# Certificate of Completion



## **Congratulations, Amit!**

You have successfully completed the mandatory requirements prescribed by Zerodha Varsity & passed the certification program in

**Stock Market Basics** 

Points Scored: **220** /**250** 

Nithin Kamath

Issued on: 11/07/2022

Karthik Rangappa

e65f3f5627c5651e199aeba84efee9d2



## CERTIFICATE OF COMPLETION

Presented to

Anirudh Kuzhiyil

For successfully completing a free online course 4Ps of Marketing Mix

Provided by

Great Learning Academy

(On June 2022)



## CERTIFICATE OF COMPLETION

Presented to

Anirudh Kuzhiyil

For successfully completing a free online course

Market Research

Provided by

Great Learning Academy

(On June 2022)



COURSE CERTIFICATE

Jun 20, 2022

## Ankita Gajanan Naik

has successfully completed

Global Financial Markets and Instruments

an online non-credit course authorized by Rice University and offered through Coursera



ansu Ozogus

Arzu Ozoguz Finance Faculty Jones Graduate School of Business

Verify at: https://coursera.org/verify/UL3DJGTBW8GM



COURSE CERTIFICATE

May 15, 2022

## BHASKARA PRABHU

has successfully completed

#### Applying Data Analytics in Finance

an online non-credit course authorized by University of Illinois at Urbana-Champaign and offered through Coursera



//////

Director of Margolis Market Information Lab Department of Finance - Gies College of Business

Verify at: <a href="https://coursera.org/verify/QQ5VA95KJYV5">https://coursera.org/verify/QQ5VA95KJYV5</a>



Jun 9, 2022

## PRAJWAL S N

has successfully completed

#### Everyday Excel, Part 1

an online non-credit course authorized by University of Colorado Boulder and offered through Coursera

COURSE CERTIFICATE



Churci Muttehn

Charlie Nuttelman Senior Instructor Chemical and Biological Engineering University of Colorado Boulder

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# CAFTA

## Certificate of Participation

presented to

## **ANIRUDH K**

for participating in CAFTA Skill up Challenge 2.0 and attending the course on

Basics of Global Financial Markets

hund A Vel

Hemal Shah

Partner, Financial Services Risk Management Risk Advisory, EY India







## Harshitha Srinivas

has completed the following course:

#### **DIGITAL SKILLS: ARTIFICIAL INTELLIGENCE ACCENTURE**

This online course helped discover the potential of Artificial Intelligence (AI) and how it can change the workplace. It enhanced understanding of AI with interesting facts, trends, and insights, and helped to explore the working relationship between humans and AI.

3 weeks, 2 hours per week

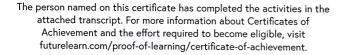
Camilla Drejer

Managing Director for UKI Responsible Business & Citizenship Accenture



In association with







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#### Harshitha Srinivas

has completed the following course:

## DIGITAL SKILLS: ARTIFICIAL INTELLIGENCE ACCENTURE



This online course helped discover the potential of Artificial Intelligence (AI) and how it can change the workplace. It enhanced understanding of AI with interesting facts, trends, and insights, and helped to explore the working relationship between humans and AI.

#### STUDY REQUIREMENT

3 weeks, 2 hours per week

#### **LEARNING OUTCOMES**

- Describe the origins and advent of AI
- Explain the relationship between Al and Automation
- Reflect on the application of AI to your own context
- Identify key shifts in the workplace influenced by AI
- Assess the impact shifts in the workplace may have on roles and responsibilities
- Identify how the relationship has changed between AI and humans
- Identify future skills required to work and interact with AI
- Produce an action plan to adapt your skills for the future

#### **SYLLABUS**

#### Week 1: Introduction to Artificial Intelligence

- What is Artificial Intelligence and where did it come from?
- Al in Action
- What does this mean for me?

#### Week 2: Artificial Intelligence in Industry

- Impact of AI on Individuals
- What does this mean for me?

## Week 3: Adapting your skills to work with Artificial Intelligence

- How has the relationship changed between Al and Humans?
- Imagining the Future









## **Certificate of Participation**

This is to certify that

#### HARSHITHA SRINIVAS, RV INSTITUTE OF MANAGEMENT

has participated in "Vivechana 2022", National level case analysis competition organized by the School of Business Studies, Sharda University, Greater Noida on 15th March, 2022.

Dr. Jayanthi Ranjan Dean

SB5, Sharda University

baridy.

Dr. Raj K Kovid Research Chair SBS, Sharda University

Manigha

Dr. Manisha Convenors



Dr. Ajay Convenors



Dr.Bhawna Convenors





## Harshitha Srinivas

has completed the following course:

DIGITAL SKILLS: DIGITAL SKILLS FOR WORK AND LIFE ACCENTURE

This course explored the meaning of digital and how it has changed the way we work, and provided advice on how to successfully grow or kickstart your career in the digital age.

