

1.2.1 Number of Certificate/Value added courses offered and online courses of MOOCs, SWAYAM, NPTEL etc. where the students of the institution have enrolled and successfully completed during the last five years)

1.2.2 Percentage of students enrolled in Certificate/ Value added courses and also completed online courses of MOOCs, SWAYAM, NPTEL etc. as against the total number of students during the last five years

2022-2023						
Name of Certificate/ Value added course offered and online courses of MOOCs, SWAYAM, NPTEL etc. where the students of the institution have enrolled and successfully completed	Course Code (if any)	Year of offering/study	Period (from date - to date)	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year
Developing Skills for Corporate Jobs	NA	2022-2023	21/11/22-25/11/22	30 hrs	44	44
Digital Marketing	NA	2022-2023	1/11/22-5/11/22	30 hrs	14	14
Research Insight	NA	2022-2023	9/5/23-13/5/23	30 hrs	56	56
Business Analytics	NA	2022-2023	21/8/22-02/09/22	30 hrs	19	19
Personality Development Workshop	NA	2022-2023	9/1/23-14/1/23	30 hrs	13	13
Business Communication and overall Development	NA	2022-2023	6/3/23-11/3/23	30 hrs	15	15
English Speaking Course	NA	2022-2023	5/12/22-9/12/22	30 hrs	33	33
2021-2022						
Name of Certificate/ Value added course offered and online courses of MOOCs, SWAYAM, NPTEL etc. where the students of the institution have enrolled and successfully completed	Course Code (if any)	Year of offering/study	Period (from date - to date)	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year
Developing Skills for Corporate Jobs	NA	2021-2022	06/12/2021-11/12/2021	30 hrs	34	34
Digital Marketing	NA	2021-2022	17/01/2022-21/01/2022	30 hrs	12	12
Business Analytics	NA	2021-2022	23/05/2022-27/05/2022	30 hrs	23	23
Personality Development Workshop	NA	2021-2022	18/04/2022-22/04/2022	30 hrs	31	31
Business Communication and overall Development	NA	2021-2022	03/04/2022-07/04/2022	30 hrs	17	17
Research Insight	NA	2021-2022	04/05/2022-08/05/2022	30 hrs	16	16




DIRECTOR
 H.S.B. P.V.T. GOI
 FACULTY OF MANAGEMENT
 A.P. Kashi Tal. Shrigonda, Dist. A.Nagar-414701

2020-2021						
Name of Certificate/ Value added course offered and online courses of MOOCs, SWAYAM, NPTEL etc. where the students of the institution have enrolled and successfully completed	Course Code (if any)	Year of offering/study	Period (from date - to date)	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year
Covid-19 Awareness Programme	NA	2020-2021	13/5/2020-20/8//2020	30 hrs	14	14
2019-2020						
Name of Certificate/ Value added course offered and online courses of MOOCs, SWAYAM, NPTEL etc. where the students of the institution have enrolled and successfully completed	Course Code (if any)	Year of offering/study	Period (from date - to date)	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year
English Speaking Course	NA	2019-2020	16/09/2019-20/09/2019	30 hrs	84	84
Digital Marketing	NA	2019-2020	06/01/2020-10/01/2020	30 hrs	45	45
TALLY 9.0 ERP	NA	2019-2020	24/02/2020-28/02/2020	30 hrs	17	17
Business Communication and overall Development	NA	2019-2020	14/10/2019-18/10/2019	30 hrs	15	15
Business Analytics	NA	2019-2020	02/11/2019-06/11/2019	30 hrs	25	25
Research Insight	NA	2019-2020	02/03/2020-06/03/2020	30 hrs	15	15
2018-2019						
Name of Certificate/ Value added course offered and online courses of MOOCs, SWAYAM, NPTEL etc. where the students of the institution have enrolled and successfully completed	Course Code (if any)	Year of offering/study	Period (from date - to date)	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year
Developing Skills for Corporate Jobs	NA	2018-2019	02/01/2019-15/02/2019	30 hrs	46	46
Business Analytics	NA	2018-2019	11/03/2019-15/03/2019	30 hrs	55	55
Personality Development Workshop	NA	2018-2019	04/02/2019-08/02/2019	30 hrs	12	12
Business Communication and overall Development	NA	2018-2019	12/11/2018-16/11/2018	30 hrs	33	33
TALLY 9.0 ERP	NA	2018-2019	21/08/2018- 07/10/2018	30 hrs	68	68
Digital Marketing	NA	2018-2019	28/01/2019-05/03/2019	30HRS	39	39




DIRECTOR
 H.S.B. P.V.T. GOI
 FACULTY OF MANAGEMENT
 A/P. Kashi Tal. Shrigonda, Dist. A.Nagar 414701

REPORT

Program: -Program on “Developing Skills for Corporate Jobs”

Convener: -Prof. Ganesh Badade

Venue: -Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Duration: -21/11/2022 to 25/11/2022

Time: -10.00 am to 05.00 pm

No of Students Participants: - 44

Program objectives:-

1. Enable all participants to recognize, understand and apply the language, theory and models of the field of “Developing Skills for Corporate Jobs.
2. To Foster ability to critically analyses, synthesize and solve complex unstructured business problems Corporate Jobs.
3. To ethical decision-making and a commitment to the long-run welfare of both organizations and the communities they serve in Corporate Jobs.
4. To understand business Developing Skills and get hands-on experience Corporate Jobs.
5. To get experienced analysts looking to learn the latest tools and frameworks used by Developing Skills for Corporate Jobs.

Program Schedule

Program on “Developing Skills for Corporate Jobs” is organized as per the following Schedule:-

Sr. No	Name of Activity	Time
1	Inauguration Ceremony	21/11/2022 10.00 am
2	Session on Program on “Developing Skills for Corporate Jobs” with Practical uses.	21/11/2022 to 25/11/2022 11.00 am to 05.00 pm
3	End of Training Program on “Developing Skills for Corporate Jobs” with certificate Distribution	25/11/2022 05.00 pm

Attendance List

(Include as attachment)



(Signature)
25/11/2022
DIRECTOR
H.S.B. P.V.T.'S GOI
FACULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

CIRCULAR

Date: - 14/11/2022

This is to inform for all the students of HSBPVT'S, GOI, Faculty of Management (FOM), Kashti, should be present between 21/11/2022 to 25/11/2022 for the Program on "Developing Skills for Corporate Jobs" organized by HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Program on "Developing Skills for Corporate Jobs" is organized to students looking to pursue a Corporate Jobs, understand Skills for Corporate Jobs, get hands-on experience, and for experienced analysts looking to learn the latest skills and frameworks used by for Developing Skills Corporate Jobs.

All students of MBA I & II year are here inform to register them with Prof. Ganesh Badade, Students are inform to remain presents and show their active participation for this occasion. The details for this Program are provided below.

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Date: -21/11/2022 to 25/11/2022 (Monday to Friday)

Time: -10.00 am to 05.00 pm

Program to be presided by: - Chairman, Hon. Shri. Babanrao Pachpute Vichardhara Trust's, GOI, Faculty of Management (FOM), Kashti




14/11/2022
DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

HSBPVT's, GOI, Faculty of Management, Kashti

Academic Year: 2022-23

Program Name: - Developing Skills for Corporate Job

Attendance Sheet (21/11/22 to 25/11/22)

Sr. NO	Name of Student	21/11/22	22/11/22	23/11/22	24/11/22	25/11/22
1	AKSHAY SANJAY PATIL	Fatilas	Fatilas	Fatilas	Fatilas	Fatilas
2	DESHMUKH HARSHVARDHAN CHANGDEV	Desuk	Desuk	Desuk	Desuk	Desuk
3	GAIKWAD KALPESH RAJESH	Kgaikwad	Kgaikwad	Kgaikwad	Kgaikwad	Kgaikwad
4	KARALE CHAITANYAKUMAR DILIP	KSD	KSD	KSD	KSD	KSD
5	PURANE VIJAY SHIVAJI	Purane	Purane	Purane	Purane	Purane
6	SHENDAGE KIRAN MHASKU	Shendage	Shendage	Shendage	Shendage	Shendage
7	SHENDAGE VISHAL GORAKH	Shendage	Shendage	Shendage	Shendage	Shendage
8	VAIBHAV GOVINDRAO PALASKAR	Van	Van	Van	Van	Van
9	ATUL SHIVAJI GAWALI	Atul	Atul	AB	Atul	Atul
10	BHANDARI JAYESH SANTOSH	Bhan	Bhan	Bhan	Bhan	AB
11	DHAKALKAR ONKAR LAXMAN	Dhakalkar	Dhakalkar	Dhakalkar	Dhakalkar	Dhakalkar
12	DHANDE RUSHIKESH DIPAK	Dhande	Dhande	Dhande	AB	Dhande
13	GANDHI SAHIL BHUSHAN	Gandhi	Gandhi	Gandhi	Gandhi	Gandhi
14	GHARE SHEETAL TUKARAM	Ghare	Ghare	Ghare	Ghare	Ghare
15	GHODKE AKSHAY ANNASAHEB	G.A	G.A	G.A	G.A	G.A
16	GIRAMKAR OMKAR SUBHASH	Giramkar	Giramkar	Giramkar	AB	Giramkar
17	KHAN NEHA YUSUF	Neha	Neha	Neha	Neha	Neha
18	KOKARE JAYSHRI DATTU	Jok	Jok	Jok	Jok	Jok
19	KOTHARI PRATIK SANDIP	Pratik	Pratik	Pratik	Pratik	Pratik
20	KUNAL KACHARU SHINDE	Kkshark	Kkshark	Kkshark	Kkshark	Kkshark
21	MAGAR PRASAD RAMRAO	Magar	Magar	Magar	Magar	Magar
22	NIMBALKAR VIRAJ SUNIL	VSN	VSN	VSN	VSN	VSN
23	PADALE HARSHADA HARIBHAU	Harshada	Harshada	Harshada	Harshada	Harshada
24	PITALE SUJIT SANTOSH	SJP	SJP	SJP	SJP	SJP
25	SHELAR ADESH VIKAS	Shelar	Shelar	Shelar	Shelar	Shelar
26	SHELKE PRADIP AMBADAS	SPV	SPV	SPV	SPV	SPV
27	MORE POONAM SURESH	More	More	More	More	More
28	NIMBALKAR ANKITA ANIL	NA	NA	NA	NA	NA
29	OSWAL AKANSHA SANTOSH	Oswal	Oswal	Oswal	Oswal	Oswal
30	PACHPUTE RUPESH BABASAHEB	Pachpute	Pachpute	Pachpute	AB	Pachpute
31	THOMBARE SAPNA BALU	Tombare	Tombare	Tombare	Tombare	Tombare
32	BHALERAO AKASH RAJENDRA	Bhalerao	Bhalerao	Bhalerao	Bhalerao	Bhalerao
33	JAGTAP SANKET SAMBHAJI	Jagtaps	Jagtaps	Jagtaps	Jagtaps	Jagtaps
34	LATAMBALE BHUSHAN SUNIL	Jagtaps	Jagtaps	Jagtaps	Jagtaps	Jagtaps
35	MANE RUSHIKESH POPAT	Mane	Mane	Mane	Mane	Mane
36	PATOLE SHUBHAM SANJAY	Patole	Patole	Patole	Patole	Patole
37	RAUT RAVIKIRAN POPAT	Raut	Raut	Raut	Raut	Raut
38	JADHAV SAKSHI PRADIP	Sujadh	Sujadh	Sujadh	Sujadh	Sujadh
39	NARHE TEJASHRI SUBHASH	Narhe	Narhe	Narhe	Narhe	Narhe
40	NILESH ANIL GHUTE	Anil	Anil	Anil	Anil	Anil
41	OHOL ONKAR RAMESH	Ohol	Ohol	Ohol	Ohol	Ohol
42	PAWAR SAGAR SUBHASH	Pawar	Pawar	Pawar	Pawar	Pawar
43	PATHADE DINESH BALASAHEB	PDS	PDS	PDS	PDS	PDS
44	BANGAR PARSHURAM MANIKRAO	B	B	B	B	B
45	FARTADE ABHIJEET SAMBHAJI	Fartade	Fartade	AB	Fartade	Fartade

25/11/22

HSBPVT's, GOI, Faculty of Management, Kashti

Academic Year: 2022-23

Program Name: - Developing Skills for Corporate Job

Evaluation Sheet (21/11/22 to 25/11/22)

Sr. NO	Name of Student	Marks out of 30
1	AKSHAY SANJAY PATIL	20
2	DESHMUKH HARSHVARDHAN CHANGDEV	22
3	GAIKWAD KALPESH RAJESH	20
4	KARALE CHAITANYAKUMAR DILIP	14
5	PURANE VIJAY SHIVAJI	24
6	SHENDAGE KIRAN MHASKU	20
7	SHENDAGE VISHAL GORAKH	24
8	VAIBHAV GOVINDRAO PALASKAR	18
9	ATUL SHIVAJI GAWALI	26
10	BHANDARI JAYESH SANTOSH	18
11	DHAKALKAR ONKAR LAXMAN	22
12	DHANDE RUSHIKESH DIPAK	18
13	GANDHI SAHIL BHUSHAN	18
14	GHARE SHEETAL TUKARAM	20
15	GHODKE AKSHAY ANNASAHEB	16
16	GIRAMKAR OMKAR SUBHASH	18
17	KHAN NEHA YUSUF	22
18	KOKARE JAYSHRI DATTU	26
19	KOTHARI PRATIK SANDIP	22
20	KUNAL KACHARU SHINDE	20
21	MAGAR PRASAD RAMRAO	20
22	NIMBALKAR VIRAJ SUNIL	16
23	PADALE HARSHADA HARIBHAU	18
24	PITALE SUJIT SANTOSH	22
25	SHELAR ADESH VIKAS	20
26	SHELKE PRADIP AMBADAS	16
27	MORE POONAM SURESH	18
28	NIMBALKAR ANKITA ANIL	24
29	OSWAL AKANSHA SANTOSH	20
30	PACHPUTE RUPESH BABASAHEB	24
31	THOMBARE SAPNA BALU	24
32	BHALERAO AKASH RAJENDRA	18
33	JAGTAP SANKET SAMBHAJI	22
34	LATAMBALE BHUSHAN SUNIL	18
35	MANE RUSHIKESH POPAT	26
36	PATOLE SHUBHAM SANJAY	20
37	RAUT RAVIKIRAN POPAT	18
38	JADHAV SAKSHI PRADIP	22
39	NARHE TEJASHRI SUBHASH	26
40	NILESH ANIL GHUTE	22
41	OHOL ONKAR RAMESH	22
42	PAWAR SAGAR SUBHASH	18
43	PATHADE DINESH BALASAHEB	24
44	BANGAR PARSHURAM MANIKRAO	18

(Signature)
25/11/22

DIRECTOR

H.S.B. PVT* GOI

FUCULTY OF MANAGEMENT

A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701



Student Name: Gandhi Sahil B.

1) _____ refers to the learning opportunities designed to help employees grow.

- a. Training
- b. Development
- c. Education
- d. All of the above

2) How does training and development offer competitive advantage to an organisation?

- a. Removing performance deficiencies
- b. Deficiency is caused by a lack of ability
- c. Individuals have the aptitude and motivation to learn
- d. None of the above

3) Which of the following is a benefit of employee training?

- a. Improves morale
- b. Helps people identify with organisational goals
- c. Provides a good climate for learning, growth and co-ordination
- d. None of the above

4. _____ seeks to examine the goals of the organisation and the trends that are likely to affect these goals.

- a. Organisational Support
- b. Organisational analysis
- c. Person analysis
- d. Key skill abilities analysis

5. Which of these is the benefit of needs assessment?

- a. Assessment makes training department more accountable
- b. Higher training costs
- c. Loss of business
- d. Increased overtime working

6. Which of these is an off - the - job training method?

- a. Television
- b. Job rotation
- c. Orientation training
- d. Coaching



7) State true or false.

i. Vestibule training utilises equipment which closely resemble the actual ones used on the job.

