



Postal Management Course (PMC)

The Postal Management Course 2023 is the longest duration course offered by APPC this year. PMC provides participants with an understanding on all aspects of postal management. It covers wide range of topics like strategy formulation, operations, marketing, logistics, e-Commerce, Strategic Cost Management, Leadership Management and HRM. The course also includes a five-day study tour to China to learn the postal systems and the best practice.

Policy	Strategy	Marketing
Management	Logistics and Supply Chain	HRM
e-Commerce	Retail Management	Project Management
Operations	Domestic & International	Global Postal Strategy
TQM	Customer Experience	Exercises/Site Visits
Innovation Management	Role of Posts and services	Strategic Cost Management



Mr. Sandeep KP joined the APPU family as “Lecturer-cum-Consultant” in January 2023, on secondment from the Government of India.

An Electrical and Electronics Engineer by graduation, he is a member of the Indian Civil Service and is an Indian Postal Service officer. Prior to joining the APPU, Mr. Sandeep was actively involved in the UPU and APPU affairs in his role as Assistant Director General (International Relations) in India Post. He represented India in the QSF Board of the UPU and Cooperative Management Board of the Asia Pacific Cooperative from 2019 and 2021 respectively. He has also worked as the QSF National Coordinator and ORE Country Project Manager since 2019. He has represented the Republic of India in various meetings of the UPU and APPU as the head of delegation as well as plenipotentiary delegate. His areas of expertise include supply chain management, international negotiations, human resource management and project management.