2 weeks, 1 hour per week

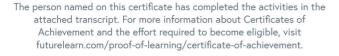
Camilla Drejer

Managing Director for UKI Responsible Business & Citizenship
Accenture



In association with







## accenture



## 7

#### Harshitha Srinivas

has completed the following course:

## DIGITAL SKILLS: DIGITAL SKILLS FOR WORK AND LIFE ACCENTURE



Digital technology touches almost every aspect of our lives, including work. This course explored the meaning of digital, how it has changed the way we work and how to build or grow a career in the digital age. It provided an overview of the different career paths available, highlighting the key skills that are more important today than ever before, in order to thrive in this digital environment.

#### STUDY REQUIREMENT

2 weeks, 1 hour per week

#### **LEARNING OUTCOMES**

- Describe the meaning of the term "digital"
- Explain how digital is changing the way we live and work
- Demonstrate an understanding of the opportunities and challenges these digital changes bring
- Describe the meaning of a growth mindset
- Identify how you can develop your own growth
- Explore how a growth mindset can enable you to learn new skills and thrive in the digital world of work

#### **SYLLABUS**

- The meaning of digital.
- How digital is integrated into our day-to-day lives.
- How digital is changing the world of work and the opportunities and challenges this brings.
- The meaning of a *growth mindset* and how it can help you reach your full potential and thrive in the digital workplace.
- Re-framing setbacks and challenges to view them as an opportunity to learn and improve.







#### **Certificate of Achievement**

Congratulations!

### Harshitha Srinivas

for successfully completing

**Managing Innovation** 

a course that covers

Fundamentals of Innovation and Innovation Management | Continuous and Discontinuous Innovation | Innovation Lifecycle | Innovation as a Core Business Process | How to Build an Innovative Organisation | High Involvement Innovation | Developing an Innovation Strategy | Searching for Sources of Innovation | Selecting the Next Innovation | New Product Development Process | Capturing the Value of Innovation

Start Date: 21 Jun 2022

End Date: 21 Jun 2022



Associate Dean
Technology Management





Certificate of Completion Congratulations, Anirudh K

# A Bold New Approach to Goal Setting with Michael Bungay Stanier

Course completed on Jun 17, 2022 at 06:48AM UTC • 43 min

By continuing to learn, you have expanded your perspective, sharpened your skills, and made yourself even more in demand.

Head of Content Strategy, Learning

LinkedIn Learning 1000 W Maude Ave Sunnyvale, CA 94085

Certificate Id: AbvWy-iMvxAzBW2xPFPDwscSEkBL



Certificate of Completion Congratulations, Anirudh K

## Be the Manager People Won't Leave

Course completed on Jun 16, 2022 at 06:10AM UTC • 28 min

By continuing to learn, you have expanded your perspective, sharpened your skills, and made yourself even more in demand.

Head of Content Strategy, Learning

LinkedIn Learning 1000 W Maude Ave Sunnyvale, CA 94085

Certificate Id: AXD9a7E-IMQefi2hA8t-V71VrL1G



Certificate of Completion Congratulations, Anirudh K

## Be the Manager Who Fights for Their Team

Course completed on Jun 16, 2022 at 05:35AM UTC • 32 min

By continuing to learn, you have expanded your perspective, sharpened your skills, and made yourself even more in demand.

Head of Content Strategy, Learning

LinkedIn Learning 1000 W Maude Ave Sunnyvale, CA 94085

Certificate Id: AbvFkBtLIDoB1X1I5ZEAKkxda0nD



Certificate of Completion Congratulations, Anirudh K

## Career Wellness Nano Tips with Shadé Zahrai

Course completed on Jun 16, 2022 at 02:19PM UTC • 3 min

By continuing to learn, you have expanded your perspective, sharpened your skills, and made yourself even more in demand.

Head of Content Strategy, Learning

LinkedIn Learning 1000 W Maude Ave Sunnyvale, CA 94085

Certificate Id: AVes\_ry2vFVnn\_Qiu5yyAedsW6xr





THIS IS TO CERTIFY THAT

## **ANIRUDH K**

has attended a Training on Financial Literacy under "FLAP" He/She has successfully Cleared the Online Examination

NJ FLAP - Financial Literacy Awarness Program

on 18-03-22

AN EDUCATIVE INITIATIVE BY NJ GROUP

FINANCIAL LITERACY AWARENESS PROGRAM

Neeraj Choksi

Jt. Managing Director

Jignesh Desai

Jt. Managing Director



Jun 21, 2022

## Shashikumar R

has successfully completed

Investments I: Fundamentals of Performance Evaluation

an online non-credit course authorized by University of Illinois at Urbana-Champaign and offered through Coursera

COURSE CERTIFICATE



Scott W.