- a. True
- b. False

8 Which of the following is a learning principle?

- a. Recognition of individual differences
- b. Schedules of learning
- c. Transfer of learning
- d. All of the above

9. Which of the following is a technique of evaluation?

- a. Longitudinal or time - series analysis
- b. Transfer validity
- c. Inter - organisational validity
- d. None of the above

10. Which of these is a hindrance to effective training?

- a. Career planning workshop
- b. Aggregate spending on training is inadequate
- c. Mentoring
- d. Career counselling

11. Which of the following is NOT a communication barrier?

- A) Linguistic barrier
- B) Interpersonal barrier
- C) Financial barrier
- D) Organisational barrier

12. Communication helps officials to ___ the employees.

- A. Eliminate
- B. motivate
- C. Threaten
- D. apprise

13) ___ should be provided in a resume only on request

- A. Telephone number
- B. Reference
- C. Educational qualification
- D. Work experience

14 ___ is a document that can be used as an evident in legal cases.

- A. Notice
- B. Minutes of a meeting
- C. Agenda
- D. Memo

15 Identify the type of sentence: The boy climbed up to the top of the tower.

- A. Simple
- B. Compound
- C. Complex
- D. Superlative



18
360/70

Student Name: Ghore Sheetal T.

- 1) _____ refers to the learning opportunities designed to help employees grow.
- a. Training
 - b. Development ✓
 - c. Education
 - d. All of the above
- 2) How does training and development offer competitive advantage to an organisation?
- a. Removing performance deficiencies
 - b. Deficiency is caused by a lack of ability ✓
 - c. Individuals have the aptitude and motivation to learn ✗
 - d. None of the above
- 3) Which of the following is a benefit of employee training?
- a. Improves morale
 - b. Helps people identify with organisational goals
 - c. Provides a good climate for learning, growth and co - ordination ✓
 - d. None of the above
4. _____ seeks to examine the goals of the organisation and the trends that are likely to affect these goals.
- a. Organisational Support
 - b. Organisational analysis ✓
 - c. Person analysis
 - d. Key skill abilities analysis
5. Which of these is the benefit of needs assessment?
- a. Assessment makes training department more accountable ✓
 - b. Higher training costs
 - c. Loss of business
 - d. Increased overtime working
6. Which of these is an off - the - job training method?
- a. Television ✓
 - b. Job rotation
 - c. Orientation training
 - d. Coaching



7) State true or false.

i. Vestibule training utilises equipment which closely resemble the actual ones used on the job.

- a. True ✓
- b. False

8 Which of the following is a learning principle?

- a. Recognition of individual differences
- b. Schedules of learning
- c. Transfer of learning
- d. All of the above ✓

9. Which of the following is a technique of evaluation?

- a. Longitudinal or time - series analysis
- b. Transfer validity
- c. Inter - organisational validity
- d. None of the above ✓

10. Which of these is a hindrance to effective training?

- a. Career planning workshop
- b. Aggregate spending on training is inadequate ✓
- c. Mentoring
- d. Career counselling

11. Which of the following is NOT a communication barrier?

- A) Linguistic barrier
- B) Interpersonal barrier
- C) Financial barrier ✓
- D) Organisational barrier

12. Communication helps officials to ___ the employees.

- A. Eliminate ✓
- B. motivate
- C. Threaten
- D. apprise

13) ___ should be provided in a resume only on request

- A. Telephone number
- B. Reference ✓
- C. Educational qualification
- D. Work experience

14 ___ is a document that can be used as an evident in legal cases.

- A. Notice
- B. Minutes of a meeting ✓
- C. Agenda
- D. Memo

15 Identify the type of sentence: The boy climbed up to the top of the tower.

- A. Simple
- B. Compound ✓
- C. Complex
- D. Superlative



Handwritten marks in the bottom right corner, including the number '20' and a signature or initials.

HON. SHRI. BABANRAO PACHPUTE VICHARDHARA TRUST'S,
Group of Institutions, Faculty of Management,

Kashti, Tal-Shrigonda, Dist-Ahmednagar 414701.

(Approved by AICTE, New Delhi. Recognized by Govt. of Maharashtra, Affiliated to Savitribai Phule Pune University)

CERTIFICATE

This Certificate is awarded to **Mr./Miss. GANDHI SAHIL BHUSHAN** for his/ her attended the Workshop on "Developing Skills for Corporate Jobs" Organized by Hon. Shri. Babanrao Pachpute Vichardhara Trust's, Group of Institutions, Faculty of Management, Kashti, held from 21/11/2022 to 25/11/2022. We truly appreciate your participation in the Workshop.

Fachell

Coordinator

R

Director



**HON. SHRI. BABANRAO PACHPUTE VICHARDHARA TRUST'S,
Group of Institutions, Faculty of Management,**

Kashti, Tal- Shrigonda, Dist-Ahmednagar 414701.
(Approved by AICTE, New Delhi, Recognized by Govt. of Maharashtra, Affiliated to Savitribai Phule Pune University)

CERTIFICATE

This Certificate is awarded to **Mr./Miss. GHARE SHEETAL TUKARAM** for his/ her attended the Workshop on "Developing Skills for Corporate Jobs" Organized by Hon. Shri. Babanrao Pachpute Vichardhara Trust's, Group of Institutions, Faculty of Management, Kashti, held from **21/11/2022 to 25/11/2022**. We truly appreciate your participation in the Workshop.

Sheetal

Coordinator



[Signature]

Director



HSBPVT GOI

Faculty of Management, Kashti

Event Photo

Name of Activity: Developing Skill for corporate Job



5 Days Developing Skill for Corporate Job

REPORT

Program: -Program on “Digital Marketing”

Convener: -Prof. Sagar Pachpute.

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Duration: -01/11/2022 to 05/11/2022

Time: -10.00 am to 05.00 pm

No of Students Participants: - 14

Program objectives:-

1. Enable all participants to recognize, understand and apply the language, theory and models of the field of Digital Marketing.
2. To Foster ability to critically analyses, synthesize and solve complex unstructured business Digital Marketing.
3. To instill a sense of decision-making in Digital marketing and a commitment to the long-run Digital marketing tools.
4. To understand business analysis Digital Marketing techniques and get hands-on experience in Marketing.
5. To get experienced analysts looking to learn the latest tools Digital Marketing and frameworks used by Market Leaders today's.

Program Schedule:-


Program on “Digital Marketing” is organized as per the following Schedule:-

Sr. No	Name of Activity	Time
1	Inauguration Ceremony	01/11/2022 10.00 am
2	Session on Training Program on “Digital Marketing” with Practical	01/11/2022 to 05/11/2022 10.00 am to 05.00 pm
3	End of Training Program on “Digital Marketing” with certificate Distribution	05/11/2022 05.00 pm

Attendance List

(Include as attachment)




05/11/2022
DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A.P. Kashti Tal. Shrigonda, Dist. A. Nagar 414701

CIRCULAR

Date: - 18/10/2022

This is to inform for all the students of HSBPVT'S, GOI, Faculty of Management (FOM), Kashti, should be present between 01/11/2022 to 05/11/2022 for the Program on "Digital Marketing" organized by HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Program on "Digital Marketing" is organized to students looking to pursue a Digital Marketing career, understand Digital Marketing techniques, get hands-on experience, and for experienced Digital Marketing looking to learn the latest Digital Marketing tools and frameworks used by Market Leaders.

Interested students of MBA I & II year are here inform to register themselves with **Prof. Sagar Pachpute**. Students are informing to remain presents and show their active participation for this occasion. The details for this Program are provided below.

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Date: -01/11/2022 to 05/11/2022 (Monday to Friday)

Time: -10.00 am to 05.00 pm

Program to be presided by: - Chairman, Hon. Shri BabanraoPachputeVichardhara Trust's, Kashti




18/10/2022
DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

Boucher for Digital Marketing Course

This certificate/Add on course will be conduct & delivered to Enrolled MBA 1 YR and MBA 2YR Students by soft skill trainer Hspvts GOI faculty of management

The session syllabus are as follows-

- Unit 1- Introduction to Digital Marketing
- Unit 2- Search Engine Optimisation (SEO)
- Unit 3- Social Media Marketing
- Unit 4- Search Engine Marketing
- Unit 5- Web Analytics
- Unit 6- E-Commerce Management
- Unit 7- Planning and Creating a Website
- Unit 8- Email Marketing
- Unit 9 – Content Strategy
- Unit 10- Affiliate Marketing

Objectives:-

Upon completion of course the student shall be able to,

- **Constructing Brand Value and Awareness**
- **Improve SEO Person Techniques**
- **Increase the number of visitors**
- **Marketing with the help of Electronic Mail**

Course Outcome:-



- Be able to develop and execute a marketing plan, incorporating all elements of the marketing mix, segmentation and positioning strategies and other elements.
- Have an understanding of the role of both digital and traditional media in marketing, and the intersection of online and offline strategies and tactics.
- Be able to guide the development of a digital presence from a marketing point of view.

The Shedule& Hours Management for Digital Marketing Course by soft skill trainer Hspvts GOI faculty of management are as per follows-

Sr. No	Topic	Time in Hr
1	Introduction to Digital Marketing	1
2	Search Engine Optimisation (SEO)	3
3	Social Media Marketing	2
4	Search Engine Marketing	2
5	Web Analytics	2
6	E-Commerce Management	4
7	Planning and Creating a Website	3
8	Email Marketing	3
9	Content Strategy	4
10	Affiliate Marketing	2
11	Introduction to Digital Marketing	2
12	Search Engine Optimisation (SEO)	2
Total		30 Hr



[Signature]
 18/10/2022
 DIRECTOR
 H.S.B. P.V.T*GOI
 FACULTY OF MANAGEMENT
 A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

HSBPVT's, GOI, Faculty of Management, Kashti

Academic Year: 2022-23

Program Name: -Digital Marketing

Attendance Sheet (01/11/2022 to 05/11/2022)

Sr. No.	Name of Student	1/11/2022	2/11/2022	3/11/2022	4/11/2022	5/11/2022
1	BHOSALE SACHIN U	Bhosale	Bhosale	A.	Bhosale	Bhosale
2	CHAUDHARI PRASHANT M	Chaudhari	Chaudhari	Chaudhari	A	Chaudhari
3	DEOKAR AVINASH ASHOK	Deokar	Deokar	Deokar	Deokar	Deokar
4	DEEPAK VITTHAL HAGWANE	Deepak	Deepak	Deepak	A	Deepak
5	GAWADE SUYOG TATYABHAU	Gawade	A.	Gawade	Gawade	Gawade
6	HIVARKAR SHUBHANHI TATAYABA	Hivarkar	Hivarkar	Hivarkar	Hivarkar	A.
7	KEDARI PRAVIN DINESH	Dinesh	Dinesh	Dinesh	Dinesh	Dinesh
8	MUNOT SAHIL MANOJ	Sahil	Sahil	A.	Shahil	sahil
9	NAHIDE ROHIT RAJU	Nahide	Nahide	Nahide	Nahide	A
10	PAWAR SHUBHAM SANTOSH	Pawar	Pawar	Pawar	Pawar	Pawar
11	PAWAR VIDYA SHIVAJI	Pawar	Pawar	Pawar	Pawar	Pawar
12	RANDHAVE GANESH AMBADASS	Ganesh	Ganesh	Ganesh	A	Ganesh
13	RAYKAR DNYNESHWAR DEVRO	Raykar	Raykar	Raykar	A	Raykar
14	THORAT OMKAR LAXMAN	Thorat	Thorat	Thorat	Thorat	Thorat



[Handwritten Signature]
5/11/2022

DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A/P, Kashti Tal. Shrigonda, Dist. A.Nagar 414701

HSBPVT's, GOI, Faculty of Management, Kashti
Academic Year: 2022-23
Program Name: -Digital Marketing
Eveluation Sheet (01/11/2022 to 05/11/2022)

Sr. No.	Name of Student	Marks
1	BHOSALE SACHIN U	28
2	CHAUDHARI PRASHANT M	22
3	DEOKAR AVINASH ASHOK	28
4	DEEPAK VITTHAL HAGWANE	26
5	GAWADE SUYOG TATYABHAU	28
6	HIVARKAR SHUBHANHI TATAYABA	28
7	KEDARI PRAVIN DINESH	24
8	MUNOT SAHIL MANOJ	28
9	NAHIDE ROHIT RAJU	26
10	PAWAR SHUBHAM SANTOSH	28
11	PAWAR VIDYA SHIVAJI	24
12	RANDHAVE GANESH AMBADASS	22
13	RAYKAR DNYNESHWAR DEVRO	28
14	THORAT OMKAR LAXMAN	26




DIRECTOR
H.S.B. P.V.T* GOI
FUCULTY OF MANAGEMENT
AP. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

Name of Student: Trioket Omkar Laxman

- ✓ 1) Digital marketing is often referred to as _____.
- A. online marketing
 - B. internet marketing
 - C. web marketing
 - ✓ D. All of the above
- ✓ 2) Which of the following is a type of digital marketing activity?
- A. Email marketing.
 - B. Social web marketing.
 - C. Viral marketing.
 - ✓ D. All of the above
- ✓ 3) Which of the following is not a traditional forms of digital marketing?
- A. radio
 - B. TV
 - C. billboard
 - ✓ D. All of the above
- ✗ 4) What is not true about digital marketing?
- A. Digital marketing is any form of marketing products or services that involves electronic devices.
 - B. Digital marketing can be done online
 - C. Digital marketing cannot be done online
 - ✓ D. Digital marketing is often referred to as online marketing, internet marketing or web marketing.
- ✓ 5) How many main pillars of digital marketing?
- ✓ A. 2
 - B. 4
 - C. 3
 - D. 5
- ✗ 6) In the first 10 years, the web was heavily used as a static publishing and/or retailing (transactional) channel. This was known as:
- A. Web 2.0.
 - ✓ B. Web 3.0.
 - C. Web 1.0.
 - D. Web 3.0.
- ✓ 7) Digital marketing includes _____.
- A. voice broadcast
 - B. podcasting
 - C. RSA
 - ✓ D. Both A and B
- ✓ 8) A website's front - or home page should include _____
- A. A lengthy description of the organization
 - B. Logos depicting awards the site's designers have received
 - C. Links to other websites
 - ✓ D. None of the above



- ✓ 9) This is the process of marketing accomplished or facilitated through the application of electronic devices, appliances, tools, techniques, technologies and or systems:
- A. Direct Marketing
 - B. interactive marketing
 - ✓ C. Electronic marketing
 - D. internet marketing
- ✓ 10) Digital Marketing has been around us since the very beginning. It started in the year _____
- A. 1980
 - B. 2000
 - C. 1995
 - ✓ D. 1990
- ✓ 11) Digital marketing is becoming very popular due to the?
- A. increase in internet users
 - B. increase in mobile phone users
 - C. increase in digital content consumption
 - ✓ D. All of the above
- ✓ 12) Up to _____ of online experiences happening to people usually begin by using a search engine.
- A. 0.85
 - B. 0.9
 - ✓ C. 0.93
 - D. 0.97
- ✓ 13) The _____ plays a major role in better content creation.
- A. icon
 - ✓ B. keyword
 - C. description
 - D. viewport
- ✓ 14) The 4Ps of marketing as defined by Philip Kotler are:
- ✓ A. Price, Product, Place, and Promotion
 - B. Price, Performance, Place, and Promotion
 - C. Price, Product, Place, and Positioning
 - D. PR, Product, Place, and Person
- ✓ 15) How would you describe what multi-channel attribution does?
- A. Gives the conversion credit to the first click
 - B. Assigns equal percentages for conversions to every step
 - ✓ C. Accredits deserving touch points along the conversion journey
 - D. Gives the conversion credit to the last click



