

2.3.1 Student Centric Methods

1) Activity Based Learning

- Alumni Meet Sammilana
- Competition On Business Communication
- Drama Competition
- Green Crew Environment Quiz

2) Experiential Learning

- a. Audio video based learning
 - Business Communication
 - Business Research Methods
 - International Business
 - Strategic Management
- b. Report of AIMS National Management Week 2021
- c. Sample Case Analysis

3) Participative Learning

- a. Meet the Executive
 - Meet the executive by Mr. Rakesh Arakere
 - Meet the executive by Dr. Gowthami sudharshan
 - Meet the executive by Dr. Sharan Shetty
 - Meet the executive by Dr. Vijay
 - Meet the executive by Dr. Suma
 - Meet the executive by Mr. Chandramouli
 - Meet the executive by Mr. Chennakeshav
 - Meet the executive by Mr. Pavan



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- Meet the executive by Mr. Vikas
 - Meet the executive by Mr. Simhadri
 - Meet the executive by Ms. Linu Susane
 - Meet the executive by Mr. Chandramouli
 - Meet the executive February by Mr. Hireemath
- b. Student Development Programs
- SDP by Mr. Mani and Ms. Hiba
 - SDP Mr. Manikanta
- c. An Insight into Non-Traditional Retailing
- d. Competency Mapping-Report
- e. Emotional Intelligence by Arpitha – Aravind
- f. ICPR Periodic Lecture Programme Report
- g. Importance and Usage of Credit Cards
- h. List of Events
- i. Marketing Communication
- j. NCW Capacity Building Report
- k. Report on Guest Lecture 23.09.22 (Mr. Venugopal)
- l. Report on Neuroscience Webinar
- 4) Practice Based Learning**
- a. Capstone Projects
- i. Capstone Project on Derivatives & Risk Management
- Project 1
 - Project 2
 - Project 3
 - Project 4



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- Project 5
- Project List - Derivatives & Risk Management

ii. Capstone Project on Financial Management

- Project 1
- Project 2
- Project 3
- Project 4
- Project 5
- Project List - Financial Management

iii. Capstone Project on IFM

- Project 1
- Project 2
- Project 3
- Project 4
- Project 5

b. Lab Based Teaching

- List of Subjects where Lab Based Pedagogy followed
- Syllabus Session Plans

c. Workshops related to Practice Based Learning

- Workshop on Application of ML using R
- Workshop on Data Analysis through SPSS
- Workshop on Data Analysis using SPSS
- Workshop on Data Analysis
- Workshop on SEM
- Workshop on SMM & SEM



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- Workshop on social media tools by Ms. Mitchell- May 2022

d. MOOC on Diploma in Sales and Distribution Management

5) Project Based Learning

- a. Dissertation Titles
- b. Dissertation Certificates
- c. Project Work Titles
- d. Project Work Certificates



REPORT ON ALUMNI MEET
SAMMILANA DECEMBER'2021

Date: 18th Dec 2021	Venue: Quadrangle, RVIM Campus																		
Time: 4.00PM	Conducted for Alumni of RVIM																		
Mode: Hybrid	Zoom link: https://us06web.zoom.us/j/89848955970?pwd=aTUxWEpMWWxMK3FFQjlkKcVZoYXNGdz09																		
Alumni Participant: Offline:29, Online: 20 Total Participants: 100	Event Coordinators: Dr. Narmada Kalgi																		
Objectives: <ul style="list-style-type: none">• To introduce the new RVIM Alumni Association Members to all.• To have an insight on strengthening alumni association.• To give alumni a break from their regular corporate and virtual assignments.																			
Flow of the Event <table><thead><tr><th>Event</th><th></th></tr></thead><tbody><tr><td>Welcome Dance</td><td>Ms. Varsha</td></tr><tr><td>Invocation</td><td>Ms. Sindhu</td></tr><tr><td>Lighting Lamp</td><td>Alumni and alumni association members</td></tr><tr><td>Welcome Address and Introduction to RVIM Alumni Association</td><td>Dr.Purushottam Bung, Director, RVIM</td></tr><tr><td>Pannel Discussion-Strengthening Alumni Relations to take Institution to Next Level</td><td>Dr.Narmada Kalgi, Assistant Professor, RVIM- Moderator of Panel Discussion Panel members were RVIM Alumni Association Office Bearers</td></tr><tr><td>Cultural Events by Final Year students and Alumni</td><td>Final year Students and Alumni</td></tr><tr><td>Vote of Thanks</td><td>Prof. Sowmya D, Assistant Professor, RVIM</td></tr><tr><td>Networking and High Tea</td><td>Alumni, Students and Staff of RVIM</td></tr></tbody></table>		Event		Welcome Dance	Ms. Varsha	Invocation	Ms. Sindhu	Lighting Lamp	Alumni and alumni association members	Welcome Address and Introduction to RVIM Alumni Association	Dr.Purushottam Bung, Director, RVIM	Pannel Discussion-Strengthening Alumni Relations to take Institution to Next Level	Dr.Narmada Kalgi, Assistant Professor, RVIM- Moderator of Panel Discussion Panel members were RVIM Alumni Association Office Bearers	Cultural Events by Final Year students and Alumni	Final year Students and Alumni	Vote of Thanks	Prof. Sowmya D, Assistant Professor, RVIM	Networking and High Tea	Alumni, Students and Staff of RVIM
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Brief Report <p>RVIM Alumni Association organised Sammilana December-2021, the alumni meet on Saturday, 18th December 2021, The program started with a beautiful welcome dance by Ms.Varsha K followed by a melodious invocation by Ms.Sindhu, final year students of MBA. After lighting the lamp and seeking the blessing the program began with welcoming the gathering by Dr. Purushottam Bung, Director, RVIM, he also introduced all the new members of RVIM Alumni Association to the gathering.</p> <p>The panel discussion on “Strengthening alumni relations to take institution to next level” started after the welcoming session. The panel was moderated by Dr.Narmada Kalgi, Assistant Professor, RVIM. The panelists were introduced and were asked to present their idea on developing alumni relationships from</p>																			

various stakeholder perspectives. The discussion started by Mr. **Supreet (2017-19 batch)** who is Vice President of RVIM Alumni Association and is presently working with Sprinklr as Success Manger. He expressed his views on how alumni contributions aid the institute's collaboration with regulatory bodies, other institutes and companies. Mr. Sourabh Kulkarni,(2013-15), Secretary of the Association presently working as Team Lead in Asset Management vertical, JP Morgan. Put his point about career development though alumni network. One more panelist Mr.Hemanth(2011-13 batch) the Join Secretary of the association who is working as HR with Greytip Software Pvt. Ltd. spoke about the importance of alumni association for teaching and non-teaching members of institute. Entrepreneurial development through association was address by Mr.Roshan Ranganth(2011-13 batch), who himself is an entrepreneur and a Treasurer of the association. Mr. Jayanth Hiremath(2010-12 batch) who is president of association and currently associated with Flipkart as HR, discussed about contribution of every individual towards building strong alumni association. The discussion followed by question and answers and Mr.Hemath even conducted a small activity on wellness for alumni and faculty members. Dr.Purushottam Bung, concluded the panel discussion by stating that creating strong relationships with alumni is important for strategic growth and advancement of the institute. To strengthen the association in the correct path, all teaching, non-teaching, students, alumni, and management should work together.

Following the panel discussion, students of final year RVIM organised cultural events which included singing band, dance performance, skit. The main attraction of the event was a song by Prof.Pooja, a faculty member of RVIM and a dance performance by alumnus Mr.Akash K (2018-20 Batch) and song jugalbandi by one more alumnus Mr.Vedh (2017-19 Batch) on stage.

Prof. Sowmy D. S., Assistant Professor, RVIM concluded the program by proposing vote of thanks followed by Networking and High-tea.

Overall the function was well received by all the Alumni, RVIM staff and students. The panel discussion helped in understanding the importance of Alumni Association and cultural events were thoroughly enjoyed by the every participant.

Outcomes:

- The new RVIM Alumni Association Members were introduced to the gathering.
- The panel discussion helped in understanding the importance of Alumni Association.
- Alumni, Faculty members and students actively participated in cultural events and networking.

Event Coordinator

Director-RVIM

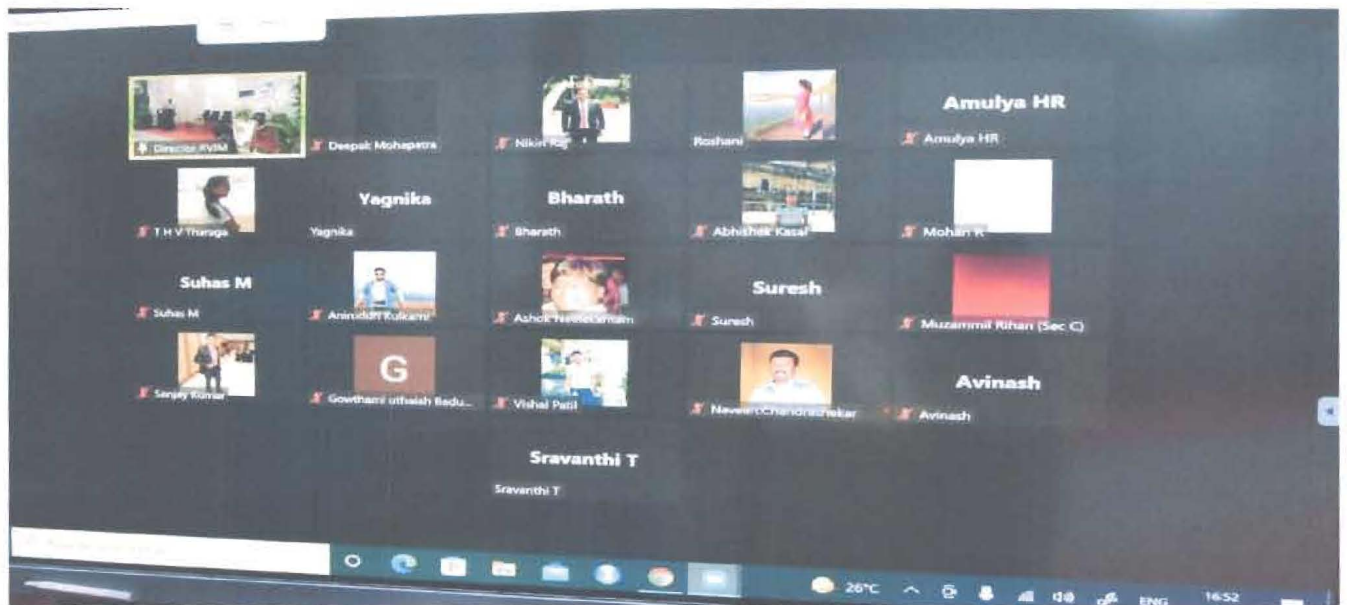
Director
R. V. Institute of Management
Jayanagar, Bangalore - 560041

Offline Alumni Attendees

ALUMNI MEET, SA MMILANA -2020-2021

Sl. No	NAME	BATCH	MOBILE NO	EMAIL ID	COMPANY DETAILS	PURPOSE & VISIT	REMARKS	SIGN
1	SUPREETH T	2017-19	9463611179	Supreetht@gmail.com	SPRINKLE	Alumni		Supreeth T
2	Vedha A	2011-13	95945266	vedhaa@rediffmail.com	Rediffmail	Alumni		Vedha A
3	Vedha Mehta	2011-2020	8572794140	vedhamehta@gmail.com	P.C	Alumni		Vedha A
4	RAKESH R	2013-15	9901385342	rakeshr183@gmail.com		"		Rakesh R
5	Hemant C	2011-15	9821252222	hemantc@rediffmail.com		"		Hemant C
6	GOKUL	2002-04	9795862320	gokul_c@rediffmail.com	SPARK	"		Gokul
7	ROHITH P	2002-04	9830873939	rohitp@rediffmail.com	Amill	"		Rohith P
8	SUMAN KUMAR	2011-2019	9036026170	KUMARSUMAN@rediffmail.com	GMAIL.COM RVM	"		Suman K
9	TANUJA KUMAR	2012-2014	9060016679	Tanujakumar@gmail.com	RVM	"		Tanuja K
10	KANAKA Y	2015-16	9050289827	kanakay@rediffmail.com	TCS	"		Kanaka Y
11	Vishwanath R G	2013-2020	984810005	vishwanathr@gmail.com	TCS	Alumni Meet		Vishwanath R G
12	Arunach E	2018-2020	9528800074	arunach@rediffmail.com	TCS	"		Arunach E
13	DEEPIKA K	2019-2021	9751669911	deekalak@gmail.com	Google	"		Deepika K
14	Srinath Kulkarni	2005-2016	9270655616	srinathk1994@gmail.com	IPR Morgan	"		Srinath K
15	Srinath	2018-2020	9617025201	srinathkulkarni@gmail.com	Saint Gabriel	"		Srinath
16	Meghaani S S	2003-2015	9483369925	meghaani_s_s@rediffmail.com	Rediffmail	Alumni Meet		Meghaani S S
17	T. Anandhan	2004-2011	984447005	anandhan_t@rediffmail.com	TCS	Alumni		T. Anandhan
18	Pranitha N	2016-18	989762005	pranitha_n@rediffmail.com	P.W.C	"		Pranitha N
19	GANESH A	2018-20	9742853016	ganesh_a@rediffmail.com	P.W.C	"		Ganesh A
20	Mamreddy Madhuk	2017-19	9008719825	mamreddymadhu@gmail.com	Alumni	"		Mamreddy Madhuk
21	Aarsha V	2019-21	7004619153	aarshaanetta@gmail.com	R.V.U	"		Aarsha V
22	Nidya V I	2019-21	8494915911	nidyav@rediffmail.com	P.W.C	"		Nidya V I
23	M. Anupam	2019-15	7619404173	anupam@rediffmail.com	IP. Morgan	"		M. Anupam
24	Anandhan	2019-21	8718836128	anandhan@rediffmail.com	IP. Morgan	"		Anandhan
25	Nithin	2017-19	9901370000	nithin@rediffmail.com		"		Nithin
26	Yagnika	2016-2018	7019767055	yagnika@rediffmail.com	Aleithe	"		Yagnika
27	Vikas V R	2016-2018	9535576332	vikasv@rediffmail.com	RIH	"		Vikas V R
28	SUNIL C H	2016-2018	7411535590	sunilc@rediffmail.com	Kotak	"		Sunil C H
29	Nithin Megha	2016-2018	7150791951	nithinmegha@rediffmail.com	Abiananda	"		Nithin Megha

Zoom Alumni Attendees



Welcome Dance and Lamp Lighting



Alumni Team



RVIM Alumni Association



Alumni Engagement



21MBA211

Business Communication

Assignment for the module topic: Negotiation skill

Type of Assignment: Individual assignment .Assignment for learning negotiation process between two people **Assignment to be done by students:** Students have to show their clear thinking, communication and negotiation skill.

Question of the Assignment: Each student is given one product sales. They have to make a call to the customer. Students are given only the phone number they are not given any more details about the customer so it's a COLD CALL. The duration of the call is not limited by time. The is complete only when the student gets to sell the product or is not able convince the customer to buy.

The COLD CALL is evaluated by the listener of the call who is the disguise customer on the basis of:

1. Sales offer provided by the students. (In this assignment it is the student who makes the sales offer to the other person who is a potential customer).
2. Sales talk is impressive/Informative
3. Sales talk is effective for making buying decision.

Rule for Assignment

- All the members of the team have to participate in converting cold call into successful leads with each call being not more than two minutes.
- During the call students have to convince and sell the product / service which is allotted to each student
- Call cannot be taken by any other student.

SECTION A - List of caller details and Products for Cold call Assignment

SL	NAME	Product	Call Number	Alumni Assigned for the cold call evaluation
1	Isaac Jesse K	Life Insurance of a Private Insurance Company	9164202938	Ramakanth
	Prakash	General Insurance/vehicle insurance of an app based company	9164202938	
	Aditya Uday Hegde	Sales of Two BHK flats in Mysore from a popular realestate company	9164202938	
	Akash Rachappa Khanagavi	Life Insurance for senior citizens from a Private Insurance Company	9164202938	
	KAUSTUBH LACHAPPANAVA	Sales of Tax filling services on the finance service provider app	9164202938	
	VINAYAK RAO GAIKWAD	management company	9164202938	
	Amit Kamadollishettaru	Tutorials for competitive exams by an app based tutor company	9164202938	
2	Aniket Sanjay Revankar	Sales of farms lands by a Real Estate Company	949286205	Mohana
	Anvith Kumar	Sales of Club memebership to a sports and receration club in the City	949286205	
	Bhaskara Prabhu	Sales of Three BHK Duplex Flats by a real estate agent	949286205	
	Bhuvanesh P	Sales of Property for commercail development by a city real estate agent	949286205	
	Akanksh K G	Sales of De Mat account services by a private bank	949286205	
	Basavaraj	Sales of membership for a well ness club in the city	949286205	
3	Girish N Nashi	Sales of membership for Annual Maintenece Contract of a four wheeler by a local service center	8904146820	Lakshmi
	Gurubasavaraj K M	Sales of Mutual Fund services by a Financial Service Provider	8904146820	
	M Luqman Nawaz	Sales of Health Insurance by Private Insurance Company	8904146820	
	M M Jabez	Sales of General insurance by Private Insurance Company	8904146820	
4	Shreyas G A	Sales of Life Insurance Products of LIC	9740165784	Sowmya
	Hema S	Sales of General insurance by Private Insurance Company	9740165784	
	Anusha	Sales of Life Insurance Products of LIC	9740165784	
	Sagi Sampi	Life Insurance for senior citizens from a Private Insurance Company	9740165784	
5	Abhitha K	Tutorials for competitive exams by an app based tutor company	9964172669	Srikanth
	Ankita Gajanan Naik	Sales of Club memebership to a sports and receration club in the City	9964172669	
	Chaitanya Kamatagi B	Sales of Three BHK Duplex Flats by a real estate agent	9964172669	
	Kavyapriya J	Sales of Property for commercail development by a city real estate agent	9964172669	

6	Madhura A	Sales of De Mat account services by a private bank	9380778046	Uma
	Likitha L	Sales of membership for a well ness club in the city	9380778046	
	JATIN ARUN DESAI	Sales of membership for Annual Maintenece Contract of a four wheeler by a local service center	9380778046	
	RAHUL S SANGOLLI	Sales of Mutual Fund services by a Financial Service Provider	9380778046	
	TEJAS N	Sales of Health Insurance by Private Insurance Company	9380778046	
	SANKET SURESH SHIRSAT	Sales of General insurance by Private Insurance Company	9380778046	
	Suchithra G	Sales of Tax filling services on the finance service provider app	9566009176	Tharaga
7	ABHISHEK SHENOY	Sales of Life Insurance Products of LIC	9566009176	
	DEEPAK GIRISH KALYANI	Life Insurance of a Private Insurance Company	9566009176	
	GAGANDEEP V N	General Insurance/vehicle insurance of an app based company sales	9566009176	
	NAYAN KUMAR	Sales of Two BHK flats in Mysore from a popular realestate company	9566009176	
8	KSHITIJ.P.L	Sales of kindergartan school admission for a local pre school center.	9380778046	uma
	SHREEVATSA.H.V	Sales of Holiday Package of holy piligrimage destinations around south india	9380778046	
9	DINAH NEETHA NORONHA	Sales of De Mat account services by a private bank	8553276869	Dileep
	HARSHITHA SRINIVAS	Sales of membership for a well ness club in the city	8553276869	
	ASHUTOSH KUMAR	Sales of membership for a well ness club in the city	8553276869	
	BERNARD FERNANDES	General Insurance/vehicle insurance of an app based company	8553276869	
10	KAPARTHI BHAVANA	Sales of Three BHK Duplex Flats by a real estate agent	9591956483	Aadish
	VARSHA	Sales of Property for commercail development by a city real estate agent	9591956483	
	CHETAN SINGH M	Sales of Time share Holiday Home around India	9591956483	
	Rahul Ram Bhat	General Insurance/vehicle insurance of an app based company	9591956483	
	RAMANABOINA ANAND KUMAR	Sales of General insurance by Private Insurance Company	9591956483	
11	PRAJWAL S N	Sales of Life Insurance Products of LIC	9902376756	Shakthi
	KOKILA KULKARNI	Life Insurance for senior citizens from a Private Insurance Company	9902376756	
	D SURIYA PRIYASREE	Tutorials for competitive exams by an app based tutor company	9902376756	
	KALAVALA ABHISHTA	Sales of Club memebership to a sports and receration club in the City	9902376756	
	NEETHA KAMATH	Sales of membership for Annual Maintenece Contract of a four wheeler by a local service center	8792694905	

12	SNEHA U	Sales of Mutual Fund services by a Financial Service Provider	8792694905	Jhanavi
	SRUJANA S	Sales of Health Insurance by Private Insurance Company	8792694905	
	SUTOPA DEB	Sales of kindergartan school admission for a local pre school center.	8792694905	
13	VIOLA PINTO	Sales of membership for entertainment shows in the city for a event management company	7022526526	Vamshi
	PAULOMEE BARUAH	Life Insurance of a Private Insurance Company	7022526526	
	CHINMAYEE.M	General Insurance/vehicle insurance of an app based company sales	7022526526	
	LILIMA DASH	Sales of Two BHK flats in Mysore from a popular realestate company	7022526526	
	TRUPTHI CHANDRAHAS SHETTY	Sales of Time share Holiday Home around India	7022526526	

Business Communication

Round 2. - Cold Calling - Successful Negotiation - May 7 & 8, 2022

Sl No.	Name of the Student	Topic	Name of the Evaluation & contact No.
1	ABHIJEETH MASHETTY	Electric Automobiles	Dr. Noor Firdoos Jahan - 9945085937
2	AKANKSH P	Life Insurance	
3	AKHILA H	Second hand vehicles	
4	AMITH C	Learning app (byjus, white hat Jr, Cuemath, Toppr)	Prof. C S Venkatesh - 9845018860
5	AMOGHA.Y.G	Credit Card	
6	ANANYA.P.HEGDE	Broad band services	
7	ANUSHA PRAKASH	Network marketing (Like Amway Modi care)	Prof. Rashmi Shetty - 9632855589
8	B.S.SUSHEN	Apartment	
9	BHARATH.K.S	Donations to orphanage	
10	BHOOMIKA BHAT	Life Insurance	Prof. NNS Reddy - 9845492336
11	CHARANA.T.U	Real estate site	
12	DHANUSH.K V	Dmat A/c	
13	DHANYA SHARMA	DTH Services	Prof Manjunath - 9008960025
14	DIVYASHREE.M	Network marketing (Like Amway Modi care)	
15	GANESH HEGDE	Donations to orphanage	
16	JAGADISH SHENOY.R	Dmat A/c	Archana - 7204619153
17	KARTHIK P SHETTY	Movers and Packers	
18	KARTHIK S	Health care- Medical check up	
19	KOTHA KEERTHANA	Apartment	Akshatha - 9483677314
20	LIKITHA.A	Donations to oldage home	

21	M PRANEETH KUMAR REDDY	Electric Automobiles	
22	M.S.SUKRUT	Network marketing (Like Amway Modi care)	Ayushi - 7019841459
23	MADHAN KUMAR C S	Real estate site	
24	MANOJ .N.S	Car insurance	
25	MANOJ RAKSHATH	Health products to gain weight	Chandhan - 8073836728
26	MEHUL .V . BHASKAR	Club membership	
27	NALASANI VARSHITHA	Dmat A/c	
28	NEHA.H.V	Antique Products	Pushpa Pranitha - 8277377808
29	NIKHIL S ANJANALLI	Learning app (byjus, white hat Jr, Cuemath, Toppr)	
30	NIKITHA.J.SHANBHOG	Credit Card	
31	NISHANTH KRISHNA	Donations to orphanage	Prajeeth - 9738309068
32	NIVEDITHA K SWAMY	Wealth Management services	
33	P.T.KIRTI	Luxury products	
34	PRAJWALA.H	Health care- Medical check up	Tharaga - 9566009176
35	PRAMOD K L	Life Insurance	
36	PRANITH KUMAR.S	Real estate site	
37	S SHREYAS	Health products to lose weight	Poornima - 9448503916
38	SAAHIL SRIKANT KULLOLI	DTH Services	
39	SACHITH B K	Donations to orphanage	
40	SANKALP.V	Wealth Management services	Prof. Rajkumar Chavan - 7022321828
41	SATHYA B NAYAKA	Antique Products	
42	SAURABH BHUPALI	Fitness apps	

43	SHEEBAL M S	Second hand vehicles	Chetan Vijay - 8884067776
44	SHIVAM ANVEKAR	Credit Card	
45	SHREEKRISHNA	Health care- Medical check up	
46	SHRI HARI L	Learning app (byjus, white hat Jr, Cuemath, Toppr)	Dhanush R C - 7892344935
47	SHUBHAM RAJENDRA REVENKAR	Donations to orphanage	
48	SHUBHAM SINGH	Club membership	
49	SHUBIKSHA S	Electric Automobiles	Hemanth - 9741735725
50	SIMRANJIT KAUR	Second hand vehicles	
51	SOUMYA GANAPATI HEGDE	Car insurance	
52	SOURAV SADANAND SWAR	Health products to gain weight	Prof. Rashmi Shetty - 9632855589
53	SWAMI SAMIKSHA PUSHPARAJ	Network marketing (Like Amway Modi care)	
54	SYED RAIHAN	Health care- Medical check up	
55	VAISHNAVI N	Movers and Packers	Mallikarjun Channi - 9916561856
56	VARUN.S.BHARADWAJ	Electric Automobiles	
57	VIPUL VILAS NAIK	Donations to oldage home	
58	VISHNU KUMAR	Fitness apps	Nikin Raj - 9964689090
59	YASHWANTH.A	Second hand vehicles	
60	YOGASHREE.C.N	Car insurance	



RASHTREEYA SIKSHANA SAMITHI TRUST

R V INSTITUTE OF MANAGEMENT
CA 17, 26 Main, 36th Cross, 4th T Block, Jayanagar
Bengaluru, Karnataka 560 041

INTERNATIONAL WOMENS DAY CELEBRATION DRAMA COMPETITION

Date : 8-3-2022	Venue : Seminar Hall
Time : 2.00-4.00PM	Semester & Section : I Semester A, B & C
No. of Participant : 133	Event Coordinator : Prof. Anitha B.M. D'silva

Objectives:

- To encourage students to take to part in curricular activities.
- To create, nurture and strengthen talents of students and exhibit the same during their study at the institute.
- To celebrate important festivals and present the same in the form of cultural programmes like play, drama and mime.

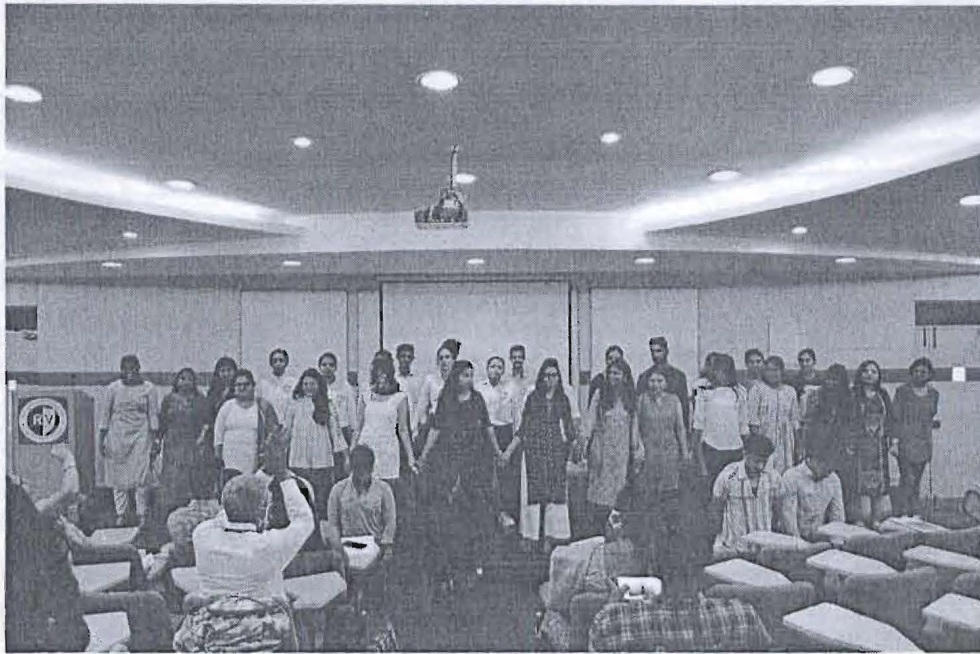
Each 1st semester section had to put up a drama with women as the central focus. The women can be from mythology, current situation, political side, who has contributed towards the human kind development. The total duration of the drama should be 20 mintues. Judges will judge the event and declare the winners.

Judges for the event



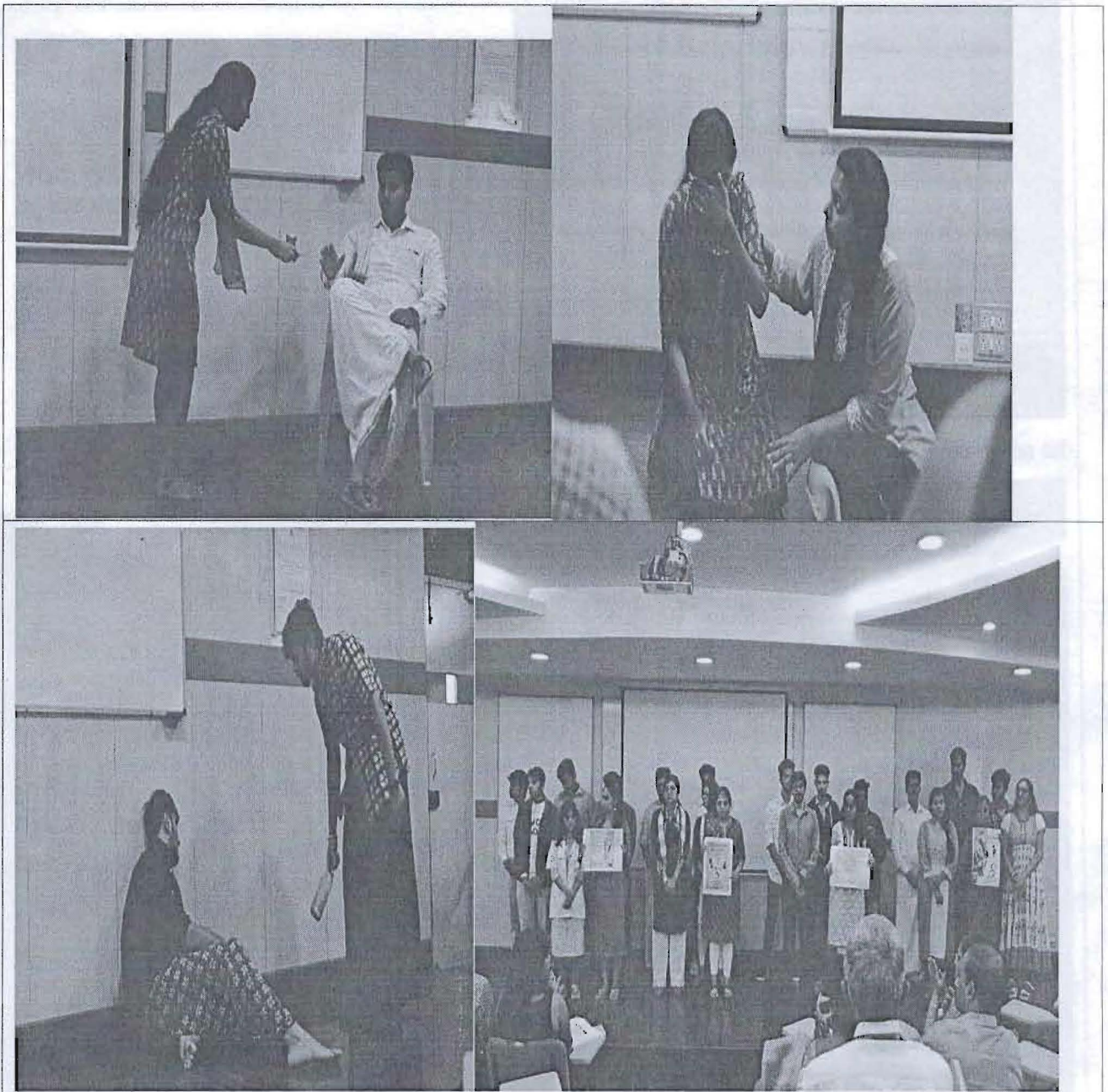
Ms. Supradha and Mr. Vikas VB Alumni 2018 batch judged the drama Competition.





