



**JOHANNESBURG - 2016**

# PROGRAMME OVERVIEW

VERSION: 21.01.16

**This Programme is aimed at those either being prepared, or preparing themselves, for management level positions in the packaging industry.**

**The Programme is intended to be highly interactive and students are encouraged to share their own knowledge and challenge the Facilitators, if they feel this necessary.**

***Accredited by the World Packaging Organisation***



## ADVANCED DIPLOMA IN PACKAGING TECHNOLOGY - PROGRAMME

<b>PROGRAMME OVERVIEW</b>	
<b>COURSE OBJECTIVE AND OUTLINE</b>	<ul style="list-style-type: none"> <li>• To prepare the packaging professional for a management level position in the industry, by giving him/her a better understanding of elements of Supply Chain Management of a Business, (all at a higher level than does the Institute’s basic One year Diploma Course in Packaging Technology):               <ul style="list-style-type: none"> <li>○ Marketing Management</li> <li>○ Financial Management</li> <li>○ Operations Management</li> <li>○ Packaging Materials and Processes,</li> <li>○ Packaging Design Aspects,</li> <li>○ Packaging Legal Aspects and Requirements,</li> <li>○ Packaging for Environmental Sustainability,</li> <li>○ Business Certification Schemes,</li> <li>○ Environmental, Food and Quality Business Management Systems</li> <li>○ Packaging and Branding</li> </ul> </li> <li>• The initial module covers broader, conceptual business training and is intended to provide participants with an insight into and an understanding of “business” and its inputs, so that they can better relate to the organisation as a whole.</li> <li>• To receive skills and training on presentation techniques, enabling a student to confidently convey ideas, strategies and business proposals in the boardroom.</li> </ul>
<b>ELIGIBILITY</b>	<ul style="list-style-type: none"> <li>• Graduates of the Institute’s One Year Diploma in Packaging Technology.</li> <li>• Other candidates will be considered if they have an equivalent level packaging qualification.</li> </ul> <p><b>NOTE:</b> If enrolments are over subscribed, qualifying candidates will be accepted on a first come – first served basis.</p>
<b>PARTICIPANT OBLIGATION</b>	<p>As it is simply not possible to give participants more than an insight into each subject covered in the programme, participants will be required to do research (individually or in teams) and thereby gain an in-depth knowledge of the subjects covered in this course, as it progresses.</p>
<b>COURSE LENGTH and STRUCTURING</b>	<p>Estimated 60 hours class time (approx 4 months) plus the business proposal (i.e. practical assignment) project preparation time (7 weeks), total approximately 67 weeks / 5,5 months. This excludes two formal examinations totalling 6 hours. Towards the end of the course there will be a practical business proposal assessment presentation session (see detail later). Normally, two (2) hour lectures will be held twice weekly in the late afternoon / evenings (4 hours weekly) to facilitate attendance by participants and facilitators, although some lecture sessions may run concurrently (i.e. on consecutive days) for various reasons or (on limited occasions) extend to a maximum of 3 hours. Please see timetable following for this detail - <b>PARTICIPANTS SHOULD TAKE</b></p>

<p><b>COURSE LENGTH and STRUCTURING (continued)</b></p>	<p><b>SPECIAL NOTES OF THE COMMENTS IN RED WHICH ARE ADVISORY. ALL LECTURES (AND EXAMS) COMMENCE AT 17H30 (5.30 PM).</b></p> <p>Examination sessions will also be held in the late afternoon, other than the business proposal oral presentation session, which will be held during the day.</p>
<p><b>SUBJECT FACILITATORS</b></p>	<p>Drawn from Industry - persons who are up to date and adequately qualified in their fields.</p>
<p><b>COURSE EVALUATION / ACHIEVEMENT RECOGNITION</b></p>	<p>Formal classroom attendance – by examination, and a business proposal practical evaluation - see further detail later. Participants who satisfy the laid down requirements will be awarded the Institute’s <b>Diploma in Advanced Packaging Technology</b>. <b>The programme is accredited by the World Packaging Organisation as meeting their world class standards.</b></p>
<p><b>MODUS OPERANDI</b></p>	<ul style="list-style-type: none"> <li>• The programme provides largely theoretical instruction, interspersed with two examinations (one mid course and the other at the end) to test the student’s grasp of the principles involved.</li> <li>• A business proposal project will be introduced and explained, and teams will be selected to undertake this. This constitutes the <b>PRACTICAL</b> component of the programme.</li> <li>• In the final 7 weeks of the programme, the teams, away from the ‘classroom’, will work on and complete their individual and team proposals, in their own time. Each team must submit their <b>collective (team) written</b> work for marking, and shortly thereafter will be required – individually - to present a segment of their team proposal orally (back in the classroom environment) – as a test of their personal presentation skills (See later).</li> <li>• Whilst the facilitators provide written notes there is no prescribed text book as such, to ensure that the information shared is the very latest on the subject concerned. <b>Students are thus advised that the onus is upon them to take whatever notes they may need to allow them to prepare adequately for the examinations.</b></li> <li>• <b>Note in some weeks there are several CONSECUTIVE lectures to accommodate out of town facilitators.</b></li> </ul> <p style="text-align: center;">The Programme Structure and Presentation follows / .....</p>