Scott Weisbenner

Professor of Finance and James F. Towey Faculty Fellow

Department of Finance, College of Business

Verify at: <a href="https://coursera.org/verify/GQB9U5W8NANX">https://coursera.org/verify/GQB9U5W8NANX</a>

# Certificate of Completion



## Congratulations, Harshitha!

You have successfully completed the mandatory requirements prescribed by Zerodha Varsity & passed the certification program in

**Stock Market Basics** 

Points Scored: **250** /**250** 

Nithin Kamath

Issued on: 22/06/2022

Karthik Rangappa

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भारतीय दिवाला और शोधन अक्षमता वोर्ड Insolvency and Bankruptcy Board of India





## **CERTIFICATE OF PARTICIPATION**

Presented to,

## CHETAN SINGH.M

For participation in "Awareness Programme on Insolvency Profession with special reference to Graduate Insolvency Programme ('GIP')."

on June 04<sup>th</sup> , 2022 at RVIM

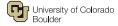
(Authorized Signatory)
Insolvency and Bankruptcy Board of India

CMA Bhawan Control of the Control of

Insolvency Professional Regn. No. 11213







Jun 9, 2022

## SHREYAS G A

has successfully completed

#### Everyday Excel, Part 1

an online non-credit course authorized by University of Colorado Boulder and offered through Coursera

COURSE CERTIFICATE



Charli Muttehn

Charlie Nuttelman Senior Instructor Chemical and Biological Engineering University of Colorado Boulder

Verify at: <a href="https://coursera.org/verify/DKZZKUTQTMJW">https://coursera.org/verify/DKZZKUTQTMJW</a>





### Certificate of Achievement

Congratulations!

## Sutopa Deb

for successfully completing

TCS iON Career Edge - Young Professional

a course that covers

Communication Skills | Presentation Skills | Soft Skills | Career Guidance Framework | Resume Writing | Group Discussion Skills | Interview Skills | Business Etiquette | Effective Email Writing | Telephone Etiquette | Accounting Fundamentals | IT Foundational Skills | Overview of Artificial Intelligence\*(Source: NPTEL)

Start Date: 29 May 2022 End Date: 23 Jun 2022

Mchul Mchta

Mehul Mehta

Global Delivery Head - TCS iON, Tata Consultancy Services







## CERTIFICATE OF COMPLETION

Presented to

#### Harshitha Srinivas

For successfully completing a free online course Leadership and Management

Provided by
Great Learning Academy





#### Certificate of Achievement

Congratulationsl

#### Harshitha Srinivas

for successfully completing Introduction to Soft Skills a course that covers

Objectives | Importance of Salt Sole | Acquiring Solt Stills | Difference between Hard and Solt Stills

Start Date: 18 Jun 2022

End Date: 18 Jon 2022

Mohal Mehta

Mehul Mehla Global Refyrig Haad - TCS ION, Iota Comutancy Services





OF PARTICIPATION

National Commission for Women & MyGov congratulate

Supriya Belsare

for successfully completing

& showing overwhelming interest & enthusiasm in the Capacity Building & Personality Development Program Quiz.

We acknowledge your efforts. Keep participating!

A. Asholi Chalai Joint Secretary NCW



National Commission for Women & MyGov congratulate

#### Poornima L

for successfully completing

& showing overwhelming interest & enthusiasm in the Capacity Building & Personality Development Program Quiz.

We acknowledge your efforts. Keep participating!

A. Asholi Chalai Joint Secretary NCW





THIS IS TO CERTIFY THAT

#### POORNIMA L

has attended an online Training on Financial Literacy under "FLAP". He/She has successfully Cleared the Online Examination.

NJ FLAP - Financial Literacy Awarness Program

on 07-04-22

AN EDUCATIVE INITIATIVE BY NJ GROUP



Jignesh Desai Jt. Managing Director

RDesai







THIS IS TO CERTIFY THAT

#### PRAJWAL S N

has attended a Training on Financial Literacy under "FLAP" He/She has successfully Cleared the Online Examination

#### NJ FLAP - Financial Literacy Awarness Program

on 13-03-22







## A STUDY ON INVESTMENT LITERACY AMONG WORKING WOMEN IN INDIA (BANGALORE REGION)

#### INTRODUCTION

Indian tradition, which dates to prehistoric times, has always treated women with respect and honor. But from one period to the next, women are valued differently. India is recognizing the value of empowering women even 74 years after gaining its freedom. Our Gender Inequality Index (GII) score, which is 130, is quite low, according to the Human Development Report 2018. Women's engagement in the workforce is dramatically falling simultaneously from several angles. Financial literacy is one of the sources of empowerment for women in India after emphasizing literacy and giving education, and it could improve the current condition. Using financial knowledge, financial behavior, and financial attitude, this paper intends to investigate how women participate in financial decisions, their financial literacy, and numerous factors influencing their participation in investment decisions.