Name of Student: Deekar Aninash Dshok

- ✓ 1) Digital marketing is often referred to as _____.
- A. online marketing
 - B. internet marketing
 - C. web marketing
 - ✓ D. All of the above
- ✓ 2) Which of the following is a type of digital marketing activity?
- A. Email marketing.
 - B. Social web marketing.
 - C. Viral marketing.
 - ✓ D. All of the above
- ✓ 3) Which of the following is not a traditional forms of digital marketing?
- A. radio
 - B. TV
 - C. billboard
 - ✓ D. All of the above
- ✓ 4) What is not true about digital marketing?
- A. Digital marketing is any form of marketing products or services that involves electronic devices.
 - B. Digital marketing can be done online
 - ✓ C. Digital marketing cannot be done online
 - D. Digital marketing is often referred to as online marketing, internet marketing or web marketing.
- ✓ 5) How many main pillars of digital marketing?
- ✓ A. 2
 - B. 4
 - C. 3
 - D. 5
- ✓ 6) In the first 10 years, the web was heavily used as a static publishing and/or retailing (transactional) channel. This was known as:
- A. Web 2.0.
 - B. Web 3.0.
 - ✓ C. Web 1.0.
 - D. Web 3.0.
- ✓ 7) Digital marketing includes _____.
- A. voice broadcast
 - B. podcasting
 - C. RSA
 - ✓ D. Both A and B
- ✓ 8) A website's front - or home page should include _____
- A. A lengthy description of the organization
 - B. Logos depicting awards the site's designers have received
 - C. Links to other websites
 - ✓ D. None of the above



- ✓ 9) This is the process of marketing accomplished or facilitated through the application of electronic devices, appliances, tools, techniques, technologies and or systems:
- A. Direct Marketing
 - B. interactive marketing
 - ✓ C. Electronic marketing
 - D. internet marketing
- ✗ 10) Digital Marketing has been around us since the very beginning. It started in the year _____.
- A. 1980
 - ✓ B. 2000
 - C. 1995
 - D. 1990
- ✓ 11) Digital marketing is becoming very popular due to the?
- A. increase in internet users
 - B. increase in mobile phone users
 - C. increase in digital content consumption
 - ✓ D. All of the above
- ✓ 12) Up to _____ of online experiences happening to people usually begin by using a search engine.
- A. 0.85
 - B. 0.9
 - ✓ C. 0.93
 - D. 0.97
- ✓ 13) The _____ plays a major role in better content creation.
- A. icon
 - ✓ B. keyword
 - C. description
 - D. viewport
- ✓ 14) The 4Ps of marketing as defined by Philip Kottler are:
- ✓ A. Price, Product, Place, and Promotion
 - B. Price, Performance, Place, and Promotion
 - C. Price, Product, Place, and Positioning
 - D. PR, Product, Place, and Person
- ✓ 15) How would you describe what multi-channel attribution does?
- A. Gives the conversion credit to the first click
 - B. Assigns equal percentages for conversions to every step
 - ✓ C. Accredits deserving touch points along the conversion journey
 - D. Gives the conversion credit to the last click





parikrama
Educational Campus

HON. SHRI. BABANRAO PACHPUTE VICHARDHARA TRUST'S,
Group of Institutions, Faculty of Management
Kashti, Tal- Shrigonda, Dist-Ahmednagar 414701.

CERTIFICATE

This Certificate is awarded to Mr./Ms. Thorat Omkar Laxman for his/ her attendance in Course on "Digital Marketing" Organized by Hon. Shri. Babanrao Pachpute Vichardhara Trust's, Group of Institutions, Faculty of Management, Kashti, Tal- Shrigonda, Dist-Ahmednagar held from 04/11/2022 to 05/11/2022.


Director
DIRECTOR

H.S.B.P.V.T. GOI INSTITUTE
OF MANAGEMENT KASHTI

Tal. Shrigonda, Dist. A. Nagar 414701




Programme Coordinator



parikrama
Educational Campus

HON. SHRI. BABANRAO PACHPUTE VICHARDHARA TRUST'S,
Group of Institutions, Faculty of Management
Kashti, Tal- Shrigonda, Dist-Ahmednagar 414701.

CERTIFICATE


This Certificate is awarded to Mr./Ms. Deokar Avinash Ashok for his/ her attendance in Course on "Digital Marketing" Organized by Hon. Shri. Babanrao Pachpute Vichardhara Trust's, Group of Institutions, Faculty of Management, Kashti, Tal- Shrigonda, Dist-Ahmednagar held from 04/11/2022 to 05/11/2022.


Director
DIRECTOR

H.S.B.P.V.T. GOI INSTITUTE
OF MANAGEMENT KASHTI

Tal. Shrigonda, Dist. A. Nagar 414701




Programme Coordinator

REPORT

Program: - Program on "Research Inside"

Convener: - Prof. Rahul Ghosale

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Duration: - 09/05/2023 to 13/05/2023

Time: -10.00 am to 05.00 pm

No. of Students Participants: - 56

Program objectives: - To acquaint the Students with the Fundamentals of **Research** and help them to transform their **Research** abilities.

1. To help the students to acquire some of the necessary skills to handle the day to day Managerial responsibilities.
2. The objective of the project component of the MBA programme is to help the student develop the ability to apply, multidisciplinary concepts, tools and techniques to solve organizational problems.
3. To gain familiarity with new insights into a phenomenon (i.e., formularize research studies); and To accurately portray the characteristics of a particular individual, group, or a situation (i.e., descriptive research studies);
4. To analyze the frequency with which something occurs (i.e., diagnostic research studies);
5. To examine the hypothesis of a causal relationship between two variables (i.e., hypothesis-testing research studies).

Program Schedule:-

Program on "Research Inside" is organized as per the following Schedule:-

Sr. No	Name of Activity	Time
1.	Inauguration Ceremony	09/05/2023 10.00 am
2.	Session on Program on "Research Inside" with Practical	09/05/2023 to 13/05/2023 10.00 am to 05.00 pm
3.	End of Program on "Research Inside" with certificate Distribution	13/05/2023 05.00 pm

Attendance List

(Include as attachment)




DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A/P, Kashti Tal. Shrigonda, Dist. A.Nagar 414701

CIRCULAR

Date: - 02/05/2023

This is to inform for all the students of HSBPVT'S, GOI, Faculty of Management (FOM), Kashti, should be present between 09/05/2023 to 13/05/2023 for the Program on "Research Inside" organized by HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Their research insights address pressing issues like prejudice in business environments, healthcare data, social security viability, marketing insights, and more. Learn from our faculty and students their important research ways you can improve the place you work, whether you own your own business or work in a corporation, nonprofit, or governmental agency.

A research objective must be achievable, i.e., it must be framed keeping in mind the available time, infrastructure required for research, and other resources. Before forming a research objective, you should read about all the developments in your area of research and find gaps in knowledge that need to be addressed. This will help you come up with suitable objectives for your research project.

Interested students of MBA I & II year are here inform to register with **Prof. Rahul Ghosale**. Students are informing to remain presents and show their active participation for this occasion. The details for this Program are provided below.

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Date: -09/05/2023 to 13/05/2023.

Time: -10.00 am to 05.00 pm

Program to be presided by: - Chairman, Hon. Shri Babanrao Pachpute Vichardhara Trust's, Kashti




Handwritten signature and date: 21/5/2023
DIRECTOR
H.S.B. PVT'S
FACULTY OF M
A/P. Kashti Tal. Shrigor



Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

www.parikrama.edu.in | directorpiom@parikrama.edu.in | +91-8751005005

-MBA/2023-24/1344101

Date - 02/05/2023

To,

The Manager,

SEED Infotech Ltd.

Panchsheel, 42116, Erandwane.

Income Tax Lane, Off Karve Road. Pune-411001

Subject: Invitation as Trainer for Research Insight Program.

Respected Sir/ Madam,

I am very pleased to have honor of inviting you as a trainer for Research Insight Program.

Please provide yours schedule for conducting this program as per your convenience.

Please let us know if you will require any audio- Visual equipment or additional technological support. Also, please keep us informed of your travel itinerary.

I look forward to meeting you in HSBPVT'S, GOI, Faculty of Management, Kashti.

Best wishes.

Received
N.P. Bhat
02/05/2023



H.S.B. PVT. GOI
02/05/2023

Director.

DIRECTOR

H.S.B. PVT. GOI

FACULTY OF MANAGEMENT

A/P Kashti Tal, Shrigonda, Dist. Ahmednagar-414701

DTE Code: S303
AISHE Code: C-45884

PUN Code: IMMA017230
ARA Code: 01555303

AICTE ID: 1-12614931



Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

www.parikrama.edu.in directorpiom@parikrama.edu.in +91-8751005005

MBA/2023-24/350/01

Date - 13/05/2023

To,
The Manager,
SEED Infotech Ltd.
Panchsheel, 42116, Erandwane,
Income Tax Lane, Off Karve Road. Pune-411001

Subject: - Letter of appreciation

Dear Sir,


I would like to extend my sincerest gratitude towards you for conducting certificate course in Research Insight. Faculty trained our students in good manner which will make them skillful and employable.

Please accept our appreciation for such a commendable job. We will definitely take your words into practice. You have covered all important elements of Research Insight.

I once again would like to thank you for such a wonderful session and hope similar sessions in future also.

Yours sincerely




Director,
H.S.B.P.V.T., Faculty of Management,
Kashti, Tal-Shrigonda,
Ahmednagar -414701

DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

Academic Year: 2022-23

Program Name: - Research Insight

Attendance Sheet

Date: -09/05/2023 to 13/05/2023

Sr. No	Name of Student	Class	09-05-2023	10-05-2023	11-05-2023	12-05-2023	13-05-2023
1	MAGAR PRASAD RAMRAO	MBA-I	P	P	P	P	P
2	SHENDAGE KIRAN MHASKU	MBA-I	P	P	P	P	P
3	PATOLE SHUBHAM SANJAY	MBA-I	P	P	P	P	P
4	GODASE PRATIKSHA SANJAY	MBA-I	P	P	P	P	P
5	CHAUDHARI PRIYANKA ARUN	MBA-I	P	P	P	P	P
6	PATIL VIJAYRAJ RAMESH	MBA-I	P	P	AB	P	P
7	NIMBALKAR ANKITA ANIL	MBA-I	P	P	P	P	P
8	RUPNAR NAVNATH JYOTIBA	MBA-I	P	P	AB	P	P
9	PATIL AKSHAY SANJAY	MBA-I	P	P	P	P	P
10	PALASKAR VAIBHAV GOVINDRAO	MBA-I	P	P	P	P	P
11	HIRADE SURAJ SHIVAJI	MBA-I	P	P	P	P	P
12	PRAFULL SATISH KALASKAR	MBA-I	P	P	P	P	P
13	DAHIHANDE ATUL BANDUAPPA	MBA-I	P	P	P	P	P
14	GAWALI ATUL SHIVAJI	MBA-I	P	AB	P	P	P
15	THOMBARE VILAS CHHAGAN	MBA-I	P	P	P	P	P
16	BITAKE AKSHAY ABHIMANYU	MBA-I	P	P	P	P	P
17	DADAR NAGESHWAR BALU	MBA-I	P	P	P	P	P
18	PADALE AKSHAY UTTAM	MBA-I	P	P	P	P	P
19	KOLHATKAR MAHESH SHIVAJI	MBA-I	P	AB	P	P	P
20	MANE DIPAK BALU	MBA-I	P	P	P	P	P
21	BHAGAT BHUSHANKUMAR LAXMAN	MBA-I	P	P	P	P	P
22	NILKANTH DILIP TAWARE	MBA-I	P	P	P	P	P
23	RAJPUT PRAVIN SANJAYSING	MBA-I	P	P	P	P	P
24	ADESH VIKAS SHELAR	MBA-I	P	P	P	P	P
25	BALEKUNDRI DATTATRAYA SHRIDHAR	MBA-I	P	AB	P	P	P
26	RATHOD ASHOK LOKU	MBA-I	P	P	P	AB	P
27	PAWAR ABHISHEK VASANT	MBA-I	P	P	P	P	P
28	PANDURANG BHIMRAO AWAGHADE	MBA-I	P	P	P	P	P
29	TRYAMBAKE AKSHAY SURESH	MBA-I	P	AB	P	P	P
30	LONDE MAYUR VILAS	MBA-I	P	P	P	P	P
31	KOTHARI SHRADDHA SANDIP	MBA-I	P	P	P	P	P
32	KALAWADE RUSHIKESH SUNIL	MBA-I	P	P	P	P	P
33	KOKARE JAYSHRI DATTU	MBA-I	P	P	P	P	P
34	Atole Sahil Vijay	MBA-II	P	P	P	P	P
35	Bagal Sayali Chhotu	MBA-II	P	P	P	P	P
36	Barede Pradip Bhagwan	MBA-II	P	P	P	P	P
37	Bhande Anukusha Bharat	MBA-II	P	P	P	P	P
38	Bhosale Sachin Uddav	MBA-II	P	P	AB	P	P
39	Chaudhari Prashant Motiram	MBA-II	P	P	P	P	P
40	Deokar Avinash Ashok	MBA-II	P	P	P	P	P
41	Dipal Vitthal Higawane	MBA-II	P	P	P	P	P
42	Gawade Suyog Tatayabhau	MBA-II	P	P	P	P	P
43	Hivarkar Shubhangi Tatyaba	MBA-II	P	P	P	P	P
44	Kedari Pravin Dinesh	MBA-II	P	AB	P	P	P
45	Munot Sahil Manoj	MBA-II	P	P	P	AB	P
46	Nahide Rohit Raju	MBA-II	P	P	P	P	P
47	Pawar Shubham Santosh	MBA-II	P	P	P	P	P

48	Pawar Vidya Shivaji	MBA-II	P	P	P	P	P
49	Randhave Ganesh Ambadas	MBA-II	P	P	P	P	P
50	Raykar Dnyaneshwar Devrao	MBA-II	P	AB	P	P	P
51	Thorat Omkar Laxman	MBA-II	P	P	P	P	P
52	Wagholikar Rushikesh Kashinath	MBA-II	P	P	P	AB	P
53	Wakcharure Shubham Goraksh	MBA-II	P	P	P	P	P
54	Ware Vaibhav Suresh	MBA-II	P	P	P	P	P
55	Yadav Pinky Nebulal	MBA-II	P	P	P	P	P
56	Zayid Asif Inamdar	MBA-II	P	P	P	P	P




 DIRECTOR
 H.S.B. P.V.T. GOI
 FACULTY OF MANAGEMENT
 A.P. Kashi Tal. Shrigonda, Dist. A.Nagar 414701