1st Semester C section drama





Various topics related to women were enacted by the students. The struggles women face in household among the relatives, dowry, student harrasment, ill effects of alchohol etc where some areas that were touched and the drams were presented.

Winners of drama Competition were 1. Team C
 Outcome achieved attained:

The idea of organizing the drama was to bring in a certain amount of awareness about women and had continued towards the country. Enacting the life stories, struggles of women from history, the students have brought a remarkable change in the mind of the audience. Also all it brought about a huge impact on the minds of the students, faculty members, thereby achieving the major objective of the celebrations of International Women's Day.



Director

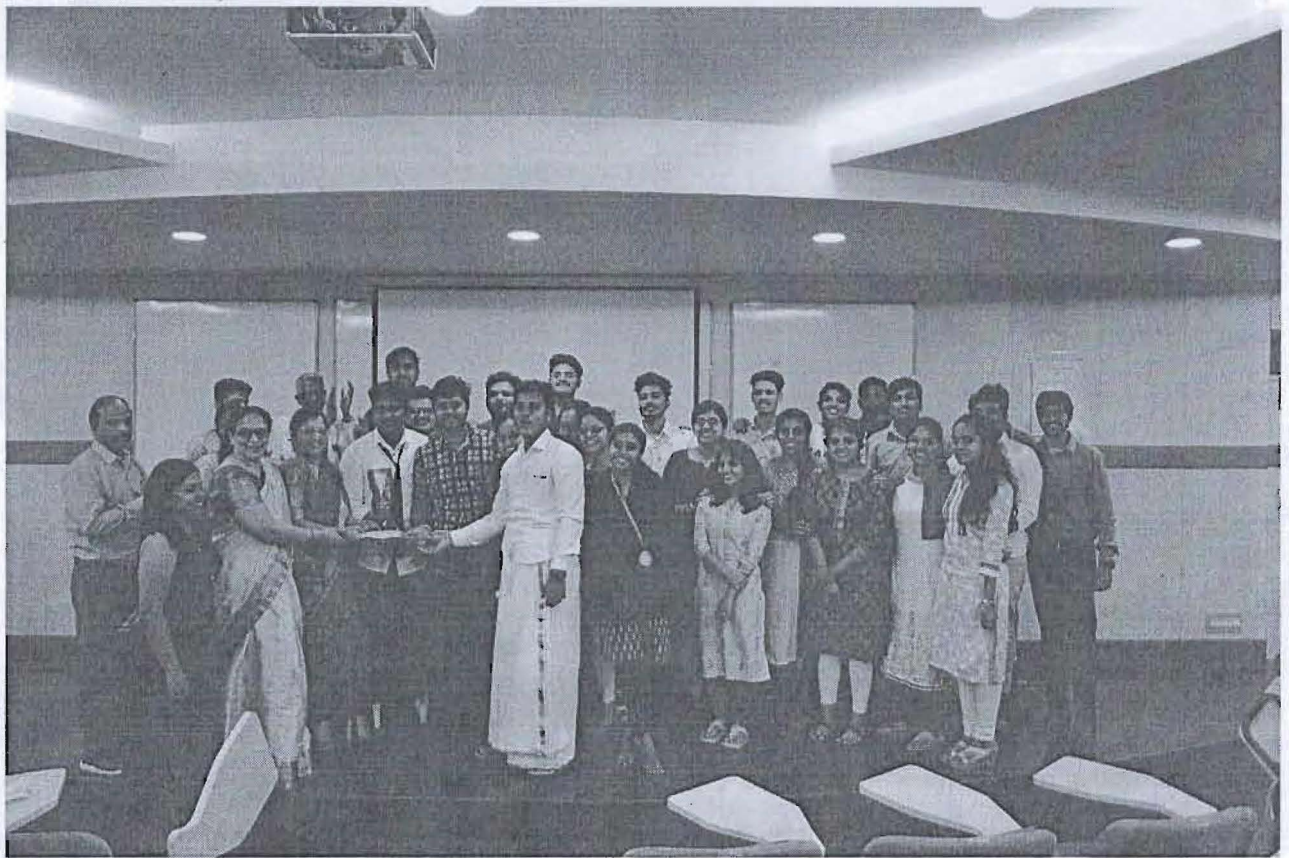


Event Coordinator

[Handwritten signature]



1st semester B section presentation



Winners of drama Competition were 1st sem C section

Outcome achieved/ attained:

The idea of organizing the drama was to bring in a certain amount of awareness about Women who had contributed towards the country. Enacting the life style and achievements, struggles of Women from history, the students have brought a remarkable change in the mindset of the audience. Above all it brought about a huge impact on the minds of the students and faculty members, thereby achieving the major objective of the celebrations of International Women's day.

Prof. Anitha BM Dsilva
Event Coordinator



Director

R V INSTITUTE OF MANAGEMENT

INTERNATIONAL WOMENS DAY MARCH 8TH, 2022

Sl. No	Name	Sec A	Signature
1	ABHISHEK SHENOY	A	Abhishek Sheno
2	ABHITHA K	A	Abhitha K
3	ADITYA UDAY HEGDE	A	AB
4	AKANKSH K G	A	#B
5	AKASH RACHAPPA KHANAGAVI	A	#B
6	AMIT KAMADOLLISHETTARU	A	#B
7	ANIKET SANJAY REVANKAR	A	Aniket
8	ANKITA GAJANAN NAIK	A	Ankita
9	ANUSHA	A	Anusha
10	ANVITH KUMAR	A	
11	ASHUTOSH KUMAR	A	
12	BASAVARAJ	A	
13	BERNARD FERNANDES	A	
14	BHASKARA PRABHU	A	
15	BHUVANES P	A	
16	CHAITANYA KAMATAGI B	A	Chaitanya
17	CHETAN SINGH M	A	Chetan
18	D SURIYA PRIYASREE	A	D. Suriya Priya
19	DEEPAK GIRISH KALYANI	A	
20	DINAH NEETHA NORONHA	A	Dinah
21	GAGANDEEP V N	A	Gagandeep
22	GIRISH N NASHI	A	
23	GURUBASAVARAJ K M	A	Gurubasavaraj
24	HARSHITHA SRINIVAS	A	Harshitha
25	HEMA S	A	Hema S
26	ISAAC JESSE K	A	
27	JATIN ARUN DESAI	A	
28	KALAVALA ABHISHTA	A	Abhishta
29	KAPARTHI BHAVANA	A	Bhavana K
30	KAUSTUBH LACHAPPANAVAR	A	Kaustubh
31	KAVYAPRIYA J	A	Kavyapriya J
32	KOKILA KULKARNI	A	
33	KSHITIJ.P.L	A	Kshitij

Section Wise Student List 2021-2023 Batch

Sl. No	Name	Sec A	Signature
34	LIKHITHA L	A	
35	LILIMA DASH	A	Lilima D
36	M LUQMAN NAWAZ	A	M Luqman Nawaz
37	M M JABEZ	A	
38	MADHURA A	A	
39	NAYAN KUMAR	A	Nayan
40	NEETHA KAMATH	A	Neetha Kamath
41	PAULOMEE BARUAH	A	
42	POOJARANI TALAWAR	A	Pooja
43	PRAJWAL S N	A	Prajwal S N
44	PRAKASH	A	
45	RAHUL RAM BHAT	A	
46	RAHUL S SANGOLLI	A	
47	RAMANABOINA ANAND KUMAR	A	
48	SAGI SAMPI	A	Sampi
49	SANKET SURESH SHIRSAT	A	
50	SHREEVATSA.H.V	A	
51	SHREYAS G A	A	Shreyas G A
52	SNEHA U	A	Sneha
53	SRUJANA S	A	Srujana S
54	SUCHITRA G	A	
55	SUTOPA DEB	A	
56	TEJAS N	A	
57	TRUPTHI CHANDRAHAS SHETTY	A	Trupthi
58	VARSHA	A	Varsha
59	VINAYAK RAO GAIKWAD	A	Vinayak Rao
60	VIOLA PINTO	A	Viola



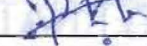
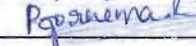


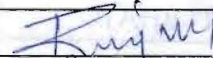
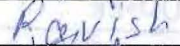


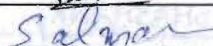
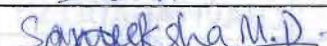









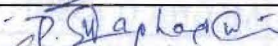
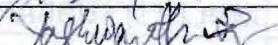
R V INSTITUTE OF MANAGEMENT

INTERNATIONAL WOMENS DAY MARCH 8TH, 2022

1	ADITI RANI	B	
2	AISHWARYA.G	B	
3	AISHWARYA.P	B	
4	AMITH BHAT	B	
5	ANIRUDH.K	B	
6	ANJANA KSHIRASAGAR	B	

Sl. No	Name	Sec B	Signature
R V INSTITUTE OF MANAGEMENT			
INTERNATIONAL WOMENS DAY MARCH 8TH, 2022			
1	ADITI RANI	B	<i>Aditi</i>
2	AISHWARYA.G	B	<i>Aishwarya</i>
3	AISHWARYA.P	B	<i>Aishwarya</i>
4	AMITH BHAT	B	<i>Amith</i>
5	ANIRUDH.K	B	<i>Anirudh</i>
6	ANJANA KSHIRASAGAR	B	<i>Anjana</i>
7	ANNASAGARAM RAGHAVENDRA	B	<i>A. Raghavendra</i>
8	B SHASHANK	B	<i>B. Shashank</i>
9	CHAVI JAGADEESH	B	<i>Chavi</i>
10	CHETHAN KUMAR V A	B	<i>Chethan</i>
11	CHIDRI BALAJI	B	<i>Balaji</i>
12	DEEPAK GOPALAKRISHNAN	B	
13	DHIRAJKUMAR BELVADI	B	
14	GURU VARUN G	B	
15	HEGDE PAVANA GANAPATHI	B	<i>P. Hegde</i>
16	JENISHA MENEZES	B	<i>Jenisha</i>
17	LOYSTON CRASTA	B	<i>Loyston</i>
18	M RITISH	B	<i>M. Ritish</i>
19	MADHUSUDAN G	B	<i>Madhusudan</i>
20	MAHANTH GOWDA K C	B	<i>M. Mahant</i>
21	MALLESH S	B	<i>Mallesha</i>
22	MEGHA U JOSHI	B	<i>Megha</i>
23	MUCHELI SUBBARAJU	B	<i>M. Subbaraju</i>
24	NAGARAJ GAJANAN HEGDE	B	<i>N. Hegde</i>
25	NAMRATHA.N	B	<i>Namratha</i>
26	NANDAGOPAL.B.R	B	<i>N. B. R.</i>
27	NAVEEN C	B	<i>Naveen</i>
28	NAVEEN SETTY N A	B	<i>Naveen</i>
29	NEELAMMA M K	B	<i>Neelamma</i>
30	NIRANJAN JANARDHAN HEGDE	B	<i>N. Hegde</i>
31	NITESH RAJPOOT	B	
32	NUTHANA.U	B	<i>Nuthana</i>
33	OLETI SAI SREENITHYA	B	<i>Oleti</i>

Section Wise Student List 2021-2023 Batch

Sl. No	Name	Sec	Signature
34	PAVAN KUMAR M	B	
35	POOJA VALLUR	B	
36	POORNAPRAJNYA.K.M	B	
37	POORNIMA L	B	
38	PRAJWALA	B	
39	PREETHAM.D.VARMA	B	
40	RAKSHITH R T	B	
41	RAMANUJAM .H.J	B	
42	RAVISHA RAMACHANDRA HEGDE	B	
43	REHAN FAISAL QADRI	B	
44	RICHA FLORINADA FERNANDES	B	
45	SALMAN FAISAL QADRI	B	
46	SAMEEKSHA.M.P	B	
47	SHASHI KUMAR R	B	
48	SHUBHA R	B	
49	SMITHA M	B	
50	SRAVANI SUNIL MHALSEKAR	B	
51	SRINIDHI KOMMULA	B	
52	SUPRIYA GOVIND BELSARE	B	
53	SYED MUSSAVEERULLA.A	B	
54	SYED SAMEER	B	
55	TANUSHREE R	B	
56	TEJAS H P	B	
57	VINIT SIDDHARTH SHAH	B	
58	VISHAL	B	
59	YASHASWINI.P	B	
60	YASHWANTH R	B	

Sl. No	Name	Sec C	Signature
R V INSTITUTE OF MANAGEMENT			
INTERNATIONAL WOMENS DAY MARCH 8TH, 2022			
1	ABHIJEETH MASHETTY	C	
2	AKANKSH P	C	Akanksh P.
3	AKHILA H	C	Akhila H
4	AMITH C	C	Amith C
5	AMOGHA.Y.G	C	Amogha Y.G
6	ANANYA.P.HEGDE	C	Ananya P.Hegde
7	ANUSHA PRAKASH	C	Anusha P
8	B.S.SUSHEN	C	B.S.Sushen
9	BHARATH.K.S	C	Bharath K.S
10	BHOOMIKA BHAT	C	Bhoomika Bhat
11	CHARANA.T.U	C	Charana T.U
12	DHANUSH.K V	C	Dhanush K.V
13	DHANYA SHARMA	C	Dhanyasharma
14	DIVYASHREE.M	C	Divyashree M
15	GANESH HEGDE	C	Ganesh Hegde
16	JAGADISH SHENOY.R	C	R Jagadish Sheno
17	KARTHIK P SHETTY	C	Karthik P Shetty
18	KARTHIK S	C	Karthik S
19	KOTHA KEERTHANA	C	Keerthana K
20	LIKITHA.A	C	Likitha A
21	M PRANEETH KUMAR REDDY	C	Praneeth R.
22	M.S.SUKRUT	C	Sukrut. MS.
23	MADHAN KUMAR C S	C	Madhan C.S
24	MANOJ .N.S	C	Manoj N.S
25	MANOJ RAKSHATH	C	Manoj R
26	MEHUL .V . BHASKAR	C	Mehul V.Bhaskar
27	NALASANI VARSHITHA	C	Varshitha N
28	NEHA.H.V	C	Neha H.V
29	NIKHIL S ANJANALLI	C	
30	NIKITHA.J.SHANBHOG	C	Nikitha J.
31	NISHANTH KRISHNA	C	Nishanth K
32	NIVEDITHA K SWAMY	C	Niveditha K Swamy
33	P.T.KIRTI	C	P.T.Kirti

Section Wise Student List 2021-2023 Batch

Sl. No	Name	Sec	Signature
34	PRAJWALA.H	C	Prajwala.H.
35	PRAMOD K L	C	
36	PRANITH KUMAR.S	C	
37	S SHREYAS	C	Shreyas.
38	SAAHIL SRIKANT KULLOLI	C	
39	SACHITH B K	C	sachith
40	SANKALP.V	C	
41	SATHYA B NAYAKA	C	
42	SAURABH BHUPALI	C	
43	SHEEBAL M S	C	Sheebal M S -
44	SHIVAM ANVEKAR	C	
45	SHREEKRISHNA	C	
46	SHRI HARI L	C	Shri Hari
47	SHUBHAM RAJENDRA REVENKAR	C	
48	SHUBHAM SINGH	C	
49	SHUBIKSHA S	C	Shubiksha
50	SIMRANJIT KAUR	C	
51	SOUMYA GANAPATI HEGDE	C	
52	SOURAV SADANAND SWAR	C	
53	SWAMI SAMIKSHA PUSHPARAJ	C	Samiksha
54	SYED RAIHAN	C	
55	VAISHNAVI N	C	
56	VARUN.S.BHARADWAJ	C	Varun
57	VIPUL VILAS NAIK	C	
58	VISHNU KUMAR	C	
59	YASHWANTH.A	C	
60	YOGASHREE.C.N	C	



RASHTREEYA SIKSHANA SAMITHI TRUST
R V INSTITUTE OF MANAGEMENT
CA 17, 26 Main, 36th Cross, 4th T Block, Jayanagar
Bengaluru, Karnataka 560 041

GREEN CREW- ECO CLUB

Date: 7-12-2021	Venue: Seminar Hall
Time: 10am to 2.00pm	Semester & Section: III Semester A, B, C & D
No. of Participant:	Event Coordinator: Prof. Anitha B.M. Dsilva
Resource Person	Mr. Yallappa Reddy

Objectives:

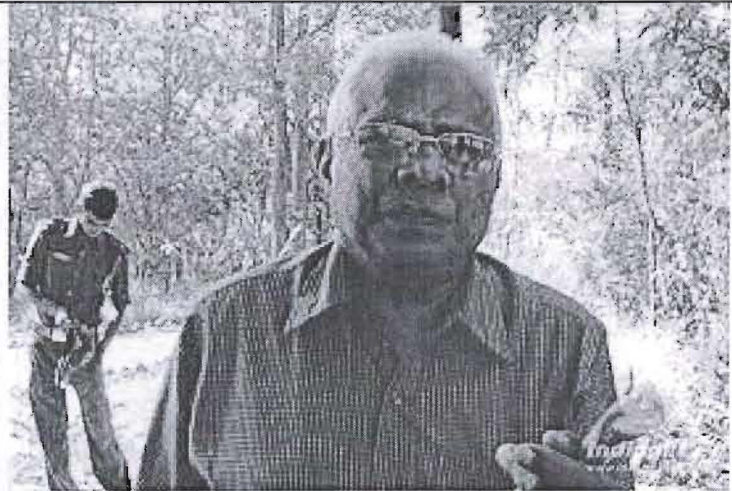
- To motivate the students to know about the environment and their
- To evaluate the knowledge about public and sanitary workers, burning of waste etc.
- To sensitize and conduct programmes at the institutional level.
- To get inspiration, motivation by listening to noted environmentalist about Wild Life Sanctuaries/Parks/Forest areas to know about the Bio-diversity

Agenda/Flow of the Event

- Environment Quiz Round 1, Round 2, Round 3
- Conduct of Round 4 and judging of case presentation
- Introduction of the Resource Person
- Address by the Resource Person


Profile of the Resource person Mr. Yallappa Reddy: Environmentalist

He was posted in Karnataka and served in various capacities in the state. His area of interest was conservation of natural forests, and protection of endangered animals and plants of Western Ghats. In addition, during his tenure as conservator of Forests, he established several herbal gardens, sacred groves and Pavithra Vanas by delving into ancient literature and in consultation with experts in the field of ayurveda and local health traditions. Organized and chaired national seminars on Ornithology and Bird conservation.



Presently he is in the Governing council member of foundation for ecological security of India, Member, Karnataka High court, Lok Adalat, Chief advisor to Bangalore University Bio-diversity Park, Chief advisor to Ahgastya International, Kuppam and Chairman, Bangalore corporation Bio-diversity board.

CIRCULAR


K.V. INSTITUTE OF MANAGEMENT
K. V. INSTITUTE OF MANAGEMENT, 11, DAVAR STREET, NEW BANGALORE, BANGALORE, KARNATAKA, INDIA
PHONE: 9845211011, 9845211012, 9845211013, 9845211014

Reg. No: RV/IN/DIR/1/2021/22 Date: 4-12-2021

CENTRE FOR SOCIAL RESPONSIBILITY

CIRCULAR

This is to inform all the 3rd Semester students that the Eco Club (Green Crew) under Centre for Social Responsibility is organizing Environmental Quiz on Thursday, 7th December 2021 at 10.30am in the Seminar Hall. The students who have registered for the quiz will assemble in Seminar hall at 10.25am.

The Inauguration of the Eco club will be at 12.30pm in the seminar hall. The chief guest for the event is Dr. A. N. Vallappa Reddy, Governing Council member of Foundation for Ecological Security of India.

We request all 3rd semester students to join for the inauguration at 12.30pm. Attendance is compulsory.

Note: It's an academic oriented programme


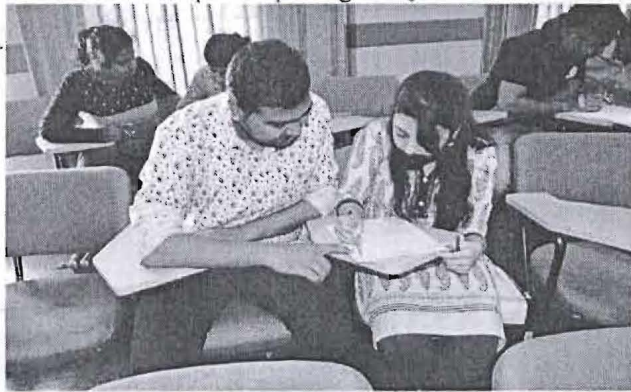

Director

PHOTO GALLERY

Students participating in Quiz Round I

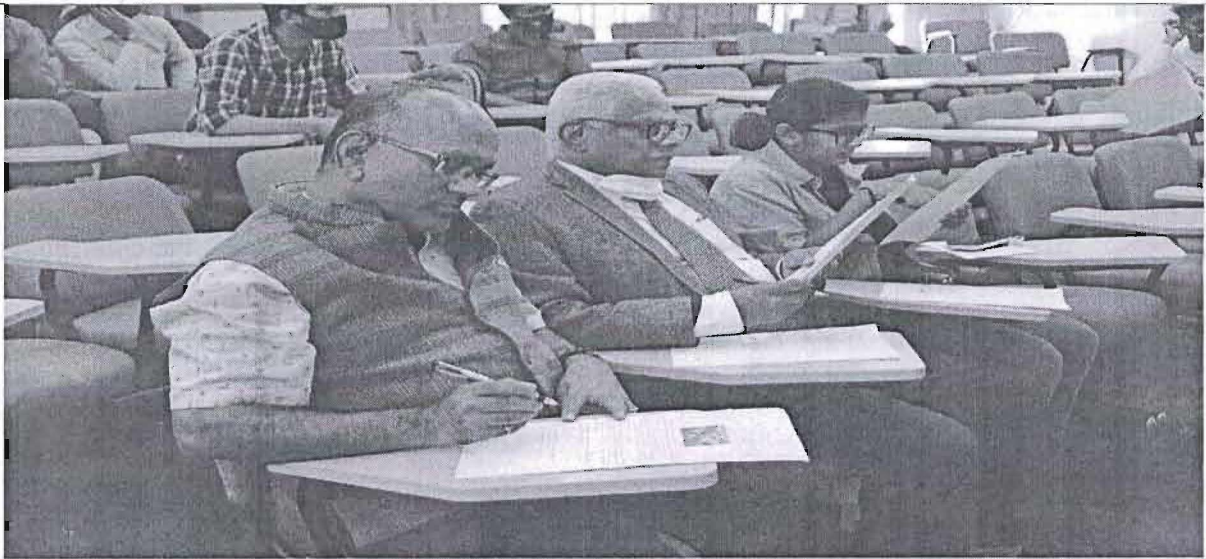
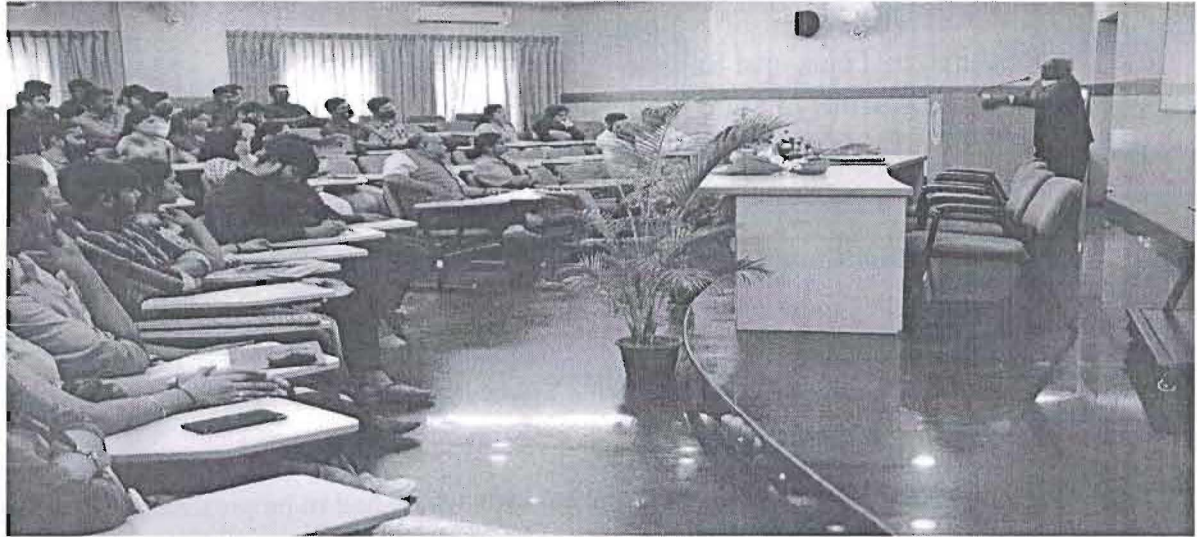


Students participating in Quiz Round I



Resource person: Mr. Yallappa Reddy, Prof. Anitha BM Dsilva and Prof.A. Chandran





The Winners of the event:

1. First Prize: Aizas and Shiva Subramanya
2. Second Prize: Tejas and Sahana
3. Thrid Prize: Amulya and Darshni
4. Consolation Prize: Meghana and Tejaswini

Feedback/ Coordinators Comment:

The Environment quiz had around 20 questions in round 1. There were 19 teams of 38 students. The organisers Ms. Subhasini, Ms. Anusha, Mr. RahulY, Mr. Raskhith S and Rakshith TG

Ms. Lakshmi were few of them who initiative and set up the event.

In the final round, a case study was given to the students which had to be presented to the panel of 3 judges. The resource person was one of the judges.

Mr. Yalappa Reddy in his address spoke on the importance of conservation of forest, fauna, bird's species, water harvesting etc. He spoke about the workers who contributed towards plantation and to build up, protect natural forests in western Ghats. It is also important to protect endangered animals and birds of Western Ghats.

Dr. Purushottam bung also emphasized on the importance of planting trees and the club should take up this programme seriously and complete at least event on planting of samplings.

The winners were recognized and memento in a form of a book was given to the students.

Mr. A. Chandran, coordinator of CSR was also present in the event and facilitated the smooth flow of the event.


Prof. Anitha BM Dsilva, guided he students in preparation of the quizzes, case study and the entire event.

Outcome achieved/ attained:

Through this programme the youngsters were able to understand the importance of liking the mother land, nature, flora and fauna. Moved with the information they received, many of the students decided that they would keep programmes like picking of plastics, cleaning of surroundings, waste water research etc.

The objective of sensitizing about environemnt and conduct programmes at the institutional level was to a certain extent was able to be achieved.

To get inspiration, motivation by listening to noted environmentalist about Wild Life Sanctuaries/Parks/Forest areas to know about the Bio-diversity was successfully completed bring in noted environmentalist Mr. Yallappa Reddy.


Prof. Anitha BM Dsilva
Event Coordinator


Director



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RV Institute of Management

CA 17, 36th Cross, 26th Main, 4th 'T'Block, Jayanagar, Bangalore – 560 041

Ph: 080-26547048 Fax: 26654920; URL: rvim.edu.in ; Email: contact.rvim@rvei.edu.in



Certificate of Participation

Green Crew- Eco Club CSR Eco - Quiz Competition

*This is to certify that Mr/Ms. _____ of
III Semester MBA Participated / organised/ won _____ prize in the Quiz Competition of
'Green Crew' Eco Club Launch event held at R. V. Institute of Management, Bangalore on Tuesday, 7th December,
2021.*


Prof. Anitha BM D'silva
Coordinator

Dr. Purushottam Bung
Director

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CENTRE FOR SOCIAL RESPONSIBILITY


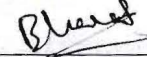

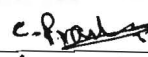

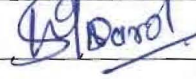
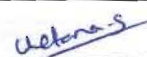

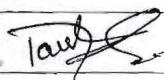




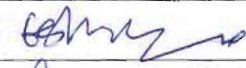

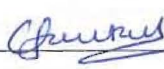



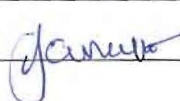
Green Crew- Environment Quiz








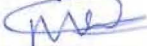
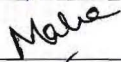
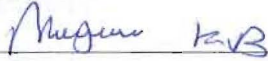




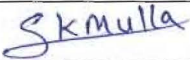
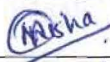




Attendance

Date: 7-12-2021

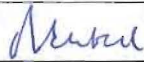

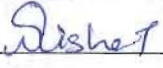

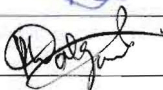
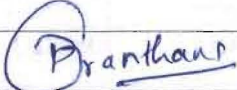
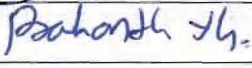
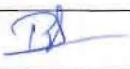



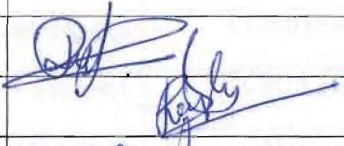
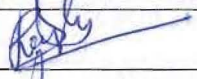
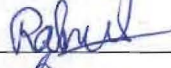



Sl.No	Student Reg. No	Student Name	Signature
1	MB207601	A B GANAPATHY	<i>ganapathy</i>
2	MB207602	ABHILASH K	<i>Abhilash K</i>
3	MB207603	Abhishek Kumar	
4	MB207604	ABHISHEK SHANTINATH UPADHYE	<i>Abhishek</i>
5	MB207606	ADARSHA K	
6	MB207607	ADITYA S SHETTAR	
7	MB207608	AFFEEFAH BAKHTAR MAJUMDAR	<i>Affee Fah</i>
8	MB207609	AIJAZ MUJAWAR	
9	MB207610	AISHWARYA .K.M	<i>Aishwarya</i>
10	MB207611	AISHWARYA S K	<i>Aishwarya S K</i>
11	MB207612	AJEY M	<i>Ajey M</i>
12	MB207613	AKHILSHYAM K B	<i>Akhilshyam</i>
13	MB207614	AKSHAY H S	
14	MB207615	AKSHAY.G.S	
15	MB207616	AMOGHA HEGDE	<i>Amogha</i>
16	MB207617	AMULYA H R	<i>Amulya</i>
17	MB207618	ANAGHA HEGDE	<i>Anagha</i>
18	MB207619	ANANYA .C. SHIEH	<i>Ananya</i>
19	MB207620	ANOOP BHARGAV M	
20	MB207621	ANUSHA RAGHAVENDRA HEGDE	<i>Anusha</i>
21	MB207622	Apeksha P	
22	MB207623	APOORVA M	<i>Apoorva</i>
23	MB207624	APOORVA RAGHU RAO	<i>Apoorva</i>
24	MB207625	APOORVA SUNIL PATIL	
25	MB207626	ARVIND RAJ V	<i>V. Arvind</i>



Sl.No	Reg. No	Name of the student	Signature
26	MB207627	ASHADEEP M HEGDE	
27	MB207628	BHARATH.C	
28	MB207629	BHAVANI VISHWAKARMA	
29	MB207630	C. PRASANTH KUMAR	
30	MB207631	C.PRANATHI	
31	MB207632	CAROL SWETHA NORONHA	
32	MB207633	CHAITHANYA BK	
33	MB207634	CHAKRAVARTHY BM	
34	MB207635	CHANDAN N H	
35	MB207636	CHANDAN S	
36	MB207637	CHANDANA.T	
37	MB207638	CHETANA. S	
38	MB207639	CHEZHAN S	
39	MB207640	CHINMAY HEGDE	
40	MB207641	DARSHINI G	
41	MB207642	DEEKSHA BOPAIAH	
42	MB207643	DELSON GLAN D SILVA	
43	MB207644	DHANANJAY DURVE	
44	MB207645	DHANASHRI SUBHASH KABRA	
45	MB207646	DISHA SANTOSH NAIK	
46	MB207647	DIVESH	
47	MB207648	DRINYA K CHANDRAN	
48	MB207649	ESHANYA M	
49	MB207650	ESHWAR DARSHAN.K.M	
50	MB207651	GAUTHAM M	
51	MB207652	GOKUL NAYAK	
52	MB207653	GURU RAGHAVENDRA S	
53	MB207654	H R Rithesha	
54	MB207655	INDRANEEL DAS	
55	MB207656	JAGRITY	
56	MB207657	JANAK KARKERA J	