Despite being the most developed nation in the world, India has the lowest level of financial literacy. Indians were scored poorly for a few reasons, including a lack of household budgets, family discussions about money management, and a lack of financial education or a fundamental knowledge of money management. One study found that Indian families only discuss budgeting, saving, and ethical spending practices with their kids 10 times a year. Many people were unaware of the difference between financial literacy and financial inclusion. Giving advice on financial planning is easy, but understanding personal finance is difficult for both men and women. According to data, 20% of men and 43% of women claimed they did not comprehend person management well enough to talk about it with their kids. A person's ability and knowledge of how money is made, saved, and reinvested are referred to as their financial literacy. A person with sound financial judgement is aware of the importance of diversifying their investment portfolio and the impact of inflation. Lack of knowledge and methods for learning these things are considered signs of financial illiteracy. Financially uneducated people are more susceptible to fraud and scams. Indians do better than the global average, regardless of gender. In India, 80% of women lacked basic financial literacy, compared to only 65% of women worldwide. In a similar vein, 73 percent of Indian men were financially illiterate, compared to only 70% globally.

Since the nation's independence in 1947, India's economy has seen a significant transition. A wide range of contemporary businesses and support services are also present, and agriculture

currently only contributes one-third of the GDP, down from 59 percent in 1950. Despite these adjustments, two-thirds of all workers are still employed in agriculture, which still dominates employment. The Persian Gulf Crisis made India's economic issues worse in the late 1980s and early 1990s. India started to pursue trade liberalization measures in 1992. There has been significant success in easing governmental rules, particularly those that impede private firms. Over the time, the GDP growth rate varied between 5 and 7 percent annually. Different economic sectors have experienced the effects of the reforms in different ways. In a nation like India, achieving economic equality in society and reducing poverty depend heavily on productive employment. But in India, where some groups are likely to experience disadvantage because of globalization, the outcomes of the unrestrained functioning of market forces are not always egalitarian. One such vulnerable category includes women.

Working women in India, like in many other nations, experience different sorts of discrimination, including sexual harassment. In one survey, two-thirds of the women believed they had to work more to acquire the same rewards as comparable employed males. Even professional women perceive prejudice to be pervasive.

The elite and upper middle-class women in India have benefited from exposure to the global network. As a result of the global network, more women are involved in corporate ventures, on international forums like the Inter-Parliamentary Union, and they have more professional prospects. This section benefits from more open trade in commodities and capital. But because they typically work in a chain of jobs and are rarely given independent control over their employment, most women continue to be disadvantaged. They still have very little chance of sharing responsibility at work or making individual judgments. The ability of women to make decisions and exercise their freedom of choice and action is enhanced by their economic independence. Many working women who manage their own finances do contribute to the financial requirements of the family as and when necessary. They frequently take part in talks at work, and their opinions are taken into consideration before any decisions are made. Working women utilize and spend their money as they like, but occasionally getting their husbands' consent is required. But when it comes to investing, ladies frequently rely on their spouse or another male family member to do it on their behalf. Many of them delay making decisions even when it comes to crucial investments like life insurance, government savings programs, or other tax-saving options. Although working women care about the financial

requirements of the family, they lament not being included in such decisions, especially when they make financial contributions to the family's financial security.

In India, women's labour force participation rate is just 20.3% as of 2020, compared to 76.0% of men and rural women are leaving India's workforce at a faster rate than urban women. In 2020, women accounted for only 19.9% of the total labour force in India and 60% of women in India in the productive age bracket of 15 to 59 years were engaged in full-time housework.

#### LITERATURE REVIEW

Financial Literacy among University Students by Kaur, Mandeep & Vohra, Tina & Arora, Aditi. In 2015 - According to a 2015 study by Kaur, Vohra, and Arora, university students with a background in business and management have a respectable amount of financial literacy and it is unrelated to their demographic makeup. In actuality, it is the curriculum that aids in resolving the problem of pupils' lack of financial literacy.

Annamaria Lusardi (2006) conducted a study on Planning and Financial Literacy- How are women doing? The study's goals included looking at how women save money, how they plan for retirement, the tools and information they use to do so, and how financially literate they are. 1,264 people participated in the study, of whom 64% are married and 60% are women who are 50 years of age or older.

Mace (2014) claimed that According to a poll conducted by Women & Money Magazine, 50% of women find it challenging to discuss personal finances with others. Only one-third of all women have a thorough financial strategy, according to the report. This figure falls to 10% for females between the ages of 25 and 34. The survey found that 12 percent of women of all ages who make more than \$30,000 annually have not even started saving for retirement, which is an even more depressing finding.

#### RESEARCH METHODOLOGY

To collect information and data for decision-making, research methodology is applied. To obtain a fair and accurate outcome, a variety of research methodologies might be used. Depending on the context of the study, it may be a descriptive, exploratory, analytical, or sampling method. The study's research technique is descriptive in nature. Information and data are gathered using this research process to aid in commercial decision-making. It is a method of choosing a representative sample from the full population that the study is interested in. It

is fundamental to the research process. This study describes population-related statistics and traits. Additionally, it provides responses to who, what, where, when, why, and how queries. To collect information and data for decision-making, research methodology is applied. To obtain a fair and accurate outcome, a variety of research methodologies might be used. Depending on the context of the study, it may be a descriptive, exploratory, analytical, or sampling method. The study's research technique is descriptive in nature. Information and data are gathered using this research process in order to aid in commercial decision-making. It is a method of choosing a representative sample from the full population that the study is interested in. It is fundamental to the research process. This study describes population-related statistics and traits. Additionally, it provides responses to who, what, where, when, why, and how queries.