Academic Year: 2022-23

Program Name: - Research Insight

Evaluation Sheet

Date: - 09/05/2023 To 13/05/2023

Sr. NO	Name of Students	Class	Marks out of (30)
1	MAGAR PRASAD RAMRAO	MBA-I	22
2	SHENDAGE KIRAN MHASKU	MBA-I	24
3	PATOLE SHUBHAM SANJAY	MBA-I	18
4	GODASE PRATIKSHA SANJAY	MBA-I	18
5	CHAUDHARI PRIYANKA ARUN	MBA-I	14
6	PATIL VIJAYRAJ RAMESH	MBA-I	20
7	NIMBALKAR ANKITA ANIL	MBA-I	22
8	RUPNAR NAVNATH JYOTIBA	MBA-I	20
9	PATIL AKSHAY SANJAY	MBA-I	20
10	PALASKAR VAIBHAV GOVINDRAO	MBA-I	26
11	HIRADE SURAJ SHIVAJI	MBA-I	24
12	PRAFULL SATISH KALASKAR	MBA-I	20
13	DAHIHANDE ATUL BANDUAPPA	MBA-I	20
14	GAWALI ATUL SHIVAJI	MBA-I	18
15	THOMBARE VILAS CHHAGAN	MBA-I	20
16	BITAKE AKSHAY ABHIMANYU	MBA-I	20
17	DADAR NAGESHWAR BALU	MBA-I	16
18	PADALE AKSHAY UTTAM	MBA-I	16
19	KOLHATKAR MAHESH SHIVAJI	MBA-I	20
20	MANE DIPAK BALU	MBA-I	20
21	BHAGAT BHUSHANKUMAR LAXMAN	MBA-I	18
22	NILKANTH DILIP TAWARE	MBA-I	20
23	RAJPUT PRAVIN SANJAYSING	MBA-I	22
24	ADESH VIKAS SHELAR	MBA-I	22
25	BALEKUNDRI DATTATRAYA SHRIDHAR	MBA-I	18
26	RATHOD ASHOK LOKU	MBA-I	20
27	PAWAR ABHISHEK VASANT	MBA-I	18
28	PANDURANG BHIMRAO AWAGHADE	MBA-I	20
29	TRYAMBAKE AKSHAY SURESH	MBA-I	20
30	LONDE MAYUR VILAS	MBA-I	422
31	KOTHARI SHRADDHA SANDIP	MBA-I	28
32	KALAWADE RUSHIKESH SUNIL	MBA-I	20
33	KOKARE JAYSHRI DATTU	MBA-I	14
34	Atole Sahil Vijay	MBA-II	18
35	Bagal Sayali Chhotu	MBA-II	16
36	Barede Pradip Bhagwan	MBA-II	14
37	Bhande Anukusha Bharat	MBA-II	20
38	Bhosale Sachin Uddav	MBA-II	28
39	Chaudhari Prashant Motiram	MBA-II	16
40	Deokar Avinash Ashok	MBA-II	14
41	Dipal Vitthal Higawane	MBA-II	18
42	Gawade Suyog Tatayabhau	MBA-II	18
43	Hivarkar Shubhangi Tatyaba	MBA-II	20
44	Kedari Pravin Dinesh	MBA-II	18
45	Munot Sahil Manoj	MBA-II	20
46	Nahide Rohit Raju	MBA-II	14

47	Pawar Shubham Santosh	MBA-II	20
48	Pawar Vidya Shivaji	MBA-II	18
49	Randhave Ganesh Ambadas	MBA-II	14
50	Raykar Dnyaneshwar Devrao	MBA-II	14
51	Thorat Omkar Laxman	MBA-II	20
52	Wagholikar Rushikesh Kashinath	MBA-II	18
53	Wakcharure Shubham Goraksh	MBA-II	22
54	Ware Vaibhav Suresh	MBA-II	18
55	Yadav Pinky Nebulal	MBA-II	20
56	Zayid Asif Inamdar	MBA-II	18




 DIRECTOR
 H.S.B. P.V.T. GOI
 FACULTY OF MANAGEMENT
 A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

Name of Student Petale Shubham Sanjay

- 1) Who was the author of the book named "Methods in Social Research"?
 - a) Kerlinger
 - b) CR Kathari
 - c) Goode and Hatt
 - d) Wilkinson
- 2) What is the major attribute of Correlation Analysis?
 - a) Association among variables
 - b) Difference among variables
 - c) Regression among variables
 - d) Variations among variables
- 3) What is the name of the conceptual framework in which the research is carried out?
 - a) Research hypothesis
 - b) Synopsis of Research
 - c) Research paradigm
 - d) Research design
- 4) What is the main role of research in education?
 - a) To upsurge one's social status.
 - b) To increase one's job prospects.
 - c) To augment one's personal growth.
 - d) To help an applicant in becoming a renowned educationalist.
- 5) Which of the following features are considered as critical in qualitative research?
 - a) Collecting data with the help of standardized research tools.
 - b) Design sampling with probability sample techniques.
 - c) Collecting data with bottom-up empirical evidence.
 - d) Gathering data with top-down schematic evidence.
- 6) How is random sampling helpful?
 - a) Reasonably accurate
 - b) An economical method of data collection
 - c) Free from personal biases
 - d) All of the above
- 7) Tippit table refers to as _____
 - a) Table of random digits
 - b) The table used in sampling methods
 - c) The table used in statistical investigations
 - d) All of the above



8) In order to pursue the research, which of the following is priorly required?

- a) Developing a research design
- b) Formulating a research question
- c) ~~Deciding about the data analysis procedure~~
- d) Formulating a research hypothesis

9) The format of thesis writing is the same as in

- a) Writing of Seminar representation
- b) Preparation of research paper/article
- c) A research dissertation
- d) Presenting a workshop/conference paper

10) Which one among the following statements is false in the context of participatory research?

- a) It recognizes knowledge as power
- b) It is a collective process of inquiry
- c) ~~It emphasizes people as experts~~
- d) ~~Its sole purpose is the production of knowledge~~

11) Which one among the following statement is true in the context of the testing of hypotheses?

- a) ~~It is only the alternative hypotheses that can be tested.~~
- b) ~~It is only the null hypotheses that can be tested.~~
- c) Both the alternative and the null hypotheses can be tested.
- d) ~~Both the alternative and the null hypotheses cannot be tested.~~

12) What does the longitudinal research approach actually deal with?

- a) Long-term research
- b) Short-term research
- c) Horizontal research
- d) ~~None of the above~~

13) What do you understand by the term "Anusandhan"?

- a) Goal-oriented
- b) Following an aim
- c) ~~Attaining an aim~~
- d) ~~Praying to achieve an aim~~

14) Which of the following does not correspond to characteristics of research?

- a) Research is not passive
- b) ~~Research is systematic~~
- c) Research is not a problem-oriented
- d) ~~Research is not a process~~

15) What is the difference between the terms market research and marketing research?

- a) ~~Market research concerns strategic decisions; marketing research does not.~~
- b) ~~Market research concerns operational decisions, marketing research does not~~
- c) Marketing research looks at academic matters, market research does not
- d) ~~None of the options given are correct.~~



Name of Student Londe Mayur Vilas

- 1) Who was the author of the book named "Methods in Social Research"?
 - a) Kerlinger
 - b) CR Kothari
 - c) Goode and Hatt
 - d) Wilkinson
- 2) What is the major attribute of Correlation Analysis?
 - a) Association among variables
 - b) Difference among variables
 - c) Regression among variables
 - d) Variations among variables
- 3) What is the name of the conceptual framework in which the research is carried out?
 - a) Research hypothesis
 - b) Synopsis of Research
 - c) Research paradigm
 - d) Research design
- 4) What is the main role of research in education?
 - a) To upsurge one's social status.
 - b) To increase one's job prospects.
 - c) To augment one's personal growth.
 - d) To help an applicant in becoming a renowned educationalist.
- 5) Which of the following features are considered as critical in qualitative research?
 - a) Collecting data with the help of standardized research tools.
 - b) Design sampling with probability sample techniques.
 - c) Collecting data with bottom-up empirical evidence.
 - d) Gathering data with top-down schematic evidence.
- 6) How is random sampling helpful?
 - a) Reasonably accurate
 - b) An economical method of data collection
 - c) Free from personal biases
 - d) All of the above
- 7) Tippit table refers to as _____
 - a) Table of random digits
 - b) The table used in sampling methods
 - c) The table used in statistical investigations
 - d) All of the above



- 8) In order to pursue the research, which of the following is **primarily** required?
- a) Developing a research design
 - b) Formulating a research question
 - c) Deciding about the data analysis procedure
 - d) Formulating a research hypothesis
- 9) The format of thesis writing is the same as in
- a) Writing of Seminar representation
 - b) Preparation of research paper/article
 - c) A research dissertation
 - d) Presenting a workshop/conference paper
- 10) Which one among the following statements is false in the context of participatory research?
- a) It recognizes knowledge as power
 - b) It is a collective process of inquiry
 - c) It emphasizes people as experts
 - d) Its sole purpose is the production of knowledge
- 11) Which one among the following statement is true in the context of the testing of hypotheses?
- a) It is only the alternative hypotheses that can be tested.
 - b) It is only the null hypotheses that can be tested.
 - c) Both the alternative and the null hypotheses can be tested.
 - d) Both the alternative and the null hypotheses cannot be tested.
- 12) What does the longitudinal research approach actually deal with?
- a) Long-term research
 - b) Short-term research
 - c) Horizontal research
 - d) None of the above
- 13) What do you understand by the term "Anusandhan"?
- a) Goal-oriented
 - b) Following an aim
 - c) Attaining an aim
 - d) Praying to achieve an aim
- 14) Which of the following does not correspond to characteristics of research?
- a) Research is not passive
 - b) Research is systematic
 - c) Research is not a problem-oriented
 - d) Research is not a process
- 15) What is the difference between the terms **market research** and **marketing research**?
- a) Market research concerns strategic decisions; marketing research does not.
 - b) Market research concerns operational decisions, marketing research does not
 - c) Marketing research looks at academic matters, market research does not
 - d) None of the options given are correct.



seed

beyond the obvious



Is hereby awarded to,

Mr./ Ms. PATOLE SHUBHAM SANJAY

On the success completion of '**Research Insight**' programme during the period 09/05/2023 to 13/05/2023 at HSBPVT's GOI Faculty of Management, Kashti.

Patole

Faculty

Patole

MD & CEO

ISO 9001 :2008 Certified Company

C E R T I F I C A T E

seed[™]
beyond the obvious

Is hereby awarded to,
Mr./ Ms. LONDE MAYUR VILAS

On the success completion of '**Research Insight**' programme during the period
09/05/2023 to 13/05/2023 at HSBPVT's GOI Faculty of Management, Kashti.



Rahul
Faculty

Dipankar
MD & CEO

ISO 9001 :2008 Certified Company



HSBPVT GOI
College of Engineering, Kashti
Event Photo

Name of Activity: 5 Days Research Insight



REPORT

Program: - Program on "Business Analytics"

Convener: -Prof. Nisar Shaikh

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Duration: - 21/08/2022 to 02/09/2022

Time: -02.00 pm to 05.00 pm

No. of Students Participants: - 19

Program objectives:

1. Enable all participants to recognize, understand and apply the language, theory and models of the field of business analytics.
2. Foster an ability to critically analyses, synthesize and solve complex unstructured business problems
3. Instill a sense of ethical decision-making and a commitment to the long-run welfare of both organizations and the communities they serve
4. To understand business analysis techniques and get hands-on experience.
5. To get experienced analysts looking to learn the latest tools and frameworks used by Market Leaders.

Program Schedule:-

Program on "Business Analytics" is organized as per the following Schedule:-

Sr. No	Name of Activity	Time
1	Inauguration Ceremony	21/08/2022 02.00 pm
2	Session on Training Program on "Business Analytics" with Practical	21/08/2022 to 02/09/2022. 02.00 pm to 05.00 pm
3	End of Training Program on "Business Analytics" with certificate Distribution	02/09/2022 05.00 pm

Attendance List

(Include as attachment)




DIRECTOR
H.S.B. P.V.T* GOI
FUCULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

CIRCULAR

Date: -16/08/2022

This is to inform for all the students of Parikrama Faculty of Management (FOM), Kashti, should be present between **21/08/2022 to 02/09/2022** for the Program on “**Business Analytics**” organized by **Parikrama Faculty of Management (FOM), Kashti**.

Program on “Business Analytics” is organized to students looking to pursue a Business Analysis career, understand business analysis techniques, get hands-on experience, and for experienced analysts looking to learn the latest tools and frameworks used by Market Leaders.

Interested students of MBA I & II year are here inform to register themselves with **Prof. Nisar Shaikh** . Students are inform to remain presents and show their active participation for this occasion. The details for this Program are provided below.

Venue: - Seminar Hall, Parikrama Faculty of Management (FOM),Kashti.

Date: 21/08/2022 to 02/09/2022

Time: - 02.00 PM to 05.00 PM.

Program to be presided by: - Chairman, Hon. Shri Babanrao Pachpute Vichardhara Trust's, Kashti




DIRECTOR
H.S.B. P.V.T. GOI
FUCULTY OF MANAGEMENT
A/P, Kashti Tal. Shrigonda, Dist. A.Nagar 414701

Boucher for Business Analytics Course

This certificate/Add on course will be conduct & delivered to Enrolled MBA 1 YR and MBA 2YR Students by soft skill trainer Ascent Softech

The session syllabus are as follows-

- Unit 1-** Introduction to analytics
- Unit 2-** Estimation of hypothesis testing
- Unit 3-** Playing with data
- Unit 4-** Factor analysis and component analysis
- Unit 5-** Pandas libraries and data frame
- Unit 6-** Data mining using a decision tree
- Unit 7-** Classification algorithm-Decision trees
- Unit 8-** Linear and nonlinear regression
- Unit 9 –** Model Comparison and further improvement
- Unit 10-** Python for data science
- Unit 11-** Numpy libraries and array

Objectives:-

Upon successful completion of the program, you should have the skills to:

- Provide solutions, assessments and validation to a broad range of situations by eliciting, planning, monitoring and analyzing enterprise requirements.
- Work as a professional maintaining high standards of practice, making ethical/legal judgments and decisions, and sustaining professional standing through a commitment to life-long learning.
- Demonstrate effective use of written, verbal, and non-verbal communication, employing relevant knowledge, skills, and judgment in a business setting.
- Document, manage, research and communicate business requirements from the initial stakeholder meeting, to the final solution assessment and validation phase.
- Demonstrate organization skills, prepare written and oral presentations, interview clients, facilitate meetings, and respond to conflict professionally.
- Perform a variety of quality control procedures including gap analysis, problem analysis, needs assessment, cost benefit analysis, business test plans and test cases.



- Collect, manage, and interpret data to identify trends and issues in the workplace to create, and develop levels of measure.
- Design, develop, implement, and maintain levels of measurement, accurate statistics, requirements lists and constraint documents.
- Apply basic adult learning and assessment principles in the design, development, and presentation of training and information for differing levels within the workplace.
- Demonstrate employability skills and a commitment to professionalism.
- **Course Outcome:-**
- Extract, manipulate, and mine data sets from various sources to meet organizational needs.
- Apply business analytics and business intelligence tools as a business process to support evidence-based decision-making.
- Design statistical models using data mining techniques to meet the needs of a specific business process.
- Develop software applications to manipulate data sets, correlate information, and produce reports.
- Create and present data visualizations to communicate information to business stakeholders using multiple forms of communication.
- Apply basic entrepreneurial strategies to identify and respond to new business opportunities.
- Adhere to ethical and legal guidelines to ensure data security, integrity, and confidentiality when presenting analytical information.
- Apply interpersonal, teambuilding, and leadership skills when participating in diverse environments.
- Recommend business solutions for various business domains by utilizing research (findings) and analytical skills.

The Shedule& Hours Management for Business Analytics Course by soft skill trainer Ascent Softech are as per follows-

Sr. No	Topic	Time in Hr
1	Introduction to analytics	1
2	Estimation of hypothesis testing	4
3	Playing with data	3
4	Factor analysis and component analysis	2
5	Pandas libraries and data frame	2


 DIRECTOR
 H.S.B. P.V.T. GOI
 FACULTY OF MANAGEMENT
 A/P. Kashi Tal. Shrigonda, Dist. A.Nagar 414701





Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

© www.parikrama.edu.in @ directorpiom@parikrama.edu.in ☎ +91-8751005005

MDA122211075

Date: 21/08/2022

To,

Ascent Softech,

Baramati, Pune.

Subject: Invitation as Trainer for Business Analytics Program.

Respected Sir/ Madam,

I am very pleased to have honor of inviting you as a trainer for Business Analytics Program
Please provide yours schedule for conducting this program as per your convenience.