Sl.No	Student Reg. No	Student Name	Signature
57	MB207658	K KIRTHAN	
58	MB207659	KARNIKA MRIDUL	
59	MB207660	KARTHIK.M.S	
60	MB207661	KARUNA V DIVATE	
61	MB207662	KAUSHIK CB	
62	MB207663	KAVYA GANAPATI HEGDE	
63	MB207664	KETHA SUSHMITHA MADHULEKHA	
64	MB207665	KOPPOLU SUDARSAN RAHUL	
65	MB207666	KOUNDINYA.R	
66	MB207667	KRITIKA SHANTHARAM SHENOY	
67	MB207668	LIKHITH H K	
68	MB207669	M JANANI PRIYA	
69	MB207670	MAHESH S	
70	MB207671	MAHIMA HARISH BHAT	
71	MB207672	MALENDER S DEYANNAVAR	
72	MB207673	MANOJ K B	
73	MB207674	MANOJ.M	
74	MB207675	MANU KIRAN H K	
75	MB207676	MAYUR K.S	
76	MB207677	MEGHANA VINAYAK HEGDE	
77	MB207678	Mishana Motesh Dsouza	
78	MB207679	MOHAMADASADIQ MULLA	
79	MB207680	MOHAMED SAIFUDDIN F	
80	MB207681	MOHAMMED MOHASIN YARNAL	
81	MB207682	MONISHA M	
82	MB207683	MRUTYUNJAYA SANGRESAKOPPA	
83	MB207684	N PRATHIBHA	
84	MB207685	NAVANDHAR NIKHIL MANISH	
85	MB207686	NEHA CHIDAMBAR KULKARNI	
86	MB207687	NIKHIL S KOTIAN	



Sl.No	Student Reg. No	Student Name	Signature
87	MB207688	NIKITA	
88	MB207689	NIRANJAN M	
89	MB207690	Nisha T	
90	MB207691	NISHANT KUMAR SHARMA	
91	MB207692	P RAHUL SINGH	
92	MB207693	PHALGUNI P	
93	MB207694	PRAJNA	
94	MB207695	PRAJNA SHETTY	
95	MB207696	PRARTHANA SINGRI	
96	MB207697	PRARTHANA UPADHYAYA	
97	MB207698	PRASHANTH	
98	MB207699	PRATEEK PRABHU RAMANNAVAR	
99	MB207700	PRATEEKSHA R CHUNGANI	
100	MB207701	PRATIK	
101	MB207702	PRINSON DLIMA	
102	MB207703	PRIYANKA. A	
103	MB207704	PUNITHA K	
104	MB207705	RACHANA D	
105	MB207706	RACHANA H GOWDA	
106	MB207707	RACHANA KUMARI	
107	MB207708	RAGHAVENDRA J.P	
108	MB207709	RAHUL MONDAL	
109	MB207710	Rahul Yalavatti	
110	MB207711	RAKESH	
111	MB207712	RAKSHITH	
112	MB207713	RAKSHITH HEGDE	
113	MB207714	RAKSHITH S	
114	MB207715	RAKSHITH T G	
115	MB207716	ROHAN R R	
116	MB207717	Roshani	
117	MB207718	ROSHNI MUTHRAJ	



Sl.No	Student Reg. No	Student Name	Signature
118	MB207719	RUBINA AFREEN	
119	MB207720	S.CHETHAN	<i>S. Chethan</i>
120	MB207721	SACHITH KUMAR	<i>Sachith</i>
121	MB207722	SAHANA M S	<i>M.S. Sahana</i>
122	MB207723	SAKSCHI SINGH	
123	MB207724	SAMIKSHA S SHETTY	<i>Samiksha</i>
124	MB207725	SANDEEP H S	<i>Sandeep</i>
125	MB207726	SANTHOSH KIRAN S	<i>Santhosh</i>
126	MB207727	SARIKA MALLYA U	<i>Sarika</i>
127	MB207728	SATISHKUMAR K PILLE	<i>Satish K</i>
128	MB207729	SHARAN BANDRAD	
129	MB207730	SHARVANI M S	<i>Sharvani M.S.</i>
130	MB207731	SHASHANK Y	<i>Shashank Y.</i>
131	MB207732	SHETTY LAVANYA SHEKHAR	<i>Lavanya</i>
132	MB207733	SHISHIR.S.ACHARYA	
133	MB207734	SHIVAKUMAR C H	<i>Shivakumar</i>
134	MB207735	SHIVASUBRAMANYAM S PATANGI	<i>Shivasubramanyam</i>
135	MB207736	SHREE VAISHNAVI SUTRAVE	<i>Shreevaishnavi</i>
136	MB207737	SHRESTA B BHAT	<i>Shresta B.</i>
137	MB207738	SHRUTHI G	
138	MB207739	SHRUTHI.R	<i>Shruthi R.</i>
139	MB207740	SIDDHANT BHARAT MUCHAKANI	<i>Siddhant</i>
140	MB207741	SINDHU L DABEER	<i>Sindhu</i>
141	MB207742	SIRISHA K J	<i>Sirisha</i>
142	MB207743	SNEHA GOWDA R	<i>Sneha</i>
143	MB207744	SOUBHAGYA BHAT	<i>Soubhagya</i>
144	MB207745	SPARSHA S	<i>Sparshta</i>
145	MB207746	SRILAXMI	<i>Srilaxmi</i>
146	MB207747	SRIPOORNA INDURKAR	<i>Sripurna</i>
147	MB207748	SRUSHTI B R	<i>Srushti</i>
148	MB207749	SUBHASHINI K N	<i>Subhashini K.N.</i>



Sl.No	Student Reg. No	Student Name	Signature
149	MB207750	Suhas H	<i>Suhas H</i>
150	MB207751	SUHAS M	
151	MB207752	SUHAS N K	<i>Suhas N K</i>
152	MB207753	SUJAY SHAH	<i>Sujay Shah</i>
153	MB207754	SUJAYA BHAT	
154	MB207755	SUKANNYA DALAL	<i>Sukannya Dalal</i>
155	MB207756	SUMIT NAGANATH	<i>Sumit Naganath</i>
156	MB207757	SUPREETH S	
157	MB207758	Suraj G S	<i>Suraj G S</i>
158	MB207759	SURAJ HS	
159	MB207760	SURAJ.S.P	
160	MB207761	SWATI VINAYAK HEGDE	<i>Swati</i>
161	MB207762	TALWAR PRAVEEN GUDDAPPA	
162	MB207763	TEJAS ROHIDAS BHANDARI	<i>Tejas</i>
163	MB207764	TEJASHREE R	<i>Tejashree R</i>
164	MB207765	TEJASHWINI LOKAPURAMATH	<i>Tejashwini</i>
165	MB207766	TEJASVI GANGADHAR ANGADI	<i>Tejasvi</i>
166	MB207767	TEJASWINI PRASANNA HEGDE	
167	MB207768	THEJASVITA J	
168	MB207769	Tripuresh Tiwari	
169	MB207770	TRIVADAN M HEGDE	<i>Trivadan</i>
170	MB207771	ULLAS SHRIPAD SHET	
171	MB207772	VAIBHAV MALAVIYA	<i>Vaibhav</i>
172	MB207773	VARSHA BIRADAR	<i>Varsha</i>
173	MB207774	VARSHA K	<i>Varsha K</i>
174	MB207775	VELUGU SUJANI KRISHNA	
175	MB207776	VIKAS SETH	
176	MB207777	VINAY KUMAR G S	<i>Vinay</i>
177	MB207778	VINAYAK GOLIHALLI	<i>Vinay</i>

188 MB197617

Bharath . P

Signature

**PART B
SESSION PLAN**

**FIRST SEMESTER
211-Business Communication**

Name of Faculty:

**Prof. Sowmya D.S
Prof. Rashmi Shetty
Prof. Uma Sharma**

Total Hrs. - 36

Section: A, B and C

Module	Session (1hr per session)	Topic	Method Of Teaching	Reference/Additional reading
01	2 hrs	Introduction To Communication Role and Nature of Communication	Group Activity- Icebreaker – activity 'chain introduction. Class lecture- Video explainer-	Business Communication, Cases and Concepts - Chaturvedi and Chaturvedi Pearson Publishing PPT for Concept explanation (to be provided by faculty)
	1 hr	Theory of communication Elements of communication	Class Lecture	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing PPT for Concept explanation (to be provided by faculty)
	1 hr	Process of Communication Types of Communication	Class Lecture	C.R. Reddy Business Communication, Adair, John. Effective Communication. London: Pan Macmillan Ltd., 2003
	1 hr	Barriers of Communication Characteristics of Communication	Class Lecture Case Study: Communication Failure	C.R. Reddy Business Communication, Adair, John. Effective Communication. London: Pan Macmillan Ltd., 2003 Additional reference material_- http://www.bbc.co.uk/worldservice/learningenglish/radio/specials/15
	1hr	Importance of Communication in Management. Need for Communication in management,	Video explainer- Importance of Effective communication https://youtu.be/kf-q1hQhiyU	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing PPT for Concept explanation (to be provided by faculty)

			Class Activity: Role play – (Conducting pick n speak between two member student groups).	
02	3hrs	Business Letters and Memos (Writing Persuasive Letters, Pleasant, Letters and Memo).-	Class lecture and activity- Letter writing Using templates (https://www.thebalancecareers.com/search?q=letter+templates+) Case Study: Reply Sent to an Erring Customer	Guffey, Mary Ellen. Essentials of Business Writing. Ohio: South-western College Pubg., 2000 Reference resource: My English BBC online. And The balance career
	3hrs	Business Report Writing (What is Report, Purpose of Report, Objective of Report, Elements of Long and Formal report.)	Class lecture and activity: Business Report writing (Report writing using available data).	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	1hr	Oral Communication – Effectiveness and Application.	Class Lecture Video: Explaining Org Communication https://youtu.be/kaH4xfodN3w	C.R. Reddy Business Communication, Adair, John. Effective Communication. London: Pan Macmillan Ltd., 2003
	1hr	Non –Verbal Communication – Classification of Non-Verbal Communication	Class Lecture Video explaining - Non Verbal Communication (https://www.coursera.org/lecture/powerpoint-presentations/non-verbal-communications-liucn?utm_source=link&utm_medium=page_share&utm_content=vlp&utm_campaign=top_button) In-class - reading: (https://www.thebalancecareers.com/nonverbal-communication-skills-2059693)	C.R. Reddy Business Communication, Adair, John. Effective Communication. London: Pan Macmillan Ltd., 2003 Pease, Allan. Body Language. Delhi: Sudha Publications, 1998. Reference resource: The balance career

03	1Hr	Communication Application - Negotiation Skill –Nature of Negotiation,	Class Lecture: Class Activity: Role Play – Competition on	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing PPT for Concept explanation (to be provided by faculty).
	1hr	Factors that affect Negotiation, Stages for Negotiation Strategies.	Class Lecture: In-class reading material: https://www.thebalancecareers.com/negotiation-skills-list-2063760#toc-jobs-that-require-negotiation-skills	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing Supplementary Reading:
	1Hr	Presentation Skill –What are Presentations, Elements of Presentation,	Class Activity: Lab Session Practice of the Presentation preparation.	Hughes, Shirley. Professional Presentations: A Practical Guide to the Preparation and Performance of Successful Business Presentations. Sydney: McGraw-Hill, 1990
	3hrs	Designing Presentation,- Giving the Presentation.	Class Activity: Lab Session Practice of designing the presentation using - MS Office –PPT, Google slides, Prezi.	Hughes, Shirley. Professional Presentations: A Practical Guide to the Preparation and Performance of Successful Business Presentations. Sydney: McGraw-Hill, 1990
	1Hr	Project Report Writing Skills	Class Lecture: Use of Sample reports	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	2hr	Business Project Report - Method of Project Report writing.	Class Lecture: Use of Sample reports	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	2hr	Academic Project Report - Method of Project Report writing.	Class Lecture: Use of Sample reports	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	1hr	Preparing CV's-Resume- Significance of Resume Types of Resume	Class Lecture: In –Class reference for templates: https://www.thebalancecareers.com/resume-formats-with-examples-and-formatting-tips-2063591 Case Study: Employment Interview of RP Sinha.	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing

	2 hr.	Preparing CV's-Resume- Preparing a Resume/Video Resume	Class Activity : Preparing resume Tips for Effective Resume Writing: https://www.thebalancecareers.com/how-to-write-a-targeted-resume-2063193 Video Resume: https://www.thebalancecareers.com/tips-for-creating-a-video-resume-2064219	Business Communication, Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	1hr	Group Discussion And Personal Interview-	Mock Interview-Demo Mock Group Discussion - Demo How to prepare for Interview: https://www.thebalancecareers.com/how-to-prepare-for-a-job-interview-2061361 Monster.com resume review	Prasad, H. M. How to Prepare for Group Discussion and Interview. New Delhi: Tata McGraw-Hill Publishing Company Limited, 2001.
04	1hr	Communicative English and Grammar – Appropriate Form of Sentences	Class Lecture	Business Communication Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	1hr	Use of Tense- Incorrect and correct form of tense in a sentence	Class Lecture Video for use of action words https://youtu.be/_2ZDNgtAsbw	Business Communication Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	1hr	Use of Punctuations and Capitalization	Class Lecture	Business Communication Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	1hr	Use of Infinites and Prepositions	Class Lecture	Business Communication Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	1hr	Use of Gerunds and Participles	Class Lecture	Business Communication Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing
	1hr	Use of Idioms and Phrases	Class Lecture	Business Communication Cases and Concepts- Chaturvedi and Chaturvedi Pearson Publishing

05	1hr	Communication Skills For all Digital Communication Importance of Digital Media in Todays Communication.	<p>Class Lecture</p> <p>Video Explainer- https://youtu.be/UV46n44jnoA Doc: https://youtu.be/8HE43CFLIag (12mins Documentary on need for up skilling)</p> <p>In class-reading: https://www.thebalancecareer.com/digital-media-skills-2062387</p>	Lesikar, Raymond V and Marie E. Flatley. Basic BusinessCommunication: Skills for Empowering the Internet Generation: Ninth Edition. New Delhi: Tata McGraw-Hill, 2002
	1hr	Types Digital Media.	<p>Class of Lecture</p> <p>In-class reading: https://www.thebalancecareer.com/list-of-the-best-skills-for-resumes-2062422</p>	Lesikar, Raymond V and Marie E. Flatley. Basic BusinessCommunication: Skills for Empowering the Internet Generation: Ninth Edition. New Delhi: Tata McGraw-Hill, 2002
	1hr	Mode of Building Communication on Digital Media-Personal and Corporate.	<p>Class Activity: Lab session on use of social media for corporate – LinkedIn. Personal – Facebook, Instagram</p>	Lesikar, Raymond V and Marie E. Flatley. Basic BusinessCommunication: Skills for Empowering the Internet Generation: Ninth Edition. New Delhi: Tata McGraw-Hill, 2002
	1hr	Effective writing style for the Digital Media	<p>Class Lecture</p>	Lesikar, Raymond V and Marie E. Flatley. Basic Business Communication: Skills for Empowering the Internet Generation: Ninth Edition. New Delhi: Tata McGraw-Hill, 2002
	1hr	Networking through Digital media	<p>Class Activity: Lab session on use of social media for networking through - LinkedIn. Personal – Facebook, Instagram</p>	Lesikar, Raymond V and Marie E. Flatley. Basic Business Communication: Skills for Empowering the Internet Generation: Ninth Edition. New Delhi: Tata McGraw-Hill, 2002
	1hr	Profile Building for Digital Media	<p>Class Activity: Lab session on building profile for social media</p>	Lesikar, Raymond V and Marie E. Flatley. Basic Business Communication: Skills for Empowering the Internet Generation: Ninth Edition. New Delhi: Tata McGraw-Hill, 2002



BUSINESS RESEARCH METHODS - 21MBA214
Part B

Course Contents and Session Plan

Session No	Coverage of Topics	Pedagogy	Pre-class reading/ Additional reading
1	Module 1 Nature and role of Business Research, Types of Research based on Purpose, Process, Outcome	Introduction Case Classroom Discussion	PPT shared with Students Add resource: Website for Research Reports – www.ibef.org
2	Features of a good Research Study, Research Process, Internet and research	Lecture Case study discussion Video on research process- https://study.com/academy/lesson/writing-research-questions-purpose-examples.html ✓	Text Book for Reference Research Methodology Uma Shekaran Add reading Sample of Research Paper circulated to students
3	Theory Building – constructs, propositions, variables and hypotheses	Lecture Video for Class https://study.com/academy/lesson/research-variables-dependent-independent-control-extraneous-moderator.html	Text Book for Reference Research Methodology Uma Shekaran
4	Module 02: Definition and Statement of the Problem, Evaluation of the Problem, Criteria	Lecture	Text Book for Reference Research Methodology Uma Shekaran
5	Primary Data Collection, Classification of Survey methods,	Lecture Video link for class https://study.com/academy/lesson/strategies-for-choosing-a-data-collection-technique.html	Text Book for Reference Research Methodology Uma Shekaran
6	Evaluation Criteria for Survey Methods; Observation Techniques	Lecture	Text Book for Reference Research Methodology Uma Shekaran
7	Classification of Observation Methods, Advantages and Limitations of Observation Techniques,	Lecture	Text Book for Reference Research Methodology Uma Shekaran
8	Benefits and Drawbacks of Secondary data. Qualitative methods	Lecture	Text Book for Reference Research Methodology Uma Shekaran
9	Observational Methods, Focus Group Method, Personal Interview Method and Projective, Techniques	https://study.com/academy/lesson/the-literature-review-process.html	Text Book for Reference Research Methodology Uma Shekaran
10	Scales of Measurement Criteria for Good Measurement	Lecture	Text Book for Reference Research Methodology Uma Shekaran
11	Types of Questionnaire; Questionnaire	Lecture Video https://study.com/academy/lesson/the-literature-review-process.html	Text Book for Reference Research Methodology Uma Shekaran Sample google form for class use :https://docs.google.com/forms/d/e/1FAIpQLSdli-WaC6XWIZko3Dghk5UadEdPYyhOziePnpE

			ZsA64yA8SeA/viewform?usp=sf_link
12	Design Procedure, Pilot test, validity and reliability of Questionnaire, Cronbach's alpha, interview schedule.	Lecture	Webinar on Business Research Text Book for Reference Research Methodology Uma Shekaran
13	Sampling, Concept of Sample and Target Population	Lecture	Text Book for Reference Research Methodology Uma Shekaran
14	Census and Sampling, Sample frame, Sample unit and sample element, Sample size, Determination of Sample Size,	Lecture	Text Book for Reference Research Methodology Uma Shekaran
15	Probability and Non Probability, Sampling v/s Non-Sampling Error Data Preparation,	Lecture	Text Book for Reference Research Methodology Uma Shekaran
16	Data Preparation, Field Validation, Data editing, Coding, Content Analysis, Classification and Tabulation of Data, data transformation	Lecture	Text Book for Reference Research Methodology Uma Shekaran
17	Basic data analysis: Descriptive Statistics, Univariate and Bivariate, Parametric & Non-Parametric	Lecture	Webinar on Decision Making for Business Research Text Book for Reference Research Methodology Uma Shekaran
18	Hypothesis, Error in Testing of Hypothesis, Critical Region, Degrees of Freedom, One Tailed & Two Tailed Tests, Standard Error;	Lecture	Text Book for Reference Research Methodology Uma Shekaran
19	Degrees of Freedom, One Tailed & Two Tailed Tests, Standard Error;	Lecture	Text Book for Reference Research Methodology Uma Shekaran
20	Procedure for Testing of Hypothesis. Parametric test,	Lecture Video for class <u>https://study.com/academy/lesson/using-existing-statistics-to-college-social-research-data.html</u>	Text Book for Reference Research Methodology Uma Shekaran
21	Non parametric test (Conditions for applicability, practical applicability)	Lecture	Text Book for Reference Research Methodology Uma Shekaran
22	Types of Research Report, Report Format, Report Writing	Case report writing discussion	Sample report discussion in class
23	Report Writing – Insight from the communication models, Report Formulation,	Lecture	Text Book for Reference Research Methodology Uma Shekaran
24	Research Briefing –Oral Presentation, reports on the internet	Case report writing discussion	Text Book for Reference Research Methodology Uma Shekaran
25	Report Formulation,	Lecture	Text Book for Reference Research Methodology Uma Shekaran
26	Report Summary	Lecture	Text Book for Reference Research Methodology Uma Shekaran
27	Lab Session	Workshop	Resource Person-External
28	Lab Session	Workshop	Resource Person-External
29	Lab Session	Workshop	Resource Person-External
30	Lab Session	Workshop	Resource Person-External
31	Lab Session	Workshop	Resource Person-External

32	Lab Session	Workshop	Resource Person-External
33	Lab Session	Workshop	Resource Person-External
34	Lab Session	Workshop	Resource Person-External
35	Lab Session	Workshop	Resource Person-External
36	Lab Session	Workshop	Resource Person-External





Rashtreeya Sikshana Samithi Trust

R V Institute of Management

CA – 17, 36th Cross, 26th Main, 4th T Block Jayanagar, Bangalore – 41

COURSE DOCKET

1V SEMESTER MBA

4.1 INTERNATIONAL BUSINESS DYNAMICS

2021-2022

**Prof. Anitha BM D'silva
Senior Assistant Professor
Department of Marketing**

**The articles and reading materials contained in this docket are for
classroom discussion only**



Rashtreeya Sikshana Samithi Trust

R V Institute of Management

CA – 17, 36th Cross, 26th Main, 4th T Block Jayanagar, Bangalore – 41

Part-1

INTRODUCTION:

World Trade Organization established by the administration of various nations is one of the major contributory factors to the expanded connections and the business relationship among the countries. The national economies are dynamically getting borderless and fused into the world economy as it is clear that the world has today come to be known as a 'global village'. Numerous more organization is making passage into a worldwide business which presents them with opportunities for development and tremendous benefits.

Business across nations are growing so also it a big challenge for the firms. International Business concerns those firms that do not restrict their processes to a single state or populace. International business dissects the reasons for the existence of firms engaged in International business, how they flourish in the intricate and unpredictable international environment, and what their undertakings mean for the countries in which they do business. Culture, language, political systems, geography, and socio-economic factors all influence a company's business practices.

Therefore, expanses of study comprise of the challenges of managing international companies, whether enormous or diminutive; the rudiments of strategic management; cross-cultural management; globalization; and the regulation and politics of international business. Students who aspire to intensify their understanding of global markets need to study international business, since it delivers insights into the global economic and business climates. International business studies encompass topics across a spectrum of business fields, from finance and marketing to management, HR and accounting.

Nations that were away from each other, because of their geological separations and financial and social contrasts are now connecting with each other.

Why study International Business:

Understanding international business operations is therefore increasingly important for today's business graduates and that's where postgraduate courses come in useful. International business dynamic subject gives the student an understanding of the different business management practices found all over the world and prepare them for graduate careers working abroad or in organisations that are engaged in business on a global scale.

Course Objectives

- To create a platform for the students to learn how business organizations operate in an international environment.
- To understand the impact of international institutional policies on domestic business.
- To help students to plan a career in Global organisations

Module Wise Key concepts

MODULE 1: INTRODUCTION TO THE INTERNATIONAL ENVIRONMENT :

- Evolution of IB
 - IB as compared to Domestic Business
 - National and organizational competitive advantage over the world
 - Active players in multinational business.
 - The International environment of IB
 - Political & Legal environment,
 - Technological, Cultural, Demographic and Economic environment.
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- Cross-cultural management,
 - Levels of culture.

MODULE 2 GLOBALIZATION-

- Routes of globalization
- Modes of International Business
- Factors influencing choice of a design
- Issues in organization design.
- Conflict management & Reconciliation, adjudication and arbitration
- Supporting Institutions for Negotiations.

MODULE 3 WTO AND TRADING BLOCKS-

- WTO and LPG policies
- Regional Trade Blocks
- Integration between countries
- Levels of integration and impact of integration.
- International strategic alliances & Nature of alliances
- Pitfalls and scope of alliances

MODULE 4 GLOBAL TRADE AND INVESTMENT

- Theories of global trade and investment
- Mercantilism
- Theory of absolute advantage
- Theory of comparative advantage
- Factor endowment theory
- Product life cycle theory
- Porter's national competitive advantage.
- FDI- in World Economy
- Types and Benefits of FDI
- EXIM TRADE and Export and Import financing,
- Export marketing & policy,
- Balance of payments & roles of Institutions connected with EXIM trade

MODULE 5 GLOBAL ETHICS AND E-COMMERCE

- Social responsibility and ethical issues in international business
- National differences in ethics and social responsibility
- Codes of conduct for MNC's.
- Global E-Business
- Advantages and Disadvantages of E-Business
- E-Commerce in India.

MODULE 6 GLOBAL BUSINESS OPERATIONS

- Global- Operations management and competitive advantage
- Strategic issues in operations management
- Logistics Management and Procuring
- Technology transfers
- Marketing Management & Benefits of international markets
- Major activities in international marketing
- Human Resource Management: Approaches, Expatriation and Repatriation Process,
- Training, Compensation, Industrial Relations.

MODULE WISE OUTCOMES:

MODULE 1: INTRODUCTION TO THE INTERNATIONAL ENVIRONMENT

MO 1: Understand and identify the functioning of domestic business in the Global scenario.

MO 2: Critically examine the international environments which are influencing on the business.

MODULE 2 : GLOBALIZATION

MO3: Differentiate the key drivers and strategies for Globalisation

MO4: Compare and Contrast the modes of entry into International business

MODULE 3 : WTO AND TRADING BLOCKS

MO5: Recognise and translate the functioning of World trading organisation

MO6: Appraise the impact of International strategic alliance on Indian Business

MODULE 4 GLOBAL TRADE AND INVESTMENT

MO7: Understand and Identify the theories affecting International business

MO8: Differentiate the importance of EXIM documents in International trade

MODULE 5 GLOBAL ETHICS AND E-COMMERCE

MO9: Appraise the importance of social responsibility and ethical issues in E-commerce business

MO10: Evaluate the impact of E-commerce business in Indian Economy

MODULE 6 GLOBAL BUSINESS OPERATIONS

MO11: Understand the global business operations in Marketing, HR and Financial Management

MO12: Interpret the role of Modern Manager in Global Business operations

INSTRUCTIONS METHODS/ PEDAGOGY/ TOOLS USED:

1. Visual presentation & Demonstrations
2. Class Discussions and case-lets
3. Live projects of online survey
4. Visual Case studies
5. Articles review/ Project based work
6. Industry interaction- guest lectures

***Contribution to the Learning Process – Written case study :**

Ten designated case-based on modules would be used to assess the participation in class discussion and contribution to the learning process. Students will get cases in hand before the session to be prepared thoroughly. Additional readings, book chapters and try to make connections between these and the topic being discussed.

PRESCRIBED TEXT BOOK:

Reference Books Recommended:

1. Francis Cherunilam; International Business, Prentice Hall Of India
2. Hill; International Business; Mcgraw-Hill
3. Shukla, International Business, Excel Books
4. Francis Cherunilam- International Business Environment – HPH
5. S.N.Charry, Elements of International Business, Biztrantra
6. Harrison Et Al; International Business; Oxford
7. Daneils Et Al; International Business; Pearson
8. Hodgetts And Luthans, International Management; Mcgraw-Hill
9. Sundaram & Balck, International Business Environment, Prentice Hall Of India
10. Sumathi Varma, International Business, Pearson

MINISTRY OF GOVERNMENT REFERENCES

1. Foreign Trade policy 2015-2020 from Director General of Foreign Trade
2. Export and Import documents by EXIM policy

WEBSITE:

1. <http://www.rbi.org>
2. <http://www.cbic.gov.in/htdocs-cbec/customs/cs-acts-botm>
3. <http://eximbankindia.in/>
4. World trading organization- <http://wto.org/>

Video

Video 1: <https://youtu.be/YDUq0DINhYk>

Video2: <https://youtu.be/JP61OewE2Go>

Video3: <https://www.youtube.com/watch?v=FCojpFwWuG0>

Video4: <https://youtu.be/IHdqPqWle04>

Video 5 <https://www.youtube.com/watch?v=GSyYo4ph3hM>

Video 6 <https://www.youtube.com/watch?v=D8-PkFgw2Yk>

Video 7: <https://www.coursera.org/lecture/global-studies/the-emergence-of-new-international-conflicts-2Gnwf>

Video 8- <https://www.youtube.com/watch?v=bDJhrP7r-uM>

Video-9 <https://www.youtube.com/watch?v=qx39edZnefk>

Video 10: <https://www.youtube.com/watch?v=OVi5B7P7Yw4>

COURSE FACILITATOR:

Prof . Anitha B. M. Dsilva
Department of Marketing,
RVIM, Bangalore.

