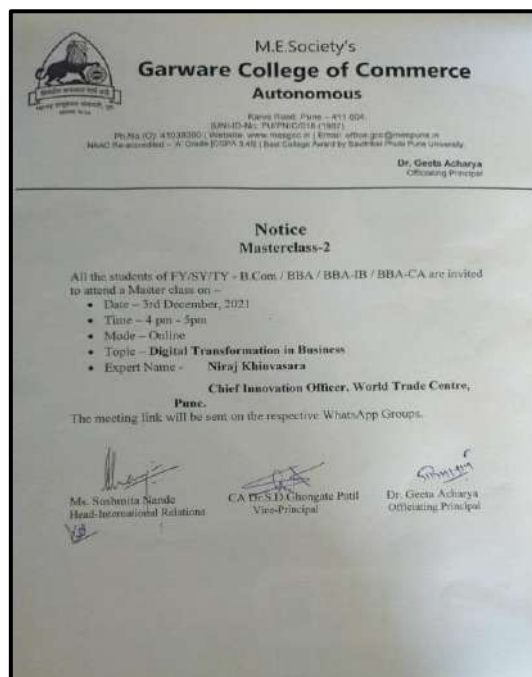


MES Garware College of Commerce, Pune

Report on Masterclass Session

- 1) **Name of Guest:** Mr. Niraj Khinvasara
- 2) **Designation:** Chief Innovation Officer, World Trade Centre, Pune
- 3) **Topic:** Digital Transformation in Business
- 4) **Day:** Friday
- 5) **Date:** 03/12/21
- 6) **Time:** 4:00 am
- 7) **Venue:** Online - Zoom
- 8) **Number of student participants:** 59
- 9) **Number of teacher participants:** 7
- 10) **Faculty Coordinator:** Mrs. Sushmita Nande
- 11) **Department:** International Relations & Commerce Association
- 12) **Objective of the guest lecture:** To impart experiential learning through expert sessions.
- 13) **Outcome expected:** Students will get additional information and get to know about the current practices related to the topic.
- 14) **Notice:**



15) Digital Poster:

The poster is for a Masterclass Series, Session 2, on Digital Transformation in Business. It features a speaker, Niraj Khinvasara, Chief Innovation Officer at World Trade Centre. The event is scheduled for December 3rd, 2021, from 4 pm to 5 pm. The poster includes the logo of Garware College of Commerce, Autonomous, and lists several features of the Master Class, such as enhancement of teaching and learning, virtual experiential learning, and empowerment of students and faculties. Contact information for the college is provided at the bottom.

Garware College of Commerce
AUTONOMOUS
Engineering generations since 1967.
Affiliated to: Sardar Patel Post University
Near College, Jambhe by Sardar Patel Post University
NAAC 'A' Accredited (7th Cycle) - A Grade - (2020 - 21)

Masterclass Series
Session 2
on
Digital Transformation in Business

Speaker:
Niraj Khinvasara
Chief Innovation Officer,
World Trade Centre

Master Class features

- Enhancement of Teaching and Learning
- Virtual Experiential learning
- Empowerment of students and faculties
- Sessions on emerging concepts
- Diverse topics In Commerce and Management

Date - 3rd December 2021 | Time- 4 pm- 5 pm

Garware College of Commerce,
Karve Road, Pune - 411004

020 41038343/4/5
81809 39393

16) Screen Shots:

The screenshot shows a Zoom meeting grid with 20 participants. The participants are arranged in a 4x5 grid. The names of the participants are: Sakshi Chordiya, Niraj Khinvasara- WTC Pune, A-139/4 Tanvi Niteenkumar J., Aadriya Patil, BBA-IB 49 Sakshi Darekar, praful Sutar, Priyanka Chaudhari, 7439 Janhavi Pawar, mahendra jat, 7700 VARAD MANAGAVE, 669 Yash Sahare, 6087 Aditi Dhamal, Vedant Kudale, BBA IB 58 Krish Shah, Geeta Acharya, 6821 Chaitali Jambhakar, Shreyas Bandagale, 7340 Pravin shelke, Dhiraj Dangade, and Sagar Joshi. The meeting is recording, and the status bar at the bottom shows options like Start Video, Security, Participants, Chat, Share Screen, Pause/Stop Recording, Breakout Rooms, and Reactions.



Digital Transformation



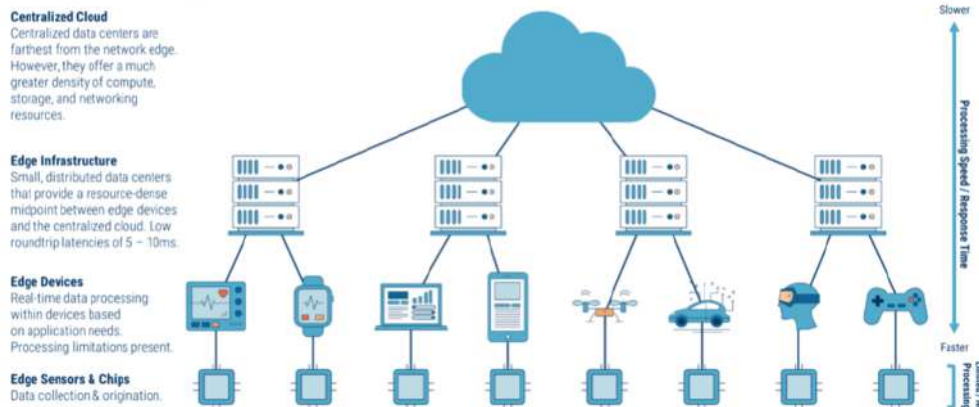
NIRAJ KHINVASARA

Chief Innovation Officer
World Trade Center - Pune

Cloud & Edge Computing

From edge sensors to the centralized cloud

The edge computing ecosystem is comprised of four primary areas



CBINSIGHTS Source: WinSystems



WORLD TRADE CENTER
PUNE



17) Attendance:

Timestamp	Email Address	Name	Class	Year	Roll No.	Feedback for the session
12-3-2021 16:57:50	amitkolhapure6@gmail.com	Amit Kolhapure	BBA - IB	TY	00	Insightful
12-3-2021 16:58:46	shriyamore10@gmail.com	Shriya More	BBA - IB	TY	0	Best session on digital transformation
12-3-2021 17:00:00	Shubhs2905@gmail.com	Shubhamkar Pal	BBA	TY	14013	--
12-3-2021 17:00:07	sakshichordiyal@gmail.com	Sakshi Chordiya	BBA - IB	TY	00	--
12-3-2021 17:00:10	nayakzeel606@gmail.com	Zeel Sandip Nayak	BBA	FY	13228	Very nice
12-3-2021 17:00:12	piyush.phalak19@gmail.com	Piyush Prashant Phalak	BBA CA	FY	13433	--
12-3-2021 17:00:20	varadmanagave09@gmail.com	Varad Arun Managave	Bcom	SY	7700	Excellent session
12-3-2021 17:00:28	ashwindakhore6251@gmail.com	Ashwin Ravindra Dakhore	BBA	FY	13008	--
12-3-2021 17:00:31	tanumm4@gmail.com	Tanvi Mujumdar	BBA	FY	13249	Informative session
12-3-2021 17:00:34	rutukanhekar@gmail.com	RUTUJA S KANHEKAR	BBA - IB	SY	14614	It was very explanatory. I learned a lot of things in a very less time.
12-3-2021 17:00:38	wjatin416@gmail.com	Jatin Wadhvani	BBA - IB	FY	13677	Professional view about the industry, very helpful.
12-3-2021 17:00:42	prempatelv99@gmail.com	Prem Patel	BBA	FY	13030	--
12-3-2021 17:00:55	darekarsneha9797@gmail.com	Darekar Sneha Ashok	Bcom	FY	6319	Very nice
12-3-2021 17:00:55	hrishikeshmahajan2001@gmail.com	Hrishikesh Mahajan	BBA - IB	SY	13610	--
12-3-2021 17:00:58	harshilkhant07@gmail.com	Harshil Khant	BBA - IB	SY	13679	Everything is so perfect.
12-3-2021 17:00:58	dishakhandelwal5602@gmail.com	Disha khandelwal	BBA - IB	SY	13627	This was actually a very interesting and knowledgeable sessions. Learnt a lot new things about digital transformation.
12-3-2021 17:01:00	vedant.dedgaonkar@gmail.com	Vedant Dedgaonkar	BBA - IB	SY	13662	It was an excellent session.
12-3-2021 17:01:06	mitali112bhosale@gmail.com	Mitali Vijay bhosale	BBA - IB	TY	00	--
12-3-2021 17:01:08	dnyaneshwarideogirikar@gmail.com	Dnyaneshwari Deogirikar	Bcom	FY	6640	Very nice

12-3-2021 17:01:08	tanviniteen69@gmail.com	Tanvi Niteenkumar Jawalikar	BBA	FY	13014	very informative and learned many things about the changing world and technology
12-3-2021 17:01:10	vnbangale537@gmail.com	Vedant bangale	BBA	TY	14263	--
12-3-2021 17:01:11	rajpipaliya38@gmail.com	Raj Pipaliya	BBA - IB	FY	13244	Very informative session
12-3-2021 17:01:12	kughupu123@gmail.com	Kughupu	BBA	TY	14003	It was helpful
12-3-2021 17:01:14	dhirajbshinde149@gmail.com	Dhiraj Shinde	BBA	TY	14204	Good session
12-3-2021 17:01:18	24pranavdesqi@gmail.com	Pranav Pankaj Desai	BBA	SY	0	Nice interaction and informative lecture
12-3-2021 17:01:21	maithilikhodke9@gmail.com	Maithili Khodke	BBA	SY	13007	Very Good Session... Get a lot of knowledge... Thank you for this session
12-3-2021 17:01:34	kedar.pujari21@gmail.com	Kedar Dattatray Pujari	BBA CA	SY	14421	Today's session is very interesting..Sir explains the concepts related to the digital transformation. I really enjoyed the session..
12-3-2021 17:01:37	shravanigiri2002@gmail.com	Shravani Giri	BBA - IB	SY	13641	Very informative and enjoyed knowing new technology updates .
12-3-2021 17:01:43	sakshipankar1403@gmail.com	Sakshi umesh pankar	BBA	FY	13066	Nice
12-3-2021 17:01:48	radhikatoshniwal286@gmail.com	Radhika Dinesh Toshniwal	BBA	FY	13220	Digital transformation in business
12-3-2021 17:02:08	bhakti5815@gmail.com	Bhakti B Nalavade	BBA	FY	13044	Knowledgeable
12-3-2021 17:02:16	prathameshshedge07@gmail.com	Prathamesh Shedge	BBA - IB	SY	14609	Nice to learn about technology but would like to know more in detail.
12-3-2021 17:02:18	akankshakamble124@gmail.com	Akanksha vinod kamble.	Bcom	SY	7244	It's really helpful session.

12-3-2021 17:02:24	malpaniyash18@gmail.com	Yash Malpani	BBA - IB	SY	14613	--
12-3-2021 17:02:40	avanideshpande20@gmail.com	Avani Amarendra Deshpande	BBA - IB	FY	13650	Very nice session learnt many things and the speaker very well answered the questions
12-3-2021 17:02:46	jagdalepratiksha123@gmail.com	Jagdale pratiksha vinod	BBA	FY	13045	It was interesting session and also very helpful
12-3-2021 17:03:06	atharvadj2003@gmail.com	Atharva D Jadhav	BBA	SY	14028	Most interesting and knowledgeable lecture.
12-3-2021 17:03:10	shuklaisha99@gmail.com	Isha shukla	BBA - IB	SY	13671	The session was very informative and lot of things were taught and understood as well
12-3-2021 17:03:11	pariharseema688@gmail.com	Seema Ramesh Parihar	BBA	FY	13074	It was a nice session
12-3-2021 17:03:43	aditikurlekar@gmail.com	Aditi Kurlekar	BBA - IB	TY	0	--
12-3-2021 17:04:23	sakshidarekar224@gmail.com	Sakshi Darekar	BBA - IB	SY	13649	The session was so good and its was very knowledgeable . So glad that I was able to attend this lecture.
12-3-2021 17:04:37	aditidhamal12@gmail.com	Aditi Sanjay Dhamal	Bco m	FY	6087	Very informative session
12-3-2021 17:04:48	atharvashendge11@gmail.com	Atharva Shendge	BBA - IB	SY	14607	Wonderful Session
12-3-2021 17:05:51	khushishshah18@gmail.com	Khushi Shah	BBA	FY	13253	Excellent So much new information for me.
12-3-2021 17:06:00	janhviadsul@gmail.com	Janhvi Vishal Adsul	Bco m	SY	7432	Good session
12-3-2021 17:06:08	aaditikanpile14@gmail.com	Aaditi devidas kanpile	BBA	FY	13069	Interesting session
12-3-2021 17:07:06	krisshshah11@gmail.com	Krish Shah	BBA - IB	SY	13658	Nice session
12-3-2021 17:07:18	bhumikajayeshagrawal26@gmail.com	Bhumika Agrawal	BBA	FY	13284	It was very helpful
12-3-2021 17:07:37	ruchikasarode19@gmail.com	Ruchika Sarode	BBA	FY	13050	Learn something new, and know about

						the current technology and how can they help in the management
12-3-2021 17:07:43	yns14063@gmail.com	Yash Sahare	BBA - IB	FY	13669	Twass very informative and interesting to look at all of it.
12-3-2021 17:07:49	sejalshinede123@gmail.com	Sejal Sahebrao Shinde	Bcom	SY	7240	Its very excellent lecture.
12-3-2021 17:08:09	gauravpokar3@gmail.com	Gaurav Pokar	BBA - IB	SY	14631	Was the best session
12-3-2021 17:08:15	Sadiyasarkar2003@gmail.com	Sadiya Sarkar	BBA	FY	13042	Informative
12-3-2021 17:09:58	latkarsaniya@gmail.com	Saniya Latkar	BBA - IB	FY	13614	It was very informative and important. Sir explained complex concepts using simple words.
12-3-2021 17:10:01	kushalsuryavanshi22@gmail.com	Kushal Suryavanshi	BBA	TY	14241	Wonderful session
12-3-2021 17:10:19	payalgaikwad445@gmail.com	Payal .S. Gaikwad	BBA - IB	SY	13603	Learned about IBM and many other things.
12-3-2021 17:11:46	sanikapotnis19302@gmail.com	Sanika Potnis	BBA - IB	SY	14612	If the duration of the lecture could have been a little longer. Overall, the session was very informative.
12-3-2021 17:24:21	darshitshah2@gmail.com	Darshit Shah	BBA - IB	TY	00	Overall, a very good session. Speaker had a good knowledge about the content and field.
12-3-2021 17:26:35	vaishnavikade2222@gmail.com	Vaishnavi Kade	BBA - IB	SY	13628	Learnt something new from session

18) Learnings:

The session focused on innovation and digital transformation. The speaker had deep knowledge about the subject and explained the concepts precisely and clearly. Facts, figures and references such as news articles, videos, etc were mentioned wherever required to help students understand the concepts better.

The queries of students were focused on the adaptation of certain concepts related to digitalization on business. These included discussions on metaverse, career scope for students, cryptocurrencies, NFTs and other relevant topics. Sir provided clear explanations and established his ideas and opinions based on different resources and personal experience.


Through this informative session, students learned important aspects of innovation and some concepts of digital transformation. To explain the concept of digital transformation, sir used many examples, like Cloud & Edge Computing, quantum computing, Big Data & Augmented Analytics Cybersecurity, Artificial Intelligence and many more such important concepts.

Sir also elaborated on the importance of taking courses in technology for skill enhancement and continuous learning. Overall, it was an insightful session beneficial for students to help them understand the importance of innovation and digital transformation.

MES Garware College of Commerce, Pune

Report on Masterclass Session

- 1) **Name of Guest:** Mr. Chandrakant Salunkhe
- 2) **Designation:** Founder and President SME Chamber of India
- 3) **Topic:** Post Pandemic Entrepreneurial Opportunities
- 4) **Day:** Tuesday
- 5) **Date:** 21/12/21
- 6) **Time:** 11:00 am
- 7) **Venue:** Online - Zoom
- 8) **Number of student participants:** 182
- 9) **Number of teacher participants:** 7
- 10) **Faculty Coordinator:** Mrs. Sushmita Nande
- 11) **Department:** BBA-IB Department
- 12) **Objective of the guest lecture:** To impart experiential learning through expert sessions.
- 13) **Outcome expected:** Students will get additional information and get to know about the current practices related to the topic.
- 14) **Notice:**



M.E.Society's
Garware College of Commerce
Autonomous

Karve Road, Pune - 411 004.
[UNID- No. PU/P/02/19 (1967)
Ph. No. (0) 41038308 | Website: www.mesgc.in | Email: office_gc@mesgc.in
NAAC Re-accredited - 'A' Grade (2016, 2018) | Best College Award by Savitribai Phule Pune University

Dr. Geeta Acharya
Officiating Principal


Notice

Masterclass-3


All the students of FY/SY/TY B.Com/BBA/BBA-IB/BBA-CA are invited to attend a Master class on -

Date - 21st December, 2021
Time - 11am - 12 pm.
Mode - Online
Topic - **Post Pandemic Entrepreneurial Opportunities**
Expert Name - **Hon. Shri Chandrakant Salunkhe,**
Founder and President,
SME Chamber of India.


The meeting link will be sent on the respective WhatsApp Groups.




Sushmita Nande
Head-International Relations



Dr. Archana Joshi
In-Charge EIS Cell

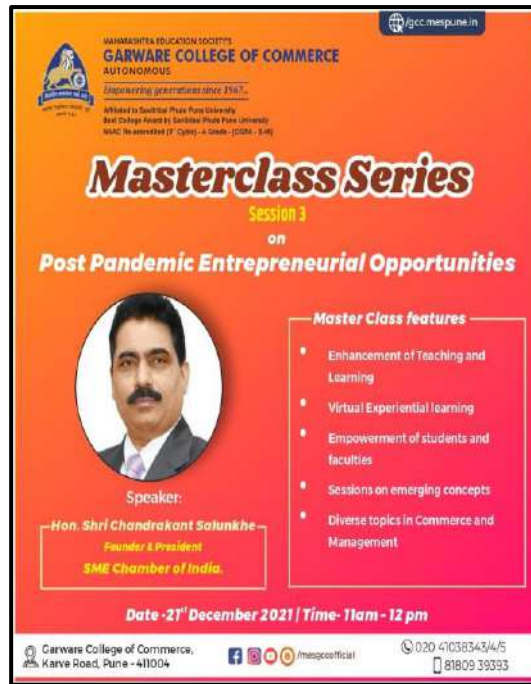


CA Dr.S.D.Ghongate Patil
Vice-Principal

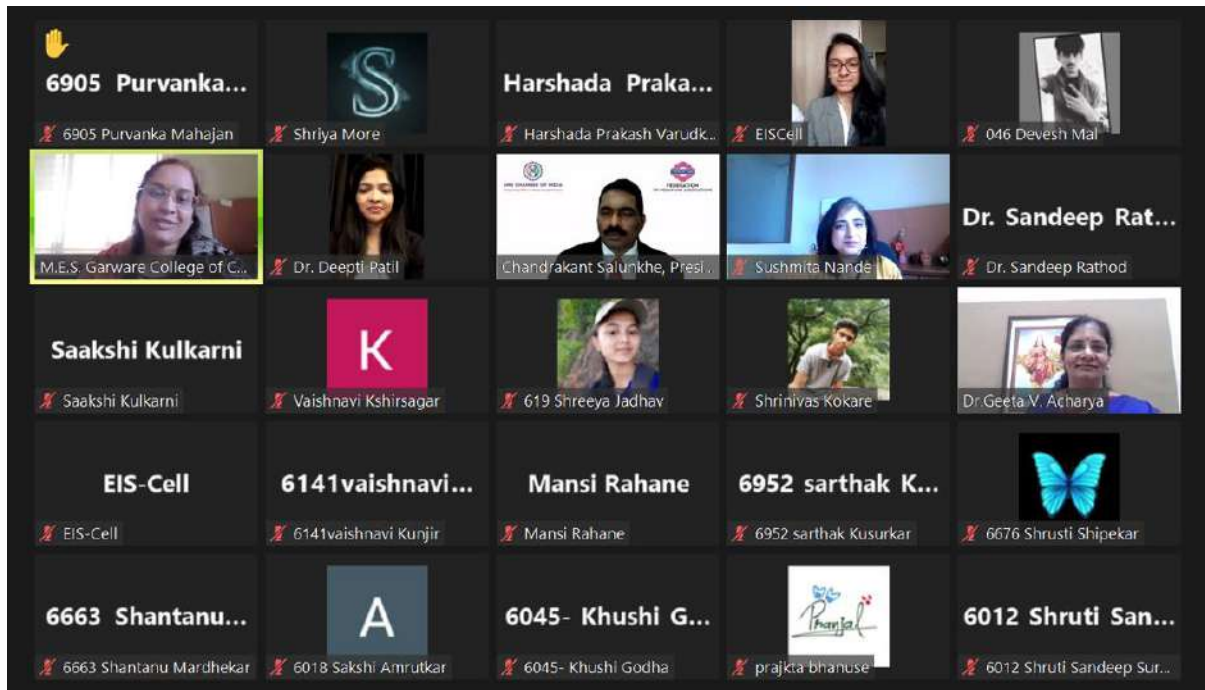






















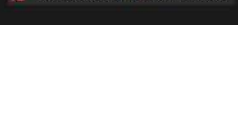



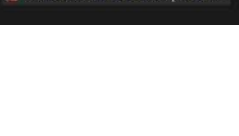
Dr. Geeta Acharya
Officiating Principal

15) Digital Poster:



16) Screen Shots:



 6905 Purvanka...  6905 Purvanka Mahajan	 Shriya More Shriya More	Harshada Praka...  Harshada Prakash Varudik...	 EISCell EISCell	 046 Devesh Mal 046 Devesh Mal
 M.E.S. Garware College of C...	 Dr. Deepthi Patil Dr. Deepthi Patil	 Chandrakant Salunkhe, Presi...	 Sushmita Nande Sushmita Nande	Dr. Sandeep Rat...  Dr. Sandeep Rathod
Saakshi Kulkarni  Saakshi Kulkarni	 Vaishnavi Kshirsagar Vaishnavi Kshirsagar	 619 Shreeya Jadhav 619 Shreeya Jadhav	 Shrinivas Kokare Shrinivas Kokare	 Dr. Geeta V. Acharya Dr. Geeta V. Acharya
EIS-Cell  EIS-Cell	6141vaishnavi...  6141vaishnavi Kunjir	Mansi Rahane  Mansi Rahane	6952 sarthak K...  6952 sarthak Kusurkar	 6576 Shruti Shipecar 6576 Shruti Shipecar
6663 Shantanu...  6663 Shantanu Mardhekar	 6018 Sakshi Amrutkar 6018 Sakshi Amrutkar	6045- Khushi G...  6045- Khushi Godha	 prajkta bhanuse prajkta bhanuse	6012 Shruti San...  6012 Shruti Sandeep Sur...