## PROGRAMME STRUCTURE AND PRESENTATION

### MODULE 1 : AN OVERVIEW AND APPRECIATION OF BUSINESS MANAGEMENT

**Objective**

Although primarily a packaging course, this learning experience is aimed at the senior packaging professional who is at, or may be about to enter, management level. It is believed that it is thus important for the participant to receive an orientation on the functions and inputs as indicated below, to better relate to the business as a whole.

DATE	SESSION No:	APPROX. DURATION (HOURS)	CONTENT
26.05.16	1	2	<p>General Introduction to Advanced Packaging Diploma (APD) – anticipated outcomes</p> <p><b><u>Managing Operations across the Supply Chain</u></b>                      The function of a business within a free economy – the role it plays, how it is normally funded, necessity for returns on capital employed, provision of employment, exports, etc – and the part played by, for example</p> <ul style="list-style-type: none"> <li>• Shareholders (if applicable)</li> <li>• The Board of Directors</li> </ul> <p>Businesses in SA Context against the Global Market                      World Class Manufacturing                      Operations and Supply Chain Strategy                      Business Marketing Strategies / Brand Identities</p>
Facilitator: Mr Kishan Singh			
31.05.16	2	2	<p><b><u>Supply Chain Management</u></b></p> <ul style="list-style-type: none"> <li>• Sales and Operations Planning                             <ul style="list-style-type: none"> <li>○ Forecasting and Demand Planning</li> <li>○ Supply Management and Balance</li> </ul> </li> <li>• Materials and Resource Requirements Planning</li> <li>• Logistics Management</li> <li>• Project Management</li> <li>• Sustainable Operations Management</li> </ul> <p><b>NOTE: NO LECTURES ON THURSDAY 2 JUNE – TO ACCOMMODATE BACK TO BACK LECTURES NEXT WEEK</b></p>
Facilitator: Mr Ravi Nadar			

DATE	SESSION No:	APPROX. DURATION (HOURS)	CONTENT
06.06.16 AND 07.06.15	3 and 4	2+2	<p><b><u>Operational Management</u></b></p> <p>(from packaging manufacturer's perspective), a basic understanding of –</p> <ul style="list-style-type: none"> <li>• Packaging machinery, layout of facilities, and Process Management</li> <li>• Production and Capacity Planning, Process Control</li> <li>• Measurement of Efficiencies</li> <li>• Project Management</li> <li>• Linear Programming</li> <li>• Inventory Management</li> <li>• Procurement/Tender documentation, supply agreements and the evaluation thereof</li> <li>• Logistics, "Lean" Management and JIT</li> </ul> <p><b>NOTE: BACK TO BACK LECTURES TO ACCOMMODATE OUT OF TOWN FACILITATOR NO LECTURE ON 9 JUNE FOR THE SAME REASON</b></p>
14.06.16	5	2	<p><b><u>Marketing Management</u></b></p> <p>Business Analysis: The Packaging Supplier and the Brand Owner</p> <ul style="list-style-type: none"> <li>• Consider the Packaging Supplier's capabilities and limitations as far as the optimum / efficient usage of packaging materials and concepts are concerned.</li> <li>• Packaging and Brand Creation: From a marketing point of view, how can the Brand Owner produce and package a product that differentiates itself, enabling market leadership, increased sales volume, and higher profitability?</li> <li>• What capabilities does the Brand Owner require to do so and how far, from an innovation point of view, can it "push" the packaging industry to achieve this?</li> <li>• Consider the joint possibilities and capabilities of the Brand Owner and the Packaging Supplier to partner in the project, exploiting the knowledge of the latest packaging trends, packaging technology and innovations globally.</li> <li>• Product Life Cycle Management</li> <li>• Assessment and Management of Competition</li> </ul> <p><b>NO LECTURES ON 16 JUNE – PUBLIC HOLIDAY</b></p>
21.06.16	6	2	<p><b><u>Financial Management)</u></b></p> <ul style="list-style-type: none"> <li>• Financial Decision Making</li> <li>• Essential Financial Ratios</li> <li>• Cash Flow Management</li> <li>• Income and Expenditure Statements</li> <li>• Balance Sheets</li> <li>• General Financial Concepts</li> </ul>