Director



Course Docket for III Semester



R V Institute of
Management,
Bangalore

Strategic Management and Corporate Governance (3.1)

Course Facilitators

Dr.Purushottam Bung-Director, Professor,

Prof. Rashmi Shetty Assistant Professor,

Prof. Uma Sharma Assistant Professor,

R V Institute of Management



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Strategic Management and Corporate Governance Course Docket

Programme:	MBA
Batch:	2019-2021
Term:	2
Subject Name:	Strategic Management & Corporate Governance
Subject Code:	3.1
Credits:	4 (40 sessions)
Course Instructors:	Dr. Purushottam Bung-Director, Professor, Prof. Rashmi Shetty Assistant Professor, Prof. Uma Sharma Assistant Professor, (III semester Sec B, C)

SESSION PLAN

Name of the Faculty: UMA SHARMA
Subject code /Title : 3.1 STRATEGIC MANAGEMENT and CORPORATE GOVERNANCE Course / Branch: MBA Semester / Academic Year: III(A) Batch: 2019-21/Section-A
Objectives of Course : <ul style="list-style-type: none">To study the usage and applications of Strategic managementTo acquire knowledge on Strategic managementTo understand the basic concepts, principles of Strategic management

LESSON PLAN

Module / Unit	Topic	Teaching method	Books Referred/Material used in class
Module 01	1/1 Meaning and Nature of Strategic Management	Case based discussion- Opening case	<i>Text Book for Reference: Crafting and executing Strategy Arthur Thompson</i> <i>Opening Case: Robin hood</i>

	1/2	Characteristics of Strategic Management, Process importance & role	Class Lecture	<i>Text Book for Reference VSP Rao 17,14,20</i>
	2/3	Relationship between Company's Strategy and Business Model.	Class Lecture Discussion of Mini experiential learning project-Strategic Human League	<i>Text Book for Reference VSP Rao 56-73</i>
Mo dule 02	3/4	Strategy formulation- Strategic vision and Mission	Lecture With use of RVIM Vision statement	<i>Text Book for Reference VSP RAO</i> <i>Additional Reading:</i> <i>RVIM PRISM-Case</i> <i>Article strategy for new india@75</i>
	4/5	Setting Objectives – Balanced score card	Lecture: Use balance score card- Video for students understanding https://hbr.org/video/3633937148001/the-explainer-the-balanced-scorecard	<i>Text Book for Reference Strategic Management VSP Rao 11</i> <i>Additional Video:</i> Use balance score card- https://www.linkedin.com/posts/activity-6716985696114110464-uPFN
	5/6	The hierarchy of Strategic Intent – Strategy into a Strategic Plan.	Lecture:	<i>Text Book for Reference VSP Rao 10, 32</i> <i>Additional Reading Material : Article by CK Prahalad</i>
Mo dule 03	5/7	Analyzing a company's External Environment -	Lecture Class Discussion: With Use of Industry data-For analysis of external environment	<i>Example of industry data:</i> <i>Gem and Jewellery industry.</i> https://www.ibef.org/industry/gems-and-jewellery-presentation
	6/8	Porter's dominant economic features – Competitive Analysis	Lecture with Learning Video: https://hbr.org/video/embed/3590615226001/the-explainer-porters-five-forces	<i>Text Book for Reference: Crafting and executing Strategy ArthurThompson</i>
	6/10	Porter's five force model, key success factors concept and implementation		<i>Additional Video for learning:</i> https://www.youtube.com/watch?v=mYF2_FBCvXw
7/11	Analyzing a company's resources and	Lecture With case data analysis – Airtel (PPT provided to class)	<i>Text book for Reference: Strategic Management -Fred David</i>	

		competitive position	Class Discussion with use of template of SWOT with Airtel Company data https://app.creately.com/diagram/L37ODLWcZSp/edit	Additional reading: <i>Strategy that works</i> https://youtu.be/n-akeozQnZk
	8/12	Analysis of the company's present strategies – SWOT Analysis		
	9/13	Value chain Analysis	Lecture With Video of Porter value chain analysis Class Discussion: use of Airtel Company data for VCA	Text book for Reference: <i>Strategic Management -Fred David</i>
Module 04	10/14	Generic Competitive Strategies – Low cost	Lecture Class Discussion: Low-cost leadership strategy at Walmart and IKEA	Text book for Reference: <i>Strategic Management -Fred David</i> Additional Reading material: <i>Strategies for beating Low cost rivals-Prof. Nrmalaya Kumar</i>
	11/15	Differentiation, Best cost	Lecture Class Discussion: Best value strategy used at Samsung. Differentiation used at Bajaj Auto. Case Study on Video and Class Discussion https://hbsp.harvard.edu/product/7653-AVO-ENG	Text book for Reference: <i>Strategic Management -Fred David</i>
	12/16	Bench marking. Focused Strategies.		
	13/17	Strategic alliances, Collaborative partnership	Lecture	Text book for Reference: <i>Crafting and executing Strategy-Arthur Thompson</i>
	14/18	Joint Ventures Strategies – Outsourcing Strategies	Lecture	Text book for Reference: <i>Crafting and executing Strategy-Arthur Thompson</i>
	15/19	Strategic alliances Mergers and acquisition	Lecture	Text book for Reference: <i>Crafting and executing Strategy-Arthur Thompson</i>
	16/19	Case Discussion	Case Discussion: Flipkart vs Amazon vs Snapdeal	Text book for Reference: <i>Crafting and executing Strategy-Arthur Thompson</i>

	17/21	International Business level strategies	Case Discussion: TCS in China	Text book for Reference: <i>Crafting and executing Strategy- Arthur Thompson</i>
Module 05	18/22	Formulating long term and Grand Strategies	Lecture: Explanation of concept followed by Class Activity :Exercise on building a Grand Strategy (text book exercise –pg-209)	Text book for Reference: <i>Strategic Management -Fred David.</i>
	19/23	Tailoring grand Strategy to fit specific Industry and company situation	Lecture with Video on : https://youtu.be/WAJORLE9KQ <i>Fit for Growth</i>	Text book for Reference: <i>Crafting and executing Strategy- Arthur Thompson</i>
	20/24	Long term objectives for Grand Strategies- Innovation	Lecture:	Text book for Reference <i>Strategic Management, Charles Hill</i>
	21/25	Integration and diversification, Retrenchment,	Lecture: Class Discussion: Discuss retrenchment or turnaround strategy used in India in Three PSU's –Air India, BHEL and	Text book for Reference: <i>Crafting and executing Strategy</i>
	22/26	Restructuring and turnaround – GE nine cell	Lecture: Use of the GE nine cell matrix tool explain choice of strategy Template from Creatively https://creately.com/diagram/exam-ple/jne3wmr24/GE-%20McKinsey%20Matrix	Text book for Reference <i>Strategic Management, Charles Hill</i>
	23/27	Planning grid and BCG Matrix.	Class Activity: build BCG for a case company data by Using of BCG template in www.strategyclub.com	Text book for Reference <i>Strategic Management, Charles Hill</i>
	24/28	Strategy Implementation – Operational zing strategy	Lecture Video: capability assessment https://www.youtube.com/watch?v=qFxb6dIyY_8&feature=youtu.be	Text book for Reference: <i>Crafting and executing Strategy ArthurThompson</i>

25/29	Developing Functional strategies	Lecture	
30/31	Developing and communicating concise policies.	Lecture	
31/32	Institutionalizing the strategy-Structure.	Class Discussion on the Video https://youtu.be/WAJFORLE9KQ <i>Fit for Growth</i>	
32/33	Leadership and Culture.	Class Discussion on Enron case-Video:	Text book for Reference: Crafting and executing Strategy -ArthurThompson
33/34	Ethical Process	https://www.youtube.com/watch?v=https://www.journalofaccountancy.com/issues/2002/apr/theriseandfallofenron.html	
34/35	Strategic review and audit		
35/36	Strategic control guiding and evaluating strategies	Lecture: Link for strategic planning for unpredictable times: https://youtu.be/pRAIPsic0Tc	
36/37	Challenges of strategy Implementation		
37/38	Strategic thinking among managers		
37/39	Strategic Audit	Case study -Case on Dabur India	
38/40	Operational Control Systems	Class with Video for learning	Text book for Reference: Crafting and executing Strategy -ArthurThompson Lecture/Video: capability assessment https://www.youtube.com/watch?v=qFxb6dIyY8&feature=youtu.be
39/41	Managing Technology and Innovation- Strategic issues for Non Profit organizations,	Lecture <i>Video for Class Discussion:</i> https://youtu.be/Eksc2igFvjs	Text book for Reference: Crafting and executing Strategy -ArthurThompson

	40/42	Blue Ocean Strategy,	Lecture Video for Explaining Strategy: https://hbr.org/video/6089366740001/the-explainer-blue-ocean-strategy Video for class discussion: https://youtu.be/sYdaa02CS5E	<i>Text book for Reference: Crafting and executing Strategy -ArthurThompson</i>
	41/43	Managing In An Economic Crisis, New Directions In Strategic Thinking	Lecture	<i>Text book for Reference: Crafting and executing Strategy -ArthurThompson</i>
	42/44	Small Scale Industries, New Business	Lecture	<i>Text book for Reference: Crafting and executing Strategy -ArthurThompson</i>
	43/45	Models and strategies for Internet Economy	Lecture Case of Netflix -Class Discussion	
	44/46	Internet Economy	Lecture	<i>Text book for Reference: Crafting and executing Strategy -ArthurThompson</i>
Module -06	45/47	Defining Corporate Governance,	Lecture	Text book for Reference Business Policy and Management Gupta
	46/48	Exploring Corporate Governance	Lecture	Text book for Reference Business Policy and Management Gupta
	47/49	Relationships between Internal and External Stakeholders	Lecture	Text book for Reference Business Policy and Management Gupta
	48/50	The organization's Responsibility and Accountability to Its shareholders, The Organization's	Lecture	Text book for Reference Business Policy and Management Gupta

	Accountability to Its Board of		
49/50	Directors, Role and Responsibilities of the	Lecture	Additional Reading: Article Role of Corporate Board
50/51	Board, Integrity and Ethical Behaviour	Simulation: Game to learn role of Board	





Report of AIMS National Management Week 2021

R.V. Institute of Management, Bangalore

This report portrays the summary of events conducted during the National Management Week held from August 1 to 7 and also the links for rescheduled NMW programmes held during January 2021. Director ,Staff ,Students, Helping staff, Security and Driver and all had participation and support.

The Report Contains Link to National Management Week January 2021(Full Report) and National Management Week August 2021(Full Report)

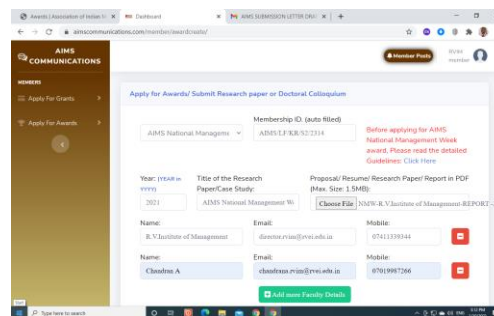
RVIM had conducted the event programmes ON ALL THE DAYS during the month of January 2021 from January 1 to January 7. The programme report was uploaded on January 10, 2021 in AIMS Upload Link.

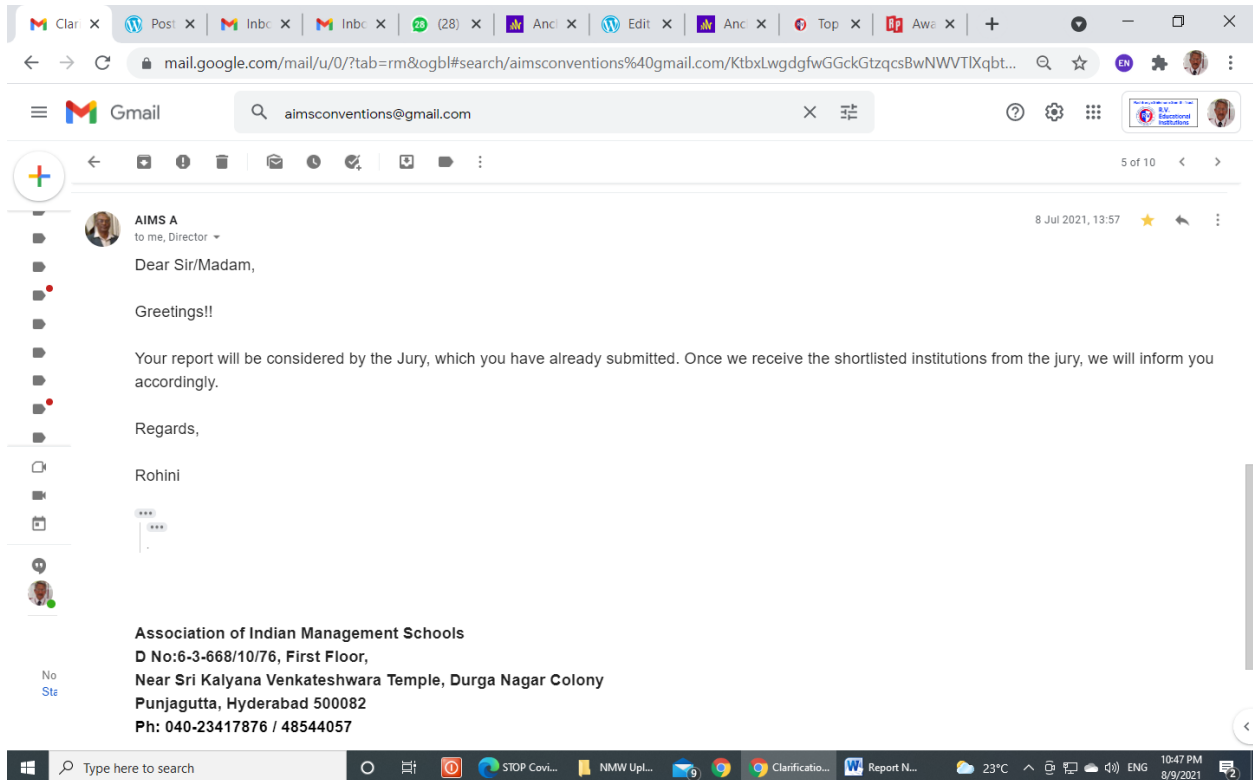
The scheduled programme was rescheduled due to Pandemic and the then situations of lockdowns.

RVIM again conducted the event programmes ON ALL THE DAYS from August 1 to August 7, 2021.

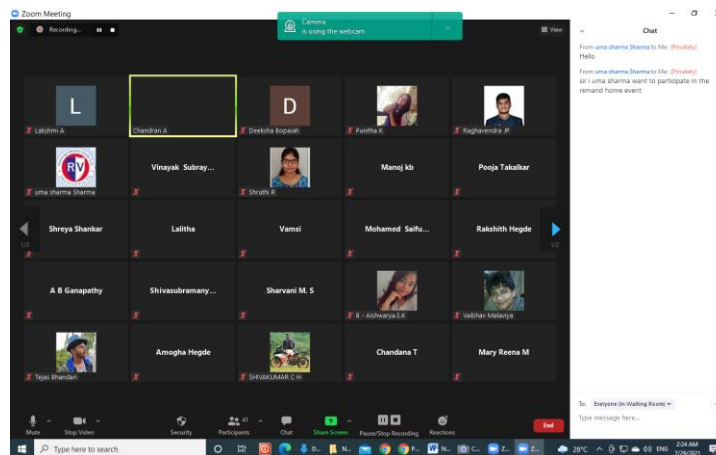
Director, Staff preferred to organize the NMW again in the true spirit of service to community and thus had an opportunity to organize two AIMS National Management Week during pandemic.

January 1-7, 2021 Submission Acknowledgement Dt. 10/1/2021





Communication from Office of the Secretary, AIMS Hyderabad
Informing that the previously sent Report in January 2021 shall be considered and this is also provided here. (We had sought this clarification in July while planning events for August 2021
Accordingly Meeting was held on July 29, 2021 at 2 pm (Online and Conference Hall for those not having online access /phone)



Preparation Meeting Screen Image (Attended by Staff and Student Volunteers)

R.V. Institute of Management
Bengaluru

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Circular Dated 29/07/2021 SHARED WhatsApp Group

Preparation for National Management Week 2021

The 32nd AIMS convention is scheduled from August 26-28, 2021 in Physical/Digital and Blended Platform with main convention venue at Bhavan's Centre for Communication and Management (BCCM) Bhubaneswar, Odisha. Theme -Convention Theme: "Rediscovering Management Education for the Pandemic World: The Road Map Ahead".


The National Management Week as a part of Convention is scheduled from August 1-7, 2021. Your support in this regard is appreciated and through Innovative programmes designed by RVIM Centre for Social Responsibility has made to secure a gold medal in previous conventions.

As you are aware that the programme earlier scheduled to be held during August 2020 was rescheduled to be held during the month of January 2021. Accordingly you all have volunteered to conduct various programmes under the convention guidelines by following Covid Appropriate Behaviour. The programme report was submitted in time .Due to pandemic spike and other travel restrictions the convention was again postponed. Now it is scheduled to be held in the month of August 2021.

Keeping the spirit and intentions behind NATIONAL MANAGEMENT WEEK it is good to conduct few programmes now as the society needs such initiatives in the present circumstances to control the spread of the pandemic.

In this regard an ONLINE STAFF & STUDENTS MEETING is scheduled TODAY (July 29, 2021) afternoon at 2.00 pm to plan the various events to be conducted FROM August 1 to 7. Group D STAFF can use Big Screen in Conference Hall to attend the meeting with LIMITED SEATING and Covid Appropriate Behaviour.

Mr. Chandran.A, Coordinator, RVIM Centre for Social Responsibility shall host the meeting Link.


Dr. Purushottam Bung
Director

Director
R.V. INSTITUTE OF MANAGEMENT
C.A. 17, 36th Cross, 26th Main,
4th 'T' Block, Jayanagar,
BANGALORE - 560041

HIGHLIGHTS OF EVENTS HELD FROM AUGUST 1 -7, 2021

<p>Awareness Programme on Substance Abuse</p> <p>Event Lead Ms. Tanupriya Public Participant</p>	<p>August 1</p>	<p>Audio Link/Podcast</p> <p>https://anchor.fm/rvim-csr/episodes/Awareness-Programme-on-Drug-Abuse-as-a-part-of-National-Management-Week-August-1-2021-e15b4kd</p>
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Substance abuse is an important issue facing the society as lot of youth is indulged. This is the cause for premature death and also for the spread of Covid 19 through use of contaminated materials.

Participants were invited to share their message on ill effects substance abuse and as to how to prevent such practices among youth. The voices have been shared through audio clipping in podcast format for greater reach.

Scheme: Nasha Mukth Bharat Abhiyan

Impact: People with addiction often have one or more associated health issues, which could include lung or heart disease, stroke, cancer, or mental health conditions. Imaging scans, chest X-rays, and blood tests can show the damaging effects of long-term drug use throughout the body. This awareness programme has helped many students to understand their responsibilities in prevention of all forms of drug abuse.

National Management Week January 2021

FULL REPORT CAN BE VIEWED IN THIS READER LINK

https://issuu.com/rvimnewsdesk/docs/nmw-r.v.institute_of_management-report-jan-2021

Support to Orphanage Event Lead Ms. Reena RVIM Office	August 2	Audio Link/Podcast https://anchor.fm/rvim-csr/episodes/Philanthropic-Support-to-Orphanage--Day-2-National-Management-Week-August-2-e15c1pl
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The true value of human progress is reflected in the society. When the society is at problem it is the duty of other citizens to be helpful. Here faculty and students contributions have been accumulated in the form of fund, now called as ‘NATIONAL MANAGEMENT FUND’. The beneficiaries identified were 1. Premaanjali (<http://premaanjali.org/>) an organization helping with support for visually challenged students and 2. Prashantha Charitable Trust (<https://www.prashanthacharitabletrust.org/>) and organization providing free of cost Food and shelter to senior citizens and destitute children. Total of Rs.7000/- has been the support on the occasion of National Management Week.

Scheme: Sustainable Development Goal 2 ZERO HUNGER

Impact: The vulnerable group requires moral and financial support. Health and other factors is of great concern and such support can be rendered only through empathy. This event helps the participants to acquire the empathy factor in their campus life by way of supporting the noble cause. To the organization such form of support helps it to sustain their services.

RVIM had organized events on all the seven days during National Management Week in January 2021 and August 2021 with all Staff and Students participation including Director and the Helping Staff /Group D and Security and Driver

<p>Rural Programme: Tobacco Control at Sulibele,Hosakote</p> <p>Event Lead Dr.Noor Firdoos Jahan Professor RVIM</p>	<p>August 3</p>	<p>Audio Link/Podcast</p> <p>https://anchor.fm/rvim-csr/episodes/August-3--2021-Day-3-National-Management-Week--Awareness-Programme-on-Tobacco-Control-at-Sulibele-Hosakote-e15dogt</p>
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Tobacco is the lead cause for cancer .The use of tobacco during the pandemic has serious impact on respiratory disorders and thereby increasing the death rate due to various health issues and comorbid conditions. This programme was supported by Dr. Selvarajan.M, Deputy Director, Medical-1, Directorate of Health & Family Welfare Services , Dr.Vidya, District Consultant, National Tobacco Control Program(NTCP), Dr.Shashikala, PHC, Sulibele. The media unit Vijaya Karnataka carried the event news in the newspaper and TV Channel. Door to Door campaign as a part of Unnat Bharat Abhiyan in surrounding villages.

Scheme: SDG 3 GOOD HEALTH AND WELLBEING & Unnat Bharat Abhiyan

Impact: The tobacco cessation and control is an important intervention in regulating the spread of Covid 19 and in general for a healthy society. The posters depicting various images and the word of mouth awareness to family and friends influenced for better results. Some of the residents who have stopped tobacco consumption have supported to be ambassadors for change. The event made a significant impact through the print and electronic media to reach a wider audience.



TV Channel Link <https://fb.watch/79gb-A36ZF/>

<p>Awareness -Making Towards Tobacco Free Zone at Public Places</p> <p>Event Lead Mr. Choudhary Security RVIM</p>	<p>August 4</p>	<p>Audio Link/Podcast</p> <p>https://anchor.fm/rvim-csr/episodes/Day-4-NATIONAL-MANAGEMENT-WEEK--August-4-Awareness--Making-Towards-Tobacco-Free-Zone-at-Public-Places-e15fpeb</p>
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Tobacco consumption is wide spread in the society at different age levels. The sale and outlets situated at all places encourage people to use tobacco. This campaign was to inform the youth to keep away from tobacco as it seriously affects health and also causes respiratory diseases. This is one of the factors influencing death rates in Covid patients. Hence a campaign was organized with the lead of security guard at the campus entrance. This initiative is helpful in making the environment as Tobacco Free Zone.

Scheme: SDG 3 GOOD HEALTH AND WELL BEING & Nasha Mukth Bharat Abhiyan

Impact: The awareness programmes are essential to control the sale and consumption of all forms of tobacco. The effect of tobacco on escalation of spread of Covid is far reaching among the student community. These messages made impact with visual posters of National Tobacco Control Programme.. Few volunteered to provide a positive message to stop tobacco in the community during Covid. It is seen as a positive note when the security at the gate volunteers for the cause.

RVIM had organized events on all the seven days during National Management Week in January 2021 and August 2021 with all Staff and Students participation including Director and the Helping Staff /Group D and Security and Driver

<p>Awareness of Covid 19 Vaccination</p> <p>Event Lead Ms. Sowmya D S Assistant Professor RVIM</p>	<p>August 5</p>	<p>Audio Link/Podcast https://anchor.fm/rvim-csr/episodes/Why-Vaccination--Why-Not-Taken--What-Best-to-Do-to-Help-Street-vendors-and-underprivileged---Director-Sowmya-Uma-and-Apoorva-Student-Volunteer-at-9th-Block-Jayanagar-e15h659</p>
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The preference to be vaccinated is with a small set of resistance from a small set of people spreading the negative message. Some of the underprivileged members of the society have stories laid out to prevent vaccination. Hence to motivate an awareness campaign was arranged to meet the street vendors, flower and vegetable sellers, destitute, sidelined group of people who are neglected and all such were approached to encourage some of the people who were not vaccinated. The area covered was from surrounding Jayanagar 9th Block around 1 km from campus.

Scheme: National Health Mission

Impact: Covid 19 impact on younger people was noticed during the second wave of the pandemic. There is a wide spread initiative by the public and government to prevent the Third wave of infection. Vaccination is a key point for achieving the control of Covid 19. This awareness programme helped in realizing the importance of immunization and some of the questions on availability was informed to the local municipal office of BBMP. RVIM initiative was helpful in providing a quick vaccination process in General Hospital, Jayanagar by informing the BBMP Marshal over phone.

*Postponed National Management Week
January 2021*

FULL REPORT CAN BE VIEWED IN THIS READER LINK

https://issuu.com/rvimnewsdesk/docs/nmw-r.v.institute_of_management-report_-jan_2021

<p>Covid 19 Appropriate Behavior through ART</p> <p>Event Lead Ms.Shreya Shankar Teaching Assistant RVIM</p>	<p>August 6</p>	<p>Audio Link/Podcast https://anchor.fm/rvim-csr/episodes/Covid-19-Appropriate-Behavior-through-ART--Day-6-National-Management-Week-Aug-6-e15067i</p>
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Art draws attention and inspires. On this note an awareness programme was designed using Madhubani Art in making of Masks. Colours and design motivates younger participant to adopt appropriate behavior everyday .There are many group of people who refuse to use masks by stating various reasons. Masks is a first line of defense .Professional Architect turned Artist Varnin Varg taught participants to use Madhubani for printing designs over the mask.This was an online session .

Following this the faculty members created real designs in the campus. Few students interviewed the participants and have been recorded in the podcast.

Scheme: SDG 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE SDG 3 GOOD HEALTH AND WELLBEING

Impact: Covid 19 prevention techniques are not favourable among a group of students who avoid wearing of a mask while in public places. The art influences with colour and hence makes a fashion. Though this programme may have been of interest to artist students, some of others started admiring the design and utility of mask in preventing the spread of the pandemic.

RVIM had organized events on all the seven days during

National Management Week in January 2021 and August 2021 with all Staff and Students participation including Director and the Helping Staff /Group D and Security and Driver

<p>Child Welfare - Prevention of Pandemic Third Wave</p> <p>Event Lead Ms.Uma Sharma Assistant Professor RVIM</p>	<p>August 6</p>	<p>Audio Link/Podcast https://anchor.fm/rvim-csr/episodes/Child-Welfare-Centre---Prevention-of-Pandemic-Third-Wave-Day-6-National-Management-Week-Aug-6-2021-e15o9pv</p>
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The Covid 19 spread has been witnessed in all the States and is predicted to have a major impact on Children during Third Wave. Precautionary measures reach the privileged family members but there are thousands of children abandoned and being at risk. Remand Home and Child Welfare Centre come to their rescue. There is a need for volunteers to extend support. This initiative provided awareness on all such issues by Ms. Bharathi, Head, District Child Protection Unit, Bangalore. Five students volunteered to be Ambassadors and be helpful during field visits and telecon contacts.

Scheme: JUVENILE JUSTICE

Impact: The briefing of District Child Protection Unit in Rescue have made a impact in the minds of the students who have faced or heard such type of problems and were helpless. The helpline access empowers children to seek all sought of help and this helpline can be used by Student Ambassadors for reporting during their fieldwork and rescue support.

National Management Week January 2021

FULL REPORT CAN BE VIEWED IN THIS READER LINK

https://issuu.com/rvimnewsdesk/docs/nmw-r.v.institute_of_management-report_-jan_2021

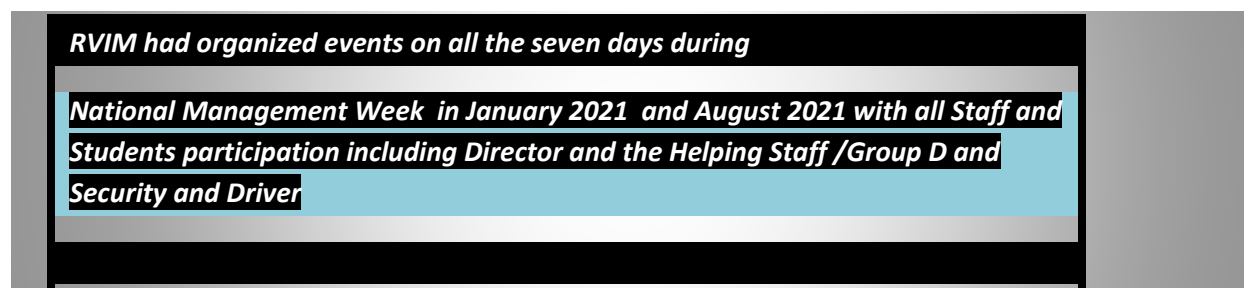
Yoga for Health and Wellness Event Lead Ms.Manjunath Lab Technician RVIM	August 7	Audio Link/Podcast https://anchor.fm/rvim-csr/episodes/Yoga-for-Health-and-Wellness--Day-7-National-Management-Week-Aug-7-2021-e15oaro
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Physical exercises are to keep the body and mind strong and immune. During the course of the pandemic many have had issues relating to exercises as they were restricted movements due to lockdown. Also some have had mobility issues due to aging. In all such cases a simple and short exercises relating to good breathing techniques are of great need during pandemic. Dr. Purushottam Bung, Director, RVIM and Yoga Enthusiast demonstrated simple asanas to the participants in the Blended session. Participants in Campus and Virtual Mode through Zoom Link.

Scheme: AYUSH, SDG 3 GOOD HEALTH AND WELLBEING

Impact: Yoga practice needs guidance. This yoga session was designed for comfortable practice in a short span of time. Quarantine centers user friendly approach adopted for log in and viewing procedures. Hence during the pandemic this yoga support has improved health for many attendees of the yoga session. The tutor need fulfilled with physical distancing real time contact. The post event recordings helped to sustain the practice.

PHOTOGALLERY





Philanthropic Support to Orphanage and Old age home



Tobacco Control Programme at Rural Primary Health Centre, Sulibele, Hosakote Villages

ತಂಬಾಕು ದುಷ್ಪರಿಣಾಮದ ಜಾಗೃತಿ



ಸೂಲಿಬೆಲೆಯಲ್ಲಿ ತಂಬಾಕು ದುಷ್ಪರಿಣಾಮಗಳ ಬಗ್ಗೆ ಜನ ಜಾಗೃತಿ ಮೂಡಿಸಲಾಯಿತು.

ಸೂಲಿಬೆಲೆ: ತಂಬಾಕು ಸೇವೆ ಆರೋಗ್ಯಕ್ಕೆ ಹಾನಿಕಾರಕವಾಗಿದ್ದು, ಇದರ ಸೇವೆಯು ಚುಕ್ಕೆ ಬದ್ಧರಿಗೆ ಕೋವಿಡ್ ಸೋಂಕು ತುಂಬಾ ಅಪಾಯವನ್ನುಂಟು ಮಾಡಿದೆ ಎಂದು ಡಾ. ನೂರಾ ಪ್ರದೀಪ್ ಹೇಳಿದರು.

ಸೂಲಿಬೆಲೆ ಸುತ್ತಮುತ್ತಲಿನ ಗ್ರಾಮಗಳಲ್ಲಿ ಆರ್.ಪಿ.ಎಸ್.ಬ್ಲಾಕ್ ಆಫೀಸ್ ಮೈನೇಜ್‌ಮೆಂಟ್ ವತಿಯಿಂದ ಹಮ್ಮಿಕೊಂಡಿದ್ದ ತಂಬಾಕು ದುಷ್ಪರಿಣಾಮಗಳ ಬಗ್ಗೆ ಜನ ಜಾಗೃತಿ ಕಾರ್ಯಕ್ರಮದಲ್ಲಿ ಪಾಲ್ಗೊಂಡು ಅವರು ಮಾತನಾಡಿದರು.

ತಂಬಾಕುನಲ್ಲಿರುವ ಕೆಲವೊಂದು ಪಾನೀಕಾರ ಅಂಶಗಳು ದೇಹದ ಪ್ರಾಣಕೋಶದಲ್ಲಿ ಸೇರಿಕೊಂಡು ಕೋವಿಡ್‌ನಂಥ ಮೂಲಕ ವೈರಸ್ ಕಣಗಳು ಅಪಾಯವನ್ನುಂಟು ಮಾಡಲಿವೆ. ತಂಬಾಕು ಸೇವೆಯಿಂದ ಜನರು ದೂರ ಇರಬೇಕು. ಜೀವ ಇದ್ದರೆ ಜೀವನ, ಅಮೃತವನ್ನು ಸೇವೆಯಿಂದ ದೂರ ಇರಬೇಕು ಎಂದು ದೇಶದಲ್ಲಿ ಸಾಕಷ್ಟು ಮಂದಿ ತಂಬಾಕು ಸೇವೆಯಿಂದ ನಾನಾ ಕಾರ್ಯಕ್ರಮಗಳ ಸುಲಂಕೊಂಡು ಅನಾರೋಗ್ಯಕ್ಕೆ ತುತ್ತಾಗಿದ್ದಾರೆ. ಗ್ರಾಮೀಣ ಜನರು ತಂಬಾಕು ಸೇವೆಯಿಂದ ದೂರ ಇರಬೇಕು ಎಂದರು.

ಸೂಲಿಬೆಲೆ ಸುತ್ತಮುತ್ತಲಿನ ಜಾಗೃತಿ ಕಾರ್ಯಕ್ರಮದಲ್ಲಿ ಗ್ರಾಮಗಳಲ್ಲಿ ಜನಜನಿತ ಮೂಡಿಸಲಾಯಿತು. ಸೆವಾಜಿ ಸೇವಕ ಶಿವಮೊಗ್ಗ, ಎಸ್.ಪಿ. ಕುಮಾರ್, ಚಂದನ್ ಹಾಜರಿದ್ದರು.