17) Attendance:

Student Name	Class	Roll No
Vaishnavi Anna Kshirsagar.	B,Com	6443
Pratiksha santosh giri	B,Com	8428
Tanishka Shah	B,Com	6023
Rohit Ravindra Godbole	B,Com	6025
Harshil Khant	SYBBA-IB	14638
Pratiksha Santosh Giri	B,Com	8428
Abhilasha Ugvekar	SYBBA	14024
Rutuja Tanaji Jadhav	B,Com	8465
Simran Dhoka	SYBBA-IB	14606
Girish Waragade	SYBBA-IB	14643
khan fatima hadis	B,Com	6140
Pratiksha Prashant Sawant	TYBBA	15017
Vaishnavi Dilip Bhor	B,Com	6499
Pratiksha Santosh Giri	B,Com	8428
khan fatima hadis	B,Com	6140
Dipti Subhash wadhavane	B,Com	8101
Goud Sakshi Jugalkishor	B,Com	6209
Shivani Ramesh Mane	B,Com	6488
Tanishq Pandhe	B,Com	6434
Shubham Kamthe	B,Com	6489
Prasad Shamkant Shinde	SYBBA-IB	14630
Vidhate Rajlaxmi Vishwas	B,Com	6022
Chaitali Ajay Nimbalkar	B,Com	6487
Swapnil Ambadas Sanap	B,Com	6065
Anushka Danekar	B,Com	6490
Tanvi Rajesh Relekar	SYBBA-IB	14629
Harsh Parmar	SYBBA	14038
Omkar Aurange	B,Com	8645

Pratiksha Santosh Giri	B,Com	8428
Ruchita Sudhir Kamble	B,Com	8048
Jadhav Prasad Anil	FYBBA-IB	13606
Swanand Sunil Ubalekar	Fy bcom	6103 A
Pragati Lande	B,Com	8006
Sanika Atul Potnis	SYBBA-IB	14612
Wadekar Dhanashree Ashok	B,Com	6082
Neha Padmakar Jadhav	B,Com	6115
Kaustubh Naik	SYBBA-IB	14674
Sudesh Sampatrao Gaikwad	B,Com	6041
Siddharth karampuri	FYBBA-IB	13664
sayali khade	TYBBA-CA	15467
Niranjan Uday Dharm	B,Com	6608
Pratiksha Kilaje	B,Com	6033
Hrishikesh Mahajan	SYBBA-IB	14618
Aishwarya Ninad Gosavi	SYBBA	14071
Siddhi Santosh Doke	FYBBA-IB	13604
RAUT ANIKET SURESH	B,Com	6253
Siddhi kailash Saungar	FYBBA-IB	13640
NISHAD DHARU	TYBBA-IB	15628
Lenin irom	B,Com	6251
Sunil Anil Lokhande	B,Com	6525
Manasi Fatangade	B,Com	8232
Divya wadhavane	B,Com	8110
Swagat patil	B,Com	6486
Onkar Rajesh Bobade	B,Com	6282
Tejas Kathole	T.Y b.com B	8289
Gaurav Kolwankar	SYBBA-IB	14632
RAUT ANIKET SURESH	B,Com	5253
Mansi shinde	B,Com	6046

Prajakta Vinod Bhanuse	B,Com	6937
Isha shukla	SYBBA-IB	14610
Payal Thopate	B,Com	6433
Arati Ankush Kshirsagar	FYBBA	6139
Mahek Faheem Sawant	B,Com	6323
Abhijeet Sanjay Wayse	SYBCOM	7037
Nikita Sanjaykumar Panhale	TY.B.com	8039
Aishwarya vilas ghanawat	B,Com	8425
Abhishek Anandrao Patil	B,Com	8728
Preksha Hanmante	B,Com	7673
Divya Gaikwad	B,Com	8431
Geeta Parshwnath Harne	B,Com	6108
Rushikesh Vasant Lambe.	B,Com	8460
Atharva Shendge	FYBBA-IB	14607
Sanket sunil pansare	FYBBA-IB	13675
Jatin Wadhwani	FYBBA-IB	13677
Prerna Barve	B,Com	6897
Payal S Gaikwad	SYBBA-IB	14648
Vidya Abaso Barve	B,Com	6465
Arya Vijay Hulawale	B,Com	6334
Siddhi lalit potdar	SYBBA-IB	14674
SAHIL BABURAO BANSODE	B,Com	6328
Akshata Dhende	B,Com	8621
Ruchika Bagad	B,Com	8688
Pranali Santosh rawnang	B,Com	8657
Gaurav Tambe	FYBBA-IB	13612
Pratiksha Santosh Giri	B,Com	8428
Devesh jadhav	SYBBA-IB	14667
vedant pawar	B,Com	6289
Kadambari Ajay Doiphode	FYBBA-IB	13678

Satyam Mathpati	TYBBA-IB	15631
Pranjal Vilas Chopade	B,Com	8049
Shreyash Dnyaneshwar Bhosale	SYBBA-IB	14659
Tapasvi Balaso Kagale	B,Com	8639
Aditi Kurlekar	TYBBA-IB	15604
tejas chimte	B,Com	6459
Harshita Adhikari	B,Com	7617
Harshdeepkaur	SYBBA	14256
Shailaja Narayan Yannam	B,Com	8610
Akanksha Supekar	B,Com	8638
Rutuja Narayan Yannam	B,Com	8613
Prathamesh Dattatray Avaghade	FYBBA-IB	13611
Krish shah	SYBBA-IB	14637
Pratiksha Santosh Giri	B,Com	8428
Rathod Yogesh Bhausahab	B,Com	6892
Ishan Dangre	SYBBA	14031
Shradha Ghatshile	Fy bcom	6213
Akshada Shahir Shinde	TYBCOM	8658
Vidyasagar Gunjkar	FYBBA-IB	13618
Vedant Namdeo Kudale	FYBBA-IB	13668
Samruddhi Naikwade	B,Com	7118
Yogita Rana	SYBBA	14026
Madhura Saraf	FYBBACA	13457
Rutuja Nitin Zarkar	SYBBA-IB	14611
Arnav Karaley	FYBBA-IB	13624
Pranjal Vilas Chopade	B,Com	8049
Khushi Deepak Nagulpelli	FYBBA-IB	13659
Harendra Shekhawat	FYBBA-IB	13654
Pranoti salunkhe	B,Com	7689
Ronit khasbhave	FYBBA-IB	13605

Praksha Garadepatil	B,Com	6947
Rutwik Harisangam	TYBBA-IB	15656
Zite Somnath Balkrushna	B,Com	6098
Khushi Atul Desai	FYBBA-IB	13623
Sae Repal	FYBBA-IB	13622
Dnyaneshwari Satpute	SYBBA-IB	14652
Yash Tunge	B,Com	6496
Vishakha Umesh Kadam	FYBBA-IB	13684
Chaitanya Vijay Gaikwad	B,Com	8055
Vibhav Patwardhan	B,Com	8135
Saish Gangaprasad Boriwale	B,Com	8493
Harshada Pramod Madane	FYBBA-IB	13661
Pratham Lavalekar	SYBBA-IB	14650
Shachi Kedar Phatak	B,Com	8710
Om Dnyandev Raut	B,Com	6813
Kalyan namdev gaikwad	B,Com	6123
Sakshi Narayan Didale	FYBBA-IB	13667
Vedant Dedgaonkar	SYBBA-IB	14605
Gaurav Pokar	SYBBA-IB	14631
Sharvi Shitole	SYBBA-IB	14602
Pooja Gaikwad	B,Com	8409
Omkar Manoj Gholap	B,Com	8072
Riya Kailas Jajoo	B,Com	7601
Madhura Saraf	FYBBACA	13457
siddhesh sudam wadghule	FYBBA-IB	13682
Chaitanya Rajeev Kulkarni	SYBBA	14058
Vibhav Patwardhan	B,Com	8135
Samruddhi Sanjay Ekbote	FYBBA-IB	13648
Aniket koli	SYBBA-IB	14684
Shravani Giri	SYBBA-IB	14624

Tejas Kailas Deokar	SYBBA-IB	14615
Gaurav Agarwal	TYBBA-IB	15646
Sayali hire	B,Com	6201
Srushti Rajendra mane	B,Com	7225
Sejal joshi	B,Com	8848
Sanjana Bendgude	FYBBA-IB	13631
Purva Pachkale	B,Com	6060
Sejal Nene	B,Com	6021
Sakshi Sanjay Rambade	B,Com	6338
Sneha sanjay gaikwad	B,Com	8489
Devayani Nivrutti Mali	B,Com	6450
Janhavi Pardeshi	SYBBA-IB	14644
Yashada Deshpande	TYBBA-IB	15649
Nishant Namdev Malwadkar	FYBBA-IB	13639
Komal Nitin Pingle	B,Com	8701
Rohan Nitin Gadhave	FYBBA-IB	13663
Praksha Garadepatil	B,Com	6947
Nikhil Sunil Lingale	B,Com	8634
Samruddhi Sanjay Lagad	FYBBA-IB	13656
Omkar suresh renuse	FYBBA-IB	13628
Swapnil Dhabale	B,Com	8444
Merhaz Bhatti	B,Com	6138
Shreya Rajesh Sable	FYBBA-IB	13607
Shraddha Katole	SYBBA-IB	14660
Prathamesh Shedge	FYBBA-IB	14609
Yash Nitin Sahare	FYBBA-IB	13669
Amarnath Suryawanshi	B,Com	8729
Samruddhi Pawar	B,Com	8647
PRATIK MADHAV SHELKE	FYBBA-IB	13635
Prathamesh vijay Kulkarni	FYBBA-IB	13638

SUKHADA VAISHAMPAYAN	SYBBA-IB	14641
Shriya More	TYBBA-IB	15608
Pralhad Gumaste	TYBBA	15073,
Avani Amarendra Deshpande	FYBBA-IB	13650
HARSHIT GURUNATH PATIL	B,Com	8717
Trunali prabhu Hatwar	FYBBA-IB	13665
Yash Malpani	SYBBA-IB	14613

18) Learning:

The session focused on post pandemic entrepreneurial opportunities. The speaker had deep knowledge about the subject and explained the concepts precisely and clearly. Facts, figures and references such as news articles, videos, etc were mentioned wherever required to help students understand the concepts better.

The queries of students were focused on the new entrepreneurial opportunities in various fields and how different it would be from the pre-pandemic period. Sir provided clear explanations and established his ideas and opinions based on different resources and personal experience.

Through this informative session, students learned about various entrepreneurial opportunities and what things need to be kept in mind while starting a new business.

Overall, it was an insightful session beneficial for students to help them understand the entrepreneurial opportunities and challenges in the post pandemic period.



M.E.S.

Garware College of Commerce,

Karve Road, Pune – 411 004.

[UNI-ID-No: PU/PN/C/018 (1967)]

Ph.No.(O) 41038300, Fax : 020-25441629, E-mail : gcc.office@mespune.in, Website :www.mesgcc.in

*NAAC Re-accredited – 'A' Grade [CGPA 3.45]
Best College Award by Savtribai Phule Pune University*

*Dr. G.V. Acharya
Officiating Principal*

Date: 23rd April 2022

Internship Request Letter

To,
Shri Shankar Bhagare,
Chartered Accountant
Shankar Bhagare and Associates,
Pune

Sub: Request for Internship

I am writing this letter to inform you that Ms. Prajakta Rajendra Supekar studying in Third Year of Bachelor of Business Administration (Finance Specialization) Course, at MES Garware College of Commerce, is looking forward to joining the Internship program from your organization. As per the curriculum and Savitribai Phule Pune University guidelines, the said student needs to join the Internship program and attain a certificate of completion and satisfactory training.

The College has allowed Ms. Prajakta Rajendra Supekar to undergo the Internship in the final semester of TY BBA course. It will be a good opportunity for the student as she will get to learn a lot of new things while pursuing her Internship. It is a kind request to allow the mentioned student to join the Internship program from your esteemed organization.

(Dr. Geeta Acharya)

Officiating Principal



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Best College Award by Savitribai Phule Pune University

Dr. G.V. Acharya
Officiating Principal

Date: 23rd April 2022

Internship Request Letter

To,
Shri Prasad Utture,
Talent Manager
Coditas Solutions,
Pune

Sub: Request for Internship

I am writing this letter to inform you that Ms. Radhika Sanjeev Kadolkar studying in Third Year of Bachelor of Business Administration (Marketing Specialization) Course, at MES Garware College of Commerce, is looking forward to joining the Internship program from your organization. As per the curriculum and Savitribai Phule Pune University guidelines, the said student needs to join the Internship program and attain a certificate of completion and satisfactory training.

The College has allowed Ms. Radhika Sanjeev Kadolkar to undergo the Internship in the final semester of TY BBA course. It will be a good opportunity for the student as she will get to learn a lot of new things while pursuing her Internship. It is a kind request to allow the mentioned student to join the Internship program from your esteemed organization.

(Dr. Geeta Acharya)

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Date: 23rd April 2022

Internship Request Letter

To,
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Talent Manager
Coditas Solutions,
Pune

Sub: Request for Internship

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*Dr. G.V. Acharya
Officiating Principal*

Date: 23rd April 2022

Internship Request Letter

To,
Shri Rishi Moolani,
Hiring Manager
Electronica Finsmart Solutions Pvt Ltd,
Pune

Sub: Request for Internship

I am writing this letter to inform you that Ms. Shruti Ganesh Patil studying in Third Year of Bachelor of Business Administration (HR Specialization) Course, at MES Garware College of Commerce, is looking forward to joining the Internship program from your organization. As per the curriculum and Savitribai Phule Pune University guidelines, the said student needs to join the Internship program and attain a certificate of completion and satisfactory training.

The College has allowed Ms. Shruti Ganesh Patil to undergo the Internship in the final semester of TY BBA course. It will be a good opportunity for the student as she will get to learn a lot of new things while pursuing her Internship. It is a kind request to allow the mentioned student to join the Internship program from your esteemed organization.

(Dr. Geeta Acharya)

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Dr. G.V. Acharya
Officiating Principal

Date: 23rd April 2022

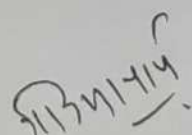
Internship Request Letter

To,
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Electronica Finsmart Solutions Pvt Ltd,
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Sub: Request for Internship

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(Dr. Geeta Acharya)

Officiating Principal



महाराष्ट्र एज्युकेशन सोसायटीचे

गरवारे कॉलेज ऑफ कॉमर्स

Empowering generations since 1967...

नॅक पुनर्मूल्यांकित 'अ' दर्जा (सीजीपीए ३.४५) सावित्रीबाई फुले पुणे विद्यापीठाचा सर्वोत्कृष्ट महाविद्यालय पुरस्कार

डॉ. गीता वि. आचार्य
एम्.कॉम. पीएच.डी.
प्रभारी प्राचार्य

कर्वे पथ, डेक्कन जिमखाना, पुणे ४११ ००४ (भारत) दूरध्वनी : कार्यालय ०२० ४१०३८ ३०० प्रभारी प्राचार्य ०२० ४१०३८ ३०१
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Date: 1st April 2022

दिनांक :

संदर्भ :


Internship Request Letter

To,
Shri Rishi Moolani,
Hiring Manager
Electronica Finsmart Solutions Pvt Ltd,
Pune

Sub: Request for Internship

I am writing this letter to inform you that Ms. Shruti Ganesh Patil studying in Third Year of Bachelor of Business Administration (HR Specialization) Course, at MES Garware College of Commerce, is looking forward to joining the Internship program from your organization. As per the curriculum and Savitribai Phule Pune University guidelines, the said student needs to join the Internship program and attain a certificate of completion and satisfactory training.

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Officiating Principal
M.E.S. Garware College of Commerce
Pune-4.



etc

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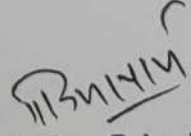

संदर्भ :

दिनांक :

Date: 23rd April 2022**Internship Request Letter**To,
Shri Shankar Bhagare,
Chartered Accountant
Shankar Bhagare and Associates,
Pune**Sub: Request for Internship**

I am writing this letter to inform you that Ms. Prajakta Rajendra Supekar studying in Third Year of Bachelor of Business Administration (Finance Specialization) Course, at MES Garware College of Commerce, is looking forward to joining the Internship program from your organization. As per the curriculum and Savitribai Phule Pune University guidelines, the said student needs to join the Internship program and attain a certificate of completion and satisfactory training.

The College has allowed Ms. Prajakta Rajendra Supekar to undergo the Internship in the final semester of TY BBA course. It will be a good opportunity for the student as she will get to learn a lot of new things while pursuing her Internship. It is a kind request to allow the mentioned student to join the Internship program from your esteemed organization.


Officiating Principal
M.E.S. Garware College of Commerce
Pune-4. 



0/c

महाराष्ट्र एज्युकेशन सोसायटीचे
गरवारे कॉलेज ऑफ कॉमर्स

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एम्.कॉम. पीएच.डी.
प्रभारी प्राचार्य

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[युनि.आय.डी.नं. : पीयु/पीएन/सी/०१८(१९६७)] ए.आय.एस.एच.ई. सकितांक : C - 41864

संदर्भ :

दिनांक :

Date: 23rd April 2022

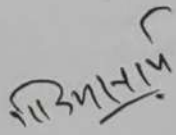

Internship Request Letter

To,
Shri Prasad Utture,
Talent Manager
Coditas Solutions,
Pune

Sub: Request for Internship

I am writing this letter to inform you that Ms. Radhika Sanjeev Kadolkar studying in Third Year of Bachelor of Business Administration (Marketing Specialization) Course, at MES Garware College of Commerce, is looking forward to joining the Internship program from your organization. As per the curriculum and Savitribai Phule Pune University guidelines, the said student needs to join the Internship program and attain a certificate of completion and satisfactory training.

The College has allowed Ms. Radhika Sanjeev Kadolkar to undergo the Internship in the final semester of TY BBA course. It will be a good opportunity for the student as she will get to learn a lot of new things while pursuing her Internship. It is a kind request to allow the mentioned student to join the Internship program from your esteemed organization.


Officiating Principal
M.E.S. Garware College of Commerce
Pune-4. 



महाराष्ट्र एज्युकेशन सोसायटीचे

गरवारे कॉलेज ऑफ कॉमर्स

Empowering generations since 1967...

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एम्. कॉम. पीएच. डी.
प्रभारी प्राचार्य

कर्वे पथ, डेक्कन जिमखाना, पुणे ४११ ००४ (भारत) दूरध्वनी : कार्यालय ०२० ४१०३८ ३०० प्रभारी प्राचार्य ०२० ४१०३८ ३०१
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संदर्भ :

दिनांक :

Date: 23rd April 2022

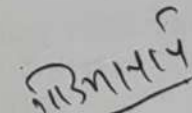
Internship Request Letter

To,
Dinesh Savasher
The Branch Manager
Shivajinagar Branch,
Janata Sahakari Bank Ltd, Pune

Sub: Request for Internship

I am writing this letter to inform you that Ms. Manasi Ramkisan Tirmukhe studying in Third Year of Bachelor of Business Administration (Finance Specialization) Course, at MES Garware College of Commerce, is looking forward to joining the Internship program from your organization. As per the curriculum and Savitribai Phule Pune University guidelines, the said student needs to join the Internship program and attain a certificate of completion and satisfactory training.

The College has allowed Ms. Manasi Ramkisan Tirmukhe to undergo the Internship in the final semester of TY BBA course. It will be a good opportunity for the student as she will get to learn a lot of new things while pursuing her Internship. It is a kind request to allow the mentioned student to join the Internship program from your esteemed organization.


Officiating Principal
M.E.S. Garware College of Commerce
Pune-4.