Please let us know if you will require any audio- Visual equipment or additional technological support. Also, please keep us informed of your travel itinerary.

I look forward to meeting you in HSBPVT'S, GOI, Faculty of Management, Kashti.

Best wishes.



Director.

DIRECTOR

H.S.B. P.V.T.' GOI

FACULTY OF MANAGEMENT

A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701



Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

© www.parikrama.edu.in ☎ directorpiom@parikrama.edu.in ☎ +91-8751005005

MBA/1017/1/22-23

0020-04091222

To,
Ascent Softech,
Baramati, Pune.

Subject: - Letter of appreciation

Dear Sir,

I would like to extend my sincerest gratitude towards you for your motivational Business Analytics Programme held in our institute.

Your teaching methods and inputs are really helpful for widening of our students horizons. Please accept our appreciation for such a commendable job. We will definitely take your words into practice. You have covered all important elements of English Speaking Course and your description on how to execute it is remarkable.

I once again would like to thank you for such a wonderful speech as well as evaluation of the students and hope to get a chance to hear such speeches from you in future also.

Yours sincerely



Director,
H.S.B.P.V.T., Faculty of Management,
Kashti, Tal-Shrigonda,
Ahmednagar -414701

DIRECTOR
H.S.B. P.V.T' GOI
FUCULTY OF MANAGEMENT
A/P, Kashti Tal, Shrigonda, Dist. A.Nagar 414701

Hon. Shri Babanrao Pachpute Vichardhara Trust's,

Faculty of Management (FOM)

Academic Year: 2022-23

Program Name: - "Business Analytics"

Attendance Sheet

Date: - 21/08/2022 -02/09/2022

Sr. No	Student Name	Sign	21/08/2022	22/08/2022	23/08/2022	24/08/2022	25/08/2022	26/08/2022	27/08/2022	28/08/2022	29/08/2022	30/08/2022	01/09/2022	02/09/2022
1	SHINDE PRACHI BALASAHEB	<i>Shinde</i>	P	P	P	A	P	P	A	P	P	P	P	P
2	MUNOT RITHIK SANJAY	<i>Munot</i>	P	P	P	P	A	P	P	P	P	P	A	P
3	BHAGWAT RAJ RAVIKIRAN	<i>P.raj</i>	P	P	P	P	A	P	P	P	A	P	P	P
4	MANE TUSHAR RAJESH	<i>Mane.Tk</i>	P	P	P	P	P	A	P	P	P	A	P	P
5	SHENDAGE VISHAL GORAKH	<i>V.Shend</i>	P	P	P	P	A	P	P	P	P	P	P	A
6	JADHAV GAJANAN BAPU	<i>Jadhav.GB</i>	P	P		P	A	P	P	P	P	P	A	P
7	OHOL ONKAR RAMESH	<i>Ohol.Ramesh</i>	P	P	P	A	P	P	P	A	P	P	P	A
8	THORAT AKSHAY KISAN	<i>Thorat</i>	P	P	A	P	P	P	P	A	P	P	P	P
9	GANDHI SAHIL BHUSHAN	<i>Sahil</i>	P	P	P	A	P	P	P	P	A	A	P	P
10	RAUT RAVIKIRAN POPAT	<i>Raut.R.P.</i>	P	P	P	P	A	P	P	P	A	P	P	P
11	BHANDARI JAYESH SANTOSH	<i>Jayesh</i>	P	P		P	P	P	P	P	P	P		P
12	SARODE RAJRATNA MAHENDRA	<i>Sarode</i>	P	P	P	P	P	A	P	P	P	P	P	P
13	TEKAWADE AKSHAY NAVNATH	<i>Tekawade</i>	P	P	P	P	A	A	P	P	P	A	P	P
14	SURYAWANSHI SHUBHANGI DATTATRAY	<i>S.S.D.</i>	A	P	P	P	P	P	P	P	P	P	P	P
15	AHUJA LAVINA LAXMAN	<i>Ahuja</i>	P	P	P	P	P	A	A	A	A	P	A	P
16	SHINDE KUNAL KACHARU	<i>Shinde</i>	P	P	A	P	P	A	P	P	P	A	P	P
17	PATOLE SHUBHAM SANJAY	<i>Patole</i>	P	A	P	P	P	P	P	P	P	P	P	A
18	CHAUDHARI PRIYANKA ARUN	<i>C.P.A.</i>	P	P	P	P	P	P	P	A	P	P	P	P

19 Kumar Ashutosh S. *Kumar* P P P A P A P P A P P P P P P P P


 DIRECTOR
 H.S.B. P.V.T. GOI
 FACULTY OF MANAGEMENT
 A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701



Hon. Shri Babanrao Pachpute Vichardhara Trust's,

Faculty of Management (FOM)

Academic Year: 2022-23

Program Name: - "Business Analytics"

Evaluation Sheet

Date: - 21/08/2022 -02/09/2022

Sr. No	Student Name	Obtained Marks out of 30
1	SHINDE PRACHI BALASAHEB	22
2	MUNOT RITHIK SANJAY	22
3	BHAGWAT RAJ RAVIKIRAN	26
4	MANE TUSHAR RAJESH	26
5	SHENDAGE VISHAL GORAKH	26
6	JADHAV GAJANAN BAPU	26
7	QHOL ONKAR RAMESH	26
8	THORAT AKSHAY KISAN	20
9	GANDHI SAHIL BHUSHAN	22
10	RAUT RAVIKIRAN POPAT	20
11	BHANDARI JAYESH SANTOSH	22
12	SARODE RAJRATNA MAHENDRA	26
13	TEKAWADE AKSHAY NAVNATH	26
14	SURYAWANSHI SHUBHANGI DATTATRAY	24
15	AHUJA LAVINA LAXMAN	24
16	SHINDE KUNAL KACHARU	24
17	PATOLE SHUBHAM SANJAY	28
18	CHAUDHARI PRIYANKA ARUN	20
19	KUMAR ASHUTOSH KUMAR SUNIL	28




DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A/P. Kashi Tal, Shrigunda, Dist. A.Nagar 414701

Name of Student: Kumay Ashutosh Sunil

1) __ analysis is concerned with identification of project demand potential and selection of optimal technology:

- (a) techno-economic
- (b) network
- (c) financial
- (d) social cost-benefit

2) __ Analysis is one of the most popular techniques used for planning, scheduling, monitoring and coordinating projects comprising a number of activities.

- (a) Network
- (b) financial
- (c) techno-economic
- (d) input

3) Which of the following will increase breakeven point of a company?

- (a) Increase in Margin of safety
- (b) Decrease in fixed cost
- (c) Increase in contribution
- (d) Increase in variable cost

4) After screening the ideas, they are translated into project __

- (a) portfolio
- (b) profiles
- (c) proposal
- (d) none

5) Analysis is concerned with the development of detailed work plan of the project and its time profile:

- (a) techno-economic
- (b) network
- (c) financial
- (d) social cost-benefit

6) Decision regarding factory design is part of:

- (a) Network analysis
- (b) Financial analysis
- (c) Technical analysis
- (d) Social cost benefit analysis

7) __ analysis is primarily concerned with the identification, quantification and evaluation of project resources.

- (a) Network
- (b) financial
- (c) techno-economic
- (d) input

8) Financial position of business under incomplete accounting record is shown through

- (a) Statement of Affairs
- (b) Balance Sheet
- (c) Statement of Fund Flow
- (d) None of these



9) __ analysis involves estimation of project costs and revenues and funds required for the project:

- (a) techno-economic
- ~~(b) network~~
- (c) financial
- (d) social cost-benefit

10) The term __ refers to the plan for a particular type of building, arrangement of machinery and equipment and provision of facilitation in the building.

- (a) Factory building
- (b) factory design
- ~~(c) factory layout~~
- (d) factory premises

11) __ analysis aims at analyzing the real contribution of an investment project towards welfare of country as a whole:

- (a) techno-economic
- (b) network
- (c) financial
- ~~(d) social cost-benefit~~

12) __ analysis is a technique commonly used to assess expected product profitability.

- (a) PERT
- (b) CPM
- ~~(c) BEP~~
- (d) SWOT

13) Which of the following is not a tool for analysing financial statement?

- (a) Common size statement
- (b) Comparative statement
- (c) Cash Budget
- ~~(d) Cash flow statement~~

14) _ Helps to take investment decision:

- (a) techno-economic
- (b) technical
- ~~(c) financial~~
- (d) pre-investment appraisal

15) A series of related activities which result in some product or service is called __

- (a) event
- (b) task
- (c) network
- ~~(d) slack~~



Name of Student: Bhagawat Raj Ravikiran

1) analysis is concerned with identification of project demand potential and selection of optimal technology:

- (a) techno-economic
- (b) network
- (c) financial
- (d) social cost-benefit

2) Analysis is one of the most popular techniques used for planning, scheduling, monitoring and coordinating projects comprising a number of activities.

- (a) Network
- (b) financial
- (c) techno-economic
- (d) input

3) Which of the following will increase breakeven point of a company?

- (a) Increase in Margin of safety
- (b) Decrease in fixed cost
- (c) Increase in contribution
- (d) Increase in variable cost

4) After screening the ideas, they are translated into project

- (a) portfolio
- (b) profiles
- (c) proposal
- (d) none

5) Analysis is concerned with the development of detailed work plan of the project and its time profile:

- (a) techno-economic
- (b) network
- (c) financial
- (d) social cost-benefit

6) Decision regarding factory design is part of:

- (a) Network analysis
- (b) Financial analysis
- (c) Technical analysis
- (d) Social cost benefit analysis

7) analysis is primarily concerned with the identification, quantification and evaluation of project resources.

- (a) Network
- (b) financial
- (c) techno-economic
- (d) input

8) Financial position of business under incomplete accounting record is shown through

- (a) Statement of Affairs
- (b) Balance Sheet
- (c) Statement of Fund Flow
- (d) None of these



9) analysis involves estimation of project costs and revenues and funds required for the project:

- (a) techno-economic
- (b) network
- (c) financial
- (d) social cost-benefit

10) The term refers to the plan for a particular type of building, arrangement of machinery and equipment and provision of facilitation in the building.

- (a) Factory building
- (b) factory design
- (c) factory layout
- (d) factory premises

11) analysis aims at analyzing the real contribution of an investment project towards welfare of country as a whole:

- (a) techno-economic
- (b) network
- (c) financial
- (d) social cost-benefit

12) analysis is a technique commonly used to assess expected product profitability.

- (a) PERT
- (b) CPM
- (c) BEP
- (d) SWOT

13) Which of the following is not a tool for analysing financial statement?

- (a) Common size statement
- (b) Comparative statement
- (c) Cash Budget
- (d) Cash flow statement

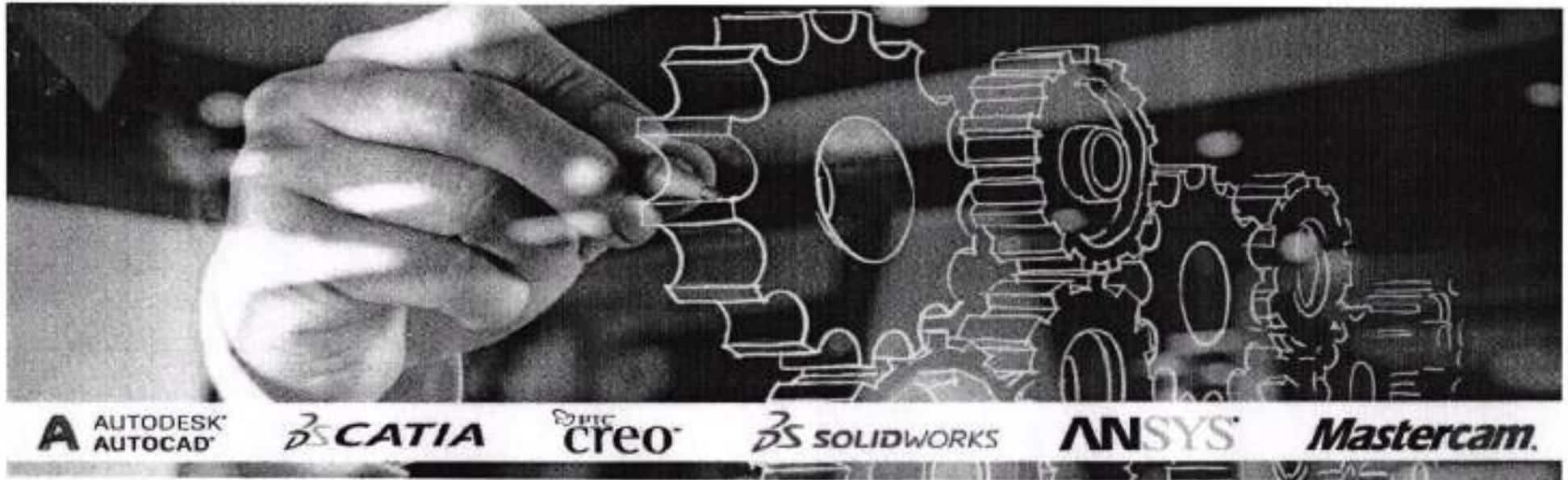
14) Helps to take investment decision:

- (a) techno-economic
- (b) technical
- (c) financial
- (d) pre-investment appraisal

15) A series of related activities which result in some product or service is called

- (a) event
- (b) task
- (c) network
- (d) stack





Certified Professional

In Recognition of a commitment to Professional Excellence, This certifies that

Mr. /Miss. KUMAR ASHUTOSH KUMAR SUNIL

Has Successfully Completed Course of "*Business Analytics*" Program. Conducted From 21/08/2022 to 02/09/2022



ASCENT SOFTECH BARAMATI

Behind S.T. Stand, Near Anuchandra Hospital,
Baramati, Dist. Pune 413102 Maharashtra (INDIA)
Visit us at: www.ascentsofttech.com

Date - 02/09/2022



Mr. Prashant Karande
Director, Ascent Soft Corporation Pvt. Ltd.



Certified Professional

In Recognition of a commitment to Professional Excellence, This certifies that
Mr. /Miss. BHAGWAT RAJ RAVIKIRAN
Has Successfully Completed Course of **"Business Analytics"** Program. Conducted From 21/08/2022 to 02/09/2022



Engineering Software Training Center

Reg. No. U72900PN2013PTC148504

ASCENT SOFTECH BARAMATI
Behind S.T. Stand, Near Anuchandra Hospital,
Baramati, Dist. Pune 413102 Maharashtra (INDIA)
Visit us at: www.ascentsofttech.com

Date - 02/09/2022



Mr. Prashant Karande
Director, Ascent Soft Corporation Pvt. Ltd.

REPORT

Program: -Program on "Personality Development"

Convener: -Prof. Dr. Santosh Dhawale

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Duration: - 09/01/2023 to 14/01/2023

Time: -10.00 am to 05.00 pm

No. of Students Participants: - 13

Program objectives: - This course covers various dimensions and importance of effective personality.

1. To. Helps understand personality traits and formation and vital contribution in the world of business.
2. The students aware about the various dynamics of personality development.
3. The course aims to cause a basic awareness about the significance of soft skills in professional and inter-personal communications and facilitate an all-round development of personality.
4. To. Hard or technical skills help securing a basic position in one's life and career.
5. The soft skills can ensure a person retain it, climb further, reach a pinnacle, achieve excellence, and derive fulfillment and supreme joy.
6. To Soft Skills comprise pleasant and appealing Personality Traits as Self-Confidence, Positive attitude emotional intelligence, social grace, flexibility, friendliness and effective communication skills.