MEDIA NEWS OF TOBACCO CONTROL PROGRAMME

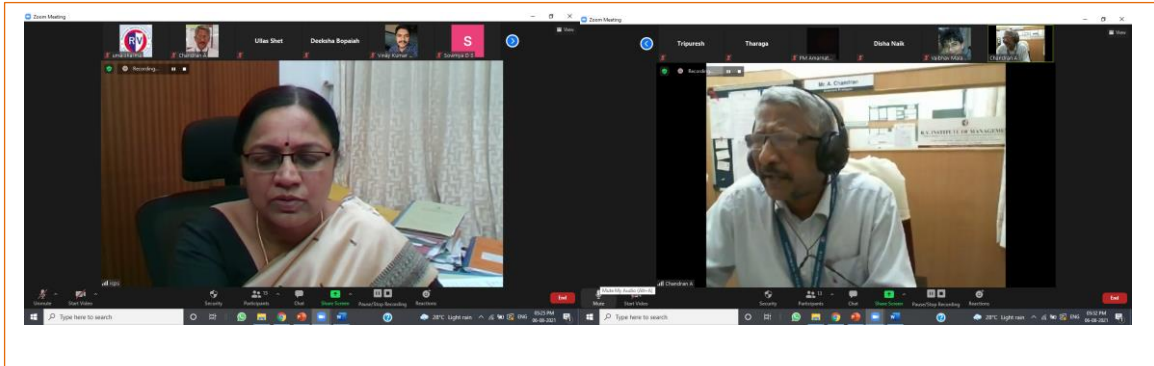
Vijaya Karnataka, Dt. 4/8/2021



TV News Coverage of National Tobacco Control Programme -Awareness -Dr.Noor Firdoos Jahan message telecast on 3/8/2021



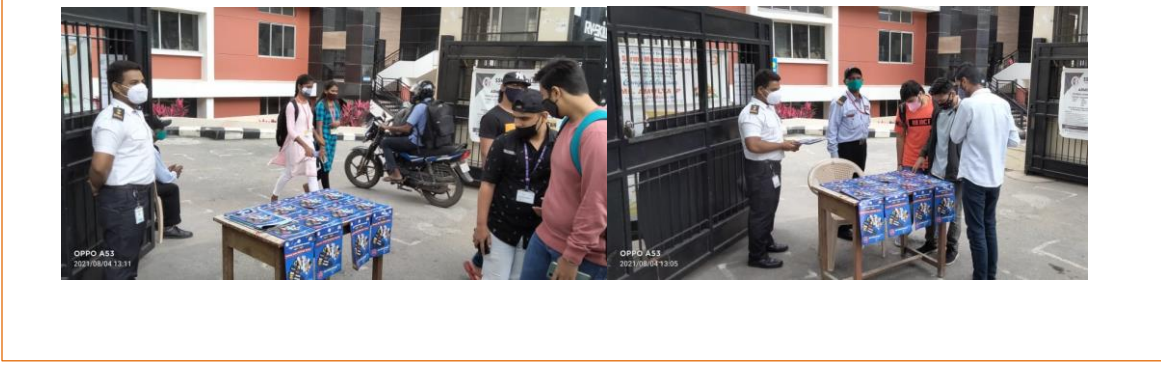
Awareness on Covid 19 Vaccination to Street Vendors



Awareness and Nomination of Ambassadors under Juvenile Justice Programme in mitigating the Covid Variant Third Wave impact among underprivileged Children . Ms. Bharathi, Head, District Child Protection Unit, Bangalore addressing. Coordinator National Management Week at RVIM in Listing of Student Ambassadors.



Art work for Mask Making -Traditional Madhubani Style- SDG 9-Demonstration by Faculty



Security Guard on Tobacco Free Zone Awareness at Campus Entrance



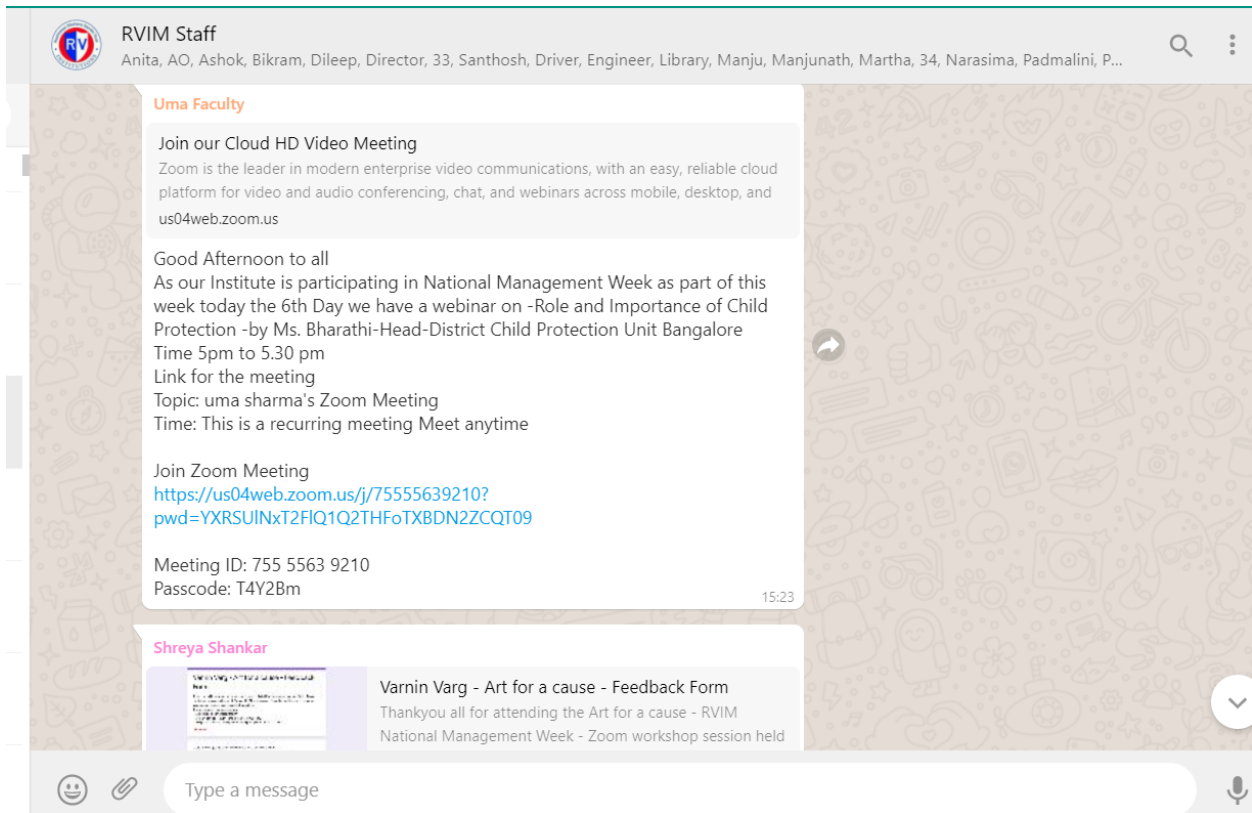
Yoga Session by Director, RVIM and Valedictory of NMW 2021

MEDIA COVERAGE LINKS

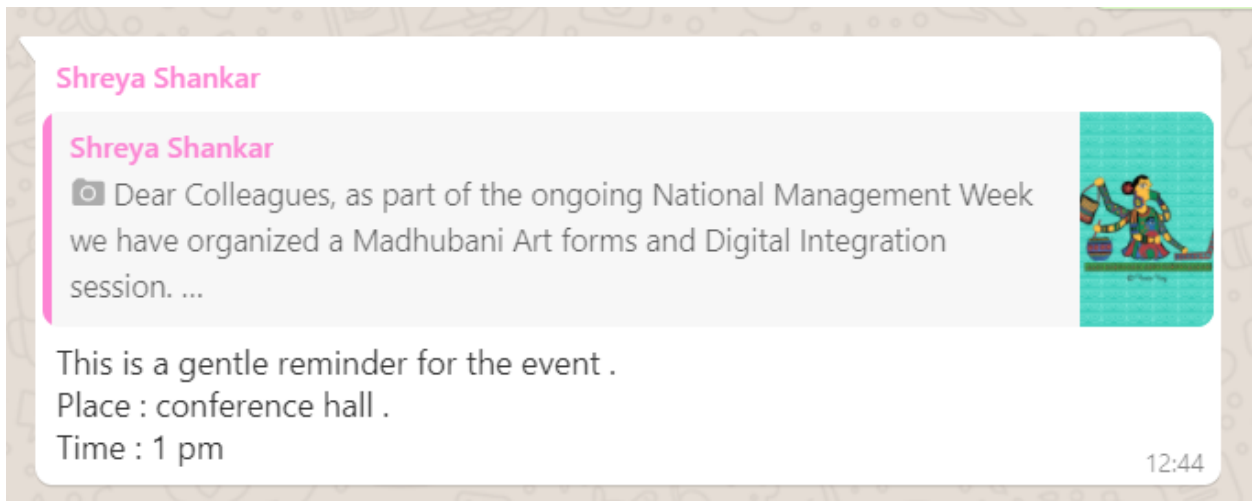


TV Channel Link <https://fb.watch/79gb-A36ZF/>

WHATS APP DOCUMENTATIONS



WhatsApp message on Child Welfare sent by Faculty Ms.Uma Sharma and Art for a Cause Post event feedback form by Ms.Shreya Shankar



Reminder Invitation -Whats App Message by Faculty M.Shreya Shankar



RVIM Staff

Anita, AO, Ashok, Bikram, Dileep, Director, 33, Santhosh, Driver, Engineer, Library, Manju, Manjunath, Martha, 34, Narasima, Padmalini, P...

18 pages • PDF • 25 MB

08:42



<https://radiopublic.com/national-management-week-WaAq44> EASY LISTENING HERE 6 minutes . Listen to The Director, Ms.Sowmya, Ms.Uma and Student Ms. APOORVA talking to street vendors in Jayanagar 9th Block as to Why they have not taken the vaccination? also appreciations to those with positive note. Further to this we have approached BBMP to dedicate a unique day for vaccination for all street vendors. NATIONAL MANAGEMENT WEEK AWARENESS PROGRAMME

11:35 ✓

Podcast Listening Link for Covid 19 Vaccination for Street Vendors



RVIM Staff

Anita, AO, Ashok, Bikram, Dileep, Director, 33, Santhosh, Driver, Engineer, Library, Manju, Manjunath, Martha, 34, Narasima, Padmalini, P...

on Trainer

18:27

Director

Shreya Shankar

Dear Colleagues, as part of the ongoing National Management Week we have organized a Madhubani Art forms and Digital Integration session. ...



19:22

Director

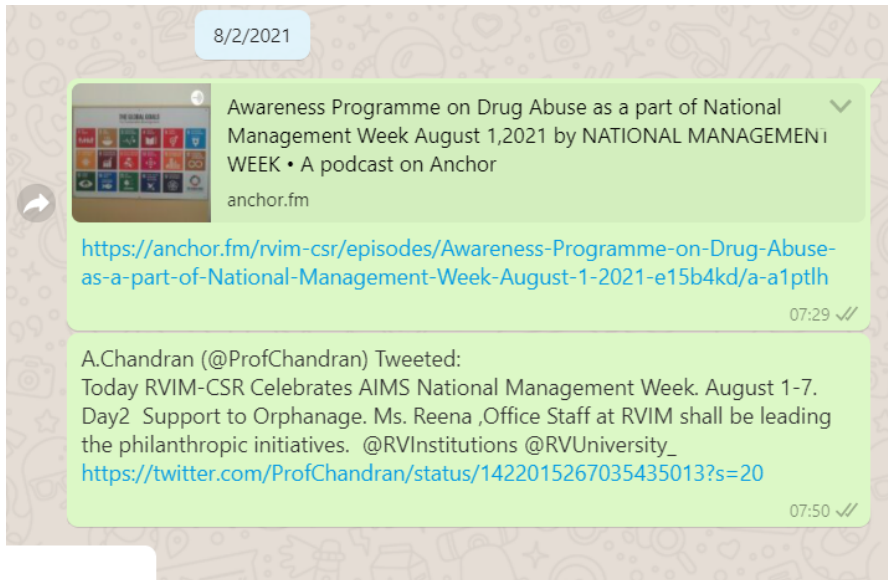
You

National Management Week Day 5 August 5 12.30 pm to 2.30 pm Awareness of Vaccination in Jayanagar 9th Block for Street Vendors, Rag Pickers, and Vulnerable & Sidelined Destitute. Awareness and Inspiratio...



19:23

Dr.Purushottam Bung ,Director Support for National Management Week



Updates in WhatsApp Group and Twitter

E MAIL COMMUNICATIONS

Requesting your support for AWARENESS PROGRAMME ON TOBACCO PREVENTION -RVIM Rural Connect Programme

Chandran A <chandrana.rvim@rvei.edu.in> to deputydirectmedical

Fri, 30 Jul, 00:11 (12 days ago)

Sir

We are pleased to inform you that a batch of student volunteers and a few faculty members shall be visiting Sulibele surrounding villages and hospitals in Hosakote (around 30 km from Bangalore) and public places to create awareness on Tobacco Control Programmes. We request you to provide us with a few printed posters through the Bangalore Office . The awareness programme is scheduled on August 3,2021 as a part of National Management Week Celebrations .

Thanking you

Yours faithfully

A.Chandran
 Assistant Professor Dept of General Management
 Coordinator RVIM Centre for Social Responsibility
 R.V.Institute of Management
 CA 17, 36th Cross,26th Main,4th T Block,
 Jayanagar,Bengaluru-560 041
www.rvim.edu.in

Calls : 9449828204 Whatsapp : 701998726

Deputy director Medical to NTCP, Jael, Dr.Sridevi, me

Fri, 30 Jul, 12:47 (12 days ago)

Dear Chandran,

Thank you so much for joining hands with State Tobacco Control Cell to create awareness on ill effects of tobacco consumption.

We have spoken to Dr.Vidya, District Consultant, National Tobacco Control Program(NTCP), Bangalore Rural regarding your requirements. You can collect IEC materials from Bangalore Rural Devanahalli office by coordinating with Dr.Vidya. Her contact number is :08310931952.

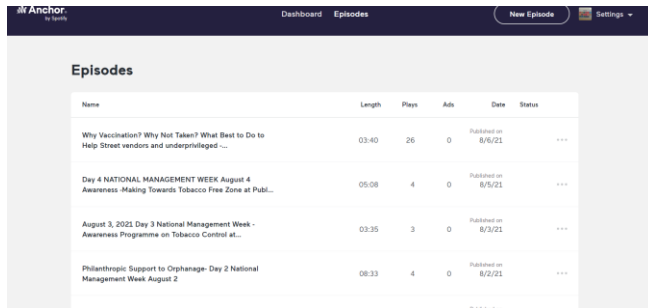
With Regards,

Dr.M.Selvarajan

On Fri, Jul 30, 2021 at 12:02 PM Chandran A <chandrana.rvim@rvei.edu.in> wrote:

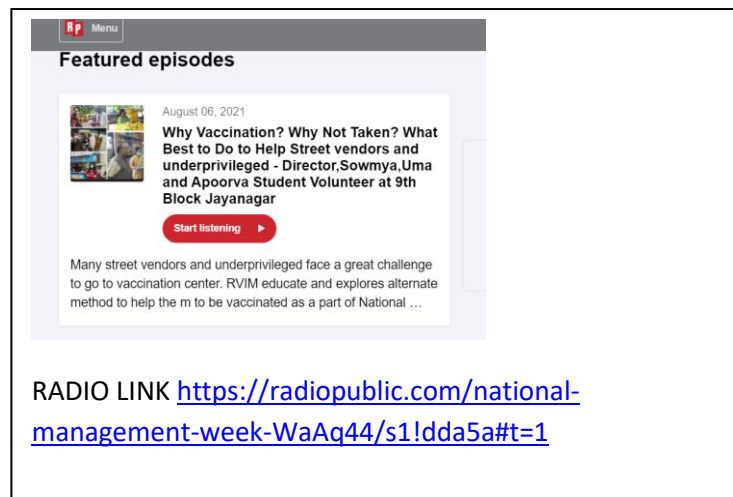
With Regards,
 Dr. Selvarajan M
 Deputy Director, Medical-1
 Directorate of Health & Family Welfare Services
 East Wing , 6th Floor,
 Arogya Soudha ,
 1st Cross , Magadi Road ,
 Bengaluru - 560 023
 Phone : 080-23295602

ALL PODCAST AND RADIO BROADCAST LINK



Name	Length	Plays	Ads	Date	Status
Why Vaccination? Why Not Taken? What Best to Do to Help Street vendors and underprivileged ...	03:40	26	0	Published on 8/6/21	---
Day 4 NATIONAL MANAGEMENT WEEK August 4 Awareness Making Towards Tobacco Free Zone at Publ...	05:08	4	0	Published on 8/5/21	---
August 3, 2021 Day 3 National Management Week - Awareness Programme on Tobacco Control at...	03:35	3	0	Published on 8/3/21	---
Philanthropic Support to Orphanage- Day 2 National Management Week August 2	08:33	4	0	Published on 8/2/21	---

PODCAST LINK <https://anchor.fm/rvim-csr>



Featured episodes

August 06, 2021

Why Vaccination? Why Not Taken? What Best to Do to Help Street vendors and underprivileged - Director, Sowmya, Uma and Apoorva Student Volunteer at 9th Block Jayanagar

[Start listening](#)

Many street vendors and underprivileged face a great challenge to go to vaccination center. RVIM educate and explores alternate method to help the m to be vaccinated as a part of National ...

RADIO LINK <https://radiopublic.com/national-management-week-WaAq44/s1!dda5a#t=1>

Report prepared and Submitted for AIMS National Management Week 2021
by Chandran A, Coordinator, RVIM Centre for Social Responsibility

Communications:

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

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END OF REPORT

SAMPLE CASE STUDIES

LEGAL ENVIRONMENT

Foxconn was the target of an earlier Labour Start campaign at its factory in China, where the Apple iPhone is produced; there was a rash of worker suicides. Now the same company is employing ruthless union-bashing tactics in India.

Foxconn is having three units in Kancheepuram district in Tamil Nadu. Around 7500 workers are employed in these 3 units out of which only 1400 are regular; others are designated as probationers, trainees and contractor workers.

Workers joined a union affiliated to CITU and submitted their charter of demands; management refused to talk to the union and threatened the workers to leave the CITU union; on 22nd September 2010, workers went on strike en masse demanding the right to join the organisation of their choice and the right to collective bargaining; the state labour department assured the union of discussions on 27th September; workers resumed work on 23rd; however, on that day, 23 office bearers and leaders of the union were suspended and penal wage cut of 8 days' wages, was imposed for the strike on 22nd; the management announced that they have come to a settlement with a union belonging to the ruling party in the state which had no support at all among the workers.

Protesting against this all the workers went on strike from 24th September. On 9th October around 500 workers along with A Soundararajan, general secretary of Tamil Nadu state committee of CITU, E Muthukumar, secretary of the Kancheepuram district committee of CITU were arrested and put in prison. They have been charged under non-bailable sections of the Criminal Proceeding Code.

Questions:

1. Do you agree with the labour practices at Foxconn? Why?
2. What do you think are the chances of establishing harmonious IR in this establishment and why?



BUSINESS COMMUNICATION

Crisis Communication: Lessons from 9/11, Paul A. Argenti –

INTRODUCTION

At 8:45 am on September 11, 2001, John Murphy, the CEO of Oppenheimer Funds, was out for a run in lower Manhattan's Battery Park. He was thinking about the company's reorganization plan, which he had announced the day before, when suddenly he saw an explosion near the top of the north tower of the World Trade Center. He stopped to watch black smoke pour from the place of impact—an awful lot of smoke, it seemed, for what was probably a small plane that had lost its way. He thought of his own employees in the neighboring south tower and made a mental note not to renew Oppenheimer's lease in that building. "First the bombing in 1993 and now a plane accident," he thought. "What's next?" He continued jogging, now in the direction of the office.

At the same moment, some 1,600 miles away, Timothy Doke was fighting rush-hour traffic on his way to American Airlines headquarters in Dallas. His pager went off at the same time his cell phone started ringing. As Doke, American's vice president of corporate communications, scrambled to answer the phone and fish the pager out of his pocket, a sinking feeling came over him—a feeling made worse by a voice on the phone informing him that one of American's flights out of Boston had been hijacked. Doke passed the exit to his office and headed for the next one, which would take him to American's strategic command center, the company's hub for handling crisis situations.

Back in New York City, Mary Beth Bardin was in a cab on the traffic-snarled streets of midtown Manhattan on her way to a breakfast meeting when she, too, saw smoke billowing into the otherwise clear blue skies. "Something must be on fire downtown," she thought. The cabdriver turned on the radio, and Bardin was stunned to hear that a jetliner had crashed into one of the World Trade Center's towers. Traffic ground to a halt, and Bardin, executive vice president of public affairs and communications at Verizon, jumped out of the cab and headed on foot to her company's offices at 42nd Street and Sixth Avenue. She immediately thought about the 2,200 Verizon employees working in lower Manhattan, especially those located in the World Trade Center and in Verizon Wireless's store there. Could they have been hurt? Her pace quickened, and she reached for her cell phone to let headquarters know she was on her way in. • • •

Many companies have faced disasters in the past. What was unique about the events of September 11 was the breadth of their impact on business. Some companies lost scores of employees. Many others saw key components of their infrastructure destroyed, at least temporarily. A still larger group had to struggle with secondary effects—customers requiring heroic levels of service, suppliers unable to fill orders, breakdowns in transportation and communication, collapses in demand. And every company in the country had to deal with traumatized and bewildered workers. Suddenly, crisis management was every executive's job.

I've spoken with many managers about their experiences and how they responded to the events of 9/11. Some of them, like John Murphy and Mary Beth Bardin, were near Ground Zero. Others, like Tim Doke, were far away from the site of the attacks but were nevertheless buffeted by their impact. What I discovered is that, in a time of extreme crisis, internal communications take precedence. Before any other constructive action can take place—whether it's serving customers or reassuring investors—the morale of employees must be rebuilt. In the words of Ray O'Rourke, managing director for global corporate affairs at Morgan Stanley in New York, "We knew within the first day that, even though we are a financial services company, we didn't have a financial crisis on our hands; we had a human crisis. After that point, everything was focused on our people."

Before any other constructive action can take place—whether it's serving customers or reassuring investors—the morale of employees must be rebuilt.

In my conversations with a range of executives, I was able to distill five lessons that I think can serve as guideposts for any company facing a crisis that undermines its employees' composure, confidence, or concentration. Many of these lessons relate to preparation—to establishing plans and mechanisms for emergency action. But if 9/11 taught us anything, it's that we can't anticipate every contingency. Sometimes, we have no choice but to improvise. Here, too, the experiences I uncovered can serve as useful models. Improvisation, after all, is most effective when a strong corporate mission and vision are already in place to inform and guide it.

Get on the Scene - GROUP 1 : Swati

In a move that would soon attain legendary status, New York City Mayor Rudolph Giuliani arrived at the World Trade Center within minutes of the first attack to take charge of the rescue operation. In the days and weeks that followed, he would conduct several press conferences in the vicinity of the destroyed towers, attend many funerals and memorial services, and maintain what seemed like a ubiquitous presence in the city. His visibility, combined with his decisiveness, candor, and compassion, lifted the spirits of all New Yorkers—indeed, of all Americans.

During the crisis, the most effective managers maintained similarly high levels of visibility in their own organizations. They understood that a central part of their job is political and that their employees are, in a very real sense, their constituents. In periods of upheaval, workers want concrete evidence that top management views their distress as one of the company's key concerns. Written statements have their place, but oral statements and the sound of an empathic human voice communicate sincerity. And if the voice belongs to a company leader, the listener has reason to think that the full weight of the company stands behind whatever promises and assurances are being made. In the words of Rob Densen, Oppenheimer's director of corporate affairs and a survivor of the 1993 bombing of the World Trade Center, most people engulfed in a crisis "want to be led and accordingly need to trust that you are going to lead them."

As the local telephone service provider to much of New York, Verizon faced enormous business and operational challenges in the wake of the Trade Center attacks. The 2,200 Verizon employees who were situated in the vicinity of the Center were involved in running the densest knot of cables and switches anywhere in the world. The attack knocked out 300,000 voice access lines and 4.5 million data circuits and left ten cellular towers inactive, depriving 14,000 businesses and 20,000 residential customers of service. Within hours, Larry Babbio, the head of the company's telecom business, traveled to the site to inquire after the safety of employees and inspect the damage. The CEO, Ivan Seidenberg, during the week following the attack, worked closely and at length with the communications team to craft and record voice mails addressed to employees who could still be reached outside the area of devastation. These messages went out daily until the stock market reopened the following Monday. "This was a time for leadership, and employees wanted to hear directly from the leader," Bardin says. The messages focused on employee safety, those unaccounted for, the

condition of the network, and how Verizon was going to get the New York Stock Exchange open for business. In addition, senior managers toured various facilities to meet with employees, and Seidenberg himself inspected the damage to Verizon's building at 140 West Street.

Employees at the *New York Times* faced a particularly harrowing challenge after the attacks. They were as traumatized as other New Yorkers—the company's main offices are on West 43rd Street, about three miles from Ground Zero, close enough for them to see the smoke. But it was their job to cover the attacks with the clear headedness and distance of professional journalists. The sheer scale of the event, and its effect on friends and neighbors, shook even the most hard-bitten news-room veterans. Russell Lewis, CEO of the New York Times Company, realized that the leadership team had to be seen acting “calmly, rationally, and humanely”—indeed, to be seen smiling—“so that our staff would mirror our behavior.” One of the first things he did was to go to the building's fire command station and use its emergency public-address system to assure the staff that, until more was known about the attack, the safest place to be was within the *Times*' fortress-like headquarters. He would use the system frequently over the next several days to reassure and update employees.

“When people heard us on the speakers, they listened. Your voice must sound calm, in control and, most important, earnest,” says Lewis, thinking back. He, Chairman and Publisher Arthur Ochs Sulzberger, Jr., and *Times* newspaper President Janet Robinson became the crisis management team, walking throughout the building each day to answer employees' questions concerning such matters as building security and to thank them for their dedication. “Most of all, we wanted people to know we were all in the same boat,” Lewis says.

Communicating with the people actually covering 9/11 was far from unnecessary. “If anything,” he says, “journalists needed more information [than other *Times* employees] about what the company was doing in response to the crisis. They are paid to be skeptical of authority, and if you can't adequately explain and defend what it is you're telling them, they won't go along.”

The presence of senior management wasn't just important for companies in Manhattan—all around the country, bewildered and frightened employees were hungry for leadership. Think of Dell. It's headquartered in Texas, and

its people suffered little direct impact from the terrorism. Yet they were devastated emotionally. Within a few days of 9/11, CEO Michael Dell and Kevin Rollins, Dell's president and chief operating officer, out of a simple desire to be involved and heard, decided they would meet with all of their directors and vice presidents, who were encouraged to talk about how they and their teams were holding up. To keep the meetings small and personal, three were held. The meetings were also taped and put on the company intranet for the benefit of every employee. In a stark departure from business as usual, Dell and Rollins said the focus should not be on sales or margins but rather on Dell's people and helping affected customers rebuild.

Choose your Channels Carefully – GROUP 2: Saher

Whether natural or man-made, disasters often disrupt normal flows of communication. Phone lines and power lines may be destroyed. Computer networks may go down. Groups of employees may be stranded or isolated. This was certainly the situation many companies faced after 9/11. To reach their people, managers often had to be creative in using unusual communication channels. Many, for instance, used the mass media to communicate with employees. Oppenheimer Funds, which occupied five floors at Two World Trade Center, wanted to send a message to both its employees and its customers that it would be operational as soon as the markets reopened. So CEO John Murphy appeared on CNBC's *Squawk Box* to deliver that message. In fact, its contingency site in New Jersey was ready for trading before the markets reopened.

Normally, of course, the news media and corporate America have what may best be described as an adversarial relationship—one that communications officers are asked to “manage.” However, as the events of 9/11 unfolded, many of them realized that they needed to start thinking of the media as allies—in part because their failed communications systems left them no other choice. At Morgan Stanley, the voice mail system serving its 2,700 employees based in Two World Trade Center and another 1,000 in Five World Trade Center, a smaller structure, had been disabled, as had the internal Web site for its broker network.

But affected companies did not view the media channel as merely a default communications system. Ray O'Rourke of Morgan Stanley explains: “[Our employees] take real-time news feeds on their desktops. They are very news sensitive. They read it, analyze it, question it.

The media were critical for communicating with our employees.”

Oppenheimer’s Rob Densen concurs: “Employees take their cue from the external media, so you need to demonstrate your functionality through the media.” One way Oppenheimer did so was by publishing a full-page letter from Murphy to his employees in the *Wall Street Journal*, *USA Today*, and the *New York Times*.

Some employees will trust a message that has been mediated by independent gatherers and distributors of the news more than one that comes directly from the company or appears as a paid advertisement. This filtering effect is especially useful at companies where employees tend to be suspicious of statements from management. American Airlines, for instance, has had a history of troubled relations with two of its unions, the Association of Professional Flight Attendants and the Allied Pilots Association. According to Tim Doke, “In a crisis, we usually end up relying on news media to get our message out... [CEO] Don Carty speaking directly to employees through media outlets such as CNN’s *Larry King Live* and the network morning shows has built bridges and created understanding between management and labor.” In the aftermath of 9/11, both unions waived a number of the rights of their rank and file to help American Airlines get its planes back in the air.

Although some companies have put computer kiosks on factory floors, the continuous nature of manufacturing operations and the distance of some workers from on-line hookups make communicating via e-mail in such venues difficult. American Airlines found a way around this by using its reservation system to reach as many employees as possible. “[Carty’s] voice mails were transcribed and sent to the SABRE machines—those machines that print your itineraries and tickets—as well as posted on the Internet and e-mailed to employees,” says Doke.

The machines are scattered all over airports, including employee lounges. While their major function is to receive messages, they do have a module permitting the company to communicate with employees, especially those in the field. “The SABRE machines meant that even maintenance people on tarmacs, who might not have Internet access at work, could be kept informed,” Doke says. American Airlines also recorded Carty’s messages on Internet hot lines and posted transcripts of them on its Web site.

To confirm that they were safe, Morgan Stanley's employees could call one of the toll-free numbers that fed into the company's Discover Card call centers. The firm also put the number on the ticker display that wraps around its Times Square building. Here, too, the TV networks played a role by broadcasting the number. Quickly, the Discover Card call center became *the* call center during the crisis, even routing calls from non-Morgan Stanley employees looking for information.

Stay Focused on the Business – GROUP 3: Rachel

“Everyone wanted to know what they could do in the wake of 9/11,” says Russell Lewis. “At the New York Times Company, no one had to even ask that question. Our mission is to put out the best newspaper we can so that readers can be as informed as possible. Just like a trauma surgeon, this is what we train for. There was no question that our employees felt that their job had meaning. And in the end, the *Times* received Pulitzer Prizes for its 9/11 reporting.”

A focus on work, in fact, can be enormously helpful to employees in a time of crisis. It provides an outlet for their desire to help, gets them back into a normal routine, fosters their pride in the company and what they do, and builds strong bonds between themselves and their customers, many of whom desperately need the company to keep their products and services flowing.

According to Elizabeth Heller Allen, vice president of corporate communications at Dell, “the key was finding an outlet for our employees’ desire to help.” The urgency of getting some 75 of Dell’s customers at Ground Zero and others in the DC area back in business pulled the staff together. At the same time, the senior leadership knew that only a revitalized staff would be able to deliver on Dell’s strong reputation for customer service. A Dell document stated that the objective of its response plan was “to increase employee understanding of how the September 11 terrorist attacks affected Dell’s customers and business and how Dell would respond.” But, other company documents showed, top management knew that Dell’s employees could assist affected customers only if they had a sense of security themselves.

Dell’s business model, which dispenses with the middleman, puts the firm directly in touch with its thousands of customers. Because of that direct contact, employees know exactly what

these customers need and want. “We have complete records of what we’ve sold to every customer, so we knew what they had lost,” said Allen. “While it meant working around the clock to get the computers configured with the correct software, it was our way of giving back.”

Other employees worked those hours to pack and ship systems to the affected customers, who could place orders 24/7. Dell also established service and response teams that customers could reach through dedicated phone lines and the company’s Web site, which gave instructions for obtaining immediate assistance.

“Reaching out to employees struggling with shock, grief, and anger with a more family-like tone enabled us to focus those feelings on responding to our customers’ urgent needs. Maintaining that tone with regular updates more firmly than ever linked our customer-experience strategy to our teams’ everyday work,” says Rollins.

Months after 9/11, the company tried to measure how effective these strategies were. It determined that Dell Helping Rebuild America, an internal Web site, received 54,947 hits in its first two months. The site averaged 603 hits per day, and had 11,016 unique visitors during that period, almost a third of the workforce. In addition, the company asked for feedback from employees and found that 90% thought that Web casts from the CEO and COO during the crisis were helpful and relevant to their jobs and the organization.

Starbucks displayed a similar mixture of head and heart. The chain of coffee shops had a total of 250 branches in New York City’s five boroughs, four of them adjacent to Ground Zero. “A major part of what’s helped us through this was engaging in the relief effort,” Marty Annese, a senior vice president, told a trade publication. The initial “instinctive” response of the company’s crisis management team, according to Chairman Howard Schultz, was to close all company-owned stores in North America so that employees “could return home to be with family and friends,” according to a company statement. Headquarters conveyed this message by voice mail and e-mail to all the stores.