महाराष्ट्र एज्युकेशन सोसायटीचे

गरवारे कॉलेज ऑफ कॉमर्स

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सावित्रीबाई फुले पुणे विद्यापीठाचा सर्वोत्कृष्ट महाविद्यालय पुरस्कार

डॉ. गीता वि. आचार्य
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प्रभारी प्राचार्य

कर्वे पथ, डेक्कन जिमखाना, पुणे ४११ ००४ (भारत) दूरध्वनी : कार्यालय ०२० ४१०३८ ३०० प्रभारी प्राचार्य ०२० ४१०३८ ३०१
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संदर्भ :

दिनांक :

Date: 30 April 2022


Internship Request Letter

To,
HR Manager
Tetra Pak
Pune

Sub: Request for Internship

I am writing this letter to inform you that Ms. Sania Mankame studying in Third Year of Bachelor of Business Administration (Marketing Specialization) Course, at MES Garware College of Commerce, is looking forward to joining the Internship program from your organization. As per the curriculum and Savitribai Phule Pune University guidelines, the said student needs to join the Internship program and attain a certificate of completion and satisfactory training.

The College has allowed Ms. Sania Mankame to undergo the Internship in the final semester of TY BBA course. It will be a good opportunity for the student as she will get to learn a lot of new things while pursuing her Internship. It is a kind request to allow the mentioned student to join the Internship program from your esteemed organization.


Officiating Principal
M.E.S. Garware College of Commerce
Pune-4.

DATE: April 26th, 2022

REF NO: MWC22009

TO WHOM SO EVER IT MAY CONCERN

This is to certify that Mr. Shubhamkar pal has completed the full time virtual Internship at MyWays Life Layouts Pvt. Ltd. as per details below:

<u>INTERNSHIP PERIOD</u>	29.01.22 to 29.04.22
<u>DIVISION</u>	Content Writer

He showed exemplary work performance in the Content Writing Team and completed the project to our satisfaction. He demonstrated a knack for Content Writing and worked on various functions. He displayed a self-motivated attitude towards his work and was always willing to learn new things.

We wish him very best in his future endeavours.

With Best Wishes

From, MyWays Life Layouts Pvt. Ltd.



NISHANT SINGH

HEAD OF SOCIAL MEDIA DEPARTMENT

"SUCCESSFUL CAREER IS A JOURNEY, NOT A DESTINATION. LET US TRAVEL TOGETHER!"

W : www.myways.in | FB : www.facebook.com/FollowingMyWays | LI : www.linkedin.com/company/FollowingMyWays



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Patel Petro Pvt. Ltd.

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Plot No. H-4 & 5, MIDC, Gokul Shirgaon,
Kolhapur-416 234. Tel. : (0231) 2672191,
Fax : (0231) 2672190.

E-mail : patelpetro@rediffmail.com

INTERNSHIP COMPLETION CERTIFICATE

To,
The Principal,
Garware College of Commerce,
Pune.

Subject: Internship Completion Certificate

Dear Madam/ Sir,

I am happy to inform you that following student of your college have successfully completed 4 weeks of Internship Programme' in this organization.

Sr. No.	Name of the student	Roll No.	Aadhar No.	Special Subject
1.	Prit Atulkumar Sinojia	15001	3405 2606 1584	Marketing
2.				

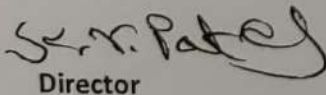
He had been provided with adequate exposure and necessary hands- on training pertaining to his special subject.

I am confident that these students will perform effectively in similar type of organizations.

I wish them every success in future endeavors.

Thank you.

For Patel Petro Pvt Ltd.



Director

(Pritam Patel)

Since 1988



Patel Petro Pvt. Ltd.

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Reclaimers & Reprocessors of all Kinds of Lubricants & Petroleum Products.

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Plot No. H-4 & 5, MIDC, Gokul Shirgaon,
Kolhapur-416 234. Tel. : (0231) 2672191,
Fax : (0231) 2672190.

E-mail : patelpetro@rediffmail.com

LOG SHEET OF WORK PERFORMED DURING INTERNSHIP

1. Name of the student : Prit Atulkumar Sinojia
2. Name of the College : Garware College of Commerce, Pune
3. Division and Roll Number : T.Y.BBA- (A)
4. Address : Anagh Residency Flat No 401, Plot No 274,
Mahadik Vasahat, Kolhapur- 416005.
5. Contact Number : 8668215354
6. Email ID : pritsinojia09@gmail.com
7. Special Subject : Marketing
8. Internship Start Date : 5th March 2022
9. Internship End Date : 5th April 2022

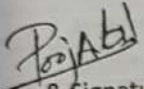
LOG SHEET OF WORK PERFORMED DURING INTERNSHIP

Date	Time		Total Hours	Details Of Work Done	Signature Of officer	Signature Of student
	From	To				
5 th March 2022	9 am	5 pm	8.00	Marketing For Re-refined Lubricating Oil /Visiting various Lub Oil Blenders & grease manufacturers in various districts of southern Maharashtra - Daily reporting there of.	PoojAtil	Khinit
6 th March 2022	9 am	5 pm	8.00	Went through company profile	PoojAtil	Khinit
8 th March 2022	9 am	5 pm	8.00	Went through company profile.	PoojAtil	Khinit
9 th March 2022	9 am	5 pm	8.00	Went through company profile.	PoojAtil	Khinit
10 th March 2022	9 am	5 pm	8.00	Went through company profile. Assisted Marketing Agent	PoojAtil	Khinit
11 th March 2022	9 am	5 pm	8.00	Went through company Profile Assisted Marketing Agent.	PoojAtil	Khinit
12 th March 2022	9 am	5 pm	8.00	Followed the process of production Taking follow ups from Indiamart	PoojAtil	Khinit
13 th March 2022	9 am	5 pm	8.00	Followed the process of production Taking follow ups from IndiaMart	PoojAtil	Khinit
15 th March 2022	9 am	5 pm	8.00	Followed the process of production Taking follow ups from IndiaMart	PoojAtil	Khinit
16 th March 2022	9 am	5 pm	8.00	Followed the process of production Taking follow ups from IndiaMart.	PoojAtil	Khinit
17 th March 2022	9 am	5 pm	8.00	Learned some details regarding refining oils.	PoojAtil	Khinit

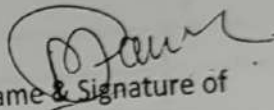
rch 2	9 am	5 pm	8.00	Learned about various kind of refined oils.	Poojati	Khij
rch 2	9 am	5 pm	8.00	checked samples of Industrial oil. field visit.	Poojati	Khij
ch	9 am	5 pm	8.00	checked samples of Re-Refined Lubricating oil, field visit.	Poojati	Khij
h	9 am	5 pm	8.00	collected some used Engine oil and waste oil from clients.	Poojati	Khij
h	9 am	5 pm	8.00	collected some Residue oil and Spindle oil from clients.	Poojati	Khij
h	9 am	5 pm	8.00	Taking follow ups from India Mart, Meeting clients for Deal.	Poojati	Khij
n	9 am	5 pm	8.00	Taking follow ups from India Mart, Meeting clients for Deal.	Poojati	Khij
7	9 am	5 pm	8.00	fetching New clients, reporting to Marketing manager.	Poojati	Khij
	9 am	5 pm	8.00	fetching New clients, reporting to Marketing manager.	Poojati	Khij
	9 am	5 pm	8.00	Production process supervision, India Mart follow ups, field work.	Poojati	Khij
	9 am	5 pm	8.00	Production Process supervision, India Mart follow ups, field work.	Poojati	Khij
	9 am	5 pm	8.00	Collected samples of various refined oils and gave for testing.	Poojati	Khij
	9 am	5 pm	8.00	collected samples of various refined oils and gave for testing.	Poojati	Khij
	9 am	5 pm	8.00	Production process, follow ups field visit.	Poojati	Khij

9 am	5 pm	8.00	Made a report of clients and order. Placed in Excel. Field visit	Pooja P.	K. S. J.
9 am	5 pm	8.00	collected samples, report submitted to office, meet client, field visit.	Pooja P.	K. S. J.
216					
ours					

Certified that Prit Atulkumar Sinojia has satisfactorily completed the internship programme assigned to him.


Name & Signature of
Supervisor
Date:


Name & Signature of
Manager


Name & Signature of
Section in charge

FEEDBACK FROM INTERNSHIP PROVIDER ORGANISATION

Dear Madam/Sir,

Please provide your valuable feedback about the performance of the student on following parameters.
Your feedback will enable us to make necessary changes in the internship process.
Thank you.

Coordinator- Internship Programme

Internship Programme feedback form

Sr. No.	Particulars	Details
1	Name of the Supervisor/ Officer	Pooja P. Patil
2	Department	Marketing
3	Designation	Senior Marketing Executive
4	Name of the Student	Prit Atulkumar Sinojia
5	Name of the College	Garware college of Commerce
6	Roll Number	15001
7	Special Subject	Marketing

Part – A- Individuals Ranking(Please tick the suitable checkbox)

No.	Parameter fo Feedback	Excellent	Very Good	Good	Satisfactory	Need Improvement
1	Domain Knowledge			✓		
2	Communication Skill			✓		
3	Punctuality & Dedication	✓			✓	
4	Ability to work in teams					✓
5	Problem Solving skill					
6	Quality of work done		✓			
7	Effectiveness			✓		
8	Efficiency	✓			✓	
9	Ability to take Initiative					
10	Positive attitude			✓		
11	Appearance		✓			
12	Using Full Potential at work	✓				
13	Work habits		✓			
14	Honesty & Integrity	✓				
15	Creativity			✓		

Part –B- SWOC analysis of the student (Please mention below the strengths and weakness of the student and the areas for improvement)

1. Strength : Understanding and Hard-Working.
Quick Learner.
2. Weakness: Gets Distracted sometimes.

Part –C- Suggestion to make the internship programme more productive and effective.

1. Be Supportive in the Office.

2. Hold them accountable
3. Offer flexible work option.
4. Schedule regular check-ins

Part -D- Changes required in the curriculum to improve employability of students.

1. Start reading
2. Improve your online presence
3. Learn a language
4. Develop new skills.

Name, Designation and Signature of the Supervisor/ Reviewing Officer Place of Review:

Ashok
(ASHOK PATIL)

Date Of Review : 10th April 2022

STUDENT FEEDBACK FORM

1. Name of the Student : Prit Atulkumar Sinojia
2. Class : T.Y.BBA/~~BBA~~(IB)
3. Division and Roll Number : A - 15001
4. Present address : F.F-401, Anagh Residency, Kolhapur.
5. Contact Number : 8668215354
6. Email ID : pritsinojia09@gmail.com

Please provide your rating about following aspects pertaining to your Internship Experience on the scale of 10; where 10 means strongly agree and 0 means do not agree at all.

Sr. No.	Parameter	Response
1.	The pre- internship training provided by the college was very useful	8
2.	I was properly introduced to the task assigned to me in the organisation	9
3.	I was given proper guidance to carry out my responsibility	10
4.	My supervisor / officer was very cooperative and supportive	8
5.	I found my task interesting and worth learning	10
6.	My supervisor / officer addressed to my queries/ doubts quickly	7
7.	I received due respect from my colleagues in the organisation	9

8.	The contents of the syllabus match with the practical work	6
9.	The knowledge that I gained in the college was useful to carry out internship programme in a satisfactory manner	7
10.	The Internship Programme is very useful to enrich my knowledge	9

Please give your suggestions to make the internship programme more productive and effective.

1. Internship in Good company helps to learn More

2. More of a Practical knowledge will be useful

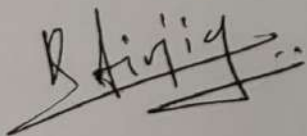
3. _____ Please
give your overall feedback about your experience during the internship (Not mentioned above).

- The overall experience of the internship was very useful, had a lot of New things to learn
many more innovative concepts were taught

- In short it was a great Experience and can use this in my future work.

Signature & Name of the student with date

PRIT SINOJIA



INTERNSHIP COMPLETION LETTER

January 24, 2022

This is to certify that, Ms. **AYUSHIBEN PATEL** has successfully completed the Marketing Internship with **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**. She interned with the organization from December 13, 2021 to January 18, 2022.

During her tenure she completed various assignments for **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**.

She completed tasks that were assigned to in a timely manner and showed keen interest in learning through observation and execution. During her time with us, we found her overall performance **EXCELLENT**.

We wish her all success in her future career.

For **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**

A handwritten signature in black ink, appearing to read "Vicky Menon".

Vicky Menon
Managing Director



INTERNSHIP COMPLETION LETTER

January 24, 2022

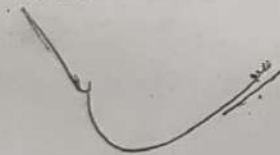
This is to certify that, Ms. **AYUSHIBEN PATEL** has successfully completed the Marketing Internship with **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**. She interned with the organization from December 13, 2021 to January 18, 2022.

During her tenure she completed various assignments for **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**.

She completed tasks that were assigned to in a timely manner and showed keen interest in learning through observation and execution. During her time with us, we found her overall performance **EXCELLENT**.

We wish her all success in her future career.

For **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**



Vicky Menon
Managing Director



BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED

Regd. Office: H2, 6th Street, Ambattur Industrial Estate, Ambattur, Chennai - 600 058;
CIN - U28110TN2019PTC130902; email id : info.bctipl@bichamp.com; Tel : +91 93619 48013

SALESLEAD CONSULTANTS

Consulting Partner | Lead generation | Executive Recruiter

Overview of company

SalesLead Consultants is the registered organization under MSME headquartered in Pune who desires to help the Small, Medium and Corporate companies to generate appropriate leads by converting them into the prospects (potential client). SalesLead strives to understand the requirement of the customer base for the client, analyze the specific leads, client's business goals and help them to strategize and monitor the ongoing work.

The aim of the SalesLead is to accelerate the lead generation activity for the organizations by decreasing the investment in number of sales executives, while increasing their work productivity & efficiency.

09/07/2021

To,

Mr. Shubhamkar Pal

422/2, Ganesh Peth, Ganesh Naman,

Pune. Maharashtra- 411002

Dear Mr. Shubhamkar Pal,

In regards to your selection as Business Development Associate in SalesLead Consultants, please find the details in the appointment letter below.

As per our discussion I request to please find your scope of work in details mentioned discussed

- 1) You are appointed to start work from 5th of July 2021 in SalesLead office or client desk or work from home as per your suitability with the project, the current situation and client requirement.
- 2) For the projects given primarily you shall need to perform cold calling, cold emails and follow ups to the prospects for the clients of SalesLead Consultants.
- 3) Adding to the scope of work for point no.2, the database will be given to you in order to perform calling or you will be trained to generate the database.
- 4) On an average, SalesLead expects a minimum 30 researched calls with data generation to be completed per day of per client.
- 5) The ultimate goal in your scope of work is to generate appointment and understand requirement to the clients of the SalesLead Consultants.
- 6) For the same, you shall be provided one account of client email id, sim card with mobile to perform the activity from the respective client you will be working.
- 7) Your work timing shall be 9 hours per day with including the time of reporting and lunch break. (Ideal time is 9 hours, the time may reduce as per your performance). The timing shall be from 9:30 am to 6:30 pm.
- 8) You shall be handling minimum two projects, you will be trained accordingly and time table will be given to execute the work.
- 9) The working days of the week shall be 6 days. The official weekly off will be assumed as Sunday. Saturday will be more inclined for communication with clients and reviews.
- 10) For performing the scope of work, SalesLead shall assist and train you in the same. Your

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reporting shall also be to the SalesLead Consultants which may include the client in the Daily Activity Report Loop.

- 11) SalesLead consultants reserves the right to terminate this appointment letter or agreement or employment in case of associate unsuitability or no performance or inappropriate attitude or behavior from the associate in any date of the month and in any month of the year.
- 12) Adding to the point no.11, if you quit or abandoned the job in the ongoing month, you will not be paid any amount of that present month, wherever if you wish to resign from the company you need to serve 15days notice period from the date of your resignation letter received. After serving notice period of 15 days the full and final settlement will be released in a span of 15days after your last working day of the notice period.
- 13) SalesLead consultants offers you the fixed stipend of Rs. 7,000/- for the first 30 days of training period. The training period will be completed on 05th August 2021. The salary shall be released from the date 1th -10th of the next month of your work. In case of your disassociation with SalesLead Consultants you have to serve 15 day notice period and your full and final settlement will be released after 15 days of your last day of the notice period.
- 14) Adding to point no.13, your work will be evaluated after 30 days of your service given to SalesLead Consultants and accordingly your appointment letter will be continued with increase in stipend.
- 15) In addition to the stipend, you will also earn incentives if the client generates the revenue with your generated lead after your two month of work. The incentives amount will be disclosed as per amount of lead conversion of the client but it shall be up to your expectations. **Every client hand over to you may not be an incentive based client, so about the same will be informed to you in advance before starting of the project.**
- 16) The project is assigned to you once SalesLead Consultants receives the confirmation from the client. SalesLead will not give any commitment of the projects or the stipend to the associates if the client disagrees to move forward or if there are no projects with the SalesLead Consultants for the coming month. SalesLead Consultants shall definitely try to engage the associates to another projects if possible.
- 17) SalesLead Consultants association with you is being decided on the term that you will not leave the project at least 5 months from your initiation with the project.
- 18) In case of your disassociation with SalesLead Consultants, you have to return all the properties to the SalesLead consultants or of its clients whatsoever to SalesLead Consultants as like cell phone, sim card, laptop, id card, email id, confidential data regarding of the clients and SalesLead consultants.
- 19) In reference to the point 18, the properties and material hand over to you for your work purpose the safety, security of the same is completely your responsibility. Any misuse of the materials or the properties the associate (you) shall be held responsible for the same.
- 20) The data generated by you for any project is a confidential information for the client and to SalesLead Consultants. The data stored in the official email id will be not allowed to share on the personal email of yours or any other person. In case of technical issues you should ask SalesLead Consultants or the concerned client for support or solutions in the same.
- 21) In reference to the work ethics you will not disclose your stipend amount to current and existing sales associates of SalesLead.
- 22) In case if you are allotted at client desk, you will not be allowed to join the SalesLead Client

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company or be on payroll of any SalesLead client for the six months from your disassociation with SalesLead Consultants.

SalesLead consultants request you to go through scope of work mentioned above, after your Acceptance, please acknowledge us by signing the same and your approval on the email on **rohanj@salesleadconsultants.com**

While joining on the first day, please submit zerox soft copy of your Aadhaar card, Pancard, with your signature on the same.

Mr. Shubhamkar Provas Pal
Business Development Associate
SalesLead Consultants

Mr. Rohan Jadhav
Founder | CEO
SalesLead Consultants

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Overview of company

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The aim of the SalesLead is to accelerate the lead generation activity for the organizations by decreasing the investment in number of sales executives, while increasing their work productivity & efficiency.

06/05/2021

To,

Mr. Pranav Dhembre

Survey no 78/2/4 Arihant Sankul Flat NoA-8

Sai Chowk New Sangavi Aundh Camp.

Pune. Maharashtra- 411027

Dear Mr. Pranav Dhembre,

In regards to your selection as Business Development Associate in SalesLead Consultants, please find the details in the appointment letter below.

As per our discussion I request to please find your scope of work in details mentioned discussed

- 1) You are appointed to start work from 1st of July 2021 in SalesLead office or client desk or work from home as per your suitability with the project, the current situation and client requirement. If deployed on client desk, time allotment will be maximum for 10 days for training purpose.
 - 2) For the projects given primarily you shall need to perform cold calling, cold emails and follow ups to the prospects for the clients of SalesLead Consultants.
 - 3) Adding to the scope of work for point no.2, the database will be given to you in order to perform calling or you will be trained to generate the database.
 - 4) On an average, SalesLead expects a minimum 30 researched calls with data generation to be completed per day of per client.
 - 5) The ultimate goal in your scope of work is to generate appointment and understand requirement to the clients of the SalesLead Consultants.
 - 6) For the same, you shall be provided one account of client email id, sim card with mobile to perform the activity from the respective client you will be working.
 - 7) Your work timing shall be 9 hours per day with including the time of reporting and lunch break. (Ideal time is 9 hours, the time may reduce as per your performance). The timing shall be from 9:30 am to 6:30 pm.
 - 8) You shall be handling minimum two projects, you will be trained accordingly and time table will be given to execute the work.
 - 9) The working days of the week shall be 6 days. The official weekly off will be assumed as
-

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- Sunday. Saturday will be more inclined for communication with clients and reviews.
- 10) For performing the scope of work, SalesLead shall assist and train you in the same. Your reporting shall also be to the SalesLead Consultants which may include the client in the Daily Activity Report Loop.
 - 11) SalesLead consultants reserves the right to terminate this appointment letter or agreement or employment in case of associate unsuitability or no performance or inappropriate attitude or behavior from the associate in any date of the month and in any month of the year.
 - 12) Adding to the point no.11, if you quit or abandoned the job in the ongoing month, you will not be paid any amount of that present month, wherever if you wish to resign from the company you need to serve 15days notice period from the date of your resignation letter received. After serving notice period of 15 days the full and final settlement will be released in a span of 15days after your last working day of the notice period.
 - 13) SalesLead consultants offers you the fixed stipend of Rs. 7,000/- for the first 30 days of training period. The training period will be completed on 31st July 2021. The salary shall be released from the date 1st-10th of the next month of your work.
 - 14) Adding to point no.13, your work will be evaluated after 30 days of your service given to SalesLead Consultants and accordingly your appointment letter will be continued with increase in stipend.
 - 15) In addition to the stipend, you will also earn incentives if the client generates the revenue with your generated lead after your two month of work. The incentives amount will be disclosed as per amount of lead conversion of the client but it shall be up to your expectations. **Every client hand over to you may not be an incentive based client, so about the same will be informed to you in advance before starting of the project.**
 - 16) The project is assigned to you once SalesLead Consultants receives the confirmation from the client. SalesLead will not give any commitment of the projects or the stipend to the associates if the client disagrees to move forward or if there are no projects with the SalesLead Consultants for the coming month. SalesLead Consultants shall definitely try to engage the associates to another projects if possible.
 - 17) SalesLead Consultants association with you is being decided on the term that you will not leave the project at least 5 months from your initiation with the project.
 - 18) In case of your disassociation with SalesLead Consultants, you have to return all the properties to the SalesLead consultants or of its clients whatsoever to SalesLead Consultants as like cell phone, sim card, laptop, id card, email id, confidential data regarding of the clients and SalesLead consultants.
 - 19) In reference to the point 18, the properties and material hand over to you for your work purpose the safety, security of the same is completely your responsibility. Any misuse of the materials or the properties the associate (you) shall be held responsible for the same.
 - 20) The data generated by you for any project is a confidential information for the client and to SalesLead Consultants. The data stored in the official email id will be not allowed to share on the personal email of yours or any other person. In case of technical issues you should ask SalesLead Consultants or the concerned client for support or solutions in the same.
 - 21) In reference to the work ethics you will not disclose your stipend amount to current and existing sales associates of SalesLead.