Sampling Unit- Working Women of Bangalore City

Sampling Size – Floating a questionnaire among working women in Bangalore and collecting 125 responses

#### **OBJECTIVES OF THE STUDY**

Following objectives give the impetus to conduct the present study:

- To study the factors influencing the financial literacy among women in Bangalore.
- To study the financial literacy interventions by government in Bangalore.
- To explore the measures for enhancing the financial literacy among women in Bangalore.
- To examine the level of working women in Bangalore in basic banking knowledge & fundamentals of financial concept.
- To analyze the awareness of women in financial products and services.
- To study the need of women in making a wise judgment in relation to their saving and Investment activities.
- To study the acquaintance of capital markets and government schemes with various budgeting habits.

#### TOOLS FOR DATA COLLECTION

Primary Data: Primary data is directly collected by using the data collection tool, here questionnaire technique used to collect the primary source of data using Google Forms. This is also the firsthand collection of the data. The source of data can be categorized and so collected by interviewing different personnel regarding the various policies and provisions can be classified as primary source.

#### **ANALYSIS**

Financial literacy suggests that women can make logical decisions among various financial options based on their thorough understanding of common financial issues.

The population of working women in Bangalore was considered between the age of 20 - 75. Total of 125 responded to the survey conducted.

- Out of 125, 74 were single and 51 were married. Their highest qualification Graduated/
   PG foe 93 of the respondents, 29 of them are UG/ Bachelor and 3 of them are of Diploma/12<sup>th</sup>.
- 72 of the respondents are permanently full time employed, 33 of them are currently a student, 6 of them are permanently part time employed, 13 of them are self employed and 1 respondent is retired.
- Work experience of the respondents varies from 6 months to 30 years. 62 of the respondent's annual income is less than 5 lakhs, 39 of the respondent's income is between 5 10 lakhs, 17 of the respondent's income is between 10 20 lakhs, 3 of the respondent's income is more than 30 lakhs, 4 of the respondent's income in between 20 30 lakhs.
- 75 of the respondents invest, 20 of them do not invest and 30 of them invest sometimes.
   44 of them invest in long term, 44 of them invest in medium term and 37 of them in short term.
- 88 of them are Passive investors and 37 of them are Active investors.
- Ranking of the preferred investment options according to the respondents are investment in FDs/RDs followed by investment in stocks, investment in real estate, investment in equity mutual funds, investment in bitcoins. 51 of them invest less than 5% of them income, 43 of them invest 5 10% of their income, 16 of them invest 10 15% of their income, 7 of them invest 15 20% of their income, 8 of them invest more than 20% of their income.
- Reason for investment ranking according to the respondents are growth of money, saving for retirement, earning higher returns, reaching financial goals, tax benefits, support others and build on pretax dollars, respondents keep a track on their investments on mostly on monthly basis followed by daily, weekly, quarterly, once in 15 days, annually and semiannually.
- 74 of them invest in stock market and 51 of them do not.

- Most of the respondents are highly aware of Bank deposits, postal savings, insurance, mutual funds, and gold/ornaments, partly aware of bonds/debentures, share market, chit funds, pension schemes, crypto and real estate, not aware of Forex and ETF.
- According to the respondent's bank deposits and postal savings are low risk. Insurance, bonds/debentures, mutual funds, gold/ornaments, chit funds, pension schemes and real estate are moderately risky. Share market, Forex and crypto are highly risky for investments.
- Most of the respondents have made investments in bank deposits, insurance, share
  market and gold/ ornaments and not made an investment in postal savings,
  bonds/debentures, mutual funds, chit funds, forex, pension scheme, crypto, ETF and
  real estate.
- 57 of the respondents have made an investment in gold in the form of jewelry, 18 of them in coins, 11 of them in gold mutual fund/ETF, 39 of them do not invest in gold.
- Respondents invest in a particular avenue based of the following options Family/ friend recommendations, goodwill of the firm, minimizing risk, self-analysis, stock marketability, Broker recommendation, dividends paid, government holdings and social media/current affairs.

### Independent variables

Five independent variables are used in this study namely name, age, area of residence education level, Martial status, Your present Income/Occupation.

### Dependent Variables

Investment pattern of working women are the dependent variables of the study.

### **CONCLUSION**

Working women have the independence to make their own investment decisions. The majority of them are probably going to invest in safe financial products like bank deposits, savings deposits, etc. The majority of them prefer to invest in banks over riskier assets like shares and mutual fund schemes. More than 70% of them know very little about different mutual fund strategies. According to the report, women who are employed are less likely to invest in mutual funds and stocks. They invest in banks using the conventional methods of saving deposits and fixed deposits. A small percentage of them invest based on recommendations from friends and family. When it comes to selecting different investing options, they take fewer risks than men do.