But with the exception of 15 or so stores at the southern end of Manhattan, the New York City branches reopened on September 13. Several served food and coffee to rescue workers at Ground Zero, to people at blood donation centers, and to those at the Jacob Javits Convention Center, the command center for volunteer operations during the crisis.

Have a Plan in Place – GROUP 4: Kusum

While many companies have crisis contingency plans and disaster recovery plans in place, few had been tested as rigorously as they were on September 11. As Gregor Bailar, then chief information officer of Nasdaq, commented, “People will have to look very carefully at their backup strategies and see whether they can communicate with everybody easily, whether [critical data] are stored in that same building that could experience [a] disaster.”

Having contingency plans means, among other things, establishing contingency work sites. Soon after a truck bomb exploded in the garage of the World Trade Center in 1993, the New York Board of Trade began planning them. By 1995, it had built two sites in the borough of Queens. For six years, they sat empty, costing NYBOT \$300,000 annually in rent and utilities. After September 11, 2001, however, these remote trading pits proved to be one of the best investments NYBOT had ever made.

Web-based communications require their own version of contingency planning. When the destruction of Oppenheimer’s Trade Center offices knocked out its intranet Web server, staff moved quickly to post crisis communications on a newly created employee section of the company’s Web site. Many other companies also took that approach so that employees who had Internet access at home could stay connected.

Although operations during a crisis should be decentralized, decision making should not be. Airlines have some of the better-developed crisis command centers. At American, the strategic command center is a vast room featuring a large, horseshoe-shaped table with fully equipped workstations and a conference call line that can accommodate as many as 200 outside callers. Large-screen televisions set up to receive satellite broadcasts allow command center employees to monitor all news coverage of the crisis.

Operations during a crisis should be decentralized, but decision making should not be.

Messages should also be sent from a centralized source. At Oppenheimer Funds, Bob Neihoff, then manager of contingency planning, called a designated number within moments of the attack, punched in some information, and activated the company's crisis plan. Employees already knew to call into the Denver operation, which assumed control of the technology running the Web sites and voice mail systems. However, the substance of all communications came from Densen, the corporate affairs director, and CEO Murphy in New York City.

A widely circulated toll-free number can help ensure that employees obtain information from a single authorized source. Because Verizon had such a number, its 250,000 employees nationwide were able to access recorded messages containing the latest information about the crisis. Morgan Stanley's toll-free number was televised as early as 11:00 am on September 11, making it, according to President and COO Bob Scott, "the first national emergency number of any organization, including the federal government." By 1:30 pm that day, the firm's crisis center had received more than 2,500 calls.

Finally, many executives I spoke with emphasized how important it was to have experienced communications professionals on board. These people were panic proof, executives said. "The advantage of communications veterans," adds American Airline's Tim Doke, "is that they have done everything, so in a crisis you can easily pull them out of one job and put them in another."

Improvise, but from a Strong Foundation – GROUP 5: Kritika

"All of the planning that you do for a crisis helps you get through the basics," says the New York Stock Exchange's Robert Zito, its executive vice president for communications. Still, "people need to think on their feet and make quick decisions. Until the crisis comes, in whatever form, you don't really understand how valuable all the preparation was."

There is more to preparation than training. As important is instilling in employees the firm's values. Although Starbucks ordered its 2,900 North American stores closed within a few hours of the attacks, the managers of several undamaged stores near the disaster site decided on their own initiative to stay open, a few all night, to provide coffee and pastries to hospital staffs and rescue workers. Others served as triage centers for the injured. People who had been

wandering the streets of lower Manhattan in a daze were grabbed by Starbucks employees and pulled inside—and in some cases, lives were saved when nearby buildings collapsed.

One of the eight precepts recited in Starbucks' mission statement is, "Contribute positively to our communities and our environment." Many of Starbucks' outlets are, even in Manhattan, neighborhood-gathering places, full of comfortable chairs in which customers may linger for hours. Essentially, they had helped bring together the community they served.

Goldman Sachs's neighborhood is, in the abstract, the global marketplace, but its employees' dedication to this community couldn't have been fiercer. In one of his regular voice mails, Goldman Sachs CEO Henry Paulson saw something of the typical bond trader's agility and coolness under fire in his employees' ability to cope with a disabled transportation system. "Getting to work remains very difficult," he said. "Many routes are sealed off or closed. But that hasn't stopped you... The police stepped in and stopped the buses [you chartered]. So one of you had the clever idea to secure ferryboats. What you couldn't do by land you did by sea. Today, the idea of special buses with police escorts was a winner. And every colleague who needed to be in the office was here."

That may have been due, in part, to other remarks Paulson had made. "Our assets will always be our people, capital, and reputation, with our people being the most important of the three... And the lesson here is that our principles will never fail us as long as we do not fail to live up to them."

Goldman Sachs employees weren't the only ones using nautical approaches to get to the office. At the *New York Times*, Russell Lewis told us that one reporter kayaked across the Hudson River to get to work.

Many of the executives we spoke with emphasized that a company cannot start communicating its mission and vision during a crisis. Employees will know what to do only if they have been absorbing the company's guiding principles all along. Two of Oppenheimer's shared values, according to an internal document, are "dedication to caring" and "team spirit." Thinking back to 9/11, CEO John Murphy says, "If you have a strong culture, you have the ability to maintain focus. On 9/11, we had a structure, a belief system, and a

hierarchy all in place. That helped us to get through the crisis, and we haven't skipped a beat since."

Employees will know what to do in a crisis only if they have been absorbing the company's guiding principles all along.

The company had one more advantage: a communications strategy, which succeeded in reminding its employees and the world of those assets. When the markets reopened, Oppenheimer, the only mutual fund manager in the towers, had one of the largest net inflows of any broker-sold fund family in the United States.

The most forward-thinking leaders realize that managing a crisis communications program requires the same dedication and resources they typically give to other dimensions of their business. They also realize that a strong internal communications function allows them not only to weather a crisis but to strengthen their organization internally.

Just as a death in the family often brings people closer together, so did the catastrophe on 9/11. Many of the executives I interviewed talked about how their companies sustained that sense of community long after 9/11 by keeping the lines of communication open. At the *New York Times*, the strength of these bonds was tested soon after the terrorist attacks when a reporter received an envelope containing a white powder suspected to be anthrax. Once again, Russell Lewis and other senior executives went on the public address system. "For that time period," he recalls, "we were a family, and that doesn't wear off, as long as you are consistent in your concern for coworkers."

COMPENSATION MANAGEMENT

Some employees want a higher salary, others company car. Still others want a great insurance plan. Then you have those employees who care about less tangible things than compensation and benefits. They want to work for a company that really cares about them, and that shows it cares by offering great training opportunities, a positive corporate culture and open communication.

The hallmarks of motivated workplace are worth considerate. There is no secrets or hidden agendas lie under the surface. People know what's going on. Employees aren't blindsided with unexpected information. In turn, they don't conceal information or mislead their managers. Motivated employees are exceptionally loyal to their employers. Employees feel motivated when they know that they can be part of a solution or when they're encouraged to experiment with approaches, they themselves develop. Lively, productive interaction among employees is another sign of motivation in action. Rather than toiling away in isolation or trying to outdo their coworkers, motivated employees enjoy working in teams and cooperating with one another. Motivated employees provide the best service they can, helping internal customers i.e., their coworkers, as well as external ones. Even if they never interact directly with the public, employees with high motivation realize that they can impact customer satisfaction by doing their jobs well.

To achieve this, employees should feel as if they're trusted and valued and that they make a difference to the company. Input and feedback from managers are what motivates employees to do their jobs effectively and confidently. And when their stellar performance is recognized and rewarded, employees' motivation increases even more. If the approach to motivation is haphazard, sporadic, or inconsistent, the results will be as well. A few employees may be motivated, but not for long. Although it's true that compensation is an important factor in motivating workers, money is not the be-all and end-all. Nonmonetary benefits motivate in ways money cannot.

Today's employees are likely to be individuals who possess specialized skills, extensive industry-specific expertise, or a unique depth of experience that is impossible to duplicate. Rather than punching in, performing their duties, and punching out, employees today are looking to make a contribution. As a result, they are a major source of your company's ideas and the bearers of your company's reputation. You rely on your staff to design and build the

best possible product or deliver outstanding service. The profitability and success of your business depends on having employees who are motivated to be efficient, thorough, and competent. A good manager makes his or her employees feel valued and encourages strong performance.

Questions:

- a) Do you think that money is not the be-all and end-all?
- b) In your opinion, is monetary or nonmonetary compensation the most suitable option to get the best out of you as an employee?
- c) If you were the HR director, how would you maintain the 'motivation equation' right in your organization?



HUMAN RESOURCE MANAGEMENT

Feel-Safe Elevators Private Limited was a company setup by four entrepreneurs, who left a leading elevator organisation to achieve their goals.

In an industry like elevators, customer-service is of prime importance. High rise building occupants suffer if the maintenance and service of elevators are not proper. At the same time, technicians, service mechanics have a safety dimension. They get affected from due to risky nature of job. Many a times, the operation of the elevator is not proper because the service mechanic fears the safety and does not reach out to unsafe parts of the elevator.

Contract labour exploitation and sub-standard material are the business practices committed by unscrupulous service and maintenance agencies. However, Feel-Safe Elevators Private Limited decided that they would build their organization on proper ethics and morals to keep the established practices away.

A service which could turn fatal for passengers as well as technicians had to be provided on a solid moral ground and ethics. Hence, the group set about the 4-way test, that of truth, justice, friendliness and helpfulness to others. Within a short span, name of Feel-Safe was across suburbs and interiors because of the practices and name-sake proving real.

Now, the group is doing a turnover of Rs. 30.00 crores and the funded equity of the promoters stands at Rs. 5.00 crores. Very recently, it has been approached by a German elevator manufacturer, who has offered to buy the equity of promoters and requested the promoters to run the company as before.

Salary, perquisites and incentives are much more than the Entrepreneurial benefits, so far. However, the philosophy of Feel-Safe would have to change. The 4-way test would soon be replaced by competitive and contemporary philosophy of opportunism. Nevertheless, the promoters can make merry with Rs. 1.25 crores each simply by compromising their own philosophy, allowing exploitation of labour, living off staff and substituting the same with contract labour. All that it would need is accepting change.

Questions:

- (a) Can they give up the ethics and morals, responsible for business growth, for personal benefit?
- (b) In today's context, where competition, outsourcing and profiteering are prevalent, are the

practices of promoters the right practices? In case, the company continues to remain with promoters, what change should the promoters pursue?

(c) Entrepreneurship is a child sized by entrepreneur. So, giving away the child for personal benefit may not fulfill obligations of entrepreneurship. Comment



ORGANIZATION BEHAVIOR

The T Aerospace Company is in the early stages of planning the development of its latest commercial jet, the 007. The aircraft industry is a fiercely competitive one, dominated by a few large global players who operate at the forefront of technology. In this industry, competitors quickly copy and advance in technology or new management technique that might provide them with competitive edge. Some of the T Aerospace Company's competitors have adopted team working as means of speeding up their development and production processes.

The T Aerospace company is thus considering the adoption of team working in its operations, but some of the traditionalists in the company are doubtful. They are concerned that the benefits of work specialization will be lost. Some of the managers have had negative experiences with team working and so have strong reservations about the proposed changes.

Questions:

1. Identify the benefits that the T Aerospace Company can expect to gain from the adoption of team working.
2. Describe the difficulties that the company is likely to encounter in the management of its teams and recommend ways to turn individuals into team players.



Case Study- MRTP act 1969

Colgate Palmolive (India) Limited vs M/s. Hindustan Lever The first respondent, Colgate-Palmolive (India) Ltd. manufactures Colgate Dental Cream. The appellant too has various brands of tooth paste but we are concerned here with the New Pepsodent' toothpaste introduced by the appellant recently into the market. The appellant had given advertisement in the print, visual, and boarding media, claiming that its toothpaste "new Pepsodent" was "102 % better than the leading toothpaste". The advertisement contains a 'schematic' picture supposedly of samples of saliva. It depicts on one side of the advertisement a pictorial representation of the germs in a sample taken from the mouth of a person hours after brushing with "the leading toothpaste." And another pictorial representation is of the germs from a similar sample taken from the mouth of another person using the "New Pepsodent". The former shows large number of germs remaining in the sample of saliva where the leading toothpaste is used and the latter shows almost negligible quantity of germs in the sample of saliva where New Pepsodent' is used. The advertisement also speaks of tests conducted at the Hindustan Lever Dental Research Centre and says that the appellant's product is based on a Germ check formula which is twice as effective on germs as the leading toothpaste and that it was, in fact, 102% better in fighting germs. In the TV advertisement of the appellant, two boys are asked the name of the toothpaste with which they had brushed their teeth in the morning. The advertisement shows Pepsodent 102% superior in killing germs which is being used by one of the boys. So far as the other boy is concerned, who is using another toothpaste which is inferior in killing germs, the lip movements according to the respondents, indicated that the boy was using "Colgate " though the voice is muted. Additionally, when this muting is done there is a sound of the same jingle as is used in the usual Colgate- advertisement, leaving, according to the complainants, doubts in the minds of the viewers that "pepsodent" was being compared with Colgate. On these and other allegations, the complaint was filed by the respondents before the Commission relying upon Sections 10, 36A and 36B of the Act and in particular upon Section 36A (viii) and (x) of the Act. Facts of the Plaintiff company : Colgate Palmolive (India) Limited , manufacturers of Colgate Dental Cream.

Defendant : M/s. Hindustan Lever Limited manufacturers of New Pepsodent dental cream
Allegation : Advertisement campaign of the defendant regarding its dental cream New pepsodent disparaging the leading toothpaste namely Colgate Dental Cream manufactured

by Plaintiff.

A jingle used in the background of the ad which closely resembled that of Colgate Palmolive India's jingle.

In the ad when the child using the leading toothpaste is questioned, he mouthed out the words Colgate which was clearly visible.

HLL claimed 102% anti-bacterial superiority over the leading brand, however their advertisements gave an overall impression of being better than the leading brand in dental care.

Questions for discussion-1.

Questions

1. Discuss whether you will apply MRTP act 1969 to the above case?
2. What terms and conditions under MRTP are being violated according to you?





RashtreeyaSikshanaSamithi Trust
R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

Meet the executive by Mr. Rakesh Arakere for 3rd Semester MBA students held at RVIM on 18th December 2021

Date: 18 th December 2021	Venue: Virtual (Zoom meeting)
Time: 9am to 10am	To :3 rd Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: <ul style="list-style-type: none">To facilitate the students to understand the practical implications on Personal Financial Management	
Meet the executive by Mr. Rakesh Arakere for 3 rd Semester MBA students held at RVIM on 18 th December 2021	
Agenda/Flow of the Event	
Explained on the significance of Finance, Accounts, and Tax	
The diverse savings and Investing patterns.	

Take away from the session:

This Program on Meet the executive aimed to deliver programme on different financial aspects.


Payal Jindal
Center for Career Development


Dr. Purushottam Bung
Director-RVIM



®

Rashtreeya Sikshana Samithi Trust
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Ph: 080-26547048 Fax: 26654920; URL:rvim.edu.in; Email:

To:
The Director,
R.V. Institute of Management,
Bengaluru

Respected Sir,

**Sub: Request for approval for inviting the guest speaker Mr.Rakesh Arakere
for the 'Meet the Executive' session for the 3rd semester MBA students**

Centre for Career Development plans to organize a session by **Mr.Rakesh Arakere** as part of the 'Meet the Executive' Session on 18th December 2021 between 9.00 am to 10.00 am.

We request your approval for inviting the guest.

Enclosed is the profile.

Thanking you

Yours Faithfully

Pooja Kulkarni

Approved

L

Contact

www.linkedin.com/in/rakesh-arakere-ba96499 (LinkedIn)

Rakesh Arakere

Finance/Tax/Accounting Professional

Penang, Malaysia

Experience

TaeguTec India Private Ltd

Chief Financial Officer

2000 - Present (22 years)

Rsst		
RV Institute of Management		
Meet the executive by Mr.Rakesh Arakere on 18th Decemebr 2021		
2020-2022 Batch		
Sl. No	Name	Attendance
1	ABHISHEK SHANTINATH UPADHYE	
2	A B Ganapathy	
3	Abhilash K	
4	Aditya Shettar	
5	Afeefah Bakhtar Majumdar	
6	Aishwarya.s.k	
7	Anusha R Hegde	
8	Apoorva Raghu Rao	
9	Bhavani Vishwakarma	
10	C Pranathi	
11	C. Prasanth kumar	
12	Carol Swetha Noronha	
13	Chandana T	
14	Chetana. S	
15	Delson Glan D Silva	
16	Disha Santosh Naik	
17	Karuna V Divate	
18	Kavya Ganapati Hegde	
19	Koundinya R	
20	MAHIMA HARISH BHAT	
21	MISHANA MOTESH DSOUZA	
22	Niranjan M	
23	Nisha T	
24	Prajna nayak	
25	Prajna Shetty	
26	Prarthana Upadhyaya	
27	Punitha K	
28	Rachana D	
29	Rachana kumari	
30	Raghavendra J.P	
31	Rahul Yalavatti	
32	Rakesh	
33	Rakshith Hegde	
34	Rakshith TG	
35	SAHANA M S	
36	Samiksha S Shetty	
37	Sarika Mallya	
38	Sharan Bandrad	
39	Shashank Y	
40	Shetty Lavanya Shekar	
41	Shivasubramanyam S Patangi	
42	Shresta B Bhat	
43	Shruthi R	
44	Sindhu L Dabeer	
45	Sinsha K J	
46	Sheha Gowda R	
47	Srilaxmi	

48	Sripooma Indurkar	
49	Srushti B R	
50	SUJAY SHAH	
51	Sukannya Dalal	
52	SURAJ H S	
53	Suraj SP	
54	Tejas Bhandari	
55	Tejashree R	
56	Tejashwini Lokapuramath	
57	Tejasvi Gangadhar Angadi	
58	Ullas shripad shet	
59	Vaibhav Malaviya	
60	Varsha biradar	
61	Varsha K	
62	VELUGU SUJANI KRISHNA	
63	Aishwarya KM	
64	Bharath.C	
65	M Janani Priya	
66	Phalguni P	
67	Sarika Mallia U	
68	Sharvani M S	
69	Ajaz Mujawar	
70	AJEY M	
71	Amogha Hegde	
72	AMULYA HR	
73	Anagha Hegde	
74	Ananya	
75	Ashadeep M Hegde	
76	Bharath.P	
77	Chinmay Hegde	
78	Darshini.G	
79	Divesh	
80	Eshwar Darshan K M	
81	H R Rithesha	
82	Karthik M S	
83	Kaushik C B	
84	Mahesh S	
85	Malender Deyannavar	
86	Manoj kb	
87	Manoj M	
88	Meghana Vinayak Hegde	
89	Mohamadasadiq Kayum Mulla	
90	Mrutyunjaya Sangresakoppa	
91	Neha Kulkarni	
92	Nikhil S Kotian	
93	Prashanth Y G	
94	Prateeksha Raviprakash Chungani	
95	Prinson Dilma	
96	Rahul Mondal	
97	Rahul Singh	
98	Rakshith	
99	S CHETHAN	

100	Sachith Kumar	
101	Sandeep H S	
102	Santhosh kiran S	
103	Shishir S Acharya	
104	Soubhagya Bhat	
105	Suhas NK	
106	Suraj G S	
107	Trivadan Mahabaleshwar Hegde	
108	Vaishnavi S	
109	Vaishnavi S	
110	Vinayak Subray Bhat	
111	Prarthana Singri	
112	Subhashini K N	
113	Vinay Kumar G S	
114	Nikhil Navandhar	
115	Swati Vinayak Hegde	
116	Kirthan K	
117	Koppolu Sudarsan Rahul	
118	MOHAMED SAIFUDDIN F	
119	N Prathibha	
120	Pratik	
121	Priyanka	
122	Rohan R R	
123	Rubina afreen	
124	Dhanashri Kabra	
125	Adarsha K	
126	Akshay G s	
127	Anoop Bhargav M	
128	Gautham M	
129	Drinya K Chandran	
130	Janak Karkera	
131	Mohammed Mohasin Yarnal	
132	Rakshith S	
133	SHIVAKUMAR C H	
134	Shruthi G	
135	Siddhant Muchakani	
136	Suhas H	
137	Sujaya Bhat	
138	Sumit Naganath	
139	Vikas Seth	
140	Monisha M	
141	Apoorva Sunil Patil	
142	Chaitanya B K	
143	Deeksha Bopaiah	
144	Gokul nayak	
145	Indraneel Das	
146	Nikita	
147	Roshani	
148	Roshni Guru Muthraj	
149	Sakschi Singh	
150	Satishkumar K Pille	
151	Sparsha	

152	Tejaswini Hegde	
153	Vinayak golihalli	
154	Abhishek Kumar	
155	Akhilshyam KB	
156	AKSHAY H S	
157	Apoorva M	
158	Arvind raj	
159	Chakravarthy BM	
160	Chandan N H	
161	Chandan s	
162	Dhananjay Durve	
163	Eshanya M	
164	Jagrity	
165	Karnika Mridul	
166	Kritika Shenoy	
167	Likhith H k	
168	Manu Kiran	
169	Mayur KS	
170	Nishant Kumar Sharma	
171	Rachana H Gowda	
172	Suhas M	
173	Supreeth S	
174	Talwar Praveen	
175	Tripuresh Tiwari	
176	GURU RAGHAVENDRA S	
177	Yashaswini v	



Meet the executive by Dr. Gautami Sudarshan for 3rd Semester MBA students held at RVIM on 11th December 2021

Date: 11 th December 2021	Venue: Virtual (Zoom meeting)
Time: 9am to 10am	To :3 rd Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: To facilitate the students to understand the practical implications of various Admin jobs related to ISRO, NAL HAL etc	
Meet the executive by Dr. Gautami Sudarshan for 3 rd Semester MBA students held at RVIM on 11 th December 2021	
Agenda/Flow of the Event	
Experience at ISRO	
She focused on the admin jobs at ISRO	
She also mentioned the requirements , skills education qualification required to enter ISRO	
Abilities/Skills:	
<ul style="list-style-type: none">• Excellent communication skills - oral, written and numeric (essential)• Excellent organisational skills with the ability to priorities workload and be able to work under pressure (essential)•Excellent attention to detail and a conscientious approach to work (essential)• Good computer skills including Microsoft Office - word processing and spreadsheets (essential)• Ability to work on own initiative (essential)• Ability to work as part of a team (essential)	

Demonstrable interest in and commitment to the aims and values of international humanitarian work (essential)

- **Excellent interpersonal skills and the ability to interact with a diverse range of people**
- **A flexible, proactive approach to the role**
- **Fluency in English (essential)**

Take away from the session:

This Program on Meet the executive aimed to understand the practical implications of various ADMIN Jobs at ISRO

Payal Jindal

**Payal Jindal
Center for Career Development**



**Dr. Purushottam Bung
Director-RVIM**



#

Rashtreeya Sikshana Samithi Trust
R.V.INSTITUTE OF MANAGEMENT
CA-17, 36TH CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE - 41
Ph: 080-26547048 Fax: 26654920; URL: rvim.edu.in; Email:

To:
The Director,
R.V. Institute of Management,
Bengaluru

Respected Sir,

**Sub: Request for approval for inviting the guest speaker Ms.Gautami Sudarshan
for the 'Meet the Executive' session for the 3rd semester MBA students**

Centre for Career Development plans to organize a session by **Ms.Gautami Sudarshan** as part of the 'Meet the Executive' Session on 11th December 2021 between 9.00 am to 10.00 am.

We request your approval for inviting the guest.

Enclosed is the profile.

Thanking you

Yours Faithfully

Payal kadal

Approved

L

DR. GAUTAMI SUDARSAN

CONTACT



8762386967



gautamisudarsan@outlook.com



Raigad, Maharashtra



[gautami2812](https://www.instagram.com/gautami2812)

EDUCATION

M COM
MADRAS UNIVERSITY
CHENNAI

MSA
MADURAI KAMARAJ UNIVERSITY
MADURAI

PGDLL&AL
MADURAI KAMARAJ UNIVERSITY
MADURAI

PHD
MOTHER TERESA WOMEN'S UNIVERSITY
KODAIKANAL

PROFESSIONAL EXPERIENCE

HEAD PERSONNEL & GENERAL ADMINISTRATION
PROPELLANT COMPLEX
RASAYANI
MAHARASHTRA
(UNIT OF SHAR/ISRO)

JOINED ISRO BANGALORE IN 1991

AWARD

SERVICE EXCELLANCE AWARD FOR THE YEAR 2018

Rsst

RV Institute of Management

Meet the executive by Dr. Goutami Sudarshan on 11th December 2022

2020-2022 Batch

Sl. No	Name	Attendance
1	ABHISHEK SHANTINATH UPADHYE	P
2	A B Ganapathy	P
3	Abhilash K	f
4	Aditya Shettar	A
5	Afeefah Bakhtar Majumdar	P
6	Aishwarya.s.k	P
7	Anusha R Hegde	P
8	Apoorva Raghu Rao	P
9	Bhavani Vishwakarma	P
10	C Pranathi	P
11	C. Prasanth kumar	P
12	Carol Swetha Noronha	P
13	Chandana T	P
14	Chetana. S	P
15	Deison Gian D Silva	P
16	Disha Santosh Naik	P
17	Karuna V Divate	P
18	Kavya Ganapati Hegde	A
19	Koundinya R	P
20	MAHIMA HARISH BHAT	P
21	MISHANA MOTESH DSOUZA	A
22	Niranjan M	P
23	Nisha T	P
24	Prajna nayak	P
25	Prajna Shetty	P
26	Prarthana Upadhyaya	P
27	Punitha K	A P
28	Rachana D	P
29	Rachana kumari	P
30	Raghavendra J.P	P
31	Rahul Yalavatti	P
32	Rakesh	A

33	Rakshith Hegde	P
34	Rakshith TG	P
35	SAHANA M S	P
36	Samiksha S Shetty	P
37	Sarika Malliya	P
38	Sharan Bandrad	P
39	Shashank Y	P
40	Shetty Lavanya Shekar	P
41	Shivasubramanyam S Patangi	P
42	Shresta B Bhat	P
43	Shruthi R	A
44	Sindhu L Dabeer	P
45	Sirisha K J	P
46	Sneha Gowda R	P
47	Srilaxmi	P
48	Sripooma Indurkar	P
49	Srushti B R	P
50	SUJAY SHAH	P
51	Sukannya Dalal	P
52	SURAJ H S	P
53	Suraj SP	P
54	Tejas Bhandari	P
55	Tejashree R	P
56	Tejashwini Lokapuramath	P
57	Tejasvi Gangadhar Angadi	P
58	Ullas shripad shet	A
59	Vaibhav Malaviya	P
60	Varsha biradar	P
61	Varsha K	P
62	VELUGU SUJANI KRISHNA	P
63	Aishwarya KM	P
64	Bharath C	P
65	M Janani Priya	P
66	Phalguni P	P
67	Sarika Malliya U	P
68	Sharvani M S	P
69	Aijaz Mujawar	A

70	AJEY M	P
71	Amogha Hegde	P
72	AMULYA HR	P
73	Anagha Hegde	P
74	Ananya	P
75	Ashadeep M Hegde	D
76	Bharath.P	P
77	Chinmay Hegde	P
78	Darshini.G	P
79	Divesh	P
80	Eshwar Darshan K M	P
81	H R Rithesha	P
82	Karthik M S	P
83	Kaushik C B	A
84	Mahesh S	A
85	Malender Deyannavar	P
86	Manoj kb	P
87	Manoj.M	D
88	Meghana Vinayak Hegde	P
89	Mohamadasadiq Kayum Mulla	P
90	Mrutyunjaya Sangresakoppa	D
91	Neha Kulkarni	P
92	Nikhil S Kotian	P
93	Prashanth Y G	P
94	Prateeksha Raviprakash Chungani	P
95	Prinson Dlima	P
96	Rahul Mondal	P
97	Rahul Singh	A
98	Rakshith	P
99	S.CHETHAN	P
100	Sachith Kumar	D
101	Sandeep H S	P
102	Santhosh kiran S	P
103	Shishir.S.Acharya	P
104	Soubhagya Bhat	A
105	Suhas NK	P
106	Suraj G S	P

107	Trivadan Mahabaleshwar Hegde	P
108	Vaishnavi S	P
109	Vinayak Subray Bhat	P
110	Prarthana Singri	P
111	Subhashini K N	P
112	Vinay Kumar G S	P
113	Nikhil Navandhar	P
114	Swati Vinayak Hegde	P
115	Kirthan K	P
116	Koppolu Sudarsan Rahul	A
117	MOHAMED SAIFUDDIN F	P
118	N Prathibha	P
119	Pratik	P
120	Priyanka	P
121	Rohan R R	P
122	Rubina afreen	P
123	Dhanashri Kabra	P
124	Adarsha K	P
125	Akshay G s	P
126	Anoop Bhargav M	A
127	Gautham M	P
128	Drinya K Chandran	P
129	Janak Karkera	P
130	Mohammed Mohasin Yarnal	A
131	Rakshith S	P
132	SHIVAKUMAR C H	P
133	Shruthi G	P
134	Siddhant Muchakani	P
135	Suhas H	P
136	Sujaya Bhat	P
137	Sumit Naganath	P
138	Vikas Seth	P
139	Monisha M	P
140	Apoorva Sunil Patil	A
141	Chalthanya B.K	P
142	Deeksha Bopaiah	P
143	Gokul nayak	P

144	Indraneel Das	P
145	Nikita	A
146	Roshani	P
147	Roshni Guru Muthraj	P
148	Sakschi Singh	P
149	Satishkumar K Pille	A
150	Sparsha	P
151	Tejaswini Hegde	P
152	Vinayak golihalli	A
153	Abhishek Kumar	P
154	Akhilshyam KB	P
155	AKSHAY H S	P
156	Apoorva M	P
157	Arvind raj	P
158	Chakravarthy BM	D
159	Chandan N H	D
160	Chandan s	A
161	Dhananjay Durve	D
162	Eshanya M	D
163	Jagrity	P
164	Karnika Mridul	P
165	Kritika Shenoy	P
166	Likhith H k	P
167	Manu Kiran	D
168	Mayur KS	P
169	Nishant Kumar Sharma	P
170	Rachana H Gowda	D
171	Suhas M	P
172	Supreeth S	P
173	Talwar Praveen	A
174	Tripuresh Tiwari	P
175	GURU RAGHAVENDRA S	P
176	Yashaswini.v	P



Meet the executive by Dr. Sharan Shetty for 3rd Semester MBA students held at RVIM
on 20th November 2021

Date: 20 th November 2021	Venue: Virtual (Zoom meeting)
Time: 9am to 10am	To :3 rd Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: <ul style="list-style-type: none">To facilitate the students to understand the practical implications on Personal Financial Management	
Meet the executive by Dr. Sharan Shetty for 3 rd Semester MBA students held at RVIM on 20 th November 2021	
Agenda/Flow of the Event Explained on the significance of saving and investing while still in college. The diverse savings and Investing patterns.	

Take away from the session:

This Program on Meet the executive aimed to deliver programme on different financial aspects.


Payal Jindal
Center for Career Development


Dr.Purushottam Bung
Director-RVIM



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R.V.INSTITUTE OF MANAGEMENT

CA-17, 36TH CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE - 41
Ph: 080-26547048 Fax: 26654920; [URL:rvim.edu.in](http://URL.rvim.edu.in). Email: contact@rvim.edu.in

To
Director-MBA
R.V.Institute of Management
Bangalore-560011

Date: 19/11 /21

Respected Sir,

Sub: Request for approval for inviting the guest speaker Dr.Sharan Shetty, for the 'Meet the Executive' session.