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SalesLead consultants request you to go through scope of work mentioned above, after your Acceptance, please acknowledge us by signing the same and your approval on the email on rohanj@salesleadconsultants.com

While joining on the first day, please submit zerox soft copy of your Aadhaar card, Pancard, with your signature on the same.

Mr. Pranav Pandurang Dhembre
Business Development Associate
SalesLead Consultants

Mr. Rohan Jadhav
Founder | CEO
SalesLead Consultants

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Consulting Partner | Lead generation | Executive Recruiter

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The aim of the SalesLead is to accelerate the lead generation activity for the organizations by decreasing the investment in number of sales executives, while increasing their work productivity & efficiency.

06/09/2021

To,

C/o

Gopal pimpalgoankar,

Near laxmi mall,

Samta Nagar, Selu 431503

Dear Mr. Rugved Deshpande,

In regards to your selection as Business Development Associate in SalesLead Consultants, please find the details in the appointment letter below.

As per our discussion I request to please find your scope of work in details mentioned discussed

- 1) You are appointed to start work from 19th of August 2021 in SalesLead office or client desk or work from home as per your suitability with the project, the current situation and client requirement. If deployed on client desk, time allotment will be maximum for 10 days for training purpose.
 - 2) For the projects given primarily you shall need to perform cold calling, cold emails and follow ups to the prospects for the clients of SalesLead Consultants.
 - 3) Adding to the scope of work for point no.2, the database will be given to you in order to perform calling or you will be trained to generate the database.
 - 4) On an average, SalesLead expects a minimum 30 researched calls with data generation to be completed per day of per client.
 - 5) The ultimate goal in your scope of work is to generate appointment and understand requirement to the clients of the SalesLead Consultants.
 - 6) For the same, you shall be provided one account of client email id, sim card with mobile to perform the activity from the respective client you will be working.
 - 7) Your work timing shall be 9 hours per day with including the time of reporting and lunch break. (Ideal time is 9 hours, the time may reduce as per your performance). The timing shall be from 9:30 am to 6:30 pm.
 - 8) You shall be handling minimum two projects, you will be trained accordingly and time table will be given to execute the work.
 - 9) The working days of the week shall be 6 days. The official weekly off will be assumed as
-

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Consulting Partner | Lead generation | Executive Recruiter

- Sunday. Saturday will be more inclined for communication with clients and reviews.
- 10) For performing the scope of work, SalesLead shall assist and train you in the same. Your reporting shall also be to the SalesLead Consultants which may include the client in the Daily Activity Report Loop.
 - 11) SalesLead consultants reserves the right to terminate this appointment letter or agreement or employment in case of associate unsuitability or no performance or inappropriate attitude or behavior from the associate in any date of the month and in any month of the year.
 - 12) Adding to the point no.11, if you quit or abandoned the job in the ongoing month, you will not be paid any amount of that present month, wherever if you wish to resign from the company you need to serve 15days notice period from the date of your resignation letter received. After serving notice period of 15 days the full and final settlement will be released in a span of 15days after your last working day of the notice period.
 - 13) SalesLead consultants offers you the fixed stipend of Rs. 7,000/- for the first 30 days of training period. The training period will be completed on 31st July 2021. The salary shall be released from the date 1st-10th of the next month of your work.
 - 14) Adding to point no.13, your work will be evaluated after 30 days of your service given to SalesLead Consultants and accordingly your appointment letter will be continued with increase in stipend.
 - 15) In addition to the stipend, you will also earn incentives if the client generates the revenue with your generated lead after your two month of work. The incentives amount will be disclosed as per amount of lead conversion of the client but it shall be up to your expectations. **Every client hand over to you may not be an incentive based client, so about the same will be informed to you in advance before starting of the project.**
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 - 17) SalesLead Consultants association with you is being decided on the term that you will not leave the project at least 6 months from your initiation with the project.
 - 18) In case of your disassociation with SalesLead Consultants, you have to return all the properties to the SalesLead consultants or of its clients whatsoever to SalesLead Consultants as like cell phone, sim card, laptop, id card, email id, confidential data regarding of the clients and SalesLead consultants.
 - 19) In reference to the point 18, the properties and material hand over to you for your work purpose the safety, security of the same is completely your responsibility. Any misuse of the materials or the properties the associate (you) shall be held responsible for the same.
 - 20) The data generated by you for any project is a confidential information for the client and to SalesLead Consultants. The data stored in the official email id will be not allowed to share on the personal email of yours or any other person. In case of technical issues you should ask SalesLead Consultants or the concerned client for support or solutions in the same.
 - 21) In reference to the work ethics you will not disclose your stipend amount to current and existing sales associates of SalesLead.
-

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Consulting Partner | Lead generation | Executive Recruiter

SalesLead consultants request you to go through scope of work mentioned above, after your Acceptance, please acknowledge us by signing the same and your approval on the email on rohanj@salesleadconsultants.com

While joining on the first day, please submit zerox soft copy of your Aadhaar card, Pancard, with your signature on the same.

Mr. Rugved Sanjay Deshpande
Business Development Associate
SalesLead Consultants

Mr. Rohan Jadhav
Founder | CEO
SalesLead Consultants

SALESLEAD CONSULTANTS

Consulting Partner | Lead generation | Executive Recruiter

Overview of company

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The aim of the SalesLead is to accelerate the lead generation activity for the organizations by decreasing the investment in number of sales executives, while increasing their work productivity & efficiency.

06/09/2021

To,

Mr. Shreyas Mali
400, Krishna canal,
Saidapur, Vidyanagar,
Karad ,Satara ,
Maharashtra-415124

Dear Mr. Shreyas Mali,

In regards to your selection as Business Development Associate in SalesLead Consultants, please find the details in the appointment letter below.

As per our discussion I request to please find your scope of work in details mentioned discussed

- 1) You are appointed to start work from 19th of August 2021 in SalesLead office or client desk or work from home as per your suitability with the project, the current situation and client requirement. If deployed on client desk, time allotment will be maximum for 10 days for training purpose.
 - 2) For the projects given primarily you shall need to perform cold calling, cold emails and follow ups to the prospects for the clients of SalesLead Consultants.
 - 3) Adding to the scope of work for point no.2, the database will be given to you in order to perform calling or you will be trained to generate the database.
 - 4) On an average, SalesLead expects a minimum 30 researched calls with data generation to be completed per day of per client.
 - 5) The ultimate goal in your scope of work is to generate appointment and understand requirement to the clients of the SalesLead Consultants.
 - 6) For the same, you shall be provided one account of client email id, sim card with mobile to perform the activity from the respective client you will be working.
 - 7) Your work timing shall be 9 hours per day with including the time of reporting and lunch break. (Ideal time is 9 hours, the time may reduce as per your performance). The timing shall be from 9:30 am to 6:30 pm.
 - 8) You shall be handling minimum two projects, you will be trained accordingly and time table will be given to execute the work.
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- 9) The working days of the week shall be 6 days. The official weekly off will be assumed as Sunday. Saturday will be more inclined for communication with clients and reviews.
- 10) For performing the scope of work, SalesLead shall assist and train you in the same. Your reporting shall also be to the SalesLead Consultants which may include the client in the Daily Activity Report Loop.
- 11) SalesLead consultants reserves the right to terminate this appointment letter or agreement or employment in case of associate unsuitability or no performance or inappropriate attitude or behavior from the associate in any date of the month and in any month of the year.
- 12) Adding to the point no.11, if you quit or abandoned the job in the ongoing month, you will not be paid any amount of that present month, wherever if you wish to resign from the company you need to serve 15days notice period from the date of your resignation letter received. After serving notice period of 15 days the full and final settlement will be released in a span of 15days after your last working day of the notice period.
- 13) SalesLead consultants offers you the fixed stipend of Rs. 7,000/- for the first 30 days of training period. The training period will be completed on 31st July 2021. The salary shall be released from the date 1st-10th of the next month of your work.
- 14) Adding to point no.13, your work will be evaluated after 30 days of your service given to SalesLead Consultants and accordingly your appointment letter will be continued with increase in stipend.
- 15) In addition to the stipend, you will also earn incentives if the client generates the revenue with your generated lead after your two month of work. The incentives amount will be disclosed as per amount of lead conversion of the client but it shall be up to your expectations. **Every client hand over to you may not be an incentive based client, so about the same will be informed to you in advance before starting of the project.**
- 16) The project is assigned to you once SalesLead Consultants receives the confirmation from the client. SalesLead will not give any commitment of the projects or the stipend to the associates if the client disagrees to move forward or if there are no projects with the SalesLead Consultants for the coming month. SalesLead Consultants shall definitely try to engage the associates to another projects if possible.
- 17) SalesLead Consultants association with you is being decided on the term that you will not leave the project at least 5 months from your initiation with the project.
- 18) In case of your disassociation with SalesLead Consultants, you have to return all the properties to the SalesLead consultants or of its clients whatsoever to SalesLead Consultants as like cell phone, sim card, laptop, id card, email id, confidential data regarding of the clients and SalesLead consultants.
- 19) In reference to the point 18, the properties and material hand over to you for your work purpose the safety, security of the same is completely your responsibility. Any misuse of the materials or the properties the associate (you) shall be held responsible for the same.
- 20) The data generated by you for any project is a confidential information for the client and to SalesLead Consultants. The data stored in the official email id will be not allowed to share on the personal email of yours or any other person. In case of technical issues you should ask SalesLead Consultants or the concerned client for support or solutions in the same.
- 21) In reference to the work ethics you will not disclose your stipend amount to current and existing sales associates of SalesLead.

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SalesLead consultants request you to go through scope of work mentioned above, after your Acceptance, please acknowledge us by signing the same and your approval on the email on **rohanj@salesleadconsultants.com**

While joining on the first day, please submit zerox soft copy of your Aadhaar card, Pancard, with your signature on the same.

Mr. Shreyas Vijay Mali
Business Development Associate
SalesLead Consultants

Mr. Rohan Jadhav
Founder | CEO
SalesLead Consultants

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Overview of company

SalesLead Consultants is the registered organization under MSME headquartered in Pune who desires to help the Small, Medium and Corporate companies to generate appropriate leads by converting them into the prospects (potential client). SalesLead strives to understand the requirement of the customer base for the client, analyze the specific leads, client's business goals and help them to strategize and monitor the ongoing work.

The aim of the SalesLead is to accelerate the lead generation activity for the organizations by decreasing the investment in number of sales executives, while increasing their work productivity & efficiency.

01/04/2022

To,

Address- Janwadi Room No -10

Opp. Narayan Provision Store,

SB Road Pune-411016

Dear Ms. Pratiksha Ingale,

In regards to your selection as Business Development Associate in SalesLead Consultants, please find the details in the appointment letter below.

As per our discussion I request to please find your scope of work in details mentioned discussed

- 1) You are appointed to start work from 01st of April 2022 in SalesLead office or client desk or work from home as per your suitability with the project, the current situation and client requirement.
- 2) For the projects given primarily you shall need to perform cold calling, cold emails and follow ups to the prospects for the clients of SalesLead Consultants.
- 3) Adding to the scope of work for point no.2, the database will be given to you in order to perform calling or you will be trained to generate the database.
- 4) On an average in case of B2B project, SalesLead expects a minimum 30 researched calls with data generation to be completed per day of per client. In case of B2C project, the count of calling targets will be given from the SalesLead client.
- 5) In case of B2B or B2C client the ultimate goal with the SalesLead Associate is to perform as Business Development Executive which involves the process of data & appointment generation to follow the procedure up till the closing of the client.
- 6) For the same, you shall be provided one account of client email id, sim card with mobile to perform the activity from the respective client you will be working. (Mobile allocation may take time from the client till the you may be allowed to use own phone)
- 7) Your work timing shall be 9 hours per day with including the time of reporting and lunch break. (Ideal time is 9 hours, the time may reduce as per your performance). The timing shall be from 9:00 am to 6:00 pm.
- 8) You shall be handling minimum two projects, you will be trained accordingly and time table will be given to execute the work in case of B2B project. In exceptional cases you shall be

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- allocated to the only one shift i.e. 9am to 1pm or 2pm to 6pm.
- 9) The working days of the week shall be 6 days. The official weekly off will be assumed as Sunday.
 - 10) For performing the scope of work, SalesLead shall assist and train you in the same. Your reporting shall also be to the SalesLead Consultants which may include the client in the Daily Activity Report Loop. In case of B2C project the reporting shall be to the SalesLead client. The training will be given by the project owner.
 - 11) SalesLead consultants reserves the right to terminate this appointment letter or agreement or employment in case of associate unsuitability or no performance or inappropriate attitude or behavior from the associate in any date of the month and in any month of the year.
 - 12) Adding to the point no.11, if you quit or abandoned the job in the ongoing month, you will not be paid any amount of that present month, wherever if you wish to resign from the company you need to serve 15days notice period and 15 days in addition should be allocated from you for handover of the process for the replaced associate from the date of your resignation letter received. After serving notice period of 15 days the full and final settlement will be released in a span of 30 days after your last working day of the notice period. In case if you wish disassociate with SalesLead immediately i.e (without notice period) you need to pay to SalesLead one month of your stipend to the company.
 - 13) SalesLead consultants offers you the fixed stipend of Rs. 7,000/- .The stipend shall be revised with your performance. Performance is measured in amount of revenue conversion to the client in which we can share incentives in the same. The incentive will be disclosed after project allocation, as the incentives with the project varies. The salary shall be released from the date 1-10th of the next month of your work.
 - 14) Adding to point no.13, your work will be evaluated after 1 month days of your service given to SalesLead Consultants and accordingly your appointment letter will be continued with increase in stipend or incentives sharing scheme.
 - 15) After your association with the SalesLead, SalesLead reserve the right whether to hand over B2B or B2C project.
 - 16) The holidays shall be applicable after three months of your joining. In case of any holidays required before the completion of three months, please note that it will be considered as unpaid leave. After completion of three months from your joining, two leaves are permitted in a month. Approval for leave must be taken 2 days in advance.
 - 17) The project is assigned to you once SalesLead Consultants receives the confirmation from the client. SalesLead will not give any commitment of the projects or the stipend to the associates if the client disagrees to move forward or if there are no projects with the SalesLead Consultants for the coming month. SalesLead Consultants shall definitely try to engage the associates to another projects if possible.
 - 18) SalesLead Consultants association with you is being decided on the term that you will not leave the project at least 6 months from your initiation with the project. The SalesLead Associate during joining has to submit the latest original mark sheet of the client. The mark sheet will be held for 3 months. If you wish to resign from the company before completion of 3 months the stipend of the latest month or last working month shall not be given.
 - 19) After accepting this appointment letter, you shall not be able to associate directly with the SalesLead client for at least 3 months after disassociation with the SalesLead. If you are found
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to be associated with the SalesLead client before 3 months after your disassociation with the SalesLead you have to pay your 1 month stipend to SalesLead Consultants as fine.

- 20) In case of your disassociation with SalesLead Consultants, you have to return all the properties to the SalesLead consultants or of its clients whatsoever to SalesLead Consultants as like cell phone, sim card, laptop, id card, email id, confidential data regarding of the clients and SalesLead consultants.
- 21) In reference to the point 20, the properties and material hand over to you for your work purpose the safety, security of the same is completely your responsibility. Any misuse of the materials or the properties the associate (you) shall be held responsible for the same.
- 22) The data generated by you for any project is a confidential information for the client and to SalesLead Consultants. The data stored in the official email id will be not allowed to share on the personal email of yours or any other person. In case of technical issues you should ask SalesLead Consultants or the concerned client for support or solutions in the same.
- 23) In reference to the corporate work ethics you will not disclose your stipend amount to current and existing sales associates of SalesLead.

SalesLead consultants request you to go through scope of work mentioned above, after your Acceptance, please acknowledge us by signing the same and your approval on the email on **rohanj@salesleadconsultants.com**

While joining on the first day, please submit zerox soft copy of your Aadhaar card, Pancard, with your signature on the same.

Ms. Pratiksha Dinkar Ingale
Business Development Associate
SalesLead Consultants

Mr. Rohan Jadhav
Founder | CEO
SalesLead Consultants

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Overview of company

SalesLead Consultants is the registered organization under MSME headquartered in Pune who desires to help the Small, Medium and Corporate companies to generate appropriate leads by converting them into the prospects (potential client). SalesLead strives to understand the requirement of the customer base for the client, analyze the specific leads, client's business goals and help them to strategize and monitor the ongoing work.

The aim of the SalesLead is to accelerate the lead generation activity for the organizations by decreasing the investment in number of sales executives, while increasing their work productivity & efficiency.

24/01/2022

Punya parva apartment"

HR3, flat no.703.

Beside apple saraswati hospital.

Kadamwadi, Kolhapur 416005

Dear Mr. Ranveer Desai,

In regards to your selection as Business Development Associate in SalesLead Consultants, please find the details in the appointment letter below.

As per our discussion I request to please find your scope of work in details mentioned discussed

- 1) You are appointed to start work from 24th of January 2022 in SalesLead office or client desk or work from home as per your suitability with the project, the current situation and client requirement.
 - 2) For the projects given primarily you shall need to perform cold calling, cold emails and follow ups to the prospects for the clients of SalesLead Consultants.
 - 3) Adding to the scope of work for point no.2, the database will be given to you in order to perform calling or you will be trained to generate the database.
 - 4) On an average in case of B2B project, SalesLead expects a minimum 30 researched calls with data generation to be completed per day of per client. In case of B2C project, the count of calling targets will be given from the SalesLead client.
 - 5) In case of B2B or B2C client the ultimate goal with the SalesLead Associate is to perform as Business Development Executive which involves the process of data & appointment generation to follow the procedure up till the closing of the client.
 - 6) For the same, you shall be provided one account of client email id, sim card with mobile to perform the activity from the respective client you will be working. (Mobile allocation may take time from the client till the you may be allowed to use own phone)
 - 7) Your work timing shall be 9 hours per day with including the time of reporting and lunch break. (Ideal time is 9 hours, the time may reduce as per your performance). The timing shall be from 9:00 am to 6:00 pm.
 - 8) You shall be handling minimum two projects, you will be trained accordingly and time table will be given to execute the work in case of B2B project. In exceptional cases you shall be
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- allocated to the only one shift i.e. 9am to 1pm or 2pm to 6pm.
- 9) The working days of the week shall be 6 days. The official weekly off will be assumed as Sunday.
 - 10) For performing the scope of work, SalesLead shall assist and train you in the same. Your reporting shall also be to the SalesLead Consultants which may include the client in the Daily Activity Report Loop. In case of B2C project the reporting shall be to the SalesLead client. The training will be given by the project owner.
 - 11) SalesLead consultants reserves the right to terminate this appointment letter or agreement or employment in case of associate unsuitability or no performance or inappropriate attitude or behavior from the associate in any date of the month and in any month of the year.
 - 12) Adding to the point no.11, if you quit or abandoned the job in the ongoing month, you will not be paid any amount of that present month, wherever if you wish to resign from the company you need to serve 15days notice period and 15 days in addition should be allocated from you for handover of the process for the replaced associate from the date of your resignation letter received. After serving notice period of 15 days the full and final settlement will be released in a span of 30 days after your last working day of the notice period. In case if you wish disassociate with SalesLead immediately i.e (without notice period) you need to pay to SalesLead one month of your stipend to the company.
 - 13) SalesLead consultants offers you the fixed stipend of Rs. 7,000/- .The stipend shall be revised with your performance. Performance is measured in amount of revenue conversion to the client in which we can share incentives in the same. The incentive will be disclosed after project allocation, as the incentives with the project varies. The salary shall be released from the date 1-10th of the next month of your work.
 - 14) Adding to point no.13, your work will be evaluated after 1 month days of your service given to SalesLead Consultants and accordingly your appointment letter will be continued with increase in stipend or incentives sharing scheme.
 - 15) After your association with the SalesLead, SalesLead reserve the right whether to hand over B2B or B2C project.
 - 16) The project is assigned to you once SalesLead Consultants receives the confirmation from the client. SalesLead will not give any commitment of the projects or the stipend to the associates if the client disagrees to move forward or if there are no projects with the SalesLead Consultants for the coming month. SalesLead Consultants shall definitely try to engage the associates to another projects if possible.
 - 17) SalesLead Consultants association with you is being decided on the term that you will not leave the project at least 6 months from your initiation with the project. The SalesLead Associate during joining has to submit the latest original mark sheet of the client. The mark sheet will be held for 3 months. If you wish to resign from the company before completion of 3 months the stipend of the latest month or last working month shall not be given.
 - 18) After accepting this appointment letter, you shall not be able to associate directly with the SalesLead client for at least 3 months after disassociation with the SalesLead. If you are found to be associated with the SalesLead client before 3 months after your disassociation with the SalesLead you have to pay your 1 month stipend to SalesLead Consultants as fine.
 - 19) In case of your disassociation with SalesLead Consultants, you have to return all the properties to the SalesLead consultants or of its clients whatsoever to SalesLead Consultants

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as like cell phone, sim card, laptop, id card, email id, confidential data regarding of the clients and SalesLead consultants.