Program Schedule:-

Program on "Personality Development" is organized as per the following Schedule:-

Sr. No	Name of Activity	Time
1	Inauguration Ceremony	09/01/2023 10.00 am
2	Session on Program on "Personality Development" with Practical	09/01/2023 to 14/01/2023 10.00 am to 05.00 pm
3	End of Program on "Personality Development" with certificate Distribution	14/01/2023 05.00 pm

Attendance List

(Include as attachment)




DIRECTOR
H.S.B. P.V.T* GOI
FUCULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

CIRCULAR

Date: - 02/01/2023

This is to inform for all the students of HSBPVT'S, GOI, Faculty of Management (FOM), Kashti, should be present between 09/01/2023 to 14/01/2023 for the Program on "Personality Development" organized by HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

This course covers various dimensions and importance of effective personality. It helps understand personality traits and formation and vital contribution in the world of business.

The course aims to cause a basic awareness about the significance of soft skills in professional and inter-personal communications and facilitate an all-round development of personality. Hard or technical skills help securing a basic position in one's life and career.

Interested students of MBA I & II year are here inform to register them with Prof. Santosh Dhawale. Students are informing to remain presents and show their active participation for this occasion. The details for this Program are provided below.

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Date: -09/01/2023 to 14/01/2023 (Monday to Friday)

Time: -10.00 am to 05.00 pm

Program to be presided by: - Chairman, Hon. Shri Babanrao Pachpute Vichardhara Trust's, Kashti




DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

PERSANOLITY DEVELOPMENT SYLLABUS

I. Introduction to Personality Development (4 HOURS)

- a. What is personality?
- b. Why does it matter?
- c. We are all unique.

II. The Developing Personality (4 HOURS)

- a. How do personalities develop?
- b. Multiple theories in psychology.
- c. Three main influences cited:
- d. Heredity
- e. Environment
- f. Situations

III. Stages of Development (4 HOURS)

- a. Freudian stages of development
- b. Erik Erickson's stages of development

IV. 'Need' a little personality? (4 HOURS)

- a. How needs impact personality
- b. Maslow's hierarchy of needs
- a. Values
- b. Beliefs
- c. Interactions
- d. Experiences
- e. Environmental influences
- f. The big five dimensions

V. Moral Development (4 HOURS)

- a. As related to personality
- b. Kohlberg's stages

VI. What's your personality type? (4 HOURS)

- a. What are the basic personality types?



- b. Quiz to determine personality type
- c. Learning about your self through type

VII. Hearing Jung out (4 HOURS)

- a. Who was Carl Jung
- b. His contribution to personality development theory

IX. Personality and Career Choice (4 HOURS)

- a. Matching your career and personality
- b. Why it matters
- c. Self-efficiency

X. Changing Your Personality (4 HOURS)

- a. Can personalities change?
- b. Being yourself, being adaptable
- c. Positive attitude
- d. Individuality
- e. Controlling emotions

XI. Personality Disorders (4 HOURS)

- a. What they are and why understanding them matters
 - i. Paranoid, schizoid, antisocial, borderline, narcissistic. Avoidant, Dependent, obsessive
- b. Symptoms
- c. Causes
- d. Treatments

XII. Do opposites really attract? (4 HOURS)

- a. Getting like personalities together, as well as opposites
- b. What can happen
- c. Multiple personalities on the same team

XIII. Personal Growth (4 HOURS)

- a. ways you can try to improve
- b. Helpful tools and exercises



- c. Benefits of keeping a journal
- d. Setting goals. focusing on positives

XIV. Working on Personality Changes (4 HOURS)

- a. Focusing on attitude
- g. Staying motivated
- b. Increasing confidence
- c. Watching body language
- d. Handling other people

XV. Putting it all together (4 HOURS)

- a. Knowing your own personality strengths and weaknesses
- b. Being able to identify other people's personality traits
- c. Using that in your home, career and relationships

PERSONALITY DEVELOPMENT OBJECTIVES

1. To get equipped with skills required to critically analyse academic work through undertaking literature review for the dissertation.
2. To learn about the methodology of conducting research and primary data collection methods.
3. To improve communication skills and self-confidence by arranging and conducting interviews with five marketing professionals
4. To improve time management skills by adhering to research timetable and making amendments in the timetable whenever it is necessary to do so.
5. To improve analytical skills through analysing and discussing primary data collected through semi-structured in-depth interviews.
6. To improve writing skills by critically analysing and reviewing each sentence several times until the desired format is achieved.

This certificate/Add on course will be conduct & delivered to Enrolled MBA 1 YR and MBA 2YR Students for the personality development.



[Signature]
02/01/2023
DIRECTOR
H.S.B. P.V.T. GOI
FUCULTY OF MANAGEMENT
A/P. Kashli Tal. Shrigonda, Dist. A.Nagar 414701



Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

www.parikrama.edu.in | directorpiom@parikrama.edu.in | +91-8751005005

MBA/2021/1103/01

Date - 9/12/2021

To,

Dr. Jagannath Rao's,

Pune.

Subject: Invitation as Trainer for Personality Development Program.

Respected Sir/ Madam,

I am very pleased to have honor of inviting you as a trainer for Personality Development Program.

Please provide yours schedule for conducting this program as per your convenience.

Please let us know if you will require any audio- Visual equipment or additional technological support. Also, please keep us informed of your travel itinerary.

I look forward to meeting you in HSBPVT'S, GOI, Faculty of Management, Kashti.

Best wishes.



Director.

DIRECTOR
H.S.B. P.V.T' GOI
FUCULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701



Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

www.parikrama.edu.in directorpiom@parikrama.edu.in +91-8751005005

MBAI 2023 - 1112201

Date - 14/01/2023

To,
Dr. Jagannath Rao,
Pune.

Subject: - Letter of appreciation

Dear Sir,

I would like to extend my sincerest gratitude towards you for your motivational Personality Development Programme held in our institute.

Your teaching methods and inputs are really helpful for widening of our students horizons. Please accept our appreciation for such a commendable job. We will definitely take your words into practice. You have covered all important elements of English Speaking, Personality Development Programme and your description on how to execute it is remarkable.

I once again would like to thank you for such a wonderful speech as well as evaluation of the students and hope to get a chance to hear such speeches from you in future also.

Yours sincerely



Director,
H.S.B.P.V.T., Faculty of Management,
Kashti, Tal-Shrigonda,
Ahmednagar -414701

DIRECTOR
H.S.B. P.V.T. GOI
FUCULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

HSBPVT's, GOI, Faculty of Management, Kashti
Academic Year: 2022-23

Program Name: -Personality Development Workshop
Attendance Sheet (09/01/2023 to 14/01/2023)

Sr. No.	Name of Student	9/1/2023	10/1/2023	11/1/2023	12/1/2023	13/1/23	14/1/23
1	CHAVAN AMIT RAMU	Chavan	Chavan	Chavan	Chavan	A	Chavan
2	KHAN NEHA YUSUF	Khan.Ny	Khan.Ny	Khan.Ny	Khan.Ny	Khan.Ny	Khan.Ny.
3	KOKARE JAYSHRI DATTU	Kokare	Kokare	Kokare	Kokare	Kokare	Kokare
4	MAHESH JALINDAR SHIRKE	Shirke	Shirke	Shirke	Shirke	A	Shirke
5	MUNFAN ANIKET BALASAHEB	MF	MF	MF	MF	MF	MF
6	NIKHIL VIJAY TELORE	Telore	Telore	Telore	Telore	Telore	Telore
7	MORE POONAM SURESH	More	More	More	More	More	More
8	NIMBALKAR ANKITA ANIL	Nimbalkar	Nimbalkar	A	Nimbalkar	Nimbalkar	Nimbalkar
9	OSWAL AKANSHA SANTOSH	Oswal.A	Oswal.A	Oswal.A	Oswal.A	Oswal.A	Oswal.A
10	SHINDE PRADNYA PRAKASH	Shinde	Shinde	Shinde	Shinde	Shinde	Shinde
11	SHINDE RAHUL RUPCHAND	SR	SR	SR	SR	SR	SR
12	SONAWANE PRATIKSHA VIKRAM	Pratiksha	A	Pratiksha	A	Pratiksha	A
13	PATOLE SHUBHAM SANJAY	PS	PS	PS	PS	PS	PS



[Signature]
DIRECTOR
H.S.B. P.V.T* GOI
FUCULTY OF MANAGEMENT
A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

HSBPVT's, GOI, Faculty of Management, Kashti
Academic Year: 2022-23

Program Name: -Personality Development Workshop
Evaluation Sheet (09/01/2023 to 14/01/2023)

Sr. No.	Name of Student	Marks out of 30
1	CHAVAN AMIT RAMU	28
2	KHAN NEHA YUSUF	26
3	KOKARE JAYSHRI DATTU	24
4	MAHESH JALINDAR SHIRKE	24
5	MUNFAN ANIKET BALASAHEB	28
6	NIKHIL VIJAY TELORE	26
7	MORE POONAM SURESH	28
8	NIMBALKAR ANKITA ANIL	26
9	OSWAL AKANSHA SANTOSH	14
10	SHINDE PRADNYA PRAKASH	26
11	SHINDE RAHUL RUPCHAND	28
12	SONAWANE PRATIKSHA VIKRAM	28
13	PATOLE SHUBHAM SANJAY	26




14/01/2023
DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

Name of Student chanan Armit Ramu

Date: 14/01/2023

1. Communication helps officials to ____ the employees.

- ~~A. Eliminate~~
- B. motivate
- C. Threaten
- D. apprise

2. ____ means checking whether the earlier stages of reading were followed promptly or not.

- A. Survey
- B. Question
- C. Read
- D. Review

3. The document that is used to communicate within the organization is called ____.

- A. letter
- B. memo
- C. e-mail
- D. telex

4. Identify the adverb in the sentence, 'I work more on the product development side.'

- A. I
- B. work
- C. More

5. While listening, when we assess what the speaker is speaking, it is ____.

- A. comprehensive listening
- B. dialogic listening
- C. systematic listening
- D. critical listening

6. Identify the polite method of beginning a business letter

- A. We are forced to refuse
- B. We demand to know from you
- C. We find it difficult to believe
- D. We appreciate your prompt reply

7. Pick the pronoun from the sentence; 'She was quite good looking'

- A. She
- B. Was
- C. Quite
- D. Good looking



8. The subject in the job application is written ____

- A. before the salutation
- B. after the salutation
- C. before the complimentary close
- D. after the complimentary close

9. ____ should be provided in a resume only on request

- A. Telephone number
- B. Reference
- C. Educational qualification
- D. Work experience

10 ____ is a document that can be used as an evident in legal cases.

- A. Notice
- B. Minutes of a meeting
- C. Agenda
- D. Memo

11 Identify the type of sentence: The boy climbed up to the top of the tower.

- A. Simple
- B. Compound
- C. Complex
- D. Superlative

12. Why ____ she come late?

- A) do
- B) does
- C) is
- D) are

13. Rain has ____ right through the coat. If you can't ____ your dog from biting the milkman, you must lock him up.

- a. Penetrated, restrain
- b. Exasperation, kernal
- c. Cut, amazement
- d. None of the above

14. Important kinds of workers are -

- a. Growers, diggers
- b. Makers, movers
- c. Both a & b
- d. All of the above

15. ____ involves processing and reconstructing the data, but ____ is letting the sounds beat your eardrums.

- a. Listening, hearing
- b. Hearing, listening
- c. Casual listening, focused listening
- d. None of the above



Name of Student Kokare Jaysmī Dattu Date: 14/01/2023

1. Communication helps officials to ____ the employees.

- A. Eliminate
- B. motivate
- C. Threaten
- D. apprise

2. ____ means checking whether the earlier stages of reading were followed promptly or not.

- A. Survey
- B. Question
- C. Read
- D. Review

3. The document that is used to communicate within the organization is called ____.

- A. letter
- B. memo
- C. e-mail
- D. telex

4. Identify the adverb in the sentence, 'I work more on the product development side.'

- A. I
- B. work
- C. More

5. While listening, when we assess what the speaker is speaking, it is ____.

- A. comprehensive listening
- B. dialogic listening
- C. systematic listening
- D. critical listening

6. Identify the polite method of beginning a business letter

- A. We are forced to refuse
- B. We demand to know from you
- C. We find it difficult to believe
- D. We appreciate your prompt reply

7. Pick the pronoun from the sentence; 'She was quite good looking'

- A. She
- B. Was
- C. Quite
- D. Good looking



8. The subject in the job application is written ____

- A. before the salutation
- B. after the salutation
- C. before the complimentary close
- D. after the complimentary close

9. ____ should be provided in a resume only on request

- A. Telephone number
- B. Reference
- C. Educational qualification
- D. Work experience

10 ____ is a document that can be used as an evident in legal cases.

- A. Notice
- B. Minutes of a meeting
- C. Agenda
- D. Memo

11 Identify the type of sentence: The boy climbed up to the top of the tower.

- A. Simple
- B. Compound
- C. Complex
- D. Superlative

12. Why ____ she come late?

- A) do
- B) does
- C) is
- D) are

13. Rain has ____ right through the coat. If you can't ____ your dog from biting the milkman, you must lock him up.

- a. Penetrated, restrain
- b. Exasperation, kernal
- c. Cut, amazement
- d. None of the above

14. Important kinds of workers are -

- a. Growers, diggers
- b. Makers, movers
- c. Both a & b
- d. All of the above

15. ____ involves processing and reconstructing the data, but ____ is letting the sounds beat your eardrums.

- a. Listening, hearing
- b. Hearing, listening
- c. Casual listening, focused listening
- d. None of the above





✦ Solar Emblem for
Success, Victory and Rising above a Situation

Dr. Jagannath Rao's Success Secrets



Motivational Guru & Leader of New
Generation

Dr. Jagannath Rao

"Recipient of Rajiv Gandhi Excellence Award,
Chattampi Sreejith Award, Best Teacher
Award & Saraswathi Karnataka Best Award"

Certificate

*This Certificate is awarded to Mr./Ms. CHAVAN AMIT RAMU
in appreciation of his/her participation in the Unique & Result Oriented*

'PERSONALITY DEVELOPMENT WORKSHOP'

Conducted on 09/01/2023 to 14/01/2023 At HSBPVT's GOI Faculty of Management, Kashti

Director



Corporate Office :

No. 14, Sri Venkateshwara Building, 1st Floor, D.V.G.
Road, Basavanagudi, Bangalore - 560 004.
E-mail : drjagannathrao.jrsv@gmail.com

Wishing you a Mega Success

Dr. Jagannath Rao



The Falcon
 is "Soar Emblem" for
 Success, Victory and Rising above a Situation

Dr. Jagannath Rao's Success Secrets



Motivational Guru & Author of New
 Generation
 Dr. Jagannath Rao
 "Recipient of Rajiv Gandhi Teacher Award,
 Chhatrapati Shivaji Award, Best Teacher
 Award & Saraswati Karvatsika Best Award"

Certificate

*This Certificate is awarded to Mr./Ms. KOKARE JAYSHRI DATTU
 in appreciation of his/her participation in the Unique & Result Oriented*

'PERSONALITY DEVELOPMENT WORKSHOP

Conducted on 09/01/2023 to 14/01/2023 At HSBPVT's GOI Faculty of Management, Kashti

Director



Corporate Office :

No. 14, Sri Veekateshwara Building, 3rd Floor, D.V.G.
 Road, Basavanagudi, Bangalore - 560 004.
 E-mail : drjagannathrao.jrsv@gmail.com

Wishing you a Mega Success

Dr. Jagannath Rao

REPORT

Program: - on “**Business Communication and Overall Development**”

Convener: -Prof. Rahul Ghosale

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Duration: - 06/03/2023 to 11/03/2023

Time: -10.00 am to 05.00 pm

No. of Students Participants: - 15

Program objectives: -

1. This course covers various dimensions and importance of effective Business Communication and Overall Development.
2. To acquaint the Students with the Fundamentals of Communication and help them to transform their communication abilities.
3. To help the students to acquire some of the necessary skills to handle the day to day Managerial responsibilities.
4. To Build the Students Confidence and to enhance competitiveness by projecting a positive image of themselves and of their future.
5. To facilitate discussion of all relevant communicational theories so that students can apply Knowledge to a myriad of different communicational tasks and genres.