Respected Sir,

Center for Career Development plans to organize a webinar by Dr.Sharan Shetty as part of the 'Meet the Executive' session on Saturday 20th Nov'2021 on the topic Personal Financial Management. We request your approval for inviting the guest and getting the creative made for circulation

Thanking you
Yours Faithfully

Payal L. Jindal
Payal Jindal

okay

L
19/11



Dr. Sharan Kumar Shetty

Ph.D(Banking), MBA (Finance), KSET(Management)

Associate Professor & Member of Governing Body MSN Institute of Management-Mangaluru Member of BOS & BOE and Editorial Board Member of International Publications. Financial Advisor, Motivational Speaker and Educational Consultant Ideator and Founder of Capital Advisors (Start-up Firm)

An acknowledged professional with vast experience in both academics and Industry. Veteran in the field of Management Education, Research and Administration with a vibrant career spanning nearly two decades that reflects rich Indian and overseas experience and year-on-year success in Teaching, Training, Research and Educational Leadership. Dr. Shetty is a trainer for Financial Markets and conducted numerous training programmes in national and international platforms on the topics such as Finance for non-financial executives, Start-Up Mantras for Educators and Budding Leaders, Research Aim and Title formation, Career Guidance, Higher Education and Impact of Digitalization in Education system. Started career in Accenture as a trainer. Served as a Visiting Faculty in XLRI, Christ, PESIT, IBS, IBMR, IIBS and moved to Malaysia to continue his further academic service. He has undertaken assignments in Sri Lanka, Bhutan, Philippines, Vietnam, Cambodia, Thailand and Malaysia. Developed contents for ODL programme and delivered training programmes to the Real Asset certification in the ASEAN countries. He holds a credit of training executives of top Indian and foreign banks like ICICI, Axis, Kotak, RBL Malaysian Bank and HSBC. Presented and Published research papers in National and International Journals. Dr. Shetty has been associated with top institutions in India and abroad as a governing council member and also a member of Board of studies. He is an Inspirational speaker too and delivered programmes in Radio and television channels.

Reach me @ Mobile No: 9902763106 Email Id: sharansai25@gmail.com



Meet the executive by Dr. Sharan Shetty on 20th November 2021

Rsst		
RV Institute of Management		
Meet the executive by Dr. Sharan Shetty on 20th November 2021		
2020-2022 Batch		
Sl. No	Name	Attendance
1	ABHISHEK SHANTINATH UPADHYE	P
2	A B Ganapathy	P P
3	Abhilash K	P P
4	Aditya Shetter	P P
5	Afeefah Bakhtar Majumdar	A
6	Aishwarya.s.k	P
7	Anusha R Hegde	P P
8	Apoorva Raghu Rao	P P
9	Bhavani Vishwakarma	P P
10	C Pranathi	P
11	C. Prasanth kumar	P
12	Carol Swetha Noronha	P P
13	Chandana T	P P
14	Chetana. S	P P
15	Delson Glan D Silva	P
16	Disha Santosh Naik	P
17	Karuna V Divate	P P
18	Kavya Ganapati Hegde	P P
19	Koundinya R	P P
20	MAHIMA HARISH BHAT	P P
21	MISHANA MOTESH DSOUZA	P P
22	Niranjana M	P P
23	Nisha T	P P
24	Prajna nayak	P P
25	Prajna Shetty	P P
26	Prarthana Upadhyaya	P P
27	Punitha K.	P P
28	Rachana D	P P
29	Rachana kumari	P P
30	Raghavendra J.P	P P
31	Rahul Yalavatti	P P
32	Rakesh	P P
33	Rakshith Hegde	P P
34	Rakshith TG	P P
35	SAHANA M S	P P
36	Samiksha S Shetty	P P
37	Sarika Malliya	P
38	Sharan Bandrad	P
39	Shashank Y	P
40	Shetty Lavanya Shekar	P
41	Shivasubramanyam S Patangi	P
42	Shresta B Bhat	P
43	Shruthi R	P
44	Sindhu L Dabeer	P
45	Sirisha K J	P
46	Sneha Gowda R	P
47	Srilaxmi	P

48	Sripooma Indurkar	P
49	Srushti B R	P
50	SUJAY SHAH	P
51	Sukannya Dalal	P
52	SURAJ H S	P
53	Suraj SP	P
54	Tejas Bhandari	P
55	Tejashree R	P
56	Tejashwini Lokapuramath	P
57	Tejasvi Gangadhar Angadi	P
58	Ullas shripad shet	P
59	Vaibhav Malaviya	P
60	Varsha biradar	P
61	Varsha K	P
62	VELUGU SUJANI KRISHNA	P
63	Aishwarya KM	P
64	Bharath.C	P
65	M Janani Priya	P
66	Phalguni P	P
67	Sarika Malliya U	P
68	Sharvani M S	P
69	Ajaz Mujawar	P
70	AJEY M	P
71	Amogha Hegde	P
72	AMULYA HR	P
73	Anagha Hegde	P
74	Ananya	P
75	Ashadeep M Hegde	P
76	Bharath P	P
77	Chinmay Hegde	P
78	Darshini.G	P
79	Divesh	P
80	Eshwar Darshan K M	P
81	H R Rithesha	P
82	Karthik M S	P
83	Kaushik C B	P
84	Mahesh S	P
85	Malender Deyannavar	P
86	Manoj kb	P
87	Manoj M	P
88	Meghana Vinayak Hegde	P
89	Mohamadasadiq Kayum Mulla	P
90	Mrutyunjaya Sangresakoppa	P
91	Neha Kulkarni	P
92	Nikhil S Kotian	P
93	Prashanth Y G	P
94	Prateeksha Raviprakash Chungani	P
95	Prinson Dilma	P
96	Rahul Mondal	P
97	Rahul Singh	P
98	Rakshith	P
99	S.CHETHAN	P

100	Sachith Kumar	
101	Sandeep H S	
102	Santhosh kiran S	
103	Shishir S Acharya	
104	Soubhagya Bhat	
105	Suhas NK	
106	Suraj G S	
107	Trivadan Mahabaleshwar Hegde	
108	Vaishnavi S	
109	Vaishnavi S	
110	Vinayak Subray Bhat	
111	Prarthana Singri	
112	Subhashini K N	
113	Vinay Kumar G S	
114	Nikhil Navandhar	
115	Swati Vinayak Hegde	
116	Kirthan K	
117	Koppolu Sudarsan Rahul	
118	MOHAMED SAIFUDDIN F	
119	N Prathibha	
120	Pratik	
121	Priyanka	
122	Rohan R R	
123	Rubina afreen	
124	Dhanashri Kabra	
125	Adarsha K	
126	Akshay G.s	
127	Anoop Bhargav M	
128	Gautham M	
129	Drinya K Chandran	
130	Janak Karkera	
131	Mohammed Mohasin Yarnal	
132	Rakshith S	
133	SHIVAKUMAR C H	
134	Shruthi G	
135	Siddhant Muchakani	
136	Suhas H	
137	Sujaya Bhat	
138	Sumit Naganath	
139	Vikas Seth	
140	Monisha M	
141	Apoorva Sunil Patil	
142	Chaithanya B.K	
143	Deeksha Bopaiah	
144	Gokul nayak	
145	Indraneel Das	
146	Nikita	
147	Roshani	
148	Roshni Guru Muthraj	
149	Sakschi Singh	
150	Satishkumar K Pille	
151	Sparsha	

152	Tejaswini Hegde	P
153	Vinayak golihali	P
154	Abhishek Kumar	P
155	Akhilshyam KB	P
156	AKSHAY H S	P
157	Apoorva M	P
158	Arvind raj	P
159	Chakravarthy BM	P
160	Chandan N H	P
161	Chandan s	P
162	Dhananjay Durve	P
163	Eshanya M	P
164	Jagrity	P
165	Karnika Mridul	P
166	Kritika Shenoy	P
167	Likhith H k	P
168	Manu Kiran	P
169	Mayur KS	P
170	Nishant Kumar Sharma	P
171	Rachana H Gowda	P
172	Suhas M	P
173	Supreeth S	P
174	Talwar Praveen	P
175	Tripuresh Tiwari	P
176	GURU RAGHAVENDRA S	P
177	Yashaswini.v	P



R.V. Institute of Management

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

Meet the Executive for 2nd semester MBA students on 28th September, 2022 organized by Centre for Career Development. Resource person was Dr. Vijay Paduguri (RVIM Alumni) on the topic "Business Etiquette"

Date: September 28 th 2022	Venue: Seminar Hall
	To : --2 nd Semester MBA students
No. of Participants: 122	Event Coordinator: Prof. Payal Jindal
Objectives: <ul style="list-style-type: none">▪ To facilitate to students to know about Careers and skills required for MBA and Business Etiquette	
<p>Dr. Vijay Paduguri (RVIM Alumni) as a part of Meet the Executive conducted a session on the topic "Business Etiquette" for 2nd semester MBA students on 28th September, 2022.</p> <p>Agenda/Flow of the Event:</p> <p>Careers and skills required for MBA: Some of the important points discussed in the sessions were:</p> <ul style="list-style-type: none">❖ Adaptability❖ Communication skills❖ Leadership skills❖ Conflict resolution❖ Decision-making skills with innovation❖ Initiative and drive <p>Below are the some of the do's in Business etiquettes discussed in the session :</p> <ul style="list-style-type: none">❖ A proper business introduction should include first and last names.❖ Introduce the less important/junior person to the more important/senior person❖ When answering a business phone, always answer with your name❖ Refill the gas tank of the company's car after using. Remove any fast food wrappers or cups.❖ After using a conference room, clean up your papers, etc. Put the chairs back around the table and erase the white board.	

Below are the some of the don'ts in Business etiquettes discussed in the session :

- ❖ Do not leave dried up markers in the white board tray.
- ❖ What you would not wish done to yourself, do not do to other

Take away from the session:

This session as a part of "Meet the Executive" aimed to understand the skills required for MBA professional and Business Etiquettes in business world.

Feedback of the students: All participants appreciated the session and wished to have more and more sessions like this to share minute details pertaining to Business Etiquettes

Payal Jindal

Prof. Payal Jindal
Centre for Career Development



Dr. Purushottam Bung
Director-RVIM



R.V. Institute of Management

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

27-09-2022

To,
The Director,
RV Institute of Management
Bangalore-41.

Respected Sir,

Request for approval for inviting the Guest speaker Dr.Vijay Paduguri (RVIM Alumni) for "Meet the Executive" session for the 2nd semester MBA students.

Centre for Career Development plans to organize a session by Dr. Vijay Padaguri (Alumni) as part of the "Meet the Executive" session for the 2nd semester MBA students on September 28th 2022 between 2.30 pm to 5.30 pm

We request your approval for inviting the guest

Enclosed is the profile.

Thanking you,
Yours Faithfully.

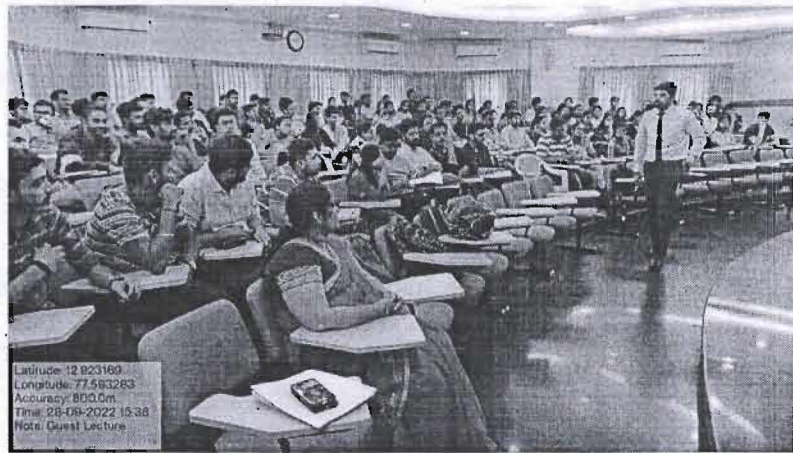
Payal Jindal
Payal Jindal

Approved

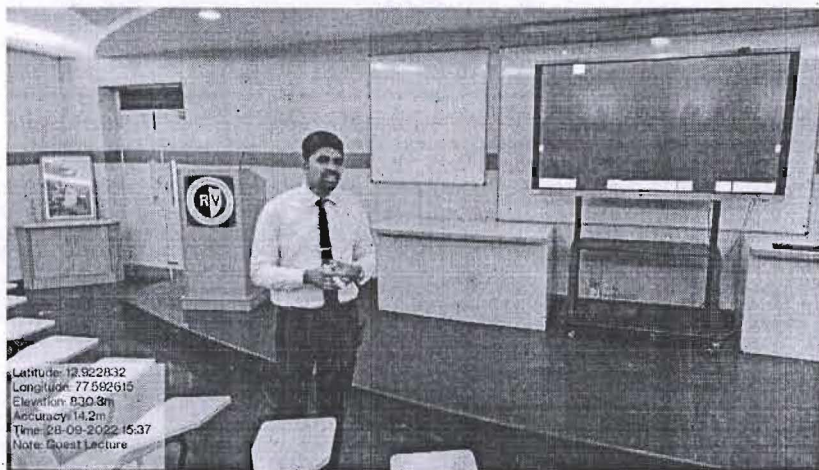
L
9/10



Time: 28-09-2022 15:35
Note: Guest Lecture



Latitude: 12.923160
Longitude: 77.583283
Accuracy: 800.0m
Time: 28-09-2022 15:38
Note: Guest Lecture



Latitude: 12.922832
Longitude: 77.582615
Elevation: 830.3m
Accuracy: 14.2m
Time: 28-09-2022 15:37
Note: Guest Lecture

Contact

vjaypadaguri@gmail.com

www.linkedin.com/in/dr-vijay-padaguri-he-his-64882317
(LinkedIn)

Top Skills

Training

Human Resources

Employee Engagement

Languages

English

Kannada

Hindi

Marathi

Telugu

Certifications

University Teaching

Basics of Digital Marketing

Lean Six Sigma Green Belt (ICGB)

Understanding Research Methods

Publications

The resurgence of a high performer

Solving Talent Management Issues
Related to Gen Y in the EFCS
Backdrop

Case Study on Job Selection and
Career Planning

Establishing Skills Supremacy: Way
Forward to Sustain the Competitive
Advantage

Dr. Vijay Padaguri (He/His)

Actively seeking teaching opportunities(HR/General Management) in Toronto/GTA

Bengaluru, Karnataka, India

Summary

Prof Vijay Padaguri, is a management educator with diverse experience in higher education and corporate training. He holds a Master's degree in Business Administration (HR) and a doctoral degree in the domain of "Employability Gaps", from Jain University, Bangalore. He has published several research papers and case studies in the area of employability, skills enhancement, campus to corporate issues etc. Currently, he works as a faculty member at the department of business studies, University of Technology and Applied Sciences, Sultanate of Oman. He has extensively delivered sessions in the face-to-face and online modes, successfully. In his previous assignment, he worked as an Associate Professor at Manipal Academy of Higher Education, Bangalore. He was involved in training the probationary officers of various banking clientele including AXIS Bank, IDBI Bank and ICICI Bank at the Manipal Academy of Banking and Financial Services, and worked towards making the officers 'first-day first hour' ready. He was involved in content development and review of general management programs at the academy. Prior to this assignment, he has worked with the New Horizon Group of Institutions and Hindustan Coca Cola Beverages Private Ltd. In a cross-domain training and teaching experience spanning over ten years, he has handled several training programs in the soft skills and general management domain for reputed clients and consultancies like NIS Sparta, High Fliers Training and Consultancy, Vj Communications, Quantech Origin, and Loratis, across the corporate and academic space. He is known for high energy levels and participation eliciting activities. He has an above-average rating by participants of his courses and workshops. He strongly believes that 'visible change' should be the outcome of any training program. He emphasizes on the 'application' of concepts and ensures that the participants learn effectively. He has a stand-up training experience of over 3000 hours to his credit and firmly believes in the concept of life-long learning.

Experience

University of Technology and Applied Sciences

Faculty Member

February 2019 - August 2022 (3 years 7 months)

Ibri, Al Dhahirah, Oman

Manipal Academy of Higher Education

Associate Professor

March 2018 - February 2019 (1 year)

Bengaluru Area, India

Manipal Global Education Services

Asst.Prof

August 2012 - February 2019 (6 years 7 months)

Bangalore, India

Teaching human resources management, corporate governance, ethics and compliance and business communication for students at Axis Bank Young bankers program. Also involved in content development and delivery of e-learning modules for students of ICICI Manipal Academy. Have been conducting freelance soft skills training for graduate and post-graduate students.

Freelance Soft Skills Trainer

Freelance Soft Skills Traier

July 2009 - March 2014 (4 years 9 months)

Bangalore

Have been working as a freelance soft skills trainer since July 2009

New Horizon College of Engineering

Faculty, Management Studies

July 2010 - July 2012 (2 years 1 month)

Teaching and training human resouces management subjects like personal growth and inter-personal effectiveness, Management and Behavioural Process, Training and developement, Organizational leadership etc

Hindustan Coca Cola Beverages Pv Ltd

Trainee Sales Officer

2009 - 2009 (less than a year)

Sales, business development, monitoring of sales offers and packages and so on.

Education

R. V. College of Engineering, Bangalore
Master of Business Administration (MBA), HR and Marketing · (2007 - 2009)

SSSLSVK, Alike
BBA, HR and Marketing · (2004 - 2007)

RV Institute of Management

Meet the executive by Dr. Vijay Padaguri(Alumni) on 28th Septemehr 2022

Topic:Business Etiquette

Sl.No	Name	Section	Signature
1	CHAITANYA KAMATAGI B	A	KPMG
2	AKASH RACHAPPA KHANAGAVI	A	KPMG
3	SHETTY TRUPTHI CHANDRAHAS	A	Trupti
4	HARSHITHA SRINIVAS	A	ABSENT
5	SAGI SAMPI	A	Sampi
6	PAULOMEE BARUAH	A	Paulom
7	NEETHA KAMATH	A	Neetha Kamath
8	ADITYA UDAY HEGDE	A	Aditya
9	SHREYAS G A	A	Shreyas G.A.
10	SRUJANA S	A	Srujana S.
11	PRAJWAL S N	A	Prajwal S.N.
12	SUCHITRA G	A	Suchitra G.
13	SANKET SURESH SHIRSAT	A	Sanket
14	ANIKET SANJAY REVANKAR	A	Aniket
15	M LUQMAN NAWAZ	A	M Luqman Nawaz
16	MADHURA A	A	ABSENT
17	H V SHREEVATSA	A	H.V.
18	LILIMA DASH	A	Lilima Dash
19	KUMAR ASHUTOSH	A	Ashutosh
20	RAHUL S SANGOLLI	A	Rahul S.
21	GIRISH N NASHI	A	Girish N.
22	ANKITA GAJANAN NAIK	A	Ankita
23	GURUBASAVARAJ K M	A	Gurubasavaraj K.M.
24	LIKHITHA L	A	Likhitha L.
25	RAHUL RAM BHAT	A	Rahul R.
26	AMIT KAMADOLLISHETTARU	A	Present
27	POOJARANI TALAWAR	A	Pooja
28	ABHITHA K	A	Abhitha K.
29	ABHISHIK SHENOY	A	KPMG
30	DEEPAK GIRISH KALYANI	A	Deepak
31	ISAAC JESSE K	A	Isaac Jesse K.
32	VINAYAK RAO GAIKWAD K	A	Vinayak R.
33	SUTOPA DEB	A	Sutopa D.
34	BHASKARA PRABHU	A	Bhaskara
35	PRAKASH SHIVAKUMAR	A	Prakash - KPMG
36	AKANKSHI K G	A	KPMG
37	BERNARD FERNANDES	A	Bernard
38	VIOLA PINTO	A	Viola
39	VARSHA	A	KPMG
40	GAGANDEEP V N	A	Gagandeep V.N.
41	ANUSHA	A	Anusha
42	KAVYAPRIYA J	A	Kavyapriya J.
43	BASAVARAJ	A	Basavaraj

44	ANVITH KUMAR	A	Anvith
45	DESAI JATIN ARUN	A	Desai
46	NAYAN KUMAR	A	Nayan
47	DINAH NEETHA NORONHA	A	Dintha
48	CHETAN SINGH M	A	Chetan
49	KAUSTUBH LACHAPPANAVAR	A	Kaustubh
50	KSHITIJ P L	A	Kshiti
51	BHUVANES P	A	P. Bhuvan
52	X KOKILA K	A	Kokila ABSENT
53	M M JABEZ	A	Jabez
54	KALAVALA ABHISHTA	A	Abhishta
55	KAPARTHI BHAVANA	A	K. Bhavana
56	HEMA S	A	Hema
57	RAMANABOINA ANAND KUMAR	A	Anand
58	SNEHA U	A	Sneha
59	X D SURIYA PRIYASREE	A	ABSENT
60	X TEJAS N	A	ABSENT
1	AISHWARYA G	B	Aishwarya
2	SUPRIYA GOVIND BELSARE	B	Supriya
3	X AISHWARYA P	B	ABSENT
4	CHIDRI BALAJI	B	Balaji
5	X PRAJWALA	B	ABSENT
6	POORNIMA L	B	Poornima
7	X SAMEEKSHA M P	B	KPMG
8	X RAKSHITH R T	B	KPMG
9	X SHUBHA R	B	KPMG
10	X ADITI RANI	B	ABSENT
11	X NEELAMMA M K	B	ABSENT
12	NAMRATHA N	B	Namratha
13	OLETI SAI SREENITHYA	B	Oleti Sai
14	RAMANUJAM H J	B	Ramajam
15	CHAVI JAGADEESH	B	Chavi
16	X MALLESH S	B	Mallesha / ABSENT
17	X SRINIDHI K	B	KPMG
18	B SHASHANK	B	Bshashank
19	NAGARAJ GAJANAN HEGDE	B	Nagaraj
20	X YASHASWINI P	B	ABSENT
21	X TANUSHREE R	B	Present
22	X CHETHAN KUMAR V A	B	ABSENT
23	X DEEPAK GOPALAKRISHNAN	B	ABSENT
24	X POORNAPRAJNYA K MANGALVEDI	B	Poorna ABSENT
25	JENISHA MENEZES	B	Jenisha
26	SRAVANI SUNIL MHALSEKAR	B	Sravani
27	X M RITISH	B	KPMG
28	X PREETHAM D VARMA	B	PRE ABSENT
29	DHIRAJKUMAR BELAVADI	B	Dhiraj

30	FERNANDES RICHA FLORINDA	B	Richa
31	MEGHA U JOSHI	B	Megha
32	HEGDE PAVANA GANAPATHI	B	Pavana
33	LOYSTON CRASTA	B	Loyston
34	X ANJANA KSHIRASAGAR	B	KPMG
35	X TEJAS H P	B	ABSENT
36	AMITH BHAT	B	Amith
37	X NUTHANA U	B	KPMG
38	MUCHELI SUBBARAJU	B	Mucheli
39	X NANDAGOPAL B R	B	Nandagopal ABSENT
40	VISHAL SHIVARAJ	B	Vishal
41	X SHASHI KUMAR R	B	Shashi ABSENT
42	X YASHIWANTH R	B	ABSENT
43	X NAVEEN C	B	KPMG
44	X PAVAN KUMAR M	B	KPMG
45	X MADHUSUDAN G	B	ABSENT
46	X ANNASAGARAM RAGHAVENDRA	B	ABSENT
47	X SYED MUSSAVEERULLA	B	Syed ABSENT
48	X SYED SAMEER	B	Syed ABSENT
49	X GURU VARUN G	B	ABSENT
50	X NAVEEN SETTY N A	B	KPMG
51	X REHAN FAISAL QADRI	B	ABSENT
52	X SMITHA M	B	ABSENT
53	X ANIRUDH K	B	ABSENT
54	X SALMAN FAISAL QADRI	B	Salman ABSENT
55	X RAVISH RAMACHANDRA HEGDE	B	ABSENT
56	POOJA VALLUR	B	PR Vallur
57	X MAHANTH GOWDA K C	B	KPMG
58	SHAH VINIT SIDDHARTI	B	V. S. Shah
59	X NAYANA G C	B	ABSENT
60	✓ NIRANJAN JANARDHAN HEGDE	B	Present
1	✓ VIPUL VILAS NAIK	C	KPMG
2	X M PRANEETH KUMAR REDDY	C	KPMG
3	✓ NIKHIL S ANJANALLI	C	Nikhil
4	✓ KARTHIK P SHETTY	C	Present
5	✓ AMITH C	C	ABSENT Present
6	X AKANKSH P	C	Akanksh ABSENT
7	X SACHITHI B K	C	ABSENT
8	X SOURAV SADANAND SWAR	C	ABSENT
9	✓ NISHANTH KRISHNA	C	Nishanth
10	X MEHUL V BHASKAR	C	PRESENT
11	✓ SHUBHAM RAJENDRA REVANKAR	C	Shubham
12	✓ SHIIBAL M S	C	Shiibal
13	✓ VISHNU KUMAR	C	Vishnu
14	✓ AKHILA H	C	Akhila
15	✓ ANANYA P HEGDE	C	Ananya

16 ✓	NIVEDITHA K SWAMY	C	Niveditha
17 ✓	S SHREYAS	C	Shreyas
18 ✓	B S SUSHEN	C	Present
19 ✓	PRAJWALA H	C	Prajwala
20 ✓	VAISHNAVIN	C	Vaishnavi
21 ✓	M S SUKRUT	C	Sukrut
22 ✓	AMOGHA Y G	C	Amogha
23 ✓	BHARATH K S	C	Bharath K S.
24 ✓	SHUBIKSHA S	C	KPMG
25 ✓	P T KIRTI	C	Tejapavani
26 ✓	MANOJ RAKSHATH B S	C	Manoj. Rakshath
27 ✓	DIVYA SHREE M	C	Divya Shree
28 ✓	VARUN S BHARADWAJ	C	Vt
29 ✓	S KARTHIK	C	ABSEMY
30 ✓	PRAMOD K L	C	ABSENT
31 ✓	BHOOMIKA BHAT	C	Bhoomika
32 ✓	SOUMYA GANAPATI HEGDE	C	Soumya
33 ✓	SHREEKRISHNA	C	Shreekrishna KPMG
34 ✓	YOGASHREE C N	C	Present
35 ✓	CHARANA T U	C	Present
36 ✓	NIKITHA J SHANBHOG	C	Nikitha J.
37 ✓	DHANYA S SHARMA	C	Dhanya S Sharma
38 ✓	GANESH HEGDE	C	Gc
39 ✓	ANUSHA PRAKASH	C	Anusha
40 ✓	JAGADISH SHENOY R	C	R Jagadish Sheno
41 ✓	MADHAN KUMAR C S	C	Madhan Kumar
42 ✓	DHANUSH K V	C	Present
43 ✓	SWAMI SAMIKSHA PUSHPARAJ	C	Present
44 ✓	NALASANI VARSHITHA	C	Present
45 ✓	KOTHA KEERTHANA	C	Keerthana
46 ✓	SANKALP V	C	Present
47 ✓	MANOJ N S	C	Manoj NS
48 ✓	SHIVAM GANAPATI ANVEKAR	C	Present
49 ✓	SHUBHAM SINGH	C	ABSENT
50 ✓	ABHIJEETH MASHETTY	C	KPMG
51 ✓	PRANITHI KUMAR S	C	Pranithi Kumar
52 ✓	LIKITHA A	C	Likitha A
53 ✓	BHUPALI SAURABH PRAKASH	C	Present
54 ✓	SYED RAIHAN	C	Present
55 ✓	SHRI HARI L	C	Present
56 ✓	SATHYA B NAYAKA	C	Sb
57 ✓	NEHA H V	C	Present
58 ✓	SAAHIL SRIKANT KULLOLI	C	Saahil
59 ✓	SIMRANJIT KAUR	C	KPMG
60 ✓	AGAMYA A KINHAL	C	Agamyaa

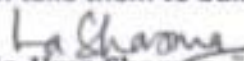


Meet the executive by Dr Suma for 1st Semester MBA students held at RVIM on 7th
May 2022

Date: 7 th May 2022	Venue: Seminar Hall
Time: 9am to 10am	To :1 st Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: To facilitate the students to understand Career Opportunity as a Bureaucrat.	
Meet the executive by Dr Suma for 1st Semester MBA students held at RVIM on 7 th May 2022	
Agenda/Flow of the Event RV Training Academy has been in the forefront of Bangalore's UPSC training space. Their UPSC Training program has been running smoothly and has garnered all the positive feedback from students, parents, stakeholders and community at large. Owing to this they have been getting umpteen numbers of enquiries and show of interest in their programs in the past few months. Their marketing strategy and related investment is also aimed at increasing footfalls, leads and interests in o training programs and eventual admissions to courses. They have found that a lot of students are very good in academics; however, they lack awareness and also opportunity to get into Civil Services. The proper guidance and mentoring can take them to build a successful career in Civil Services. RV Training Academy can create awareness and mentor the students for their career in IAS, IPS and Allied services, it would be a dream come true for many. In this regard, they conducted a Presentation to RVIM students in the campus on "Career Opportunity as a Bureaucrat".	

Take away from the session:

This Program on Meet the executive aimed to understand the proper guidance and mentoring can take them to build a successful career in Civil Services.


Ms. Uma Sharma
Center for Career Development


Dr. Purushottam Bung
Director-RVIM





#Rashtreeya Sikshana Samithi Trust

R.V.INSTITUTE OF MANAGEMENT

CA-17, 36TH CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE - 41
Ph: 080-26547048 Fax: 26654920; URL: rvim.edu.in; Email: contact@rvim.edu.in

To
Director-MBA
R.V.Institute of Management
Bangalore-560011

Date: 28 /4/22

Respected Sir,

Sub: Request your approval for conducting an orientation talk on 'Career Opportunity as a Bureaucrat'

For the first semester students of batch 2021-23 an orientation talk is organized on the topic of 'Career Opportunity as a Bureaucrat'. This talk will be conducted by RV Training Academy. Scheduled for 7th May'22. We request your approval to conduct the programme.

Thanking you
Yours Faithfully

h.s. sharma

Approved

L
29/4



To,

Dr. Purushotham Bung
Professor & Director,
RV Institute of Management,
4th 'T' Block, Jayanagar, Bangalore-41.

Subject: To Conduct a Career Counselling Seminar on Civil Services Examinations in your esteemed institute.

Respected Sir,

RV TRAINING ACADEMY is an Institution which specializes in the field of **UPSC** coaching. The new pattern and syllabus (2018 onwards) of **UPSC** is very dynamic and requires a deep and thorough understanding of General studies. This shows how significant General studies is to this exam.

All this clearly shows that **RV TRAINING ACADEMY** is able to keep up with changing patterns of the **UPSC** exam and is also able to deliver.

Sir we would like to submit this letter to share our thought and discuss the need of conducting **A CAREER COUNSELING AND MOTIVATIONAL SEMINAR IN RVIM**. In our experience we have found that a lot of students are very good in academics; however, they lack awareness and also opportunity to get into **IAS/IPS** and Allied Services. If guided in right manner, they can bring name to the Institution, not to mention that proper guidance and mentoring can take them to build a successful career in Civil Services.

Our **RV Training Academy** can create awareness and mentor the students for their career in **IAS, IPS** and Allied services, it would be a dream come true for many.

On this note we request you to provide us an opportunity to conduct a seminar for the said purpose for which we would always remain highly thankful to you.

Looking forward for an approval from your side with a suitable time and date.