DATE	SESSION No:	APPROX. DURATION (HOURS)	CONTENT
23.06.16	7	2	<p><b><u>Human Resource Management</u></b></p> <p>Primary HR Functions and Roles  Industrial Relations, Statutory and Regulatory Requirements  Disciplinary Codes of Conduct / Disciplinary Actions  Training and Development / Competence Evaluation  Motivational Tools  Employee Assistance Programmes  Employee Counselling / AIDS Awareness / Substance Abuse</p>

Facilitator: Mr Nesh Singh

**MODULE 2 : A BASIC UNDERSTANDING OF PACKAGING’S PLACE IN MODERN SOCIETY, PACKAGING MATERIALS AND MORE ADVANCED DESIGN REQUIREMENTS**

**Objective**

To orientate participants by an initial discussion on the role of packaging in modern society, as a lead-in to this module.

To give participants an insight into packaging conversion, property and property modification, applications and latest developments for the major packaging materials. For each, the point of departure would be the Institute’s one year diploma level, giving more breadth and depth: Paper; paper board; corrugated; tinplate; glass; plastics. All the packaging variants of each material will be considered.

The link between the technical, marketing and production aspects in decision making concerning materials selection is to be emphasized; for example - packaging choices for a wine include glass, PET, carton, etc, and the fact that each of these decisions will have business related ramifications.

The subjects covered below will include discussion on design and print considerations, for each material, as well as property modifications, applications and latest developments in major packaging materials (paper, paper board, corrugated, tinplate, glass, plastics and multiwall sacks).

DATE	SESSION No:	APPROX. DURATION (HOURS)	CONTENT
28.06.16 Facilitator: Mr Keith Pearson	8	1+	<b>Presentation on “Packaging in Perspective / The Role of Packaging in Modern Society”</b> followed by a group discussion on this subject. <b>NOTE : LECTURE AND DISCUSSION MAY EXCEED ONE HOUR</b>
30.06.16 Facilitator: Mr Kishan Singh	9	2	<b><u>Tinplate and aluminium</u></b> <b>Example:</b> stress corrosion on beverage cans and prevention; lacquer developments; dwt and design; gift tins; aerosols; package testing and inks and adhesives (where applicable).
05.07.16 Facilitator: Mr Paul Curnow OR Mr Tom Shaw	10	2	<b><u>Glass</u></b> <b>Example:</b> manufacture; design for light weighting; narrow neck press and blow; bloom and prevention; glass decoration; package testing and inks and adhesives (where applicable).
07.07.16 Facilitator: Mr Colin Meder	11	2	<b><u>Corrugated Board</u></b> Example: manufacture, board testing; case design for improved stacking; cushioning and handling performance; Recent board modifications; adhesives; fluting; coatings. Styles: Wrap around carton, AFTM, die cut. Board defects. Use of CAPE software to optimise pallet and container utilisation; package testing and inks and adhesives (where applicable)
12.07.16 and 13.07.16 Facilitator: Mr Colin Meder	12 and 13	2 + 2	<b><u>Paper and paperboard</u></b> <b>Example:</b> design and structure of paperboard containers; finishes on paper and paperboard (example: metallisation); lamination; composite cores; package testing and inks and adhesives (where applicable).  <b>NOTE: BACK TO BACK LECTURES THIS WEEK TO ACCOMMODATE OUT OF TOWN LECTURER</b> <b>NO LECTURE ON 14 JULY FOR THE SAME REASON</b>
19.07.16 and 21.07.16 Facilitator: Ms Annabe Pretorius	14 and 15	3 + 3	<b><u>Plastics – Rigid and Flexibles</u></b> <ul style="list-style-type: none"> <li>• Overview of packaging materials, including biodegradable and bioplastics;</li> <li>• Material data sheets – how to interpret and use the information in the selection of the optimum material for a specific application;</li> <li>• Manufacturing of plastic packaging and how it could impact upon the properties of the product.</li> </ul>
<b>22.07.16 – 27.07.16 : SELF REVISION PERIOD FOR EXAMINATION ONE ON 28.07.16</b>			