Program Schedule:-

Program on “**Business Communication and Overall Development**” is organized as per the following Schedule:-

Sr. No	Name of Activity	Time
1	Inauguration Ceremony	06/03/2023 10.00 am
2	Session on Program on “ Business Communication and Overall Development ” with Practical	06/03/2023 to 11/03/2023 10.00 am to 05.00 pm
3	End of Program on “ Business Communication and Overall Development ” with certificate Distribution	11/03/2023 05.00 pm

Attendance List

(Include as attachment)



[Handwritten signature]
11/03/2023
DIRECTOR
H.S.B. P.V.T. GOI
FUCULTY OF MANAGEMENT
A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

CIRCULAR

Date: - 01/03/2023

This is to inform for all the students of HSBPVT'S, GOI, Faculty of Management (FOM), Kashti, should be present between 06/03/2023 to 11/03/2023 for the Program on "Business Communication and Overall Development" organized by HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

This course is designed to give you a comprehensive view of communication, its scope and importance in business and the role of communication in establishing a favorable outside the firm environment, as well as an effective internal communications program. The Business Communications course will prepare future entrepreneurs to create effective business communications, present business briefings, produce understandable business documents and examine the impact of the communications process on the business operation.

Interested students of MBA I & II year are here inform to register them with Prof. Rahul Ghosale. Students are informing to remain presents and show their active participation for this occasion. The details for this Program are provided below.

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management (FOM), Kashti.

Date: -06/03/2023 to 11/03/2023.

Time: -10.00 am to 05.00 pm

Program to be presided by: - Chairman, Hon. Shri Babanrao Pachpute Vichardhara Trust's, Kashti




DIRECTOR
H.S.B. PVT' GOI
FUCULTY OF MANAGEMENT
A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701



Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

© www.parikrama.edu.in © directorpiom@parikrama.edu.in ☎ +91-8751005005

MBA/23-24/0124/01/

Date- 01/02/2023

To,

Sidhivinayak Education,

Deccan Heights, Deccan Gymkhana,

Deccan, Pune.

Subject: Invitation as Trainer for Business Communication and overall Development Program.

Respected Sir/ Madam,

I am very pleased to have honor of inviting you as a trainer for Business Communication and overall Development Program.

Please provide yours schedule for conducting this program as per your convenience.

We will provide you good remuneration as per the norms of institutions. Please let us know if you will require any audio- Visual equipment or additional technological support. Also, please keep us informed of your travel itinerary.

I look forward to meeting you in HSBPVT'S, GOI, Faculty of Management, Kashti.

Best wishes.



Director.

DIRECTOR
H.S.B. PVT' GOI
FACULTY OF MANAGEMENT

A/P, Kashti Tal, Shrigonda, Dist, A.Nagar 414701



Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

www.parikrama.edu.in directorpiom@parikrama.edu.in +91-8751005005

MSA/2023-24/1129/22

DM - 11/03/2023

To,
Sidhivinayak Education,
Deccan Heights, Deccan Gymkhana,
Deccan, Pune.

Subject: - Letter of appreciation


Dear Sir,

I would like to extend my sincerest gratitude towards you for your motivational Business Communication and overall Development Programme held in our institute.

Your teaching methods and inputs are really helpful for widening of our students horizons. Please accept our appreciation for such a commendable job. We will definitely take your words into practice. You have covered all important elements of English Speaking, Business Communication and overall Development Programme and your description on how to execute it is remarkable.

I once again would like to thank you for such a wonderful speech as well as evaluation of the students and hope to get a chance to hear such speeches from you in future also.

Yours sincerely


Director,
H.S.B.P.V.T., Faculty of Management,
Kashti Tal-Shrigonda,
Ahmednagar - 414701

FACULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701



HSBPVT's, GOI, Faculty of Management, Kashti
Academic Year: 2022-23

Program Name: -Business Communication and Overall Development
Evaluation Sheet (06/03/2023 to 11/03/2023)

Sr. No.	Name of Student	6/3/2023	7/3/2023	8/13/2023	9/3/2023	10/1/2023	11/3/2023
1	JADHAV SAKSHI PRADIP	P	P	P	A	P	P
2	KALASKAR PRAFULL SATISH	P	P	A	P	P	P
3	PAWAR SACHIN PRABHAKAR	P	P	P	P	P	A
4	THOMBARE SHEKHAR VASANT	P	P	P	P	A	P
5	WAKASE SHUBHAM SANJAY	P	P	P	P	P	P
6	GADEKAR RAKESH SHANKAR	P	P	P	P	A	P
7	GOSAVI URMILA SHANKAR	P	P	P	P	P	P
8	KUMAR ASHUTOSH SUNIL KUMAR	P	P	A	P	P	P
9	SALI ONKAR PRASAD	P	A	P	P	P	A
10	ERANDE AVINASH HANUMANT	P	P	P	P	P	P
11	GAIKWAD DHANANJAY GOPALA	P	P	P	A	P	P
12	GAWAI SHIVSHANKAR ASHOK	P	P	P	P	P	P
13	GHODKE VARSHA BAPU	P	P	A	P	A	P
14	INGALE LAXMAN DHONDU	P	P	P	P	P	P
15	JADHAV NILESH SANJAY	P	P	P	P	A	P




DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

HSBPVT's, GOI, Faculty of Management, Kashti
Academic Year: 2022-23

Program Name: -Business Communication and Overall Development
Evaluation Sheet (06/03/2023 to 11/03/2023)

Sr. No.	Name of Student	Marks out of 30
1	JADHAV SAKSHI PRADIP	16
2	KALASKAR PRAFULL SATISH	24
3	PAWAR SACHIN PRABHAKAR	26
4	THOMBARE SHEKHAR VASANT	22
5	WAKASE SHUBHAM SANJAY	22
6	GADEKAR RAKESH SHANKAR	24
7	GOSAVI URMILA SHANKAR	24
8	KUMAR ASHUTOSH SUNIL KUMAR	28
9	SALI ONKAR PRASAD	26
10	ERANDE AVINASH HANUMANT	22
11	GAIKWAD DHANANJAY GOPALA	24
12	GAWAI SHIVSHANKAR ASHOK	22
13	GHODKE VARSHA BAPU	22
14	INGALE LAXMAN DHONDU	18
15	JADHAV NILESH SANJAY	24



[Signature]
11/03/2023
DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

Student name: Tadhar Sekshi Pradipta

1. The origin of the word communication is _____

- A) Communicate
- B) Communicare
- C) Compute
- D) Computer

2. Types of words used for verbal communication?

- A) Acronyms
- B) Simple
- C) Technical
- D) Jargons

3. The first language which we learn or speak as a child _____

- A) Jargon
- B) Dialect
- C) Mother Tongue
- D) Vernacular

4. Which of the following shows a positive facial expression?

- A) Frowning while concentrating
- B) Maintaining eye contact
- C) Smiling continuously
- D) Rolling up your eyes

5. By what method we can know what the receiver understood or got the message

- A) transmitting
- B) feedback
- C) message
- D) listening

6. What is a sentence?

- A) A group of ideas.
- B) A group of words that communicate a complete thought.
- C) A set of rules to write correctly.
- D) A set of words that is grammatically correct

7) Which type of word is generally not used in verbal communication.

- A) Technical
- B) Simple
- C) Easy
- D) Local Language



8. _____ can be presented by face

- A) Gestures
- B) Body Language
- C) Para Language
- D) Expressions

9. _____ are a group of words that together act as a grammatical units.

- A) Imperative
- B) Interrogative
- C) Phrase
- D) Exclamatory

10. Using abbreviations in communication leads to which type of communication barrier

- A) Language/ Linguistic
- B) Physical
- C) Cultural
- D) Organisational

11. Which of the following is NOT a communication barrier?

- A) Linguistic barrier
- B) Interpersonal barrier
- C) Financial barrier
- D) Organisational barrier

12. Your resume is a tool with one specific purpose:

- (a) To get a job
- (b) To win an interview
- (c) To discuss salary
- (d) To know about work

13) how many pages should a resume be for freshers ?

- (a) one Pages
- (b) two pages
- (c) three pages
- (d) four pages

14) What is the purpose of a resume?

- (a) used to apply for jobs
- (b) Skills
- (c) Experience
- (d) Both b and c

15) Which of the following is not a necessary part of a resume?

- (a) Religion
- (b) Education
- (c) Contact Information
- (d) Employment history



Student name: Ghad Re Roshni R. R. R.

1. The origin of the word communication is _____

- A) Communicate
- B) Communicare
- C) Compute
- D) Computer

2. Types of words used for verbal communication?

- A) Acronyms
- B) Simple
- C) Technical
- D) Jargons

3. The first language which we learn or speak as a child _____

- A) Jargon
- B) Dialect
- C) Mother Tongue
- D) Vernacular

4. Which of the following shows a positive facial expression?

- A) Frowning while concentrating
- B) Maintaining eye contact
- C) Smiling continuously
- D) Rolling up your eyes

5. By what method we can know what the receiver understood or got the message

- A) transmitting
- B) feedback
- C) message
- D) listening

6. What is a sentence?

- A) A group of ideas.
- B) A group of words that communicate a complete thought.
- C) A set of rules to write correctly.
- D) A set of words that is grammatically correct

7) Which type of word is generally not used in verbal communication.

- A) Technical
- B) Simple
- C) Easy
- D) Local Language



8. _____ can be presented by face

- A) Gestures
- B) Body Language
- C) Para Language
- D) Expressions

9. _____ are a group of words that together act as a grammatical units.

- A) Imperative
- B) Interrogative
- C) Phrase
- D) Exclamatory

10. Using abbreviations in communication leads to which type of communication barrier

- A) Language/ Linguistic
- B) Physical
- C) Cultural
- D) Organisational

11. Which of the following is NOT a communication barrier?

- A) Linguistic barrier
- B) Interpersonal barrier
- C) Financial barrier
- D) Organisational barrier

12. Your resume is a tool with one specific purpose:

- (a) To get a job
- (b) To win an interview
- (c) To discuss salary
- (d) To know about work

13) how many pages should a resume be for freshers ?

- (a) one Pages
- (b) two pages
- (c) three pages
- (d) four pages

14) What is the purpose of a resume?

- (a) used to apply for jobs
- (b) Skills
- (c) Experience
- (d) Both b and c

15) Which of the following is not a necessary part of a resume?

- (a) Religion
- (b) Education
- (c) Contact Information
- (d) Employment history





SIDHIVINAYAK EDUCATION

Deccan Heights, Beside Deccan Gymkhana, Deccan, Pune

Certificate

This is to certify that Mr./Ms. JADHAV SAKSHI PRADIP
Participated Business Communication & Overall Development on
6th March 2023 to 11th March 2023

Rahul

Program Coordinator



[Signature]

Director



SIDHIVINAYAK EDUCATION

Deccan Heights, Beside Deccan Gymkhana, Deccan, Pune

Certificate

This is to certify that Mr./Ms. GHODKE VARSHA BAPU
Participated Business Communication & Overall Development on
6th March 2023 to 11th March 2023

Rahul

Program Coordinator



Rahul

Director



HSBPVT GOI
College of Engineering, Kashti

Event Photo

Name of Activity: 5 Business Communication & Overall Development



REPORT

Program: - Program on "English Speaking Course"

Faciliator: - Dr. Santosh Dhawale.

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management, Kashti.

Duration: - 05/12/2022 to 09/12/2022 (Monday to Saturday)

Time: - 11.00 am to 05.00 pm (1.00 pm to 2.00 pm Lunch break)

No of Students Participants: - 33

Program objectives:-

1. Enable all participants to communicate effectively and appropriately in real life situation.
2. To use English effectively for study purpose across the curriculum.
3. To develop and integrate the use of the four language skills i.e. Reading, Listening, Speaking and Writing.
4. To understand speaking techniques and get hands-on experience.
5. To get experienced analysts looking to learn the latest tools and frameworks used by Market Leaders.

Program Schedule

Training Program on "English Speaking Course by Mr. Tanmay Sarkar" is organized as per the following Schedule:-

Sr. No	Name of Activity	Time
1	Inauguration Ceremony	05/12/2022 10.00 am
2	Session on Training Program on "English Speaking Course" with Practical	05/12/2022 to 09/12/2022 11.00 am to 05.00 pm (1.00 pm to 2.00 pm Lunch break)
3	End of Training Program on "English Speaking Course" with certificate Distribution	09/12/2022 5.00 pm

Attendance List

(Include as attachment)



[Signature]
10/12/2022
DIRECTOR
H.S.B. P.V.T. GOI
FUCULTY OF MANAGEMENT
A/P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701

CIRCULAR

Date: - 21/11/2022

This is to inform for all the students of HSBPVT'S, GOI, Faculty of Management, Kashti, should be present between **05/12/2022 to 09/12/2022** for the Program on "**English Speaking Course by Mr. Tanmay Sarkar**" organized by HSBPVT'S, GOI, Faculty of Management, Kashti.

Program on "**English Speaking Course**" is organized to students looking to pursue a Professional career, understand importance of speaking, get hands-on experience, and to learn the latest requirements needs by Market Leaders.

Interested students of MBA I & II year are here inform to register them with **Dr. Santosh Dhawale**. The Students are also inform to remain presents and show their active participation for this occasion. The details for this Program are provided below.

Venue: - Seminar Hall, HSBPVT'S, GOI, Faculty of Management, Kashti.

Date: - 05/12/2022 to 09/12/2022 (Monday to Saturday)

Time: - 11.00 am to 05.00 pm (1.00 pm to 2.00 pm Lunch break)

Program to be presided by: - Director, Hon. Shri Babanrao Pachpute Vichardhara Trust's, Group of Institutions, Faculty of Management, Kashti




21/11/2022
DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A/P. Kashti Tal. Shingonda, Dist. A. Nagar 414701

Boucher for English Speaking Course

This certificate/Add on course will be conduct & delivered to Enrolled MBA 1 YR and MBA 2YR Students by soft skill trainer Mr. Tanmay Sarkar

The session syllabus are as follows-

- Unit 1- Introductions
- Unit 2- Deeper Understanding
- Unit 3- Creating first impression
- Unit 4- Communication skill
- Unit 5- Understanding Etiquette
- Unit 6- Presentation skill
- Unit 7- Goal setting
- Unit 8- Email Etiquette
- Unit 9 –Meeting Etiquette
- Unit 10- Personal Interview
- Unit 11- Learning applications.

Objectives:-

Upon completion of course the student shall be able to,

- To develop and enhance one's self confidence and positive behavior or attitude as a professional.
- To be able to learn strategies and techniques of being a better individual with a positive attitude and behavior.
- To develop communication skill.

Course Outcome:-

- Students are able to understand the emotional intelligence.
- To develop their interpersonal skill.



- To develop & improve their overall personal effectiveness.
- To develop and improve qualities such as communication skills, confidence, emotional intelligence, self-awareness, leadership abilities.

The Quotation for English Speaking Course by soft skill trainer Mr. Tanmay Sarkar are as per follows-

Sr. No	Topic	Time in Hr
1	Introduction	1
2	Deeper Understanding	3
3	Creating First Impression	2
4	Communication Skill	2
5	Understanding Etiquette	2
6	Presentation Skill	4
7	Goal Seating	3
8	Email Etiquette	3
9	Meeting Etiquette	4
10	Personal Interview	2
11	Learning Application	2
12	Test and Evaluation	2
Total		30 Hr

Cost for a Class	Instructional Hour	Quoted Rates	Proposed Rates	Agreed Rates
Batch upto 100 students	30	500	350	400
Total Rs.				40000




DIRECTOR
 H.S.B. P.V.T. GOI
 FACULTY OF MANAGEMENT
 A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701



Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

© www.parikrama.edu.in © directorpiom@parikrama.edu.in ☎ +91-8751005005

73A/2022-23/1099/01

14/11/2022

To,

Mr. Tanmay Sarkar,

Pune.