- 20) In reference to the point 19, the properties and material hand over to you for your work purpose the safety, security of the same is completely your responsibility. Any misuse of the materials or the properties the associate (you) shall be held responsible for the same.
- 21) The data generated by you for any project is a confidential information for the client and to SalesLead Consultants. The data stored in the official email id will be not allowed to share on the personal email of yours or any other person. In case of technical issues you should ask SalesLead Consultants or the concerned client for support or solutions in the same.
- 22) In reference to the corporate work ethics you will not disclose your stipend amount to current and existing sales associates of SalesLead.

SalesLead consultants request you to go through scope of work mentioned above, after your Acceptance, please acknowledge us by signing the same and your approval on the email on **rohanj@salesleadconsultants.com**

While joining on the first day, please submit zerox soft copy of your Aadhaar card, Pancard, with your signature on the same.

Mr. Ranveer Krishnaraj Desai
Business Development Associate
SalesLead Consultants

Mr. Rohan Jadhav
Founder | CEO
SalesLead Consultants

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Overview of company

SalesLead Consultants is the registered organization under MSME headquartered in Pune who desires to help the Small, Medium and Corporate companies to generate appropriate leads by converting them into the prospects (potential client). SalesLead strives to understand the requirement of the customer base for the client, analyze the specific leads, client's business goals and help them to strategize and monitor the ongoing work.

The aim of the SalesLead is to accelerate the lead generation activity for the organizations by decreasing the investment in number of sales executives, while increasing their work productivity & efficiency.

02/05/2022

To,
Talegaon SP Taluka Ashti
District Wardha
442202

Dear Mr. Akash Gadge,

In regards to your selection as Business Development Associate in SalesLead Consultants, please find the details in the appointment letter below.

As per our discussion I request to please find your scope of work in details mentioned discussed

- 1) You are appointed to start work from 02nd of May 2022 in SalesLead office or client desk or work from home as per your suitability with the project, the current situation and client requirement.
- 2) For the projects given primarily you shall need to perform cold calling, cold emails and follow ups to the prospects for the clients of SalesLead Consultants.
- 3) Adding to the scope of work for point no.2, the database will be given to you in order to perform calling or you will be trained to generate the database.
- 4) On an average in case of B2B project, SalesLead expects a minimum 30 researched calls with data generation to be completed per day of per client. In case of B2C project, the count of calling targets will be given from the SalesLead client.
- 5) In case of B2B or B2C client the ultimate goal with the SalesLead Associate is to perform as Business Development Executive which involves the process of data & appointment generation to follow the procedure up till the closing of the client.
- 6) For the same, you shall be provided one account of client email id, sim card with mobile to perform the activity from the respective client you will be working. (Mobile allocation may take time from the client till the you may be allowed to use own phone)
- 7) Your work timing shall be 9 hours per day with including the time of reporting and lunch break. (Ideal time is 9 hours, the time may reduce as per your performance). The timing shall be from 9:00 am to 6:00 pm.
- 8) You shall be handling minimum two projects, you will be trained accordingly and time table will be given to execute the work in case of B2B project. In exceptional cases you shall be

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- allocated to the only one shift i.e. 9am to 1pm or 2pm to 6pm.
- 9) The working days of the week shall be 6 days. The official weekly off will be assumed as Sunday.
 - 10) For performing the scope of work, SalesLead shall assist and train you in the same. Your reporting shall also be to the SalesLead Consultants which may include the client in the Daily Activity Report Loop. In case of B2C project the reporting shall be to the SalesLead client. The training will be given by the project owner.
 - 11) SalesLead consultants reserves the right to terminate this appointment letter or agreement or employment in case of associate unsuitability or no performance or inappropriate attitude or behavior from the associate in any date of the month and in any month of the year.
 - 12) Adding to the point no.11, if you quit or abandoned the job in the ongoing month, you will not be paid any amount of that present month, wherever if you wish to resign from the company you need to serve 15days notice period and 15 days in addition should be allocated from you for handover of the process for the replaced associate from the date of your resignation letter received. After serving notice period of 15 days the full and final settlement will be released in a span of 30 days after your last working day of the notice period. In case if you wish disassociate with SalesLead immediately i.e (without notice period) you need to pay to SalesLead one month of your stipend to the company.
 - 13) SalesLead consultants offers you the fixed stipend of Rs. 5,000/- .The stipend shall be revised with your performance. Performance is measured in amount of revenue conversion to the client in which we can share incentives in the same. The incentive will be disclosed after project allocation, as the incentives with the project varies. The salary shall be released from the date 1-10th of the next month of your work.
 - 14) Adding to point no.13, your work will be evaluated after 1 month days of your service given to SalesLead Consultants and accordingly your appointment letter will be continued with increase in stipend or incentives sharing scheme.
 - 15) After your association with the SalesLead, SalesLead reserve the right whether to hand over B2B or B2C project.
 - 16) The holidays shall be applicable after three months of your joining. In case of any holidays required before the completion of three months, please note that it will be considered as unpaid leave. After completion of three months from your joining, two leaves are permitted in a month. Approval for leave must be taken 2 days in advance.
 - 17) The project is assigned to you once SalesLead Consultants receives the confirmation from the client. SalesLead will not give any commitment of the projects or the stipend to the associates if the client disagrees to move forward or if there are no projects with the SalesLead Consultants for the coming month. SalesLead Consultants shall definitely try to engage the associates to another projects if possible.
 - 18) SalesLead Consultants association with you is being decided on the term that you will not leave the project at least 6 months from your initiation with the project. The SalesLead Associate during joining has to submit the latest original mark sheet of the client. The mark sheet will be held for 3 months. If you wish to resign from the company before completion of 3 months the stipend of the latest month or last working month shall not be given.
 - 19) After accepting this appointment letter, you shall not be able to associate directly with the SalesLead client for at least 3 months after disassociation with the SalesLead. If you are found
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to be associated with the SalesLead client before 3 months after your disassociation with the SalesLead you have to pay your 1 month stipend to SalesLead Consultants as fine.

- 20) In case of your disassociation with SalesLead Consultants, you have to return all the properties to the SalesLead consultants or of its clients whatsoever to SalesLead Consultants as like cell phone, sim card, laptop, id card, email id, confidential data regarding of the clients and SalesLead consultants.
- 21) In reference to the point 20, the properties and material hand over to you for your work purpose the safety, security of the same is completely your responsibility. Any misuse of the materials or the properties the associate (you) shall be held responsible for the same.
- 22) The data generated by you for any project is a confidential information for the client and to SalesLead Consultants. The data stored in the official email id will be not allowed to share on the personal email of yours or any other person. In case of technical issues you should ask SalesLead Consultants or the concerned client for support or solutions in the same.
- 23) In reference to the corporate work ethics you will not disclose your stipend amount to current and existing sales associates of SalesLead.

SalesLead consultants request you to go through scope of work mentioned above, after your Acceptance, please acknowledge us by signing the same and your approval on the email on rohanj@salesleadconsultants.com

While joining on the first day, please submit zerox soft copy of your Aadhaar card, Pancard, with your signature on the same.

Mr. Akash Premdas Gadge
Business Development Associate
SalesLead Consultants

Mr. Rohan Jadhav
Founder | CEO
SalesLead Consultants

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Overview of company

SalesLead Consultants is the registered organization under MSME headquartered in Pune who desires to help the Small, Medium and Corporate companies to generate appropriate leads by converting them into the prospects (potential client). SalesLead strives to understand the requirement of the customer base for the client, analyze the specific leads, client's business goals and help them to strategize and monitor the ongoing work.

The aim of the SalesLead is to accelerate the lead generation activity for the organizations by decreasing the investment in number of sales executives, while increasing their work productivity & efficiency.

09/05/2022

To,
East Manchester Homes,
Yadrav Sangli Road, Ichalkaranji

Dear Mr. Satyam Jadhav,

In regards to your selection as Business Development Associate in SalesLead Consultants, please find the details in the appointment letter below.

As per our discussion I request to please find your scope of work in details mentioned discussed

- 1) You are appointed to start work from 09th of May 2022 in SalesLead office or client desk or work from home as per your suitability with the project, the current situation and client requirement.
 - 2) For the projects given primarily you shall need to perform cold calling, cold emails and follow ups to the prospects for the clients of SalesLead Consultants.
 - 3) Adding to the scope of work for point no.2, the database will be given to you in order to perform calling or you will be trained to generate the database.
 - 4) On an average in case of B2B project, SalesLead expects a minimum 30 researched calls with data generation to be completed per day of per client. In case of B2C project, the count of calling targets will be given from the SalesLead client.
 - 5) In case of B2B or B2C client the ultimate goal with the SalesLead Associate is to perform as Business Development Executive which involves the process of data & appointment generation to follow the procedure up till the closing of the client.
 - 6) For the same, you shall be provided one account of client email id, sim card with mobile to perform the activity from the respective client you will be working. (Mobile allocation may take time from the client till the you may be allowed to use own phone)
 - 7) Your work timing shall be 9 hours per day with including the time of reporting and lunch break. (Ideal time is 9 hours, the time may reduce as per your performance). The timing shall be from 9:00 am to 6:00 pm.
 - 8) You shall be handling minimum two projects, you will be trained accordingly and time table will be given to execute the work in case of B2B project. In exceptional cases you shall be allocated to the only one shift i.e. 9am to 1pm or 2pm to 6pm.
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- 9) The working days of the week shall be 6 days. The official weekly off will be assumed as Sunday.
- 10) For performing the scope of work, SalesLead shall assist and train you in the same. Your reporting shall also be to the SalesLead Consultants which may include the client in the Daily Activity Report Loop. In case of B2C project the reporting shall be to the SalesLead client. The training will be given by the project owner.
- 11) SalesLead consultants reserves the right to terminate this appointment letter or agreement or employment in case of associate unsuitability or no performance or inappropriate attitude or behavior from the associate in any date of the month and in any month of the year.
- 12) Adding to the point no.11, if you quit or abandoned the job in the ongoing month, you will not be paid any amount of that present month, wherever if you wish to resign from the company you need to serve 15days notice period and 15 days in addition should be allocated from you for handover of the process for the replaced associate from the date of your resignation letter received. After serving notice period of 15 days the full and final settlement will be released in a span of 30 days after your last working day of the notice period. In case if you wish disassociate with SalesLead immediately i.e (without notice period) you need to pay to SalesLead one month of your stipend to the company.
- 13) SalesLead consultants offers you the fixed stipend of Rs. 5,000/- .The stipend shall be revised with your performance. Performance is measured in amount of revenue conversion to the client in which we can share incentives in the same. The incentive will be disclosed after project allocation, as the incentives with the project varies. The salary shall be released from the date 1-10th of the next month of your work.
- 14) Adding to point no.13, your work will be evaluated after 1 month days of your service given to SalesLead Consultants and accordingly your appointment letter will be continued with increase in stipend or incentives sharing scheme.
- 15) After your association with the SalesLead, SalesLead reserve the right whether to hand over B2B or B2C project.
- 16) The holidays shall be applicable after three months of your joining. In case of any holidays required before the completion of three months, please note that it will be considered as unpaid leave. After completion of three months from your joining, two leaves are permitted in a month. Approval for leave must be taken 2 days in advance.
- 17) The project is assigned to you once SalesLead Consultants receives the confirmation from the client. SalesLead will not give any commitment of the projects or the stipend to the associates if the client disagrees to move forward or if there are no projects with the SalesLead Consultants for the coming month. SalesLead Consultants shall definitely try to engage the associates to another projects if possible.
- 18) SalesLead Consultants association with you is being decided on the term that you will not leave the project at least 6 months from your initiation with the project. The SalesLead Associate during joining has to submit the latest original mark sheet of the client. The mark sheet will be held for 3 months. If you wish to resign from the company before completion of 3 months the stipend of the latest month or last working month shall not be given.
- 19) After accepting this appointment letter, you shall not be able to associate directly with the SalesLead client for at least 3 months after disassociation with the SalesLead. If you are found to be associated with the SalesLead client before 3 months after your disassociation with the

SALESLEAD CONSULTANTS

Consulting Partner | Lead generation | Executive Recruiter

SalesLead you have to pay your 1 month stipend to SalesLead Consultants as fine.

- 20) In case of your disassociation with SalesLead Consultants, you have to return all the properties to the SalesLead consultants or of its clients whatsoever to SalesLead Consultants as like cell phone, sim card, laptop, id card, email id, confidential data regarding of the clients and SalesLead consultants.
- 21) In reference to the point 20, the properties and material hand over to you for your work purpose the safety, security of the same is completely your responsibility. Any misuse of the materials or the properties the associate (you) shall be held responsible for the same.
- 22) The data generated by you for any project is a confidential information for the client and to SalesLead Consultants. The data stored in the official email id will be not allowed to share on the personal email of yours or any other person. In case of technical issues you should ask SalesLead Consultants or the concerned client for support or solutions in the same.
- 23) In reference to the corporate work ethics you will not disclose your stipend amount to current and existing sales associates of SalesLead.

SalesLead consultants request you to go through scope of work mentioned above, after your Acceptance, please acknowledge us by signing the same and your approval on the email on **rohanj@salesleadconsultants.com**

While joining on the first day, please submit zerox soft copy of your Aadhaar card, Pancard, with your signature on the same.

Mr. Satyam Mukund Jadhav
Business Development Associate
SalesLead Consultants

Mr. Rohan Jadhav
Founder | CEO
SalesLead Consultants



M.E.Society's Garware College of Commerce Autonomous

Karve Road, Pune – 411 004.
[UNI-ID-No: PU/PN/C/018 (1967)]

Ph.No (O): 41038300 | Website: www.mesgcc.in | Email: office.gcc@mespune.in
NAAC Re-accredited – 'A' Grade [CGPA 3.45] | Best College Award by Savitribai Phule Pune University.

Dr. Geeta Acharya
Officiating Principal

Notice

International Certificate Course

All the students of SY and TY BBA/ BBA-IB/ BBA-CA are hereby notified that an International Certificate Course of 2 credits will be conducted online from **4th April to 22nd April**. This is a special initiative of the College in lieu of the industrial visits.

Please note that the attendance is compulsory to earn 2 credits and a certificate.

The details are mentioned below -

1. SYBBA/ IB and TYBBA/IB - **Project Management - 30 hours**
2. SYBBA - CA and TYBBA - CA - **User Experience (UX) and User Interface (UI) - 30 hours.**

The details of the experts are mentioned in the poster attached and the meeting link will be sent to the respective whatsapp groups.

Sushmita Nande
Head-International Relations

Prof. Dr. B. S. Vhankate
Vice-Principal, & Asst. Director

Dr. Geeta Acharya
Officiating Principal

International Certificate Courses – Project Management and UX/UI

Rationale:

This course was designed to give an international certification to the students by providing global exposure on the topics that are relevant in the present situation. The College had been organizing Industry visits since last decade, but due to the pandemic situation from 2020, it could not be conducted. Hence, the College had initiated an innovative method for value-addition by providing such international certifications since last year. In lieu of the industry visit (which are not possible due to the pandemic), these international certificate courses were designed to provide the global exposure and also enhance the employability of students.

This course was also important from the viewpoint of development of networking with the faculties of the University ranked under 200 globally and tie-up / collaboration for further activities like Student Exchange / Student Progression and also the industry experts at global level.

Objectives:

1. To impart practical insights and provide global exposure by introducing to global practices on the topics of concurrent importance.
2. To enable the students to get international certification courses.
3. To network with faculties of Queens University, Belfast, ranked under 200 globally and establish possible tie-up / collaboration for further activities like Student Exchange / Student Progression and also with the industry experts at global level.

Outcome expected:

1. The students will gain global exposure and practical insights on the topics of concurrent importance.
2. The students will receive international certification courses and enhance their employability.
3. Development of networking with the faculties of the University, ranked under 200 globally and tie-up / collaboration for further activities like Student Exchange / Student Progression.

Target audience – All the second and third year students of BBA/IB/CA courses (Actual No - 631). The budget was estimated for a higher number of students.

Schedule for UX/UI – Timings – 8 am – 10.30 am.

Day	Topics
Day – 1 4/4/22	<ul style="list-style-type: none"> a. Introduction of UX-UI Design b. Understanding of UX-UI <p>Discover & Research</p> <ul style="list-style-type: none"> c. Requirement Gathering, d. User Interview, e. Survey, f. Planning & Strategy g. User Research h. Persona i. Empathy map j. Competitive Analysis
Day – 2 5/4/22	<p>Ideate –</p> <ul style="list-style-type: none"> a. Brainstorming b. Card Sorting c. User Flow d. Information Architecture e. Design System
Day – 3 6/4/22	<p>Design Laws & Design Tools</p> <ul style="list-style-type: none"> a. Laws of UX b. Figma Tool
Day – 4 7/4/22	<p>Visual Design</p> <ul style="list-style-type: none"> a. Color & Font Theory b. Wireframe c. Prototyping
Day – 5 8/4/22	<p>Design</p> <ul style="list-style-type: none"> a. Prototype, b. Visual Design, c. Usability Testing
Day-6 9/4/22	<p>Project allotment and guidelines</p>

All sessions start at 11-30 am GMT to 1-30pm GMT (4pm to 6pm IST)

<u>Date</u>	<u>Title of Session</u>	<u>Presenter</u>
4-4-2022	Course Overview and Introduction	Dr Joe Allen and Dr Aishwarya Patil
5-4-2022	Stake Holders in Project management	Dr Joe Allen
6-4-2022	Suez- Project management a case study (Risk Management)	Dr Sean McAntSoir
7-4-2022	HR in Project Management	Ms Pradnya Punekar
8-4-2022	Project planning	Dr Jelena Vlajic
11-4-2022	A Case study in construction Project management / communication in project management	Dr Aishwarya/ Mayura
12-4-2022	A Case study in construction Project management / communication in project management	Dr Aishwarya/Mayura
13/04/2022	Projects	Dr Joe Allen and Dr Aishwarya

Profiles of Speakers –

Dr. Aishwarya Patil

Formerly Asst. professor in Pune University India and a corporate consultant, Aishwarya is a recent doctoral graduate from Queen's University Belfast. Aishwarya has 15 plus years of experience in education as well as corporate sector. Her clients were IBM, Infosys, MindTree, Cognizant, Deloitte, Persistence Technologies, Auto desk , Institute of chartered accountants of India and National Defence Academy Pune . She delivered tailor made successful projects to these clients. She was acclaimed educator who was awarded best teacher prize in 2007 by Maharashtra Girls' Education Society, Huzurpaga . Furthermore, she is an influential thought leader and industry expert, sought out for keynotes, lectures, and leadership positions. After her doctoral Degree, Aishwarya founded a start up in Education, Astral Education Limited. He start up is endorsed by Queen's University Belfast, where she studied for her doctoral degree. Her PhD has got a special recognition award by Queen's University Belfast.

Dr. Joe Allen

Having spent 12 years in the Telecommunications in Research and Development for Nortel Networks he obtained his PhD in microelectronics doctoral graduate from Queen's University Belfast. Joe has a while experience of working in Industrial settings for Microsoft, Dell and Seagate Industries. He is a Chartered Electronics Engineer as well as a Cisco Instructor. For the last 15 years Joe has had a number of roles in the Education Sector, as a Teacher of Mathematics and Computer science, in Further and Higher Institutions. His current role is as an Assistant Professor in Queens University Belfast where he is Director of a course for the initial lecturer Education of new lecturers to the University. His course is accredited by the Higher Education Academy and confers Fellowships of the Higher Education on completion. Joe is a Senior fellow of the Higher Education Academy. His research interests are in the areas of e-learning and e-moderation as well as the development of online teaching and learning applications for use in Higher Education Institutions.

Dr Jelena Vlajic

Jelena is a Senior Lecturer in Supply Chains and Operations Management in Queen's Management School (QMS), Queen's University Belfast, as well as Fellow of the Chartered Institute of Logistics and Transport (FCILT) and Fellow of the Higher Education (FHEA) in the UK. She holds a PhD degree from Wageningen University in the Netherlands, and MSc and BSc degree in Transport and Traffic Engineering from Belgrade University in Serbia.

Jelena has taught logistics, supply chain and operations management courses and supervised master and PhD students in QMS. Jelena is passionate about creating knowledge on sustainable supply chains and operations that are economically viable, environmentally friendly, socially responsible, as well as robust and resilient to the occurrence of unexpected events. She has authored and co-authored several peer-reviewed articles published in international journals and published several book chapters.

Seán Mac an tSaoir (BSc. BAgr. PGCE (teaching license) PhD and MBA.