28.07.16	16	3	EXAMINATION NO: 1 ON MODULES 1 AND 2
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**MODULE 3 : QUALITY MANAGEMENT – AN UNDERSTANDING OF QUALITY PRINCIPLES AND PRACTICES, QUALITY POLICIES AND DISCIPLINES, QUALITY TOOLS, STATISTICAL PROCESS CONTROLS, MANAGING THE CUSTOMER REQUIREMENTS**

**Objective**

The participant needs to understand the criticality of outgoing product quality in the context of the overall business objectives as well as the impact of non conforming product on profitability. This module sets out to emphasize the importance of the Quality Function, and to explore business quality policies, quality techniques, statistical measurement, the use of Statistical Process Control, and Control Charts in process management. The module will also explore the latest developments with regards to quality management generally, with emphasis on understanding the customer requirements and delivering against such requirements.

**NOTE: NO LECTURE ON TUESDAY 9 AUGUST – PUBLIC HOLIDAY**

02.08.16	17	2	<p><b><u>Quality Philosophy of the Business Management System</u></b></p> <ol style="list-style-type: none"> <li>1. Introduction to Quality – Craftsmanship Theory through to BS 5750 / ISO9001:2015</li> <li>2. Quality Management System versus Business Management System</li> <li>3. Quality Policies/Procedures/Work Instructions</li> <li>4. Integrated Business systems showing sequences and interactions of sub systems</li> <li>5. The practical meaning of Quality Control and its application in Business Management Systems.</li> <li>6.</li> </ol>
<p>Facilitator: Mr Kishan Singh</p>			
03.08.16	18	2	<p><b><u>Statistics in Quality</u></b></p> <ol style="list-style-type: none"> <li>1. Quality Costing, failure, appraisal and preventive costs</li> <li>2. Basic statistics; measurement; discrete data versus continuous data, mean (or average); median; mode; range; standard deviation; probability theory; frequency distribution; frequency polygon; histogram; the Ojive curve.</li> <li>3. Process Capability Calculations Cp and Cpk Calculations</li> <li>4. Practical Quality System Requirements and Terminology</li> <li>5. Packaging Specifications</li> <li>6.</li> </ol> <p><b>NOTE: BACK TO BACK LECTURES TO ACCOMMODATE OUT OF TOWN FACILITATOR</b>  <b>NO LECTURES ON 09 JULY – PUBLIC HOLIDAY</b></p>
<p>Facilitator: Mr Kishan Singh</p>			



DATE	SESSION NR.	APPROX DURATION (HOURS)	CONTENT
11.08.16	19	2	<p><b><u>Statistical Process Control – Process Control Charts</u></b></p> <ol style="list-style-type: none"> <li>1. Introduction to Statistical Process Control (SPC)</li> <li>2. Variable and Attribute Control Charts</li> <li>3. Shewhart X Bar and R charts / control limits - Analysis and Interpretation</li> <li>4. Quality Troubleshooting, System Failure and Root Cause Analysis,</li> <li>5. Computerised SPC, available commercial software and application</li> </ol>
Facilitator: Mr Kishan Singh			
<p><b>MODULE 4 : CONSUMER HEALTH AND SAFETY PACKAGING, PACKAGING LEGISLATION, PACKAGING AND THE ENVIRONMENT</b></p>			
<p><b><u>Objective</u></b></p> <p>Packaging as an endeavour does not exist in a vacuum; there are consumer health issues to be considered, legislation exists which impacts upon the manner and means of packaging products, and of course, in this day and age, the effects of packaging on the environment are of prime consideration.</p>			
16.08.16	20	2	<p><b><u>Packaging and the Environment – the Law</u></b></p> <ul style="list-style-type: none"> <li>• Why all the environmental legislation around the world?</li> <li>• Legislation in SA impacting on packaging.</li> </ul> <p><b><u>Packaging and the Environment – the Facts</u></b></p> <ul style="list-style-type: none"> <li>• SA Industry Waste Management Plan</li> <li>• Common myths and misconceptions about packaging</li> <li>• Environmentally Sustainable Packaging</li> <li>• Carbon Footprint Measurements</li> <li>• Design for Recycling</li> <li>• What should you and your Business be doing?</li> </ul>
Facilitator: Mr Charles Muller			
18.08.16	21	2	<p><b><u>Certification Schemes :</u></b></p> <p>The purpose and implications of ISO 9001; ISO 14001; OHAS 18001; HACCP (SANS 10330); BRC Global Standard for Packaging; ISO 22000; AIB; fair trade requirements</p> <p><b>Packaging Safety:</b> inertness; compatibility with product; ink and component transfer and migration; EC and FDA food safety regulations; tamper evidence.</p> <p><b>NOTE: NO LECTURES ON 25.8.15 TO ACCOMMODATE BACK TO BACK LECTURES NEXT WEEK</b></p>
Facilitator: Ms Pam Naidoo			