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### RASHTREEYA SIKSHANA SAMITHI TRUST

### R V INSTITUTE OF MANAGEMENT

CA 17, 26 Main, 36th Cross, 4th T Block, Jayanagar Bengaluru, Karnataka 560 041

# A Report and Relevant documents of MOOC on Diploma in Sales and Distribution Management

Duration: June-August 2021	Venue: Online
	Semester & Section : IV, B section (Marketing
	students)
No. of Participant: 100	Anchored by: Dr. Noor Firdoos Jahan

### **Objectives**

Upon successful completion of this course, students will be able to:

- Define the relationship between sales management and other functions of management.
- Explain the dominant influence of small and large scale manufacturers on the economy
- Discuss the supremacy of production or manufacturing
- Distinguishing between manufacturing and finance departments in sales management
- Describe the knowledge of selling and sales related marketing policies
- Explain the role of sales executives in determining sales related marketing policies
- Explain the relevance of sales related policies for sales personnel
- Explain some interdepartmental relationships and coordinations in sales organizations
- Describe the meaning and the need of a distribution channel Discuss the functions of distribution channels

### About the Course

### MOOC on 'Diploma in Sales and Distribution Management

This course was offered to students to make them understand the process of sales force management and management of distribution channels The online classes were held during June-August 2021 from Alison, Ireland. The course was divided into ten modules and one internal assessment test. Total thirty three students registered and successfully completed the course and have received certificate of completion and the same is attached here.

### Course content:

MODULE I\_

MODULE 4

MODULE 7

Introduction To Sales

Relationship Between Buyers And

Sales Force Management II

Management

Sellers

MODULE 2 MODULE 5 MODULE 8 Sales Policies And Diploma In Sales And Distribution Management Of Sales Management - First Assessment Relations Territory And Quotas MODULE 3\_Sales MODULE 6 MODULE 9\_ Organization Sales Force Management I Sales And Distribution Management MODULE 10 Diploma In Sales Distribution Management - Second Assessment

### Outcome Achieved/ Attained:

The course was very well designed. It was very much beneficial for our students as course content was on the process of sales force management and management of distribution channels. All the topics were covered in ten modules. Upon completion, the students will find themselves with the knowledge of managing sales people and channel members successfully. Overall the learning of the students was very good and objective of anchoring this MOOC was very much achieved.

### List of Participant:

SI. No	University Registration Number	Name of the Student	SI. No	University Registration Number	Name of the Student
1	MB197604	ABHISHEK JAGADISH JOSHI			and the second s
2	MB197609	АКЅНАТНА К М	19	MB197714	S PAVAN KUMAR
3	MB197612	ALOK KRISHNA HEGDE	20	MB197715	S RAJASHRI
4	MB197615	ANIRUDH YS	21	MB197725	Y.SATHISH KUMAR
8	MB197620	ATHRI D A	22	MB197726	SATISH REDDY Y
6	MB197623	BALACHANDRA ADIGA	23	MB197729	SHASHANK KHARVI
7	MB197629	BHUMIKA S J	24	MB197732	SHEELA HEGDE
8	MB197631	C RAVI KUMAR	25	MB197733	SHRAVYA SHETTY
9	MB197640	DEEKSHA. G	26	MB197734	SHIVAPRASAD DR
10	MB197647	DIVYASHREE R	27	MB197738	SHREYA SATISH DESHPANDE
6	MB197660	KEERTHAN KAMATH	28	MB197741	SHUBHAM BASAVARAJ BEESANAKOPPA
12	MB197671	LOKESH MG	29	MB197748	SRIVALLI N GUPTHA
13	MB197674	MALLIKARJUN J	30	MB197750	SUDHAKARA J V
14	MB197679	MOHAN R	31	MB197752	SUMANTH O R

15	MB197684	NAMRATA S KOTUR	32	MB197778	VIKRAM RATHOD
16	MB197688	NIKITA M	33	MB197779	VIVEKA R
17	MB197707	RAHUL NAIR H			
18	MB197711	RANJITH MN			

### Feedback/ Coordinators Comment:

The course was very useful to the students as they got very good learning on how to manage sales people and channel of distribution from practitioner's perspective.

Event Coordinator

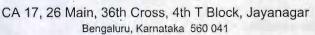
Director

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### RASHTREEYA SIKSHANA SAMITHI TRUST

### R V INSTITUTE OF MANAGEMENT





### REPORT on Certificate Course -E-Commerce

Certificate Course – on E-Commerce		
Date: 26th and 27 <sup>TH</sup> Nov'21 3rd,4th and 12th Dec'21	Venue: Online Zoom Meeting Room	
Time: 3.30 to 5.30pm	Conducted for Second Year Students of RVIM	
No. of Participant: 64	Event Coordinator: Prof. Uma Sharma and Prof. Payal Jindal	

### **Objectives:**

- Introduce students to E-Commerce technology
- Provide hands —on lab driven session to apply the learnt models of E-Commerce..