40 years of Project Manager Experience in both public and private sector. Specialising in Agricultural and Horticultural Production (Both physical production and Operations Management improvements). Tenured lecturer in School of Agriculture and Food Science (QUB) 1994 - 2012. Tutor in Departments of Life Long Learning, School of Education and currently School of Management since 2000. Currently UN Consultant on Agricultural Improvement Projects in Iraq.

In terms of other teaching, I have delivered at UG and Taught Masters, courses on strategic management, Organisational behaviour, Operations Management and Project Management.

Pradnya Punekar

Pradnya Punekar, founder of KATHA-Stories Unheard (www.kathaoffbeat.com), and a seasoned senior human resource professional with 12+ years of corporate experience with top global organisations, with an experience in varied areas of HR. I have previously worked on one of the biggest projects in London named Thames Tideway Tunnel and have worked with companies such as HCL Technologies and Flipkart in India. I hold rich experience across various types of HR, such as managing end to end recruitment, HR Generalist, Operations, manpower planning, Defining people policies, procedures and strategies to align with business goals and individual people ambitions and drive performance culture in the organisation, embrace diversity and inclusion and work towards making organisations best places to work.

I am also the winner of Mrs India UK- 2017 and have had wonderful opportunities to work on some of the most creative projects from the fashion industry. I am also a career growth coach helping individuals and organisations grow and embrace change in a positive way.

Humbled to be bestowed with few recognitions such as:

- Young Achiever-Published Biography in a prestigious book named Garje Marathi Global.
- Interviewed at Zee TV London.
- Interviewed at Maay Marathi Talk Series, London.
- Featured in top popular magazines such as World class beauty queen and Queen in style and in leading newspapers in India and London.
- Interviewed in local Asian TV channels in London.
- Featured on "The Guiding Voice" podcast.
- Invited as Speaker at various prestigious platforms.

Mayura Chandekar

Mayura has 14 years of work experience in Architecture & Construction in the UK. Mayura did Bachelors in Architecture from Dr.BNCA Pune before coming to London for higher studies in 2007.

After perusing masters in Urban Design from the Bartlett, UCL, she worked on multimillion large scale projects in London such as landmark commercial tower 20 Fenchurch Street and residential projects like Athletes Village-Olympic 2012. She worked on projects for prestigious clients like the Crown estate and Canary Wharf group.

In 2015 Mayura started her own Architectural design practice called MCAPS Global Ltd. and has been running it successfully since. The practice specialises in residential sector projects

providing end to end service from design to overseeing projects during construction, including taking any statutory permissions. With this kind of holistic service, Mayura's experience lies in managing the project from design to delivery keeping in line with budget & quality, construction programme/ timescales and procurement.

Ashutosh Deshpande

Ashutosh is a co-founder and Director of Felix IT Systems. He is SAP CRM 7.0 certified consultant with strong business knowledge in Utility and Public sector domain, with working experience in SAP Consulting involving various versions of the product from (5.0 to 7.0 EHP2).

SAP SD Certified; have a profound knowledge of SD module and its related interfaces with CRM, MM, and FI along with configuration and enhancements required around it.

Possess very good knowledge and experience in fast track implementations using SAP CRM Best Practices V1.2007 & V1.70; have participated in Presales activities, solution consulting for SAP CRM as well as SAP BAiO (Business All in One).

Experience in various aspects of project lifecycle such as Business Process mapping, Solution Design, System Configuration, Solution Documentation, Training, data migration from legacy systems, functional co-ordination for the project and post Go-live support. I have worked in various project delivery methodologies including waterfall (ASAP) and Agile.

Possess very good analytical skills Communication skills, Client Interfacing skills. Highly motivated and proactive towards work

Specialties: SAP CRM-ISU, CRM-Service, CRM - IC Interaction center ,CRM Sales, WEB -UI , Middleware ,ABAP-Debugging.

Tanmay Kalbhor

Tanmay is the lead trainer in Felix IT systems. He is a leading UI-UX designer. He holds Bachelor's degree in computer science engineering and has extensive experience in UI UX and web developing.

Certificate sample-



CERTIFICATE

— of Completion —

Certificate is awarded to

of Maharashtra Education society's Garware college of
commerce for successful completion of course in
project management .

Training Manager _____ Place _____ Date _____

In association with | *Conducted by*





www.astral-edu.com



CERTIFICATE

— of Completion —

Certificate is awarded to

of Maharashtra Education society's Garware college of
commerce for successful completion of workshop in UI UX .

Training Manager _____ Place _____ Date _____

In association with | *Conducted by*







www.felix-its.com

Clarifications to the queries –

1. **CAC approval** – The said course was mentioned in the CAC meeting dated 31st January 2022 regarding conducting the course in lieu of the industry visits. The financials were not informed because of the budgetary provision of 20 lakhs for the Industry Visits.
2. **MoU** – Since last year there was no MoU for the similar course with Curtin University conducted through Samvit Management Consultants, the same was followed for this year.

3. Outsourcing the UX/UI course to Felix IT Systems –

Astral Education is providing educational services through a network of International University Professors and Industry experts from various countries. Felix IT Systems is conducting the training on behalf of Astral Education. Felix also has their own training in UX/UI for corporates which are at least 25,000 Rs. per person for a 30 hour course. Since the certification is under Astral Education and endorsed by Queens University, and conducted by Felix, every student can receive an international exposure in fees per head 2500 INR. Also Felix is obliged to conduct the training only through Astral Education.

Feedback of UX/UI session –

4. Background check of Astral Education –

Dr Aishwarya Patil, the founder Director of Astral was the Principal of Huzurpaga Girls College in 2007 and also the Coordinator of BBA/BBA-IB/B.Com courses at SKNCC till 2012. She was also associated with MES Night College. Since she is well known to us and through her we are able to discuss collaboration possibilities with Queen's University, we had decided to go with her proposal. Also, her endorsement letter of Queens University is there with the International Department office. All the speakers were verified through their LinkedIn profiles and their company websites.

5. The USP of Astral Education-

Since Astral is endorsed by Queens University, they are providing global exposure and practical insights in the courses provided at a very reasonable fees. Also since Dr Patil is connected to many top universities and industries in the UK, she can be instrumental in future tie-ups/ Collaborations. Secondly, this course could be converted into a 2-

credit course (30 Hours) and additional credits can be awarded to the students, as per the recent SPPU guidelines for additional credits.

6. Comparative offers –

There was a proposal from Samvit Consultants who had provided the Curtin University Workshops last year. It had an offer from Curtin University that for 15 hours workshop they would charge 75 USD per student for a batch of 250 students. There was another offer from Birmingham University of 20,000 Pounds for 100 students. The offer from Astral Education was initially 20 pounds for 15 hrs and then converted into 25 pounds for 30 hrs. But later due to the 18% GST applicable, it was re-negotiated at 23 pounds per student.

7. Terms and Conditions of the payment-

The final offer from Astral Education was 23 pounds per student. A total of 631 students are there for the course. The terms and conditions had mentioned 50% advance payment before the commencement of the course and 50% on conclusion of the course. However, the advance payment was not done and a part payment of 3358 Pounds was done on 13th April. The balance payment of 11,115 pounds is pending. The invoice amount paid was attached in the report. The payment details are with the accounts department and is attached.

8. Tax liability issue –

The process of payment was replicated like last year. Smt. Marathe madam and CA Deshmukh sir were consulted for the same because the payment would be done through the FCRA account of MES. Last year late CA Paresh Shah sir had not informed anyone about the tax liability hence there were no such queries during the payment. But this year CA Deshmukh sir pointed out that we have to pay 18% GST and will be exempted from 25% TDS. The increase in amount due to 18% GST was adjusted by reducing the per student charges to 23 pounds instead of 25. The purpose code issued by CA Deshmukh sir was not accepted by ICICI, hence we faced the issue and the code had to be changed that may lead to future tax liability, although it is just a possibility.

9. Course dates –

The course was designed as 15 hours lectures and 15 hours project work. The lectures were till 13th April and the evaluation part is by the GCC faculties. The project completion deadline was given as 22nd April. Hence the last date was 22nd April, but

the lectures were completed on 13th April. Also Astral Education provided all the course materials, project template and evaluation method for the students.

10. Program perception of students-

The program was very well perceived by the students because attendance and feedback was taken for every session. They have also completed the project given enthusiastically. A sample is attached for your reference.

<https://drive.google.com/drive/u/0/recent>

Feedback of UX/UI –

<https://docs.google.com/spreadsheets/d/1USe2SUGNHGKgSy5TQltGCKtS3ohGt1rm2x5z5-ZpgZc/edit?usp=sharing>

Feedback of Project Management –

https://docs.google.com/spreadsheets/d/1miCtRzW70zPgLUjQmfmb6j6_mtRz9_FsKcvgpkIF-sQ/edit?resourcekey#gid=861999914

11. Status :

The activity is already completed because the students have to be graded and 2 additional credits have to be awarded to complete 140 credits.



To whomsoever it may concern.

It is our pleasure to inform you that **Mr.Gaurav Rajesh Agrawal** worked with us for the tenure of 1 month. He has worked with **Bhansali Wheels Pvt.Ltd.** for the position of **Tally Operator (Accounts)** from 01.03.2022 to 30.03.2022

During the tenure mentioned above, **Mr.Gaurav Rajesh Agrawal** has remained involved with his duties and responsibilities assigned to him. We found his competent and active with sincerity and determination. He is professionally sound and hard-working whose dedication in taking contribution and initiative for the organization has proven helpful in the establishment repeatedly.

We wish him all the best in his future endeavours.

Sincerely,

Mr.Gaurav Rajesh Agrawal
Designation – Tally Operator


M/s. Bhansali Wheels Pvt.Ltd.
Director - Siddhant Rajesh Bhansali

BHANSALI WHEELS PVT. LTD.

Plot No.: 31-32, Survey No : 444/1/27 & 444/1/28, A/Po : Sakuri, Tal. : Rahata, Dist. : Ahmednagar - 423107
CUSTOMER CARE - 07517001700 E-mail ID : bhansaliwheels@gmail.com

॥Shri॥


Jeevandeep Foundation




Mrs.Sangeeta Chopda *
(President)
09158794000

Dr.Sunita Baje *
(Vice President)
09421351338

Mrs.Jayshri Bhujbal *
(Secretary)
08379023887

 @jeavandeepF2018

 jeavandeep2018@gmail.com

Hope for Better Future

Treasurer :-

Mrs.Rutuja Chopda

Members :-

• Mrs.Mamta Kabra

• Mrs.Kanta Surana

• Mrs.Ranjana Jadhav

• Mrs.Ritu Kothari

• Mrs.Sunanda Kamble

Date ~~20/10/2021~~

INTERNSHIP CERTIFICATE

TO WHOME IT MAY CONCERN

This is to certify that Mr.Hemantchand Dilipchand Chopda has done his Internship in Jeevandeep Foundation,Latur from 12/082021 to 12/10/2021.

He has worked on a project titled

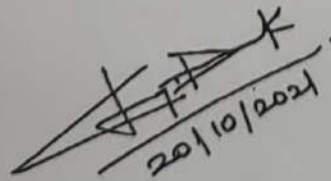
Eye Checkup Camp,Gangakhed,Parbhani,Maharashtra.
Dental Camp,Latur,Maharashtra.

These Projects were aimed for social welfare of the public in our society. As a part of the project,he helped in Public Relations and Event organization.

During the internship he demonstrated good management skills with a self-motivated attitude to learn new things. His performance exceeded expectations and was able to complete the project successfully on time.

We wish him all the best for future endeavors.

Warm regards,


20/10/2021

President,
Jeevandeep Foundation,Latur



TRIDENT INDUSTRIES

Ref. No.

Date :

16 APRIL 2022

SUB : OFFER LETTER FOR INTERNSHIP

I am pleased to inform you the acceptance of an internship position as Marketing Intern. Your first day of joining will be 18/04/2022. In addition to your duties outlined in the interview, you will report to your supervisor, Mr. Ganesh Patkar.

As an intern, you are not the company's employee; and therefore, will not receive health and compensation benefits. You understand that participating in the internship program is not an offer of employment.

During your internship, you will have an access to company's clients and confidential information. You agree that you will keep all this information and client information strictly confidential and will not share it with anyone outside the company. You will not use it for your own benefits and on completion of the internship; you will return documents, equipment, and all property of the company once the period of internship is completed.

Congratulations on the Internship.

Best Regards,

Trident Industries

Authorized Signatory





SpiceJet Limited
319 Udyog Vihar, Phase-IV,
Gurugram 122016, Haryana, India.
Tel: + 91 124 3913939
Fax: + 91 124 3913844

10-Jan-2022

Letter of Completion of Internship

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Rutwik Shrikant Harisangam**, has undergone internship with our organization from **1st October 2021** to **31st December 2021** and has successfully completed the same.

During the course of training **Mr. Rutwik Shrikant Harisangam** was found to be taking keen interest to know various functions of our establishment and specifically **Customer Service-Cargo Dtd** at **Spicejet Limited**.

He is efficient and ready to learn more, thereby broadening his level of knowledge.

We wish him best of luck and success in his future assignments.

Thanking You
For **Spicejet Limited**

Niti Verma
Vice President – Human Resources

Document certified by Niti Verma
<niti.verma@spicejet.com>

Niti Verma



+91 9545036603
www.aosbranding.com
Kothrud, Pune

To
WHOM IT MAY CONCERN
20/03/2022

This letter hereby certifies that **MR. Ninad Prashant Mokashi** has served at AOS Brand Consultants as a **Digital Marketing Intern**, from 08/11/21 to 17/03/22.

During His tenure, he demonstrated good performance and because of his skills and expertise in Social Media Marketing, SEO and Influencer Marketing our company has successfully completed many targets. During this time, Ninad has carried out all his duties in a professional and sincere manner. His sincere approach towards work and his friendly personality has set a high example among other staff.

We wish that he succeeds in all his future endeavors.

A handwritten signature in blue ink, appearing to read 'Omkar Shelar'.

Omkar Shelar
Founder
AOS Brand Consultants

Signature

KIRTANE & PANDIT LLP

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Kunal Rajput has successfully completed his internship from 1st February 2022 to 10th February 2022 with Kirtane & Pandit LLP Chartered Accountants' Process Management Division.

During his project he has worked at our client location for his project titled "Physical Inventory Verification". During his internship period he has demonstrated a professional aptitude towards his work.

He was found to be a responsible member within his team. He was inquisitive and enthusiastic about work and was observed as a valuable asset to the company.

We wish him all the best in his future endeavors.

For Kirtane & Pandit LLP
Chartered Accountants



Trupti Marathe
HR Executive



Date: 24th February, 2022

Place: Pune

Kirtane & Pandit LLP
Chartered Accountants

Pune | Mumbai | Nashik | Bengaluru | Hyderabad | New Delhi

Regd. Office : 5th Floor, Wing A, Gopal House, S.No. 127/1B/1, Plot A1, Opp. Marshal Hall, Kothrud, Pune - 411 038, India | Tel : +91 20-67295100 / 25433104
www.kirtanepandit.com | Email : kpca@kirtanepandit.com

Eurosteel Office Furniture Systems Pvt. Ltd.

Himmel Square, 1st Floor, Sv. No. 599, Plot No. 4,
Sahney Sujan Park, Lulla Nagar, Above Cosmos Bank, Pune - 411040.

Tel No : +91-8237 248111 ; +91-84848 49045

Email : sales@eurosteelindia.com ; contact@fonzel.com

Website : www.eurosteelindia.com ; www.fonzel.com

FONZEL

Enhancing Workspaces

GSTIN No. : 27AACCE9396J1ZY **Pan No. :** AACCE9398J **CIN No. :** U36939PN2012PTC14180

Warehouse Address: Gat No. 638 Village Velu, Pune-Satara Road, Taluka Bhore, Pune - 412205.

Registered Address : Office No. 45, 4th Floor, B-wing, KK Market, Bibwewadi, Pune - 411037.

Date : 10/12/2021

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms.Yashada N Deshpande, was working with us as Intern – Supply Chain Management with effect from 10th November 2021 to 9th December 2021. She has successfully completed her internship with Fonzel.

During the tenure of service, we have found her hard working and sincere in work. She is a quick learner, honest and a good team member.

We wish her all the best in his future endeavors.

For EUROSTEEL OFFICE FURNITURE SYSTEMS PVT. LTD.



SUJATA NANGARE
DIRECTOR

Eurosteel Office Furniture Systems Pvt. Ltd.

Himmel Square, 1st Floor, Sv. No. 599, Plot No. 4,
Sahney Sujan Park, Lulla Nagar, Above Cosmos Bank, Pune - 411040.

Tel No : +91-8237 248111 ; +91-84848 49045

Email : sales@eurosteelindia.com ; contact@fonzel.com

Website : www.eurosteelindia.com ; www.fonzel.com

FONZEL
Enhancing Workspaces

GSTIN No. : 27AACCE9398J1ZY **Pan No. :** AACCE9398J **CIN No. :** U36939PN2012PTC14180

Warehouse Address: Gat No. 638 Village Velu, Pune-Satara Road, Taluka Bhor, Pune - 412205.

Registered Address : Office No. 45, 4th Floor, B-wing, KK Market, Bibwewadi, Pune - 411037.

Date : 10/11/2021

To, Ms. Yashada Deshpande,

Subject: Internship Training

Dear Ms Yashada,

This is reference to your CV seeking opportunity for Internship Training in our organization and subsequent to your interview, we are pleased to give you an opportunity for internship in our organization on the following terms & conditions: -


1. Your internship training period shall be for 1 Month and will start from 10/11/2021 to 9/12/2021.
2. You will not be entitled to claim any other privileges / benefits including bonus which are available to the employees except the stipend payable during the internship period.
3. You shall abide by the instruction of your superiors in matters pertaining to the training.
4. Any breach or violation of any instructions / rules will render you liable for termination of internship training without assigning any reason or notice.
5. You will be required to maintain a daily performance report regarding your engagements and achievements of day-to-day training and produce the same to your superiors as and when required.
6. You shall observe punctuality, discipline, and comply with the given assignment in the working place diligently.
7. During your internship training period, you may have access to Company's confidential information and trade secret. You shall keep confidential, all the information, documents and material provided to you by the Company or by its clients concerning their affairs in order to enable the Company to perform the service. You will not publish or disclose any article / information either oral or in writing relating to any matter of the company without prior written consent.
8. Upon completion of your internship training, you will promptly return any company issued property, documents, and equipment along with information belonging to the company.

In case the above terms and conditions are acceptable to you, please sign and acknowledge this letter as a token of your acceptance.

We wish you successful internship training ahead!

Yours truly

For Eurosteel Office Furniture Solutions Pvt. Ltd.


Sujata Nangare
Director





This is to certify that

Mr. Jaijeet Unkule

student of **Abasaheb Garware College, Pune.** has successfully completed an internship in the field of **Social Media Marketing** from **2nd January 2022 to 2nd February 2022** under guidance of Mr. Vikrant Nagapure (Social Media Manager) During the period of his internship program with Prominent Adworks he had been exposed to different processes and was found diligent, hardworking and inquisitive. We wish him every success in his life and career.

Regard

Social Media Manager

Regard

Founder

Internship Offer Letter



From

Samina Shaikh

Human Resource Manager

Prominent Adworks

Pune

Date: 1st January 2022

To,

Jaijeet Manish Unkule

Pune

Subject: Internship Offer Letter

Dear Jaijeet,

On behalf of Prominent Adworks. We are elated to inform you that you have been selected for the position of internship with our agency. On your acceptance of this offer letter, you will be required to join the organization from 2nd January ,2022 and you will be reporting to Mr. Javed Shaikh.

I would like to inform you that the duration of this internship will be 1 month(s) & it will be a paid internship of Rs.3000/- every month. During this time, your employment status with Prominent Adworks will be temporary and therefore, you will not be entitled for any kind of privileges that other employees of the agency are entitled to.

Your internship will end on 2nd February 2022. We would also like to highlight that the company holds complete rights to terminate your internship anytime during the period with or without any reason.

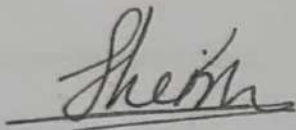
During your internship, you will get access to different kinds of confidential information about the agency and by accepting this offer letter, you agree that you will take complete care in maintaining the confidentiality of all the information that you come across and by any means, you will not be using it for any kind of personal benefits or reasons other than work related task.

On completion of your internship, you will be required to hand over the entire official documents and other agency possession that will be given to you during your internship period.

By accepting this offer letter, you agree to all the terms and conditions that have been mentioned above and you agree that you will be following all the rules and regulations at the agency and you will also be observing all the practices and policies that define the working and conduct at the agency.

We look forward to have you onboard and we are hopeful that this association will be mutually beneficial to both the parties. If you have any other queries, please feel free to write at hr@prominentadworks.com. Congratulations and welcome to our agency.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jayjeet Unkule', is written over a horizontal line.

Human Resource Manager

Prominent Adworks

Pune

Jayjeet Unkule



SHRIKANT PRINTERS

All Types of Commercial Printing

382, Shaniwar Peth, Shop No. 1, Pate Heights, Opp. Kanya Shala Lane, Pune - 411030.
☎ : 24488381 Mob.: 98220 40768 E-mail : manishunkule@yahoo.com

Date:- 3/01/2022

Internship Offer Letter

Aditya Sachin Lokhande
Opp. Nancy lake homes, E-104
Katraj, Bharti vidhyapeeth,

Dear Aditya

I am pleased to inform your acceptance of an internship position as **Marketing Intern** in at an monthly stipend of Rs 1500/- . Your first date of joining will be 6/1/2022 - 5/2/2022. In addition to your duties outlined in the

interview, you will report to your supervisor, **Ms.Yogita Shinde**.