Subject: Invitation as Trainer for English Speaking Course Program.

Respected Sir/ Madam,

I am very pleased to have honor of inviting you as a trainer for English Speaking Course Program.

Please provide yours schedule for conducting this program as per your convenience.

We will provide you good remuneration as per the norms of institutions. Please let us know if you will require any audio- Visual equipment or additional technological support. Also, please keep us informed of your travel itinerary.

I look forward to meeting you in HSBPVT'S, GOI, Faculty of Management, Kashti.

Best wishes.




Director.

DIRECTOR
H.S.B. P.V.T. GOI
FACULTY OF MANAGEMENT
A/P, Kashti, Tal, Shrigonda, Dist, A. Nagar, 414701

DTE Code: 5303
AISHE Code: C-45884

PUN Code: IMMA017230
ARA Code: 01555303

AICTE ID: 1-12614931

18/11/2022

To,

Director,

HSBPVT'S, GOI, Faculty of Management, Kashti.

Subject: - Accepting of Invitation as a Trainer for English Speaking Course.

Respected Sir,

I received your invitation letter for trainer for English Speaking Course in HSBPVT'S, GOI, Faculty of Management, Kashti.

So as per your invitation letter we will come to deliver training on this occasion as per the following schedule, in your Institute.

Date (05/12/2022 to 09/12/2022)	Time
Monday to Saturday	11.00 am to 05.00 pm (1.00 pm to 2.00 pm Lunch break)

Thanking You,



Yours faithfully,

A handwritten signature in blue ink, appearing to be 'Tanmay Sarkar'.

(Mr. Tanmay Sarkar)



Hon. Shri. Babanrao Pachpute Vichardhara Trust's Group of Institutions

Faculty of Management

Approved by AICTE, New Delhi

Affiliated to Savitribai Phule Pune University, Pune, DTE, (MH) Mumbai.

A/P-Kashti, Tal-Shrigonda, Dist-Ahmednagar, Pin- 414701

© www.parikrama.edu.in © directorpiom@parikrama.edu.in ☎ +91-8751005005

BA12022-23 1105/01

09/12/2022

To,
Mr. Tanmay Sarkar,
Pune.

Subject: - Letter of appreciation

Dear Sir,

I would like to extend my sincerest gratitude towards you for your motivational English Speaking Course held in our institute from 05/12/2022 to 09/12/2022

Your teaching methods and inputs are really helpful for widening of our students horizons. Please accept our appreciation for such a commendable job. We will definitely take your words into practice. You have covered all important elements of English Speaking Course and your description on how to execute it is remarkable.

I once again would like to thank you for such a wonderful speech as well as evaluation of the students and hope to get a chance to hear such speeches from you in future also.

Yours sincerely



[Signature]
9/12/2022
Director,
H.S.B.P.V.T., Faculty of Management,
Kashti, Tal-Shrigonda,
Ahmednagar -414701

DIRECTOR
H.S.B.P.V.T. GOI
FACULTY OF MANAGEMENT
A/P, Kashti Tal, Shrigonda, Dist. A. Nagar 414701

HSBPVT's, GOI, Faculty of Management, Kashti

Academic Year: 2022-23

Program Name: - English Speaking Course By Mr. Tanmay Sarkar

Attendance Sheet

Date: - 05/12/2022 to 09/12/2022

Sr. NO	Name of Students	Class	5/12/2022	6/12/2022	7/12/2022	8/12/2022	9/12/2022
1	AKASH BHAUSAHEB GAVHANE	MBA-1Yr	AKASH	AKASH	AKASH	AKASH	AKASH
2	AKSHAY UTTAM PADALE	MBA-1Yr	AKSHAY	AKSHAY	AKSHAY	AKSHAY	AKSHAY
3	ATUL BANDUAPPA DAHIHANDE	MBA-1Yr	ATUL	ATUL	ATUL	ATUL	ATUL
4	BHONDVE YOGESHWAR NAMDEV	MBA-1Yr	BHONDVE	BHONDVE	BHONDVE	BHONDVE	BHONDVE
5	RATHOD AKASH NAGORAO	MBA-1Yr	RATHOD	RATHOD	RATHOD	RATHOD	RATHOD
6	SARODE RAJRATNA MAHENDRA	MBA-1Yr	SARODE	SARODE	SARODE	SARODE	SARODE
7	SHENDAGE KIRAN MHASKU	MBA-1Yr	SHENDAGE	SHENDAGE	SHENDAGE	SHENDAGE	SHENDAGE
8	VAIBHAV GOVINDRAO PALASKAR	MBA-1Yr	VAIBHAV	VAIBHAV	VAIBHAV	VAIBHAV	VAIBHAV
9	VEER NIKHIL VITTHAL	MBA-1Yr	VEER	VEER	VEER	VEER	VEER
10	VISHAL DNYANDEV BHORE	MBA-1Yr	VISHAL	VISHAL	VISHAL	VISHAL	VISHAL
11	AKOLKAR YASH ADINATH	MBA-1Yr	AKOLKAR	AKOLKAR	AKOLKAR	AKOLKAR	AKOLKAR
12	BHANDARI JAYESH SANTOSH	MBA-1Yr	BHANDARI	BHANDARI	BHANDARI	BHANDARI	BHANDARI
13	BHAVAR VIJAYKUMAR KISANDEV	MBA-1Yr	BHAVAR	BHAVAR	BHAVAR	BHAVAR	BHAVAR
14	DADAR NAGESHWAR BALU	MBA-1Yr	DADAR	DADAR	DADAR	DADAR	DADAR
15	DHAKALKAR ONKAR LAXMAN	MBA-1Yr	DHAKALKAR	DHAKALKAR	DHAKALKAR	DHAKALKAR	DHAKALKAR
16	DHANDE RUSHIKESH DIPAK	MBA-1Yr	DHANDE	DHANDE	DHANDE	DHANDE	DHANDE
17	GANDHI SAHIL BHUSHAN	MBA-1Yr	GANDHI	GANDHI	GANDHI	GANDHI	GANDHI
18	GHARE SHEETAL TUKARAM	MBA-1Yr	GHARE	GHARE	GHARE	GHARE	GHARE
19	GIRAMKAR OMKAR SUBHASH	MBA-1Yr	GIRAMKAR	GIRAMKAR	GIRAMKAR	GIRAMKAR	GIRAMKAR
20	KOTHARI PRATIK SANDIP	MBA-1Yr	KOTHARI	KOTHARI	KOTHARI	KOTHARI	KOTHARI
21	KOTHARI SHRADDHA SANDIP	MBA-1Yr	KOTHARI	KOTHARI	KOTHARI	KOTHARI	KOTHARI
22	KUNAL KACHARU SHINDE	MBA-1Yr	KUNAL	KUNAL	KUNAL	KUNAL	KUNAL
23	MAGAR PRASAD RAMRAO	MBA-1Yr	MAGAR	MAGAR	MAGAR	MAGAR	MAGAR
24	MAHESH JALINDAR SHIRKE	MBA-1Yr	MAHESH	MAHESH	MAHESH	MAHESH	MAHESH
25	MUNFAN ANIKET BALASAHEB	MBA-1Yr	MUNFAN	MUNFAN	MUNFAN	MUNFAN	MUNFAN
26	NIKHIL VIJAY TELORE	MBA-1Yr	NIKHIL	NIKHIL	NIKHIL	NIKHIL	NIKHIL
27	NIMBALKAR VIRAJ SUNIL	MBA-1Yr	NIMBALKAR	NIMBALKAR	NIMBALKAR	NIMBALKAR	NIMBALKAR
28	PADALE HARSHADA HARIBHAU	MBA-1Yr	PADALE	PADALE	PADALE	PADALE	PADALE
29	PATHADE ABHISHEK RAJU	MBA-1Yr	PATHADE	PATHADE	PATHADE	PATHADE	PATHADE
30	PAWAR ABHISHEK VASANT	MBA-1Yr	PAWAR	PAWAR	PAWAR	PAWAR	PAWAR



31	SHUBHAM KUMAR SONWALKAR	MBA-1Yr	Shubham	Shubham	Shubham	Shubham	Shubham
32	MORE POONAM SURESH	MBA-1Yr	P.S. more	P.S. more	P.S. more	P.S. more	P.S. more
33	NIMBALKAR ANKITA ANIL	MBA-1Yr	Ankita	Ankita	Ankita	Ankita	Ankita



[Handwritten Signature]

DIRECTOR
H.S.B. PVT. GOI
FUCULTY OF MANAGEMENT
A/P. Kashti Tal. Shingonda, Dist. A. Nagar 414701

HSBPVT's, GOI, Faculty of Management, Kashti
Academic Year: 2022-23

Program Name: - English Speaking Course By Mr. Tanmay Sarkar
Evaluation Sheet Date: - 05/12/2022 to 09/12/2022

Sr. NO	Name of Students	Class	Marks out of (30)
1	AKASH BHAUSAHEB GAVHANE	MBA-1Yr	28
2	AKSHAY UTTAM PADALE	MBA-1Yr	26
3	ATUL BANDUAPPA DAHIHANDE	MBA-1Yr	24
4	BHONDVE YOGESHWAR NAMDEV	MBA-1Yr	28
5	RATHOD AKASH NAGORAO	MBA-1Yr	26
6	SARODE RAJRATNA MAHENDRA	MBA-1Yr	24
7	SHENDAGE KIRAN MHASKU	MBA-1Yr	28
8	VAIBHAV GOVINDRAO PALASKAR	MBA-1Yr	24
9	VEER NIKHIL VITTHAL	MBA-1Yr	26
10	VISHAL DNYANDEV BHOORE	MBA-1Yr	26
11	AKOLKAR YASH ADINATH	MBA-1Yr	28
12	BHANDARI JAYESH SANTOSH	MBA-1Yr	24
13	BHAVAR VIJAYKUMAR KISANDEV	MBA-1Yr	26
14	DADAR NAGESHWAR BALU	MBA-1Yr	28
15	DHAKALKAR ONKAR LAXMAN	MBA-1Yr	26
16	DHANDE RUSHIKESH DIPAK	MBA-1Yr	28
17	GANDHI SAHIL BHUSHAN	MBA-1Yr	26
18	GHARE SHEETAL TUKARAM	MBA-1Yr	30
19	GIRAMKAR OMKAR SUBHASH	MBA-1Yr	24
20	KOTHARI PRATIK SANDIP	MBA-1Yr	26
21	KOTHARI SHRADDHA SANDIP	MBA-1Yr	30
22	KUNAL KACHARU SHINDE	MBA-1Yr	28
23	MAGAR PRASAD RAMRAO	MBA-1Yr	26
24	MAHESH JALINDAR SHIRKE	MBA-1Yr	28
25	MUNFAN ANIKET BALASAHEB	MBA-1Yr	22
26	NIKHIL VIJAY TELORE	MBA-1Yr	26
27	NIMBALKAR VIRAJ SUNIL	MBA-1Yr	26
28	PADALE HARSHADA HARIBHAU	MBA-1Yr	28
29	PATHADE ABHISHEK RAJU	MBA-1Yr	30
30	PAWAR ABHISHEK VASANT	MBA-1Yr	28
31	SHUBHAM KUMAR SONWALKAR	MBA-1Yr	30
32	MORE POONAM SURESH	MBA-1Yr	30
33	NIMBALKAR ANKITA ANIL	MBA-1Yr	28


DIRECTOR
H.S.B. P.V.T*GOI
FACULTY OF MANAGEMENT
A.P. Kashti Tal. Shrigonda, Dist. A.Nagar 414701



Name of Student Shendage Kiran Mhaske Date: 09/12/2022

✓ 1. I came _____ America.

- ✓ A) from
- B) at
- C) in
- D) on

✓ 2. I _____ cold.

- ✓ A) am
- B) have
- C) had
- D) is

✓ 3. _____ car is very old fashioned.

- ✓ A) Fatima's
- B) Fatima is
- C) Fatimas
- D) Fatimas'

✓ 4. I speak English but he _____.

- A) doesn't speaks
- ✓ B) doesn't speak
- C) speaks
- D) don't speak

✓ 5. Nowadays everyone _____ internet.

- A) had used
- ✓ B) uses
- C) used
- D) use

✓ 6. _____ there anybody in the room?

- A) Are
- ✓ B) is
- C) am
- D) if

✓ 7. How many siblings _____?

- A) do you have



B) have you gotten

C) did you had

D) both (A, B)

8. What ___ you doing?

A) is

B) are

C) am

D) if

9. Which book is _____?

A) your

B) your's

C) yours

D) your is

10. She is ___ home.

A) at

B) in

C) on

D) from

11. She eats ___ apple.

A) a

B) an

C) the

D) two

12. Why _____ she come late?

A) do

B) does

C) is

D) are

13. I _____ a pen.

A) has had

B) have

C) has

D) want

14. These _____ books.

A) are

B) is

C) am

D) is a

15. 60 minutes is _____.

A) one hour

B) half an hour

C) two hours

D) three hours



Date: 09/12/2022

Name of Student Padale Harshada Mahibhai

✓ 1. I came _____ America.

- ✓ A) from
- B) at
- C) in
- D) on

✗ 2. I _____ cold.

- A) am
- ✓ B) have
- C) had
- D) is

✓ 3. _____ car is very old fashioned.

- ✓ A) Fatima's
- B) Fatima is
- C) Fatimas
- D) Fatimas'

✓ 4. I speak English but he _____.

- A) doesn't speaks
- ✓ B) doesn't speak
- C) speaks
- D) don't speak

✓ 5. Nowadays everyone _____ internet.

- A) had used
- ✓ B) uses
- C) used
- D) use

✓ 6. _____ there anybody in the room?

- ✓ A) Are
- ✓ B) is
- C) am
- D) if

✓ 7. How many siblings _____?

- A) do you have



- B) have you gotten
- C) did you had
- D) both (A, B)

8. What ___ you doing?

- A) is
- B) are
- C) am
- D) if

9. Which book is _____?

- A) your
- B) your's
- C) yours
- D) your is

10. She is ___ home.

- A) at
- B) in
- C) on
- D) from

11. She eats ___ apple.

- A) a
- B) an
- C) the
- D) two

12. Why _____ she come late?

- A) do
- B) does
- C) is
- D) are

13. I _____ a pen.

- A) has had
- B) have
- C) has
- D) want

14. These _____ books.

- A) are
- B) is
- C) am
- D) is a

15. 60 minutes is _____.

- A) one hour
- B) half an hour
- C) two hours
- D) three hours



CERTIFICATE

For English Speaking Course

This certificate is awarded to

Mr/Ms Padate Harshada Haribhaer

This certificate is awarded to for Completion of " English Speaking Course by
Mr. Tanmay Sarkar."

Held on 05/12/2022 to 09/12/2022.

L.S.P.
Co-ordinator



[Signature]
Principal DIRECTOR
H.S.B.P.V.T. GOI INSTITUTE
OF MANAGEMENT KASHTI
Tal. Shrigonda, Dist. A.Nagar-414701

CERTIFICATE

For English Speaking Course

This certificate is awarded to

Mr/Ms Shendage Kiran Mhaske

This certificate is awarded to for Completion of " English Speaking Course by
Mr. Tanmay Sarkar."

Held on 05/12/2022 to 09/12/2022.

M.S.P.
Co-ordinator



[Signature]
Principal DIRECTOR
H.S.B.P.V.T. GOI INSTITUTE
OF MANAGEMENT KASHTI
Tal. Shrigonda, Dist. A.Nagar-414781