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| **SECTION 1: DESIGNATION CODES** | |
| 1 | Chairman |
| 2 | GM |
| 3 | Managing Director |
| 4 | Executive Director |
| 5 | Manager HR |
| 6 | Manager Compliance |
| 7 | Manager Production |
| 8 | Manager Admin |
| 9 | Manager Merchandizing |
| 10 | Manager Admin & Compliance |
| 11 | Manager HR & Compliance |
| 12 | Manager IE |
| 13 | Manager Training |
| 14 | Manager Other & Training |
| 15 | Manager Operations |
| 16 | Manager HR, Admin & Compliance |
| 17 | Designation Unknown |
| -55 | Other |

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| **SECTION 2: NO PITCH CODES** | |
| 1 | Decision Maker too Busy |
| 2 | Referred Elsewhere |
| 3 | Call Dropped (Technical Fault) |
| 4 | Interrupted Pitch |
| -99 | Not Interested/Applicable |
| -55 | Other |

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| **SECTION 3: NOT INTERESTED CODES** | |
| 1 | Not a light knit factory |
| 2 | No sewing lines |
| 3 | Decision Maker too busy |
| 4 | Already offer training |
| 5 | CFTM/Training reputation |
| 6 | Does not believe training to be beneficial |
| 7 | No funds for training |
| 8 | Curriculum not relevant |
| 9 | Training not proven effective |
| 10 | Too expensive |
| 11 | No discount offered |
| 12 | Training centre too far |
| 13 | Factory unwilling to train outside factory |
| 14 | Workers unwilling to train outside factory |
| 15 | *Unable to spare supervisors* |
| 16 | Production pressures to great |
| 17 | Unable to provide transport |
| 18 | Migration concerns |
| 19 | No Buyer endorsement |
| 20 | No practical aspect to curriculum |
| 21 | No faith in training method |
| 22 | No faith in CFTM faculty |
| 23 | Training too long |
| 24 | Consecutive days not possible |
| 25 | Certificate concerns |
| 26 | No reasons given |
| -55 | Other |

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| **SECTION 4: DISCUSSION POINTS CODES** | |
| 1 | Establish CFTM |
| 2 | General Introduction to training |
| 3 | Purpose of Training |
| 4 | Work Study & Production Planning |
| 5 | Quality Control |
| 6 | Leadership & Social Compliance |
| 7 | Training Method |
| 8 | Beneficiaries |
| 9 | Duration of training |
| 10 | Location and Facilities |
| 11 | Testimonials/Experience |
| 12 | Free Module |

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| **SECTION 5: FAQs/CONCERNS** | |
| 1 | CFTM |
| 2 | Resources |
| 3 | Training P |
| 4 | Training Q |
| 5 | Training H |
| 6 | Training Method/Design |
| 7 | Participation |
| 8 | Faculty/Quality |
| 9 | Benefits |
| 10 | Effectiveness/Experience |
| 11 | Practicalities |
| 12 | Timing |
| 13 | Free Module |
| 14 | Price |
| 15 | Migration |
| 16 | Certificate |
| 17 | Admin |
| 18 | Approval from Higher Authority |
| -88 | None Asked |
| -55 | Other |