As an intern, you are not the company's employee; and therefore, will not receive health and compensation benefits. You will not be permanent in the company as you are intern. You understand that participating in this internship program is not an offer of employment.

Congratulations on the Internship.

Best Regards,

Signature of the Proprietor

Shilpa Manish Unkule

KIRTANE & PANDIT LLP

TO WHOMSOEVER IT MAY CONCERN

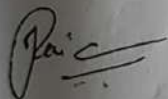
This is to certify that Mr. Anugrah Suresh has successfully completed his internship from 1st February 2022 to 10th February 2022 with Kirtane & Pandit LLP Chartered Accountants' Process Management Division.

During his project he has worked at our client location for his project titled "Physical Inventory Verification". During his internship period he has demonstrated a professional aptitude towards his work.

He was found to be a responsible member within his team. He was inquisitive and enthusiastic about work and was observed as a valuable asset to the company.

We wish him all the best in his future endeavors.

For Kirtane & Pandit LLP
Chartered Accountants



Trupti Marathe
HR Executive



Date: 24th February, 2022

Place: Pune

Kirtane & Pandit LLP
Chartered Accountants

Pune | Mumbai | Nashik | Bengaluru | Hyderabad | New Delhi

5th Floor, Wing A, Gopal House, S.No. 127/1B/1, Plot A1, Opp. Marshal Hall, Kothrud, Pune - 411 030, India | Tel: +91 20-67295100 / 25433104
Email: koca@kirtanepandit.com

Dated: 10th January 2022

To Whom It May Concern:

This is to certify that **Mr. Chirag Ramesh Verma** has completed an internship with our enterprise as *Divisional Parts Manager* in the Operations department from 05/11/2021 to 05/01/2022.

Top Skills Covered:

- Communication
- Inventory management
- Tools management
- Team work

Besides showing high comprehension capacity, managing assignments with the utmost expertise and exhibiting maximal efficiency, he has also maintained an outstanding professional demeanor and has showcased excellent moral character throughout the internship period.

We hereby certify that the candidate's overall work is good to the best of our knowledge.

We wish Mr. Chirag all the best for his/her future endeavors

With Regards,
Mukul Soni
Owner – Ishaan Motors
TASS CODE 2089329

10/01/2022





SHIVAM TEA CENTRE

TEA POWDER
DISTRIBUTOR

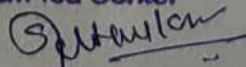
Shop no.15 , B-1, Kakade Plaza,
Karvenagar, Pune-411052

This is to certify, **Mr. Devansh Khatavkar** from **Garware College Of Commerce**, has successfully completed 90 hours internship in this organization.

During his internship, he was exposed to the various experiences in Operation research, Financial Accounting and management.

We found him extremely inquisitive and hard working. He was very much interested to learn the functions of our core division and willing to put his best efforts and get into the depth of the subject to understand it better. His association with us was very fruitful and we wish him all the best in his future endeavours.

Shivam Tea Center


Proprietor

Name and Signature (Authorized Signatory)

Shrikant Printers

CERTIFICATE OF COMPLETION



This certifies that

Aditya Sachin Lokhande

has successfully completed an internship in the field of Marketing from
6th January 2022 to 5th February 2022 under the guidance of Ms. Yogita Shinde (Manager).

During the period of his internship program with Shrikant Printers.

He has been exposed to different processes and was found diligent, hardworking and
inquisitive. We wish him every success in his life and career.

8th February 2022

A handwritten signature in blue ink, appearing to read 'Shilpa', is positioned above the printed name of the proprietor.

Shilpa Manish Unkule
(Proprietor)



**WORLD TRADE CENTER
PUNE**

Date: 01/04/2022

Ms.
Garware College of Commerce, Pune

OFFER LETTER AS INTERN - EXPORT ASSOCIATE – WORLD TRADE CENTER PUNE

Dear Miss Shreeni A. Kulkarni,

World Trade Center Pune is part of the World Trade Centers Association – the global WTCA network that spans across 330+ cities in 130+ countries. WTCA stimulates trade and investment opportunities for economic development agencies and international businesses looking to connect globally and prosper locally.

World Trade Center B2B connect, World Trade Center Partnership Program, International Trade information, market research and analysis, trade missions, seminars, webinars, conferences are some of the core functions at World Trade Center Pune. Services at World Trade Center Pune offer the best platform for businesses to thrive.

We are pleased to appoint you as Intern - EXPORT ASSOCIATE AT THE WORLD TRADE HUB, the Trade & Investment Arm of World Trade Center Pune.

Your initial appointment as Intern - Export Associate will be for a period of 3-6 months from 1st April, 2022. After successful completion of your internship, we may consider to take you in regular employment on a suitable position as per organization's rules.

You will be bound by the rules and regulations of the organisation. The management holds the right to change or amend these rules from time to time

General conditions of service such as maintenance of secrecy about the affairs of the company, regular attendance, discipline, etc. shall apply to you.

During the internship period you are eligible for a stipend of INR 10,000/- per month.

Please send a confirmation mail / sign duplicate copy in acceptance of this offer.

We wish you a fruitful and productive career in the organisation – World Trade Center Pune.

Thanks and best regards,

Niraj Khinvasara
CIO
World Trade Center Pune

26/04/2022	10:00am	6:00pm	8hrs	Connecting globally with the partners	N. J. J. J.	<u>Kulkarni</u>
27/04/2022	10:00am	6:00pm	8hrs	Sending out samples for promoting	N. J. J. J.	<u>Kulkarni</u>
28/04/2022	10:00am	6:00pm	8hrs	Creating Databases	N. J. J. J.	<u>Kulkarni</u>
29/04/2022	10:00am	6:00pm	8hrs	Interacting with the clients	N. J. J. J.	<u>Kulkarni</u>
2/05/2022	10:00am	6:00pm	8hrs	Attending Jito Event	N. J. J. J.	<u>Kulkarni</u>
3/05/2022	10:00am	6:00pm	8hrs	Connecting with master chef Rajeev Arora (Canada)	N. J. J. J.	<u>Kulkarni</u>
4/05/2022	10:00am	6:00pm	8hrs	Following up with the meetings	N. J. J. J.	<u>Kulkarni</u>
5/05/2022	10:00am	6:00pm	8hrs	Understanding the business deals	N. J. J. J.	<u>Kulkarni</u>
6/05/2022	10:00am	6:00pm	8hrs	Creating and working on website	N. J. J. J.	<u>Kulkarni</u>
9/05/2022	10:00am	6:00pm	8hrs	Brochure designing	N. J. J. J.	<u>Kulkarni</u>
10/05/2022	10:00am	6:00pm	8hrs	Developing public relations	N. J. J. J.	<u>Kulkarni</u>
11/05/2022	10:00am	6:00pm	8hrs	Creating worksheets	N. J. J. J.	<u>Kulkarni</u>
12/05/2022	10:00am	6:00pm	8hrs	Attending meetings and knowing new products	N. J. J. J.	<u>Kulkarni</u>
13/05/2022	10:00am	6:00pm	8hrs	Creating Databases	N. J. J. J.	<u>Kulkarni</u>
Total Hours			216			

Certified that Shreeni Kulkarni has satisfactorily completed the internship programme assigned to him.



World Trade Center Pune
Tower 1, Suite G3, Pune,
Kharadi, Pune- 411014

Suhana®

TASTEMAKERS OF INDIA SINCE 1962

Complete Spice Mixes | Blended Spices | Pure Spices | Papads

May 05, 2022

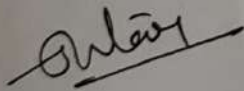
CERTIFICATE

This is to certify that Miss. Vaibhavi Rajesh Raskar student of Garware College of Commerce, Pune studying BBA IB, 3rd Year. She has completed her internship at Pravin Masalewale, Hadapsar Office, w. e. f. 04/05/2022 to 11/05/2022.

During the period her worked with Marketing functions. We found her sincere, hardworking & committed to the assignment given.

We wish her all the best for her future career.

FOR PRAVIN MASALEWALE



AUTHORISED SIGNATORY



PRAVIN MASALEWALE

ONESuhana, 55 Hadapsar Industrial Estate, Pune 411013, India. Tel +91 26872095 / 26878017 Email contact@suhana.co.



06 October 2021

PRIVATE & CONFIDENTIAL

To whom it may concern,

Re: Parth Khadke

Address: Dhankavadi Chavan Nagar, new hill view society, PUNE, 411043

This letter is to confirm that **Parth Khadke** is currently employed at Amazon Development Centre (India) Private Limited.

Parth Khadke is employed as a **CS Associate(IP)** and commenced employment with Amazon on **11 October 2021**.

This letter has been issued to the employee upon his/her request on the basis of data submitted by the employee to the Company. The Company bears no liability in event the aforementioned data is NOT found to be accurate.

On behalf of

Amazon Development Centre (India) Private Limited

Kind Regards,

A handwritten signature in black ink, appearing to read "Soumya V". The signature is written in a cursive, flowing style.

Soumya V
ERC Delivery Hub Leader, Employee Services



Place- Pune

Date- 21st May 2022

CERTIFICATE OF INTERNSHIP

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Sarvesh Parkar** has successfully completed 6 months (**28th November 2021 till date**) internship in Skyline Organization.

His major responsibilities included working in Marketing like Customer Acquisition, Brand Promotion, and Human Resource like Recruitment, Employee Relations and Retention programs with us.

His exposure in these areas are very good. During his tenure with us, he handled major responsibilities and we found him to be hardworking and very productive. Also he is a self-starter who is motivated, duty bound and a highly committed team player with strong conceptual knowledge.

We wish him luck and all the best for his future endeavors.


Karan Kabade
Business Head
Skyline Organization



OFFER LETTER

CONGRATULATIONS ON YOUR SELECTION!!!

Dear

Mr. Sarvesh Parker

Date: 27/11/2021

This is in reference to the discussion you had with us. This is to confirm our intent to offer you a position as per the details below:

Designation: Business Associate

Date of Joining: 28/11/2021

You will be further introduced to a five level Global Leadership Program. Each level is designed to teach you all the aspects of Business Management viz. Personal Development, Team Management, Human Resource / Recruiting, Client Acquisition / Retention, Customer service and Project Management. Your Job Position is further described in Appendix A attached with this document.

Further Terms & Conditions of your employment are compiled in Appendix B & C attached with this document respectively. Your formal BA Agreement Copy is subjected to submission of your bonafide documents on the date of joining.

We encourage an open environment conducive to active learning and participation. Do not hesitate to ask any relevant questions that might help you in your development.

Looking forward to a long and mutually beneficial association.

A handwritten signature in black ink, appearing to read "Shravani", is written over a horizontal line.

Ms. Shravani Kulkarni.

Hr Executive

SKYLINE ORGANISATION.



H. D. TRADERS

Suppliers of : Plastic & All Types of Scrap

Kudalwadi, Chikhali Road, Pune - 412 114.

Ref. :

Date :

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Avdhoot Kane has successfully completed his internship from 7th March 2022 to 15th March 2022 with H.D. Traders at Chikhali warehouse.

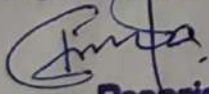
During this tenure he has worked at our warehouse in supply chain and also has taken the efforts to observe the workings of our business. During this internship he demonstrated a professional attitude towards his work.

He was a responsible member and was enthusiastic towards the tasks that were assigned to him.

We wish him all the best for his future.

For H.D. Traders

For H. D. TRADERS


Proprietor

Dharamveer Talreja

Date: 18/03/2022

Place: Pune



ERA LIQUORS LLP

LICENSE NO CL-II-702

ERA LIQUOR

PAP 6/2 MIDC BARAMATI BHIGWAN ROAD - 413133

Email ID: eraliquorsbrmt@gmail.com Mob No: 7272869494

VAT TIN NO: 27281879654V GST NO: 27AAIFE7149L1ZX PAN NO: AAIFE7149L TAN NO: PNEE07326E FSSAI NO: 115210038000001

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. PRANAV ANIL OMASE** student of **MES GARWARE COLLEGE OF COMMERCE**, has successfully completed a job in the field of **Liquors Trading Under STATE EXCISE GOVT OF MAHARASHTRA** during the period of **1st April 2021 to 31st March 2022** under guidance of **NIRAJ BHARAT PISE**


He worked with us as a **MARKETING HEAD**. During the internship he executed the following tasks:

- Store management and logistics and stock management
- Reached out relevant contacts and executed proper communication and executed deals

During the period of his job program with us he had been Exposed to different process and was diligent hard working and inquisitive with excellent Marketing skills

We wish him every success in his life career.

For ERA LIQUORS LLP


Authorised Signatory



Regards,

ERA LIQUORS LLP



**WORLD TRADE CENTER™
PUNE**

Date: 01/04/2022

Ms.
Garware College of Commerce, Pune

OFFER LETTER AS INTERN - EXPORT ASSOCIATE - WORLD TRADE CENTER PUNE

Dear Miss Komal U. Sonawane,

World Trade Center Pune is part of the World Trade Centers Association - the global WTCA network that spans across 330+ cities in 130+ countries. WTCA stimulates trade and investment opportunities for economic development agencies and international businesses looking to connect globally and prosper locally.

World Trade Center B2B connect, World Trade Center Partnership Program, International Trade information, market research and analysis, trade missions, seminars, webinars, conferences are some of the core functions at World Trade Center Pune. Services at World Trade Center Pune offer the best platform for businesses to thrive.

We are pleased to appoint you as Intern - EXPORT ASSOCIATE AT THE WORLD TRADE HUB, the Trade & Investment Arm of World Trade Center Pune.

Your initial appointment as Intern - Export Associate will be for a period of 3-6 months from 1st April, 2022. After successful completion of your internship, we may consider to take you in regular employment on a suitable position as per organization's rules.

You will be bound by the rules and regulations of the organisation. The management holds the right to change or amend these rules from time to time

General conditions of service such as maintenance of secrecy about the affairs of the company, regular attendance, discipline, etc. shall apply to you.

During the internship period you are eligible for a stipend of INR 10,000/- per month.

Please send a confirmation mail / sign duplicate copy in acceptance of this offer.

We wish you a fruitful and productive career in the organisation - World Trade Center Pune.

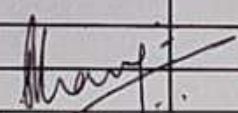
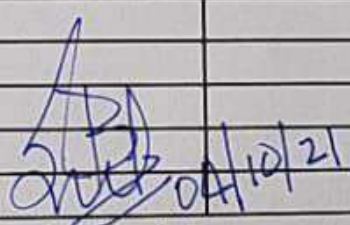
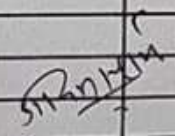
Thanks and best regards,

Niraj Khinvasara
CIO
World Trade Center Pune

Budget for the Diploma course in Supply Chain Management and International Trade AY 2021-22

Revenue			Revised	
No. of Students				25
Fees without GST	12712	25		
Fees per student	15000	375000	13120	
GST 18% on fees	2288	57200	16000	400000
			2880	72000
Expenses				
GST on fees	2288	57200		
Certification fees WTC with GST	1180	29500	2880	72000
Certification fees IEM with GST	2596	64900	1180	29500
Faculty remuneration per hour	1000		2596	64900
no. of hours	80		100	
Total payment to faculty			80	
Certificate printing and design		80000		80000
Promotion and Other administrative Exp		6000		6000
INPT Expenses per student @ 3 days		10000		10000
INPT travel Expenses			2100	52500
				15000
Total Expenses		247600		329900
Net Revenue		127400		70,100

A minimum of 25 students is considered for the budget. If the number is more, there will be proportional increase in revenue.

Prepared By	 Sushmita Nande Coordinator BBA-iB	
Approved By	 Dr. B.S. Vhankate Vice Principal Asst. Director Self-Finance	 Dr. Geeta Acharya Officiating Principal

Diploma in Supply Chain Management and International Trade

Student Learning Outcomes

A Diploma in International Trade will always help students to strengthen their profile from their career perspective. The benefits are listed below.

- *Exposure to the Export & Imports
- *Knowhow about the actual documentation
- *Strategic Sourcing
- *Hands on Experience while internship
- *Preparing students for startups in Export Import trading
- *Understanding Supply Chain Management & Operations

You will meet the outcomes attending contact classes in this course:

Part 3: Topic Outline

Week 1 to 3: *Export Promotion & Documentation

- *1) International Trade—Meaning, Definition, Need, Advantages, Importance
- 2) Governance—Government's initiative in EPC, EXIM Policies, Export License, Institutional Infrastructure, Integration
- 3) Export Procedure—Step by step procedure
- 4) International Contracting & Documentation—Legal aspects—Terms of Contract, Risks involved, Documents

Week 4 to 6: *Imports

- *1) Imports —Meaning, Definition, Need, Advantages, Importance w.r.t GDP
- 2) Imports Policy of Government—Duties, Taxes, Customs Tariff Act, Import License
- 3) Import Trade Classification—Free Imports, Licensed & Restricted Imports, Canalized Imports, Prohibited Imports
- 4) Customs Clearance—Present duties & Taxes, GST, IGST, Anti-Dumping Duty, Customs Cess
- 5) Imports Procedure—Step by step procedure, Documentation

Week 7 to 9 : *Strategic Sourcing

- *1) Procurement—Meaning, Definition, Need, Advantages, Importance

- 2) Negotiations & skills.
- 3) Contracts - Terminology.
- 4) Supply Chain Management—Stores Function, Inventory control, operations, Reverse Logistics.
- 5) Sourcing—Organization , Work flow, Integration of systems

Week 10 to 13: Supply Chain

- 1) Inventory Control
- 2) Designing Operations
- 3) Reverse Logistics
- 4) Service Operations

Week 14 to 16: *Integrated smart Warehousing & Logistics

- *1) Warehousing—Need, Importance, Advantages,
- 2) Logistics—Elements, Importance, Advantages
- 3) Financial Aspects—various costs related to warehouse & logistics
- 4) Risk management—Choosing location, Investment, Utility etc
- 5) Integrated smart Warehousing & Logistics.

Part 4: Grading Policy

Graded Course Activities

Points	Description
30 Marks	For Attendance
30 marks	For Project Report & presentation
40 Marks	For Theory & online Exams
100 Marks	Total

Letter Grade Assignment

Final grades assigned for this course will be based on the percentage of total points earned and are assigned as follows:

Letter Grade	Percentage	Performance
A	91-100%	Excellent Work
B	81-90%	Very Good Work
C	71-80%	Good Work
D	45%-70%	Mostly Good Work
E	Below 45%	Below Average Work

List of students for Diploma course in SCM and International Trade 2021-22

Sr.No.	Student name	Class
1	Tanvi Rajesh Relekar	SYBBA-IB
2	Atharva Raut	SYBBA-IB
3	Tejas Kailas Deokar	SYBBA-IB
4	Kunal Rajput	TYBBA-IB
5	Vaibhavi Raskar	TYBBA-IB
6	Shriya Swapnil More	TYBBA-IB
7	Akshat Shah	SYBBA
8	Sahil Riaz Khan	SYBBA-IB
9	Vivek Kumar	TYBBA-IB
10	Suryavanshi NirmalKumar Ujwal	TYBBA
11	Raj Rakesh Shet	SYBBA-IB
12	Rutwik Harisangam	TYBBA-IB
13	Ritik Dilip Pardeshi	TYBBA-IB passout
14	Preeti Pradeep Tatke	SYBBA
15	Shreeni Amey Kulkarni	TYBBA-IB
16	Revati Bulbule	SYBBA-IB
17	Hrishikesh Mahajan	SYBBA-IB
18	Mihir Pol	TYBBA-IB
19	Jay Bhanushali	TYBBA-IB
20	Disha Prashant Khandelwal	SYBBA-IB
21	Sakshi Darekar	SYBBA-IB
22	Bhawana Vipat	SYBBA-IB
23	Satyam Mathpati	TYBBA-IB
24	Chirag Verma	TYBBA-IB
25	Hrushika Yogesh Buchake	SYBBA-IB
26	Shravani Santosh Giri	SYBBA-IB
27	Arnav Prasad Vaidya	SYBBA-IB
28	Rohit Gupta	TYBBA-IB
29	Komal Sonawane	TYBBA-IB
30	Mahesh Salgar	TYBBA-IB
31	Malpani Yash Rahul	SYBBA-IB
32	Aniket Athavle	TYBBA-Wadia college
33	Shendge Atharva Santosh	SYBBA-IB
34	Siddhi Kulkarni	SYBBA
35	Sukhada Avadhoot Vaishampayan	SYBBA-IB
36	Gaurav Sachin Kolwankar	SYBBA-IB
37	Pratham Lavalekar	SYBBA-IB
38	Riya Rajesh Shah	SYBBA-IB
39	Siddhi Lalit potdar	SYBBA-IB
40	Harsh Rajendra Shidore	SYBBA
41	Yashashree Dhumal	SYBBA-IB
42	Vilasini.S.bulbule	TYBBA-IB
43	Radhika Narayan	SYBBA

Diploma in Supply Chain Management & International Trade				
M2M				
Time from	Time To	Minutes	Activity	By whom
4.00 Pm	4.05 pm	5	Welcome	Sushmita Nande
4.05 pm			Introduce Mr.Deodutta Bhisikar	Sushmita Nande
	4.10 pm	5	Opening remarks	Mr.Deodutta Bhisikar, Chairman CAC, & CDC
4.10 pm			Introduce Dr.Geeta Acharya	Sushmita Nande
	4.20 Pm	10	Opening remarks	Officiating Principal Dr.Geeta.Acharya
4.20 pm			Introduce Nitin Athavle	Sushmita Nande
	4.25Pm	5	Brief about Diploma, introduction of Internati	Nitin Athavle, Head SCM, Rachana Lifestyles
4.25 pm			Introduction of IIIEM, Ms. Krutika Shrivastava	Sushmita Nande
	4.50 Pm	25	Session on - Careers in EXIM, and latest trends	Mr.Viral Shah
4.50 Pm	4.55 pm	5	Introduction of Suseela Krishnan and Mr. Nira	Sushmita Nande
4.55 pm	5.20 Pm	25	Session on - Role of Technological Advanceme	Mr.Niraj Khinvasara, CIO, WTC
5.20 pm			Introduce Mr.Daniel Davidson	Sushmita Nande
	5.25 Pm	5	Introduction of Spice Jet	Mr.Daniel Davidson, Customer Key Service, Spicejet Express.
5.25 pm			Introduce Mr.Bharath Madhavi	Sushmita Nande
	5.30 pm	5	Introduction of JNPT, Internship details	Mr.Bharath Madhavi, Head Training Division, JNPT
5.30 Pm	5.50 Pm	20	Introduction of Faculty Members and topics a	Sushmita Nande
			Ganesh Birajdar - Sr.Mgr. Abhi Impact Logistics	
			Narhari Wagh - Director Vector Engineering Solutions	
			R.P.Iyer - President, Abhi Impact Logistics	
			Irfan Kazi - AGM, Vodafone Idea , Dubai	
			Nitin Athavle - BoS and Alumni, Head SCM Rachana Lifestyles	
5.50 Pm	5,55 pm	5	Vote of Thanks	Sushmita Nande



Garware College of Commerce

Autonomous

Empowering generations since 1967...