DATE	SESSION No:	APPROX. DURATION (HOURS)	CONTENT
23.08.16	22	3	<p><b><u>An Overview of Statutory Requirements regarding Food Packaging:</u></b></p> <p>An Overview of FOOD Labelling Requirements: <b>SA FOOD</b> labelling legislation, <b>FOOD</b> labelling regulations under the Agricultural Product Standards Act, Current issues re R146, requirements of the Trade Metrology Act and Consumer Protection Act where it impacts "FOOD".</p>
Facilitator: Ms Karen Horsburgh			
24.08.16	23	3	<p><b><u>Food Packaging – practical application of regulations (claims, etc)</u></b></p> <p><b>PLEASE NOTE TWO x 3 HOUR BACK TO BACK LECTURES IN VIEW OF COMPLEXITY OF SUBJECT AND OUT OF TOWN FACILITATOR. NO LECTURES ON 25 AUGUST FOR THE SAME REASON</b></p>
Facilitator: Ms Karen Horsburgh			
25.08.15 – 05.09.16 : SELF REVISION PERIOD, FOR EXAMINATION TWO ON 06.09.15			
06.09.16	25	3	<b>EXAMINATION NO: 2 ON MODULES 3 AND 4</b>
08.09.16	26	2	<p>Skills and Techniques of Public Presenting – This session is intended to assist the student in preparation for their <b>oral</b> presentations to be made <b>individually</b>, later in the programme.</p>
Facilitator: Mr Amith Sukhnundan			
<b>MODULE 6 : BUSINESS PROPOSAL (follows)</b>			
13.09.16	27	1 – 2	<p>DETAILS OF BUSINESS PROPOSAL BRIEF WILL BE OUTLINED AND GUIDANCE WILL BE PROVIDED TO STUDENTS ON APPROACH TO THIS. THIS IS FOLLOWED BY THE 'ASSIGNMENT PERIOD'- AS FOLLOWING.</p>
Facilitator: To Be Advised			
14.09.16 to 02.11.16	--	APPROX 7 WEEKS	<p>STUDENTS TO WORK IN TEAMS ON THE BUSINESS PROPOSAL, IN THEIR OWN TIME. WITHIN THIS APPROXIMATELY 7 WEEK PERIOD, THERE WILL BE A SECOND REINFORCEMENT SESSION ON PRESENTATION SKILLS, BEFORE THE END OF THIS PERIOD, TO CHECK THAT THE TEAMS ARE ON THE RIGHT TRACK IN THIS REGARD .</p>
<p><b>03 NOVEMBER 2016 : TEAMS' WRITTEN ASSIGNMENTS TO BE SUBMITTED FOR MARKING BY THIS DATE – INSTRUCTIONS WILL FOLLOW ON HOW THIS IS TO BE DONE.</b></p>			