### Agenda/Flow of the Event

- Introduction of the resource person Mr.Sameer Muthalik Desai from Pebble Connect.
- Brief Profile of the Resources Person: Mr.Sameer Mutalikdesai, Qualification: B.E Mechanical
  Engineering from SDMCET 2008. Experience: Worked with IT Majors like Infosys, Siemens,
  Robert Bosch before deep diving into Internet Marketing. Founder and Digital Marketing Head of
  Popular Ecommerce "Hemmeya Kannadiga" Brand.

Center for Career Development organised the Certification Course in E-Commerce. This is certticiation course conducted for second year MBA students. This course is given part of the Domain specific skills training. These doamin specific skills are organised with an objective of providing students with job—skills that ensure job readiness.

### Objective of the Certificate Course –

- Introduce students to E-Commerce technology
- Provide hands –on lab driven session to apply the learnt models of E-Commerce...

### Resource persons for the FDP:

Mr.Sameer Muthalik Desai from Pebble Connect

### Take away from the session:

- Certification course gave the students an understanding on the E-Commerce Industry
- Certification course training gave hands on experience of managing the E-commerce business process, marketing and consumer retention for any E-commerce company.
- Students have earned 10 hours training certification.

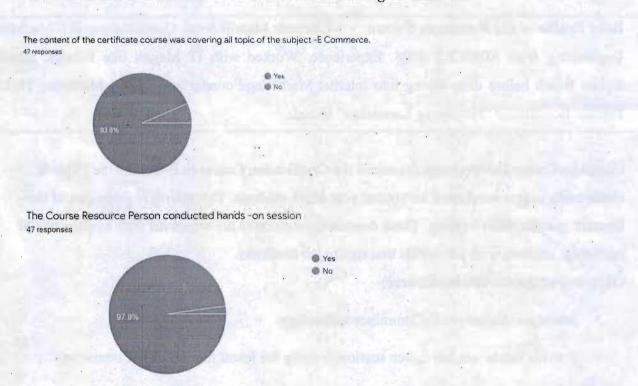
### Feedback of Students:

All participating students have given satisfactory feedback. All students have cleared the post course test and successfully earned a certificate of 10 Hours training.

### Students Feedback for the Session:

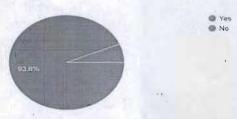
- Student feedback on the session is highly satisfactory.
- Relevance of the training certification was also ranked as satisfactory.

### Feedback on Certificate Course Resource Person being Informative.

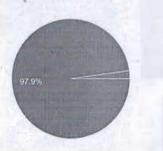


### Feedback on Certificate Course

The content of the certificate course was covering all topic of the subject -E Commerce.



The Resource Person of the certificate course delivered a well designed course



Yes No

### Registered Student list



### Photo showing the Certificate Course sessions





Certification Course - Coordinator

Director-RVIM

Bangalore



### Rashtreeya Sikshana Samithi Trust

### R.V. Institute of Management

CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

EY provides a range of business-specific training solutions to address the need of professionals

Train the Trainer Program was organized and conducted by Ernst and Young Company virtually for the benefit of our Faculty members and the 3<sup>rd</sup> Semester MBA Finance students.

With expanding the role of business globally, Faculty of RV Institute of Management provides a platform for the students and the companies by signing mutually beneficial MoUs with leading Multi-National Corporation (MNC's) across the globe. In the above context, RV Institute of Management has entered an MOU with Ernst and Young (EY) during April 2022, one of the Top four consulting firms in India on the following grounds.

No. of Participants: 67	Event Coordinator: Prof. Payal	
	Placements Head.	

### **Objectives:**

- To train the students/faculty on the subject by the name "International Taxation and Technology".
- To hire the students for Summer Internship.
- To hire the students for permanent role in EY Global Delivery Services (GDS) Team on year on year basis.

MOU: With expanding the role of business globally, Faculty of RV Institute of Management provides a platform for the students and the companies by signing mutually beneficial MoUs with leading Multi-National Corporation (MNC's) across the globe. In the above context, RV Institute of Management has entered an MOU with Ernst and Young (EY) during April 2022, one of the Top four consulting firms in India on the following grounds.

Agenda/Flow of the Event: Based on the above Objectives, our faculty members namely Dr Purushottam Bung, Ms. Pooja Mr Dileep, CA Padmini V, Mr. Nagasubba Reddy got trained by the experts from the Senior Management team of EY in the areas of US Taxation for Individuals, US Taxation for Partnership firms, US Taxation for Corporate and Transfer Pricing during the academic year 2020-21 for a period of One month virtually. This program is spread for 120 hours, each topic are covered for 30 hours each to our 3<sup>rd</sup> Semester MBA students as a value added certification course in US Taxation everyday

Start Date: 10th January 2022

End Date: 30th March 2022

### **Topics Covered under Power BI**

- Introduction to Power BI
- Extraction and Loading of data
- Pie charts, Bar charts, Line charts, publishing to PBI
- Map chart, Geography chart, Labeling of Graphs
- Line chart, Gauge, Funnel, Area chart
- DAX Expressions & Filters
- Moving Aug. trend analysis of stock markets data
- Creation of Graphs; new measures relationships etc.,