[UNI-ID-No: PU/PN/C/018 (1967)]

Office: Karve Road, Deccan Gymkhana Pune - 411 004

Ph.No. (0) 41038300, E-mail: office.gcc@mespune.in Website: gcc.mespune.in

Dr. N.S.Umarani
M.Com. Ph.D.
Principal

NAAC Re-accredited - 'A' Grade [CGPA 3.45 in third cycle] Best College Award by Savitribai Phule Pune University

NOTICE

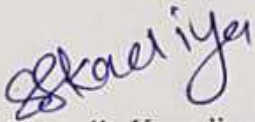
Diploma Course in Supply Chain Management and International Trade- Certificate Ceremony

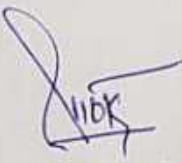
All the students of the Diploma Course of the 2021-22 batch are invited for the certificate ceremony on 22nd August'2022 at 4 pm sharp.


Following is the schedule of the programme -

Sr.No.	Activity	Time
1.	Welcome	4.30 pm
2.	Introduction of guests & felicitation	4.30-4.35 pm
3.	Overview of the Diploma Course Programme - Smt. Nande	4.35 pm - 4.40 pm
4.	Chief Guest - Dr. Parag Kalkar address	4.40 pm - 4.50 pm
5.	Chief Guest - Suseela Krishnan WTC, Pune address	4.50 pm - 4.55 pm
6.	Certificates awarding programme	4.55 pm - 5.15 pm
7.	Vote of Thanks	5.15 pm

The venue of the programme is BBA Building, Classroom No. 102.


Dr. Sharmila Kavediya
Add-on courses In-charge


Dr. Sandeep Rathod
Coordinator BBA/IB/CA


Dr. N.S. Umarani
Principal



MAHARASHTRA EDUCATION SOCIETY'S

GARWARE COLLEGE OF COMMERCE

AUTONOMOUS

Empowering generations since 1967...

Affiliated to Savitribai Phule Pune University | UNI.ID.NO: PU/PN/C/018 (1967)

Best College Award by Savitribai Phule Pune University

NAAC Re-accredited (3rd Cycle) - A Grade - [CGPA - 3.45]

in association with



World Trade Centre, Pune

and



International Institute of Import and Export Management

introduces

Diploma in Supply Chain Management and International Trade





About MES Garware College of Commerce (Autonomous)

MES Garware College of Commerce (MES GCC), established in 1967, is one of the leading commerce colleges in Pune, India, with the student strength of around 3000, including the international students. The College provides education in Commerce and Management from UG to PhD Level.

The College was re-accredited with 'A' Grade (CGPA 3.45 on a scale of 4) and also conferred with 'The Best College Award' by Savitribai Phule Pune University.



About World Trade Center, Pune

WTC, Pune is a definitive address for international businesses, acting as a global facilitator with world-class facilities and infrastructure. WTC Pune as an institution for business and is an opportunity to grow and foster international trade and services. The WTCA services availed are reciprocal: reflecting on those who doing business from here, and those bringing business here. WTC members can access these services at all operating WTCs around the world at 326 plus locations in 91 plus countries and belong to an elite group consisting of 750,000 odd international companies.



International Institute of Import & Export Management

Established in 2008, iiiEM is recognized across globe as a leading Export Import Training Centre. The institution is committed to provide quality training of international business by expert faculties and mentors having experience of respective fields. iiiEM has taken initiative in making people aware about the exploration of opportunities in export and import sector. The leading export import training centre is having its unique style of training the participants so as to make them familiar with international procedures and systems for setting up their own business. iiiEM also has an Export House, known as Manohar International (www.manoharinternational.com)

Overview of the Course :

Supply Chain and Logistics Management has played a crucial role in recent times, especially during the pandemic situation. The success of today's businesses lies in the effective Supply Chain and Logistics design. Through this course, the students can not only enhance their conceptual skills, but also acquire the necessary skills to possess an edge in the job market. The course aims to impart professional skills and also add value to the institution.

The curriculum has been carefully designed to provide maximum knowledge to the students in Supply Chain Management and International Trade.

Unique Features of the Course :



Live interaction with
International Speakers



Exposure to
Supply Chain Analytics
Concept



Opportunity to
become an Exporter



Exposure to
International Trade



Additional Certifications
from WTC, Pune and iiiEM.



Exposure to Port operations
at JNPT

Career Opportunities :

Export Entrepreneur, Procurement / Sourcing Executive, Inventory Planner, Operations Executive, Supply Chain manager, Warehousing executive, Import Export Documentation executive, Foreign Banking Executive, etc



Duration 6 Months



Course Timeline October 2021 to April 2022



Mode of lectures- Online



Course Curriculum :

- Supply Chain basic concepts and elements
 - Supply Chain Analytics
 - Strategic Sourcing
 - Inventory Management
 - Service Operations
 - Warehousing
 - Financial aspects of
- Logistics
 - Risk management
 - Reverse Logistics
 - Integrated Warehousing and Logistics
 - Basic concepts of International Trade
 - Export and Import
- Procedures
 - Government's Role in EXIM
 - Legal Aspects of International Contracting and Documentation
 - Import Trade Classification

Practical Learning :

Live Case Studies and Presentation

Survey Based Research

Internships (Subject to social distancing norms)

Activity -based learning

Field Visits (Based on favourable situation)

Compulsory Project based assessment

Fees :

₹ 16,000 /- per student

Who are eligible?

Students of SY/TY - BBA/BBA-IB/B.Com or MBA

How to register?

Students can register through the following link

<https://forms.gle/o8qESTBLrBN9byas7>



Contact

Sushmita Nande (Coordinator BBA-IB)

Email - ir.gcc@mespune.in

Mobile - 8888002881

Shriya More (Student Representative)

Email - shriyamore10@gmail.com

Mobile - 9209774216

Follow us on

    /mesgccofficial





MAHARASHTRA EDUCATION SOCIETY'S
GARWARE COLLEGE OF COMMERCE
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NAAC Re-accredited (3rd Cycle) - A Grade - (CGPA - 3.45)



WORLD TRADE CENTER
PUNE

CERTIFICATE

This is to certify that

Shravani Santosh Giri

Has Completed a Workshop on Import and Export Opportunities,
Conducted by MES Garware College of Commerce in association with
World Trade Centre, Pune Conducted on 17th April 2022

Niraj

Niraj Khinvasara
Chief Innovation Officer,
World Trade Center Pune

Dr. N.S. Umarani

Dr. N.S. Umarani
Principal, MES Garware
College of Commerce (Autonomous)

 /gcc.mespune.in

    /mesgcofficial



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Best College Award by Savitribai Phule Pune University
NAAC Re-accredited (3rd Cycle) - A Grade - [CGPA - 3.45]



WORLD TRADE CENTER™
PUNE



iiiEM
An Export Import Training Center

CERTIFICATE

This is to certify that

Shravani Santosh Giri

Has Completed a **Diploma Course in Supply Chain Management and International Trade**
Conducted by **MES Garware College of Commerce** in association with

World Trade Centre, Pune and iiiEM, Surat

From 23rd October 2021 to 31st May 2022

Dipak Sudhir Manohar
iiiEM,
Founder - Director



Niraj Khinvasara
Chief Innovation Officer,
World Trade Center Pune



Dr. N.S. Umarani
Principal, MES Garware
College of Commerce (Autonomous)

[/gcc.mespune.in](http://gcc.mespune.in)

[f](#) [i](#) [t](#) [v](#) [e](#) /mesgcofficial



International Institute of Import And Export Management



This is to certify that

Shravani Santosh Giri

of MES Garware College Of Commerce

Has Successfully Completed an Online Workshop on

Import and Export Management



Director

Certificate Issue Date : 10/12/2021

Memberships & Associations with:



Government Of India
Ministry of Commerce and Industry
Directorate General of Foreign Trade



सूक्ष्म, लघु एवं मध्यम उद्यम
MICRO, SMALL & MEDIUM ENTERPRISES



FEDERATION OF INDIAL
EXPORT ORGANIZATIONS



The Centre for Entrepreneurship Development
(A Government of Gujarat Organisation)
શ્રદ્ધાસ્પદાલય કાર્યાલય

International Institute of Import And Export Management

201- 202, Iscon Avenue, Near Choice Restaurant, C G Road, Navrangpura, Ahmedabad 380009.Gujarat
www.iiem.in

DATE: April 26th, 2022

REF NO: MWC22009

TO WHOM SO EVER IT MAY CONCERN

This is to certify that Mr. Shubhamkar pal has completed the full time virtual Internship at MyWays Life Layouts Pvt. Ltd. as per details below:

<u>INTERNSHIP PERIOD</u>	29.01.22 to 29.04.22
<u>DIVISION</u>	Content Writer

He showed exemplary work performance in the Content Writing Team and completed the project to our satisfaction. He demonstrated a knack for Content Writing and worked on various functions. He displayed a self-motivated attitude towards his work and was always willing to learn new things.

We wish him very best in his future endeavours.

With Best Wishes

From, MyWays Life Layouts Pvt. Ltd.



NISHANT SINGH

HEAD OF SOCIAL MEDIA DEPARTMENT

"SUCCESSFUL CAREER IS A JOURNEY, NOT A DESTINATION. LET US TRAVEL TOGETHER!"

W : www.myways.in | FB : www.facebook.com/FollowingMyWays | LI : www.linkedin.com/company/FollowingMyWays

INTERNSHIP COMPLETION LETTER

January 24, 2022

This is to certify that, Ms. **AYUSHIBEN PATEL** has successfully completed the Marketing Internship with **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**. She interned with the organization from December 13, 2021 to January 18, 2022.

During her tenure she completed various assignments for **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**.

She completed tasks that were assigned to in a timely manner and showed keen interest in learning through observation and execution. During her time with us, we found her overall performance **EXCELLENT**.

We wish her all success in her future career.

For **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**

A handwritten signature in black ink, appearing to read "Vicky Menon", written over a horizontal line.

Vicky Menon
Managing Director



BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED

Regd. Office: H2, 6th Street, Ambattur Industrial Estate, Ambattur, Chennai - 600 058;
CIN - U28110TN2019PTC130902; email id : info.bctipl@bichamp.com; Tel : +91 93619 48013

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Plot No. H-4 & 5, MIDC, Gokul Shirgaon,
Kolhapur-416 234. Tel. : (0231) 2672191,
Fax : (0231) 2672190.

E-mail : patelpetro@rediffmail.com

LOG SHEET OF WORK PERFORMED DURING INTERNSHIP

1. Name of the student : Prit Atulkumar Sinojia
2. Name of the College : Garware College of Commerce, Pune
3. Division and Roll Number : T.Y.BBA- (A)
4. Address : Anagh Residency Flat No 401, Plot No 274,
Mahadik Vasahat, Kolhapur- 416005.
5. Contact Number : 8668215354
6. Email ID : pritsinojia09@gmail.com
7. Special Subject : Marketing
8. Internship Start Date : 5th March 2022
9. Internship End Date : 5th April 2022

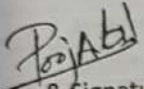
LOG SHEET OF WORK PERFORMED DURING INTERNSHIP

Date	Time		Total Hours	Details Of Work Done	Signature Of officer	Signature Of student
	From	To				
5 th March 2022	9 am	5 pm	8.00	Marketing For Re-refined Lubricating Oil /Visiting various Lub Oil Blenders & grease manufacturers in various districts of southern Maharashtra - Daily reporting there of.	PoojAtil	Khinit
6 th March 2022	9 am	5 pm	8.00	Went through company profile	PoojAtil	Khinit
8 th March 2022	9 am	5 pm	8.00	Went through company profile.	PoojAtil	Khinit
9 th March 2022	9 am	5 pm	8.00	Went through company profile.	PoojAtil	Khinit
10 th March 2022	9 am	5 pm	8.00	Went through company profile. Assisted Marketing Agent	PoojAtil	Khinit
11 th March 2022	9 am	5 pm	8.00	Went through company Profile Assisted Marketing Agent.	PoojAtil	Khinit
12 th March 2022	9 am	5 pm	8.00	Followed the process of production Taking follow ups from Indiamart	PoojAtil	Khinit
13 th March 2022	9 am	5 pm	8.00	Followed the process of production Taking follow ups from IndiaMart	PoojAtil	Khinit
15 th March 2022	9 am	5 pm	8.00	Followed the process of production Taking follow ups from IndiaMart	PoojAtil	Khinit
16 th March 2022	9 am	5 pm	8.00	Followed the process of production Taking follow ups from IndiaMart.	PoojAtil	Khinit
17 th March 2022	9 am	5 pm	8.00	Learned some details regarding refining oils.	PoojAtil	Khinit

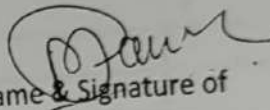
rch 2	9 am	5 pm	8.00	Learned about various kind of refined oils.	Poojati	Khij
rch 2	9 am	5 pm	8.00	checked samples of Industrial oil. field visit.	Poojati	Khij
ch	9 am	5 pm	8.00	checked samples of Re-Refined Lubricating oil, field visit.	Poojati	Khij
h	9 am	5 pm	8.00	collected some used Engine oil and waste oil from clients.	Poojati	Khij
h	9 am	5 pm	8.00	collected some Residue oil and Spindle oil from clients.	Poojati	Khij
h	9 am	5 pm	8.00	Taking follow ups from India Mart, Meeting clients for Deal.	Poojati	Khij
n	9 am	5 pm	8.00	Taking follow ups from India Mart, Meeting clients for Deal.	Poojati	Khij
7	9 am	5 pm	8.00	fetching New clients, reporting to Marketing manager.	Poojati	Khij
	9 am	5 pm	8.00	fetching New clients, reporting to Marketing manager.	Poojati	Khij
	9 am	5 pm	8.00	Production process supervision, India Mart follow ups, field work.	Poojati	Khij
	9 am	5 pm	8.00	Production Process supervision, India Mart follow ups, field work.	Poojati	Khij
	9 am	5 pm	8.00	Collected samples of various refined oils and gave for testing.	Poojati	Khij
	9 am	5 pm	8.00	collected samples of various refined oils and gave for testing.	Poojati	Khij
	9 am	5 pm	8.00	Production process, follow ups field visit.	Poojati	Khij

9 am	5 pm	8.00	Made a report of clients and order. Placed in Excel. Field visit	Pooja P. Patil	K. S. Jit
9 am	5 pm	8.00	collected samples, report submitted to office, meet client, field visit.	Pooja P. Patil	K. S. Jit
216					
ours					

Certified that Prit Atulkumar Sinojia has satisfactorily completed the internship programme assigned to him.


Name & Signature of
Supervisor
Date:


Name & Signature of
Manager


Name & Signature of
Section in charge

FEEDBACK FROM INTERNSHIP PROVIDER ORGANISATION

Dear Madam/Sir,

Please provide your valuable feedback about the performance of the student on following parameters.
Your feedback will enable us to make necessary changes in the internship process.
Thank you.

Coordinator- Internship Programme

Internship Programme feedback form

Sr. No.	Particulars	Details
1	Name of the Supervisor/ Officer	Pooja P. Patil
2	Department	Marketing
3	Designation	Senior Marketing Executive
4	Name of the Student	Prit Atulkumar Sinojia
5	Name of the College	Garware college of Commerce
6	Roll Number	15001
7	Special Subject	Marketing

Part – A- Individuals Ranking(Please tick the suitable checkbox)

No.	Parameter fo Feedback	Excellent	Very Good	Good	Satisfactory	Need Improvement
1	Domain Knowledge			✓		
2	Communication Skill			✓		
3	Punctuality & Dedication	✓			✓	
4	Ability to work in teams					✓
5	Problem Solving skill					
6	Quality of work done		✓			
7	Effectiveness			✓		
8	Efficiency	✓			✓	
9	Ability to take Initiative					
10	Positive attitude			✓		
11	Appearance		✓			
12	Using Full Potential at work	✓				
13	Work habits		✓			
14	Honesty & Integrity	✓				
15	Creativity			✓		

Part –B- SWOC analysis of the student (Please mention below the strengths and weakness of the student and the areas for improvement)

1. Strength : Understanding and Hard-Working.
Quick Learner.
2. Weakness: Gets Distracted sometimes.

Part –C- Suggestion to make the internship programme more productive and effective.

1. Be Supportive in the Office.

2. Hold them accountable
3. Offer flexible work option.
4. Schedule regular check-ins

Part -D- Changes required in the curriculum to improve employability of students.

1. Start reading
2. Improve your online presence
3. Learn a language
4. Develop new skills.

Name, Designation and Signature of the Supervisor/ Reviewing Officer Place of Review:

Ashok
(ASHOK PATIL)

Date Of Review : 10th April 2022

STUDENT FEEDBACK FORM

1. Name of the Student : Prit Atulkumar Sinojia
2. Class : T.Y.BBA/~~BBA~~(IB)
3. Division and Roll Number : A - 15001
4. Present address : F.F-401, Anagh Residency, Kolhapur.
5. Contact Number : 8668215354
6. Email ID : pritsinojia09@gmail.com

Please provide your rating about following aspects pertaining to your Internship Experience on the scale of 10; where 10 means strongly agree and 0 means do not agree at all.

Sr. No.	Parameter	Response
1.	The pre- internship training provided by the college was very useful	8
2.	I was properly introduced to the task assigned to me in the organisation	9
3.	I was given proper guidance to carry out my responsibility	10
4.	My supervisor / officer was very cooperative and supportive	8
5.	I found my task interesting and worth learning	10
6.	My supervisor / officer addressed to my queries/ doubts quickly	7
7.	I received due respect from my colleagues in the organisation	9

8.	The contents of the syllabus match with the practical work	6
9.	The knowledge that I gained in the college was useful to carry out internship programme in a satisfactory manner	7
10.	The Internship Programme is very useful to enrich my knowledge	9

Please give your suggestions to make the internship programme more productive and effective.

1. Internship in Good company helps to learn More

2. More of a Practical knowledge will be useful

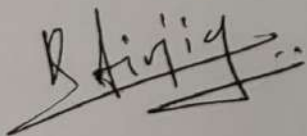
3. _____ Please
give your overall feedback about your experience during the internship (Not mentioned above).

- The overall experience of the internship was very useful, had a lot of New things to learn
many more innovative concepts were taught

- In short it was a great Experience and can use this in my future work.

Signature & Name of the student with date

PRIT SINOJIA



INTERNSHIP COMPLETION LETTER

January 24, 2022

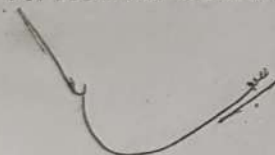
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During her tenure she completed various assignments for **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**.

She completed tasks that were assigned to in a timely manner and showed keen interest in learning through observation and execution. During her time with us, we found her overall performance **EXCELLENT**.

We wish her all success in her future career.

For **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**

A handwritten signature in black ink, appearing to read "Vicky Menon".

Vicky Menon
Managing Director



INTERNSHIP COMPLETION LETTER

January 24, 2022

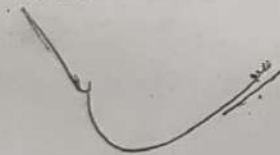
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For **BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED**



Vicky Menon
Managing Director



BICHAMP CUTTING TECHNOLOGY (INDIA) PRIVATE LIMITED

Regd. Office: H2, 6th Street, Ambattur Industrial Estate, Ambattur, Chennai - 600 058;
CIN - U28110TN2019PTC130902; email id : info.bctipl@bichamp.com; Tel : +91 93619 48013