventory.
- 9) **Warehouse Management System** - Warehouse decision- the nature and importance of warehousing, role of warehouse in logistics system, material handling, packaging, bar coding, importance of packaging.
- 10) **Transportation system management** – role of transportation selection decision, modes of transport, intermodal transportation, documentation,- domestic.
- 11) Materials, Purchasing and stores Management.

Regd. Office: Warehousing Bhwan, 4/1, Siri Institutional Area, August Kranti Marg, Hauz Khas New Delhi- 110016.

Corp. Office: Ground Floor, Pragati Maidan Metro Station Building, New Delhi- 110001.

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Website: www.crowc.in



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Syllabus for the post of Executive-Finance & Accounts (Post-07)

1. Advanced Accounting:

- Accounting standard and guidance: Guidance Notes on various accounting aspects issued by the ICAI.
- Cash and Fund Flow Statement.
- Final Accounts
- Company accounts and shares & Debentures.

2. Management Accounting and Financial Management:

- Capital Budgeting
- Long term Financing
- Working Capital Management
- Memorandum of understanding and Financial Management & Control
- Dividend decision: divided policy; its determinants
- Tools of Financial Analysis and planning; Ratio analysis to evaluate performance and financial health application of ratio analysis in financial decision making.
- Goals of Financial Management.
- Key activities of Financial Management.
- Relationship of finance to accounting and audit and organization of finance function.

3. Financial Statement: Balance sheet, Profit & Loss Accounts, Source and Usage of Final Statement etc.

4. Auditing: Techniques of Auditing planning and audit , Audit Programs, Audit process and various Audit Types, Audit of PSU companies, Audit Committees and corporate Governance, Cost Audit, Internal audit, Special audit procedures, witnessing physical verification of assets.

5. Cost Accounting: Cost Concept in decision making, relevant cost, differential cost, Incremental Cost and opportunity Cost, Standard Costing and variance analysis Budgetary Control; Flexible Budgets, Zero Based budgets, Management information system.

6. Direct Taxes Rates regarding TDS, Procedure for claiming TDS refund, AS-26 etc., Computation of tax liability, Deduction from gross total income and tax liability, Filling of TDS return, Advance payment of Tax, Penalty and prosecutions, Deferred Tax, Refund of excess payments etc.

7. Indirect Taxes: Service tax as per Finance Act2003, Filling of Service tax return, Sales tax, Custom Duty, Excise Duty.

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Syllabus for the post of Executive-HR,(Post-08)

1. **Introduction of HRM:** Concept and Scope of HRM, Function, Global HRM
2. **Acquiring and Deploying Human Resources:** Job Analysis, Human Resource Planning, Recruitment and Selection, Placement, Induction & Orientation.
3. **Human Resource Development:** Performance Appraisal, Training, Management Development, Career Planning & Development, Transfer, Promotion, Retention and retrenchment Management, change and organization Development.
4. **Compensation:** Job evaluation, Wage and salary Administration, Incentive, Bonus, Fringe Benefits.
5. **Human Relations:** Motivation, Communication, Leadership style, Redressing employee grievances, Discipline, counseling, Group, perception.
6. **Industrial Relations & Labour Laws:** Industrial disputes Act-1947, Trade union Act-1926, Industrial Conflict, Collective Bargaining, Minimum wages Act -1948, payment of wages act-1936, The payment of bonus Act-1965, EPF act-1952, ESI act-1948, , Payment of Gratuity act-1972, etc,

Syllabus for the post of Executive IT, (Post-9)

1. **Data Base Management System (DBMS)** : RDBMS ,Normalization ,Overview of SQL queries ,E- R Diagrams, Transaction Management ,Database Administration ,Back up & Replication ,Open source ,Propriety
2. **Networking:-** Types of Networking ,Interne, LAN ,WAN (Leased line/ MPLS), VPN (SSL & IPSEC)
3. **IT Infrastructure Management:** Tools for management of network, server, Storage etc., Tools for management of Firewall, router, IPS etc
4. **Information Security:** ISO 27001: Best Practices ,Information security of It infrastructure and application software
5. **Network Security:** Cyber Crimes, Risk Management, Firewall ,Cryptography
6. **Software Engineering:** Software development life Cycle (SDLC) ,Software Development
7. **Web Technologies:** HTML Tags, XML ,Network security
8. **Fundamental of ERP & Mobility**
9. **Computer Organization + Hardware (Microprocessor)**
10. **Programming Language**

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