### Topics Covered under US corporate tax

- Introduction of corporate tax
- Business structure
- Sole Proprietorship
- Difference, Advantage and Disadvantage of C&S
- Business expenses
- Insurance, lease rent with problem
- Depreciation
- MACRS
- Basic problems of Depreciation. Introduction to capital gain
- Capital Assets

### Topics covered under Individual Tax (Yet to be covered)

- US Residency and Tax rates
- Net Investment Income Tax
- Gift and Estate Taxes
- Foreign Bank Account Report Forms (FBAR) Form 90-22.1
- Specified Foreign Financial Assets Form 8983
- Investing in US real estate

### Topics covered under Partnership Tax

- IRS Form 1065 is used to declare profits, losses, deductions, and credits of a business partnership for tax filing purposes.
- LLCs, foreign partnerships with income in the U.S., and nonprofit religious organizations.
- Schedule K-1. U.S. Internal Revenue Code,

### Take away key factors for students:

❖ Power B sessions were handled by Prof. Priya Jain and Prof. Nagasubba Reddy from RVIM, Bengaluru. Power BI is a business analytics service by Microsoft. It aims to provide interactive visualizations and business intelligence capabilities with an interface simple enough for end users to create their own reports and dashboards.

As part of EY ITTC course out students have undergone the course on Power BI. During the course they learned how to make use of different charts and visuals to make the reports more attractive for example the use of KPI's, Heat Map, Line charts, Ribbon chart and many more. Several financial analyses were also done by students using Power BI like calculation of moving average of the stock price, evaluating the stock on the basis historical prices and also predicting the future price of the stock. Students have also learned how to make different tables and build relationship between each table.

At the end of the course students were asked to make interactive dashboards and submit as a part of evaluation process.

- ❖ US Corporate Tax sessions were handled by Prof. Dileep, Finance department from RV Institute of Management, Bengaluru for 3<sup>rd</sup> sem. MBA students (2019-21 batch)
  - **C Corporations**: C corps is separately taxable entities. They file corporate tax return (Form 1120) and pay taxes at corporate level. They also face the possibility of double taxation if corporate income is distributed to business owners as dividends which are considered personal taxable income. Corporate income tax is paid first at the corporate level and again at the individual level on dividends.
- **S Corporations:** S Corps is pass—through taxation entities. They file an informal federal return (Form 1120S), but no income tax is paid at the corporate level. The profits/losses of the business are instead "Passed-through" to the business and reported on the owners' personal tax returns. Any tax due is paid at the individual level by the owners.
- Partnership taxation: students learnt the purposes of the <u>U.S. Federal income tax</u> are codified according to Subchapter K of Chapter 1 of the <u>U.S. Internal Revenue Code</u> (Title 26 of the <u>United States Code</u>). Flow-through taxation means that the entity does not pay taxes on its income. Instead, the owners of the entity pay tax on their "distributive share" of the entity's taxable income, even if no funds are distributed by the partnership to the owners. Federal tax law permits the owners of the entity to agree how the

income of the entity will be allocated among them, but requires that this allocation reflect the economic reality of their business arrangement, as tested under complicated rules.

**Feedback of Students:** All participants enrolled and participated have appreciated certification course They wished to have more and more sessions like this to share experiences and knowledge pertaining to US Taxation and felt it as an informative course.

Ms.Payal Jindal

Centre for Career Development

Dr.Purushottam Bung Director-RVIM

## **RV** Institute of Management

# ITTC (2020-22) Batch

SI. No	Name	Signature
1	Abhilash K	Achiloronie
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7	Anusha R Hegde	after.
8	Apoorva Raghu Rao	Aprila
9	Ashadeep M Hegde	Ashadeep
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16	Chinmay Hegde	de.
17	Darshini	Tary .
18	Disha Naik	Buh
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27	Niranjan M	Dury.
28	Nisha T	Dung.  Sishe!
29	Phalguni P	Polymen
30	PRAJNA SHETTY	Agod
31	Prarthana Upadhyaya	Roant Cecy- Bahart 45
32	Prashanth YG	Bahart 1/2
33	Prinson Dlima	Primara
34	Rachana	RF.
35	Rachana D	Rachana.i)
36	Raghavendra J.P	Do.
37	Rahul Mondal	Rahul
38	RAKESH	Palaest
39	Rakshith Hegde	Roberts
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44	Sharvani M S	
45	Shashank Y	Shophale J.
46	Shetty Lavanya Shekar	Lvanya
47	Shruthi R	Lvanya Shehil
48	Sindhu L Dabeer	Sindhu. L. Waher
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50	Sneha Gowda R	Subsponde
51	Srilaxmi	flowledger.
52	Sujani Krishna Velugu	
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55	Suraj G S	J-b-A
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58	Tejas Bhandari	6
59	Tejashree.R	Tejashrec 62
60	Tejashwini Lokapuramath	
61	Tejasvi Angadi	
62	Ullas Shripad Shet	039
63	Varsha biradar	
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