**04 – 15.11.16: MARKING PERIOD BY JUDGES - WRITTEN ASSIGNMENTS.**

<b>18.11.16</b>	<b>SESSION No. 29 (FINAL)</b>	<b>45 minutes per team)</b>	<p><b>FINAL PRESENTATION BY TEAMS, ORALLY, ON THEIR SUBMITTED WRITTEN PROPOSAL. EACH TEAM MEMBER TO ORALLY PRESENT AN APPROXIMATELY EQUAL SEGMENT OF THEIR SUBMISSION.</b></p> <p><b>TIME PERMITTING, THIS SESSION WILL ALSO PROVIDE BRIEF JUDGES' FEEDBACK TO THE TEAMS ON THEIR WRITTEN PROPOSALS SUBMITTED. FEEDBACK WILL NOT BE GIVEN ON ORAL PRESENTATIONS (SEE EVENTUAL MARKS AWARDED, FOR THIS).</b></p> <p><b>(NOTE: INDIVIDUAL TEAM MEMBERS WILL BE JUDGED ON HOW WELL THEY PRESENT THEIR CHOSEN SEGMENT OF THE WRITTEN REPORT. THE OVERALL SESSION LENGTH DEPENDS UPON NUMBER OF TEAMS EVENTUALLY, BUT THIS SESSION WILL BE HELD DURING THE COURSE OF A DAY)</b></p>
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**NOTES ON EXAMINATION AND TESTING PROCEDURES, AWARDING OF A PASS MARK**

1. An overall pass mark will be **60%** by each individual student, on a weighted basis as explained in the following.
2. As the course is aimed at participants who have possibly not recently been involved in regular studying, an initial examination (Nr.1) will be conducted after the completion of module 2 with a mark weighting of 20%. This examination is intended to assist participants in assuring and confirming good study habits by them and to provide them with an insight into the required standard ahead of the final examination (Nr.2 – weighting 30%) which will follow at the end of the academic course.
3. The Business Proposal (practical) will also carry a mark.
4. The marks weighting and distribution will be as follows in the table overleaf/.....

<b>Examinations</b>	<b>Overall Mark weighting</b>
Examination Nr. 1	20%
Examination Nr. 2	30%
Business proposal (* see explanatory note on marking procedure, following) (Weighting: Written presentation – 50%; oral – 50%, of marks awarded)	50%
<b>TOTAL MARKS AWARDED</b>	<b>100%</b>

**NOTES ON EXAMINATIONS AND BUSINESS PROPOSAL**

**THEORETICAL EXAMINATIONS No's 1 AND 2**

1. Participants are required to sit for **BOTH** of the two theoretical examinations, to qualify for a pass.
2. A participant failing to sit for any examination **due to SUBSTANTIATED compelling, unavoidable causes** will be awarded the average achieved by all delegates as a whole, **PROVIDED** the Course Leader and the Institute's National Education Officer condone his / her reasons for absence. This indulgence must be applied for in writing, stating the reasons, **before** the examination date or **immediately thereafter** if for reasons unforeseen.
3. Failure to achieve this condonation will result in a **FAIL** by the participant for that examination, and therefore, for the course.

**BUSINESS PROPOSAL –**

- a. **WRITTEN** – The teams' joint / combined written presentations (upon which the team's individual oral presentation will be based) will be submitted by due date and marked out of a pre-determined total mark figure. The mark achieved will be awarded to **each** team member.
- b. **ORAL - Each member of a team** will be expected to present an equal segment (in terms of time) of the written report in an oral presentation. The marks awarded for the oral presentations will be awarded to the individual for his / her segment of the oral presentation.
- c. **OVERALL** - Marks achieved per individual will be weighted at (oral) 50% and (written) 50% of the final mark achieved, averaged, and then added (on the basis of an overall 50% weighting) to the individual's percentage results achieved for the theoretical examinations previously written.

**EXAMPLE:**

John in Team A achieves 66 out of 100 marks for oral = 66%.

Team A achieves 62/ 100 = 62% for their team written presentation.

John is therefore awarded  $(66,0\% \times 50\% = 33,0\%) + (62,0\% \times 50\% = 31,0\%) = \text{total } 62,0\%$ , of which 50% (31,0%) goes towards his overall course mark result.

**EXAMPLE OF MARKS CALCULATION FOR THE COURSE AS A WHOLE:**

Mark percentage gained for first examination - 62% weighted by 20% : contribution = 12,4%

Mark gained for second examination - 72% weighted by 30% : contribution = 21,6%

Business Proposal mark (as above) - 62,0% weighted by 50% contribution = 31,0%

**SO, FINAL MARK ..... = 65,0% = PASS**

**(A pass is 60% on the above basis)**