Thanks and Regards,

Dr. TV Raju
Director
RV Training Academy
Institute for IAS
Contact: 9880114446

Gangadhara S
Academic Coordinator
RV Training Academy
Email Id- Gangadharas.rvta@rvei.edu.in
Contact: 9108119970

Orientation Talk on 'Career Opportunity as a Bureaucrat' on 7th May'22

For First Semester Students -Batch 2021-23 Section A

Name of the student	Signature
ABHISHEK SHENOY	<i>Abhishek</i>
ABHITHA K	<i>Abhitha K</i>
ADITYA UDAY HEGDE	<i>Aditya</i>
AKANKSH K G	
AKASH RACHAPPA KHANAGAVI	<i>Akash</i>
AMIT KAMADOLLISHETTARU	<i>Amit K. Kamadollishettaru</i>
ANIKET SANJAY REVANKAR	<i>Aniket</i>
ANKITA GAJANAN NAIK	<i>Ankita G. Naik</i>
ANUSHA	<i>Anusha</i>
ANVITH KUMAR	<i>Anvith</i>
ASHUTOSH KUMAR	<i>Ashutosh</i>
BASAVARAJ	
BERNARD FERNANDES	<i>B.F.</i>
BHASKARA PRABHU	
BHUVANES P	
CHAITANYA KAMATAGI B	<i>Chaitanya</i>
CHETAN SINGH M	<i>Chetan Singh M</i>
D SURIYA PRIYASREE	
DEEPAK GIRISH KALYANI	
DINAH NEETHA NORONHA	<i>Dinah</i>
GAGANDEEP V N	
GIRISH N NASHI	<i>Girish</i>
GURUBASAVARAJ K M	
HARSHITHA SRINIVAS	<i>Harshitha</i>
HEMA S	<i>Hema</i>
ISAAC JESSE K.	
JATIN ARUN DESAI	<i>Jatin Arun</i>
KALAVALA ABHISHTA	<i>Kalavala</i>
KAPARTHI BHAVANA	<i>Kaparthi</i>
KAUSUBH LACHAPPANAVAR	<i>Kausubh</i>
KAVYAPRIYA J	<i>Kavyapriya</i>
KOKILA KULKARNI	<i>Kokila</i>
KSHITIJ P L	<i>Kshitij</i>
LIKHITHA L	<i>Likhitha L</i>
LILIMA DASH	<i>Lilima Dash</i>
M LUQMAN NAWAZ	
M M JABEZ	<i>M M Jabez</i>
NAYAN KUMAR	<i>Nayan</i>
NEETHA KAMATH	<i>Neetha Kamath</i>
PAULOMEE BARUAH	<i>Paulomee</i>
POOJARANI TALAWAR	<i>Poojarani</i>
PRAJWAL S N	<i>Prajwal S N</i>
PRAKASH	
RAHUL RAM BHAT	<i>Rahul</i>
RAHUL S SANGOLLI	<i>Rahul S Sangolli</i>
RAMANABOINA ANAND KUMAR	<i>Ramanaboina</i>
SAGI SAMPI	<i>Sagi Sampi</i>
SANKET SURESH SHIRSAT	<i>Sanket</i>
SHREEVATSA H.V	
SHREYAS G A	<i>Shreyas G.A.</i>
SNEHA U	<i>Sneha</i>
SRUJANA S	<i>Srujana</i>
SUCHITRA G	<i>Suchitra</i>
SUTOPA DEB	<i>Sutopa</i>
TEJAS N	
TRUPTI CHANDRAHAS SHETTY	<i>Trupti</i>
VARSHA	<i>Varsha</i>
VINAYAK RAO GAIKWAD	<i>Vinayak</i>
VIOLA PINTO	<i>Viola</i>

Orientation Talk on 'Career Opportunity as a Bureaucrat' on 7th May'22

For First Semester Students -Batch 2021-23 Section- B

	Signature
Name of the student	
ADITI RANI	
AISHWARYA G	<i>[Signature]</i>
AISHWARYA P	<i>[Signature]</i>
AMITH BHAT	
ANIRUDH K	<i>[Signature]</i>
ANJANA KSHIRASAGAR	
ANNASAGARAM RAGHAVENDRA	<i>A. Raghavendra</i>
B SHASHANK	
CHAVI JAGADEESH	<i>[Signature]</i>
CHETHAN KUMAR V A	<i>[Signature]</i>
CHIDRI BALAJI	<i>[Signature]</i>
DEEPAK GOPALAKRISHNAN	<i>[Signature]</i>
DHIRAJKUMAR BELVADI	<i>[Signature]</i>
GURU VARUN G	<i>[Signature]</i>
HEGDE PAVANA GANAPATHI	<i>[Signature]</i>
JENISHA MENEZES	<i>[Signature]</i>
LOYSTON CRASTA	<i>[Signature]</i>
M RITISH	<i>[Signature]</i>
MADHUSUDAN G	<i>[Signature]</i>
MAHANATH GOWDA K C	<i>[Signature]</i>
MALLES H	<i>[Signature]</i>
MEGHA U JOSHI	<i>[Signature]</i>
MUCHELI SUBBARAJU	<i>[Signature]</i>
NAGARAJ GAJANAN HEGDE	
NAMRATHA N	<i>Namrath N.</i>
NANDAGOPAL B R	
NAVEEN C	
NAVEEN SETTY N A	<i>[Signature]</i>
NAVANA G C (Newly joined)	
NEELAMMA M K	
NIRANJAN JANARDHAN HEGDE	<i>[Signature]</i>
NUTHANA U	<i>[Signature]</i>
OLETI SAI SREENITHYA	<i>[Signature]</i>
PAVAN KUMAR M	<i>[Signature]</i>
POOJA VALLUR	<i>P. P. Vallur</i>
POORNAPRAJNYA K M	<i>[Signature]</i>
POORNIMA L	<i>[Signature]</i>
PRAJWALA	<i>[Signature]</i>
PREETHAM D VARMA	<i>[Signature]</i>
RAKSHITH R T	
RAMANUJAM H J	<i>[Signature]</i>
RAVISHA RAMACHANDRA HEGDE	<i>[Signature]</i>
REHAN FAISAL QADRI	<i>[Signature]</i>
RICHIA FLORINADA FERNANDES	<i>[Signature]</i>
SALMAN FAISAL QADRI	<i>[Signature]</i>
SAMEEKSHA M P	<i>Sameeksha M.P.</i>
SHASHI KUMAR R	<i>[Signature]</i>
SHUBHA R	<i>[Signature]</i>
SMITHA M	<i>[Signature]</i>
SRAVANI SUNIL MHALSEKAR	<i>[Signature]</i>
SRINIDHI KOMMULA	<i>[Signature]</i>
SUPRIYA GOVIND BELSARE	<i>[Signature]</i>
SYED MUSSAVEERULLA A	<i>[Signature]</i>
SYED SAMEER	<i>[Signature]</i>
TANUSHREE R	
TEJAS H P	
VINIT SIDHARTH SHAH	<i>[Signature]</i>
VISHAL	<i>[Signature]</i>
YASHASWINI P	<i>[Signature]</i>
YASHWANTH R	<i>[Signature]</i>

Orientation Talk on 'Career Opportunity as a Bureaucrat' on 7th May'22
For First Semester Students -Batch 2021-23 Section C

Name of the student	Signature
ABHIJEETH MASHETTY	
AKANKSH P	
AKHILA H	
AMITH C	
AMOGHA Y G	
ANANYA P HEGDE	
ANUSHA PRAKASH	
B S SUSHEN	
BHARATH K S	
BHOOMIKA BHAT	
CHARANA T U	
DHANUSH K V	
DHANYA SHARMA	
DIVYASHREE M	
GANESH HEGDE	
JAGADISH SHENOY R	
KARTHIK P SHETTY	
KARTHIK S	
KOTHA KEERTHANA	
LIKITHA A	
M PRANEETH KUMAR REDDY	
M S SUKRUT	
MADHAN KUMAR C S	
MANOJ N S	
MANOJ RAKSHATH	
MEHUL V BHASKAR	
NALASANI VARSHITHA	
NEHA H V	
NIKHIL S ANJANALLI	
NIKITHA J SHANBHOG	
NISHANTH KRISHNA	
NIVEDITHA K SWAMY	
P T KIRTI	
PRAJWALA H	
PRAMOD K L	
PRANITH KUMAR S	
S SHREYAS	
SAAHIL SRIKANT KULLOLI	
SACHITH B K	
SANKALP V	
SATHYA B NAYAKA	
SAURABH BHUPALI	
SHEEBAL M S	
SHIVAM ANVEKAR	
SHREEKRISHNA	
SHRI HARI L	
SHUBHAM RAJENDRA REVENKAR	
SHUBHAM SINGH	
SHUBIKSHA S	
SIMRANJIT KAUR	
SOUMYA GANAPATI HEGDE	
SOURAV SADANAND SWAR	
SWAMI SAMIKSHA PUSHPARAJ	
SYED RAIHAN	
VAISHNAVI N	
VARUN S BHARADWAJ	
VIPUL VILAS NAIK	
VISHNU KUMAR	
YASHWANTH A	
YOGASHREE C N	
AGAMYA	



RashtreeyaSikshanaSamithi Trust
R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

Meet the executive by Mr. Chandramouli for 3rd Semester MBA students held at RVIM
on 5th February 2022

Date: 5 th February 2022	Venue: Virtual (Zoom meeting)
Time: 9am to 10am	To :3 rd Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: <ul style="list-style-type: none">To facilitate the students to understand how a corporate works.	
Meet the executive by Mr. Chandramouli for 3 rd Semester MBA students held at RVIM on 5 th February 2022	
Agenda/Flow of the Event <u>Shared his experience of AADMANYA Technocrats Pvt. Ltd., ZTE, Braintap Technologies India Pvt. Ltd., Innominds and Abylle Solutions Pvt. Ltd.</u> Explained on the significance of gestating and effectuating measures in operating procedure to optimize resource utilization And also explained on how to lead professional HR teams and also to institute the best HR practices.	

Take away from the session:

This Program on Meet the executive aimed to deliver programme on different HR aspects.


Payal Jindal
Center for Career Development


Dr. Purushottam Bung
Director-RVIM



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R.V. INSTITUTE OF MANAGEMENT

CA-17, 36TH CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE - 41
Ph: 080-26547048 Fax: 26654920; URL: rvim.edu.in; Email: contact@rvim.edu.in

To

The Director,
RV Institute of Management
Bangalore

Respected Sir,

Sub: Request for approval for inviting the guest Speaker Mr. Chandramouli K for the 'Meet the Executive' Session for the 3rd Semester MBA students

Centre for Career Development plans to organize a session by Mr. Chandramouli K as part of the 'Meet the Executive' Session on 5th February 2022 at 10:30 to 11:30am , Saturday

We request your approval for inviting the guest and the creative made for circulation.

Enclosed is the profile

Pooja L. Indal

Thanking You

Yours Faithfully

Approved

L

Contact

www.linkedin.com/in/chandramouli-k-67576a23 (LinkedIn)

Top Skills

HR Policies

Human Resources

Performance Management

Chandramouli K

Head HR and L&D at Abylle Solutions Private Limited

[View Profile](#)

Summary

A learned professional with robust, relevant corporate experience of 15 years in managing entire gamut of HR and exhibited leadership qualities. Apt at gestating and effectuating measures in operating procedures to optimize resource utilization. Successfully lead professional HR teams and instituted best HR practices.

Experience

Abylle Solutions Private Limited

Head HR and L&D

August 2018 - Present (3 years 7 months)

[View Profile](#) [View Activity](#)

Innominds

Human Resources Manager

November 2015 - August 2018 (2 years 10 months)

[View Profile](#) [View Activity](#)

Braintap Technologies India Pvt Ltd

Director

January 2013 - November 2015 (2 years 11 months)

[View Profile](#) [View Activity](#)

ZTE

General Manager - HR and Admin

March 2006 - November 2012 (6 years 9 months)

Adamyia Technocrats Pvt Ltd

HR Executive

May 2004 - March 2006 (1 year 11 months)

Education

Matrix School of Management Studies - India

Master of Business Administration - MBA, Human Resources Management
and Services

Bharitiya

Post Graduation Diploma, Industrial Relations and Personnel
Management · (2003 - 2004)

Govt Science College

BSc, Microbiology

New Public High School

10, English · (1980 - 1990)

The image is a screenshot of a Zoom meeting. At the top, there are several video thumbnails of participants. The main content is a slide with the title "HR 2022 and Beyond". To the right of the text is a circular logo featuring two hands shaking, with the words "HR" and "2022" integrated into the design. The slide lists five points:

- HR is the action factor in the Organization
- HR is a function which balances People, Profit and organization together
- HR is the arbitrator, Mentor, Valued Addition to the Organization
- HR is the dynamic change in the Org, which always focus on competition and keep team future ready
- HR is not just a function ... HR is the connectivity in the organization

The bottom of the screenshot shows the Windows taskbar with various application icons and the system clock.

Meet the Executive by Mr. Chandramouli on 5th February 2022

Rsst		
RV Institute of Management		
Meet the executive by Mr. Chandramouli on 5th February 2022		
2020-2022 Batch		
Sl. No	Name	Attendance
1	ABHISHEK SHANTINATH UPADHYE	A
2	A B Ganapathy	A
3	Abhilash K	A
4	Aditya Shettar	A
5	Afeefah Bakhtar Majumdar	A
6	Aishwarya s.k	A
7	Anusha R Hegde	A
8	Apoorva Raghu Rao	A
9	Bhavani Vishwakarma	A
10	C Pranathi	A
11	C. Prasanth kumar	A
12	Carol Swetha Noronha	A
13	Chandana T	A
14	Chetana. S	A
15	Delson Glan D Silva	A
16	Disha Santosh Naik	A
17	Karuna V Divate	A
18	Kavya Ganapati Hegde	A
19	Koundinya R	A
20	MAHIMA HARISH BHAT	A
21	MISHANA MOTESH DSOUZA	A
22	Niranjan M	A
23	Nisha T	A
24	Prajna nayak	A
25	Prajna Shetty	A
26	Prarthana Upadhyaya	A
27	Punitha K	A
28	Rachana D	A
29	Rachana kumari	A
30	Raghavendra J.P	A
31	Rahul Yalavatti	A
32	Rakesh	A
33	Rakshith Hegde	A
34	Rakshith TG	A
35	SAHANA M S	A
36	Samiksha S Shetty	A
37	Sarika Malliya	A
38	Sharan Bandrad	A
39	Shashank Y	A
40	Shetty Lavanya Shekar	A
41	Shivasubramanyam S Patangi	A
42	Shresta B Bhat	A
43	Shruthi R	A
44	Sindhu L Dabeer	A
45	Sirisha K J	A
46	Sneha Gowda R	A
47	Srilaxmi	A

48	Sripoorna Indurkar	
49	Srushti B R	
50	SUJAY SHAH	
51	Sukannya Dalal	
52	SURAJ H S	
53	Suraj SP	
54	Tejas Bhandari	
55	Tejashree.R	
56	Tejashwini Lokapuramath	
57	Tejasvi Gangadhar Angadi	
58	Ullas shripad shet	
59	Vaibhav Malaviya	
60	Varsha biradar	
61	Varsha K	
62	VELUGU SUJANI KRISHNA	
63	Aishwarya KM	
64	Bharath.C	
65	M Janani Priya	
66	Phalguni P	
67	Sarika Maliya U	
68	Sharvani M S	
69	Aijaz Mujawar	
70	AJEY M	
71	Amogha Hegde	
72	AMULYA HR	
73	Anagha Hegde	
74	Ananya	
75	Ashadeep M Hegde	
76	Bharath.P	
77	Chinmay Hegde	
78	Darshini.G	
79	Divesh	
80	Eshwar Darshan K M	
81	H R Rithesha	
82	Karthik M S	
83	Kaushik C B	
84	Mahesh S	
85	Malender Deyannavar	
86	Manoj kb	
87	Manoj.M	
88	Meghana Vinayak Hegde	
89	Mohamadasadiq Kayum Mulla	
90	Mrutyunjaya Sangresakoppa	
91	Neha Kulkarni	
92	Nikhil S Kotian	
93	Prashanth Y G	
94	Prateeksha Raviprakash Chungani	
95	Prinson Dilma	
96	Rahul Mondal	
97	Rahul Singh	
98	Rakhith	
99	S.CHETHAN	

100	Sachith Kumar	
101	Sandeep H S	
102	Santhosh kiran S	
103	Shishir S Acharya	
104	Soubhagya Bhat	
105	Suhas NK	
106	Suraj G S	
107	Trivadan Mahabaleshwar Hegde	
108	Vaishnavi S	
109	Vaishnavi S	
110	Vinayak Subray Bhat	
111	Prarthana Singri	
112	Subhashini K N	
113	Vinay Kumar G S	
114	Nikhil Navandhar	
115	Swati Vinayak Hegde	
116	Kirthan K	
117	Koppolu Sudarsan Rahul	
118	MOHAMED SAIFUDDIN F	
119	N Prathibha	
120	Pratik	
121	Priyanka	
122	Rohan R R	
123	Rubina afreen	
124	Dhanashri Kabra	
125	Adarsha K	
126	Akshay G.s	
127	Anoop Bhargav M	
128	Gautham M	
129	Drinya K Chandran	
130	Janak Karkera	
131	Mohammed Mohasin Yarnal	
132	Rakshith S	
133	SHIVAKUMAR C H	
134	Shruthi G	
135	Siddhant Muchakani	
136	Suhas H	
137	Sujaya Bhat	
138	Sumit Naganath	
139	Vikas Seth	
140	Monisha M	
141	Apoorva Sunil Patil	
142	Chaithanya B K	
143	Deeksha Bopalal	
144	Gokul nayak	
145	Indraneel Das	
146	Nikita	
147	Roshani	
148	Roshni Guru Muthraj	
149	Sakschi Singh	
150	Satishkumar K Pille	
151	Sparsa	

152	Tejaswini Hegde	
153	Vinayak golihalli	
154	Abhishek Kumar	
155	Akhilshyam KB	
156	AKSHAY H S	
157	Apoorva M	
158	Arvind raj	
159	Chakravarthy BM	
160	Chandan N H	
161	Chandan s	
162	Dhananjay Durve	
163	Eshanya M	
164	Jagrity	
165	Karnika Mridul	
166	Kritika Shenoy	
167	Likhith H k	
168	Manu Kiran	
169	Mayur KS	
170	Nishant Kumar Sharma	
171	Rachana H Gowda	
172	Suhas M	
173	Supreeth S	
174	Talwar Praveen	
175	Tripuresh Tiwari	
176	GURU RAGHAVENDRA S	
177	Yashaswini.v	



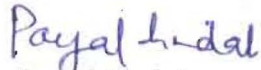
Rashtreeya Sikshana Samithi Trust
R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

Meet the executive by Mr. Channakeshav Hegde (Alumni) for 3rd Semester MBA students held at RVIM on 8th and 21st January 2022


Date: 8 th and 21 st January 2022	Venue: Virtual (Zoom meeting)
Time: 9am to 10am	To :3 rd Semester MBA students
No. of Participants: 340	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: <ul style="list-style-type: none">To facilitate the students to understand the practical implications of various Finance functions and also the journey covered since graduating from MBA	
Meet the executive by Mr. Channakeshav Hegde (Alumni) for 3 rd Semester MBA students held at RVIM on 8 th and 21 st January 2022	
Agenda/Flow of the Event	
Experience at RVIM	
Experience at Chartered Accountants firm, HP, Thomson Reuters, Credit Suisse, Morgan Stanley, HSBC	
Explained on Market Risk Analyst, Liquidity Risk, Reference Data Domain, CSR Activities,	

Take away from the session:

This Program on Meet the executive aimed to understand the practical implications of various Finance functions.


Payal Jindal

Center for Career Development


Dr. Purushottam Bung

Director-RVIM



@Rashtreeya Sikshana Samithi Trust

R.V.INSTITUTE OF MANAGEMENT

CA-17, 36TH CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE – 41
Ph: 080-26547048 Fax: 26654920; URL: rvim.edu.in; Email: contact@rvim.edu.in

To
The Director,
RV Institute of Management
Bangalore

Respected Sir,

Sub: Request for approval for inviting the guest Speaker Mr. Channakeshav Hegde (Alumni) for the 'Meet the Executive' Session for the 3rd Semester MBA students

Centre for Career Development plans to organize a session by **Mr. Channakeshav Hegde (Alumni)** as part of the 'Meet the Executive' session on 8th January and 21st January 2022 between 10:30am to 11:30am, Saturday

We request your approval for inviting the guest and the creative made for circulation.

Enclosed is the profile

Thanking You
Yours Faithfully

Pooja Hrdal.

Approved

L

Contact

Bengaluru
chinhegde@gmail.com

www.linkedin.com/in/chinhegde
(LinkedIn)

Top Skills

Fixed Income
Valuation
Portfolio Management

Channakeshav Hegde

Vice President | Market Risk Transformation | Product Owner |
Corporate Sustainability @ HSBC
Bengaluru

Summary

Experienced Market Risk transformation professional with proven track record of leading projects. I am currently working as Product Owner and Lead Business Analyst of Market risk sensitivity platform serving traded risk business globally. I have previously worked as Market Risk Analyst, Project Manager and Business Analyst across Market risk, Liquidity Risk, reference data domain. I'm passionate about leading changes across the board by delivering major business benefits with clear value addition to my stakeholder. I am passionate about driving CSR activities with core focus on education, environment and community development projects.

Experience

HSBC

4 years 10 months

Vice President, Market Risk Transformation Lead

February 2020 - Present (2 years 1 month)

Bengaluru, Karnataka, India

Product Owner

December 2018 - Present (3 years 3 months)

Bengaluru, Karnataka, India

Corporate Sustainability Member

January 2018 - Present (4 years 2 months)

Bengaluru, Karnataka, India

AVP Market Risk, Senior Business Analyst

May 2017 - January 2020 (2 years 9 months)

Bengaluru, Karnataka, India

JPMorgan Chase & Co.

AVP Business Analyst and Project Manager

May 2016 - May 2017 (1 year 1 month)

Morgan Stanley
Business Analyst and Project Manager
October 2015 - May 2016 (8 months)
Bengaluru Area, India

Credit Suisse
4 years
Lead/Senior Business Analyst
March 2014 - October 2015 (1 year 8 months)
Bengaluru Area, India

Lead Risk Analyst-Strategic Risk Management
November 2011 - March 2014 (2 years 5 months)
Bengaluru Area, India

Thomson Reuters
Market Analyst @ Fixed Income Evaluation Team
August 2009 - November 2011 (2 years 4 months)

Hewlett-Packard
Financial Analyst
March 2007 - June 2007 (4 months)

Chartered Accountants Firm
Account Assistant
June 2006 - February 2007 (9 months)
Bengaluru Area, India

Education

R.V.Institute of Management,Bangalore
MBA, Finance And Marketing · (2007 - 2009)

Karnatak University
B.Com, Commerce · (2003 - 2006)



RV Institute of
Management™

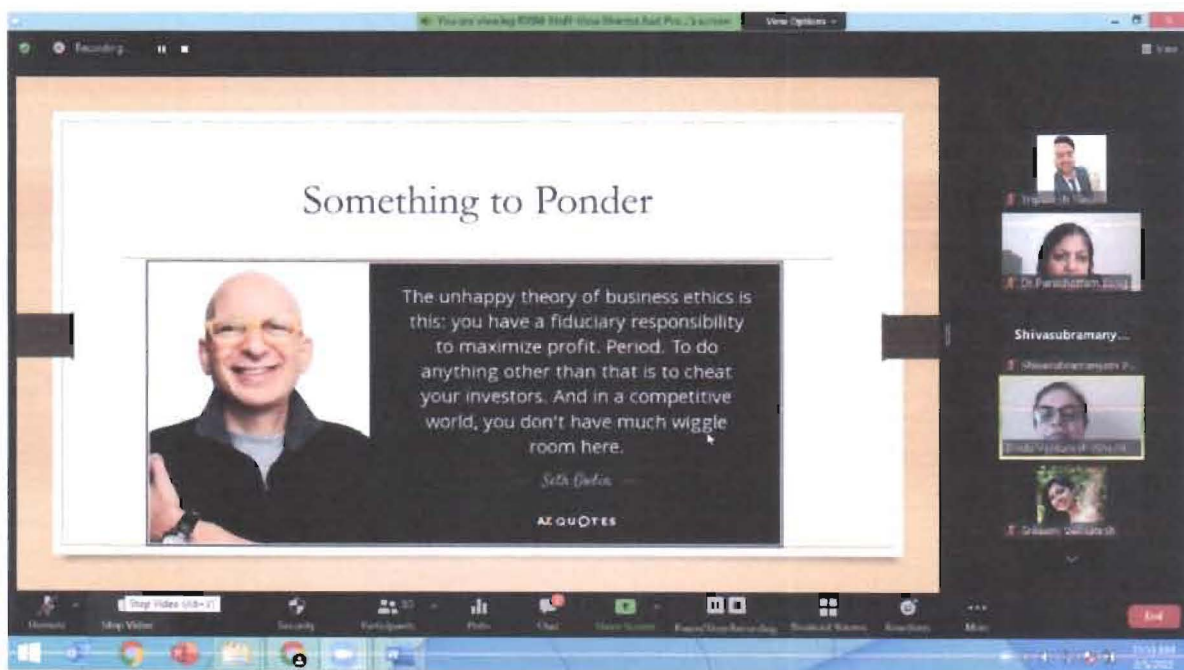
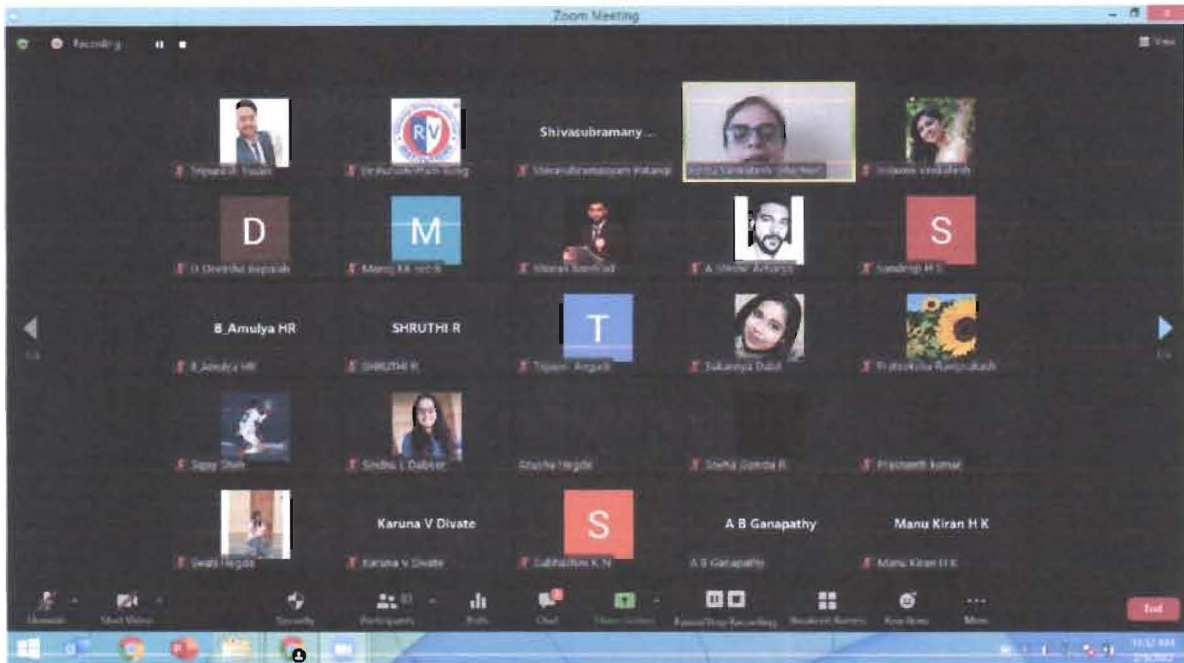
Meet the Executive

15th Jan 2022 | 10:30 A.M.
7 | 11:30 A.M.

Channakeshav
Hege

RVIM Batch 2007-09
HSBC
Vice President, Traded Risk Management





Meet the executive by Mr Channakeshav Hegde (Alumni) on 4th and 21st January 2022

Rsst			
RV Institute of Management			
Meet the executive by Mr. Channakeshave Hegde (Alumni) on 4th and 21st January 2022			
2020-2022 Batch			
Sl. No	Name	Attendance	Attendance
1	ABHISHEK SHANTINATH UPADHYE	P	A
2	A B Ganapathy	P	P
3	Abhilash K	P	P
4	Aditya Shettar	P	P
5	Afeefah Bakhtar Majumdar	P	P
6	Aishwarya.s.k	P	P
7	Anusha R Hegde	P	P
8	Apoorva Raghu Rao	P	P
9	Bhavani Vishwakarma	P	P
10	C Pranathi	A	P
11	C. Prasanth kumar	P	P
12	Carol Swetha Noronha	P	P
13	Chandana T	P	P
14	Chetana. S	P	A
15	Delson Glan D Silva	P	P
16	Disha Santosh Naik	P	P
17	Karuna V Divate	P	P
18	Kavya Ganapati Hegde	P	P
19	Koundinya R	P	P
20	MAHIMA HARISH BHAT	P	P
21	MISHANA MOTESH DSOUZA	A	P
22	Niranjan M	P	P
23	Nisha T	P	P
24	Prajna nayak	P	A
25	Prajna Shetty	P	A
26	Prarthana Upadhyaya	P	P
27	Punitha K	P	P
28	Rachana D	P	P
29	Rachana kumari	P	P
30	Raghavendra J.P	P	P
31	Rahul Yalavatti	A	P
32	Rakesh	P	P
33	Rakshith Hegde	P	P
34	Rakshith TG	P	P
35	SAHANA M S	P	P
36	Samiksha S Shetty	P	P
37	Sarika Mallya	P	P
38	Sharan Bandrad	A	P
39	Shashank Y	P	P
40	Shetty Lavanya Shekar	P	P
41	Shivasubramanyam S Patangi	P	A
42	Shresta B Bhat	P	P
43	Shruthi R	P	A
44	Sindhu L Dabeer	P	P
45	Sirisha K J	P	P
46	Sneha Gowda R	A	P

47	Srilaxmi	P	P
48	Sripoorna Indurkar	A	P
49	Srushti B R	P	P
50	SUJAY SHAH	P	P
51	Sukannya Dalal	P	P
52	SURAJ H S	P	P
53	Suraj SP	P	P
54	Tejas Bhandari	A	P
55	Tejashree.R	P	P
56	Tejashwini Lokapuramath	P	A
57	Tejasvi Gangadhar Angadi	P	P
58	Ullas shripad shet	P	P
59	Vaibhav Malaviya	P	P
60	Varsha biradar	P	P
61	Varsha K	P	P
62	VELUGU SUJANI KRISHNA	P	P
63	Aishwarya KM	P	P
64	Bharath.C	A	P
65	M Janani Priya	P	P
66	Phalguni P	P	P
67	Sarika Mallya U	P	P
68	Sharvani M S	P	P
69	Aijaz Mujawar	P	A
70	AJEY M	P	A
71	Amogha Hegde	P	P
72	AMULYA HR	A	P
73	Anagha Hegde	P	P
74	Ananya	P	P
75	Ashadeep M Hegde	A	P
76	Bharath.P	P	P
77	Chinmay Hegde	P	P
78	Darshini.G	A	P
79	Divesh	P	P
80	Eshwar Darshan K M	P	P
81	H R Rithesha	P	P
82	Karthik M S	P	P
83	Kaushik C B	P	P
84	Mahesh S	A	A
85	Malender Deyannavar	P	P
86	Manoj kb	P	P
87	Manoj.M	P	P
88	Meghana Vinayak Hegde	P	P
89	Mohamadasadiq Kayum Mulla	A	P
90	Mrutyunjaya Sangresakoppa	P	P
91	Neha Kulkarni	P	P
92	Nikhil S Kotian	P	P
93	Prashanth Y G	A	P
94	Prateeksha Raviprakash Chungani	A	P
95	Prinson Dlima	P	P
96	Rahul Mondal	P	P
97	Rahul Singh	P	A
98	Rakshith	A	P

99	S.CHETHAN	P	P
100	Sachith Kumar	A	P
101	Sandeep H S	P	P
102	Santhosh kiran S	P	P
103	Shishir.S.Acharya	A	P
104	Soubhagya Bhat	P	P
105	Suhas NK	P	P
106	Suraj G S	P	P
107	Trivadan Mahabaleshwar Hegde	P	P
108	Vaishnavi S	P	P
109	Vaishnavi S	P	A
110	Vinayak Subray Bhat	P	P
111	Prarthana Singri	P	P
112	Subhashini K N	P	P
113	Vinay Kumar G S	A	P
114	Nikhil Navandhar	P	P
115	Swati Vinayak Hegde	P	P
116	Kirthan K	P	P
117	Koppolu Sudarsan Rahul	P	A
118	MOHAMED SAIFUDDIN F	P	P
119	N Prathibha	P	P
120	Pratik	P	P
121	Priyanka	A	P
122	Rohan R R	P	P
123	Rubina afreen	P	A
124	Dhanashri Kabra	P	P
125	Adarsha K	P	P
126	Akshay G.s	P	P
127	Anoop Bhargav M	P	A
128	Gautham M	A	P
129	Drinya K Chandran	P	P
130	Janak Karkera	P	P
131	Mohammed Mohasin Yarnal	P	P
132	Rakshith S	P	P
133	SHIVAKUMAR C H	P	P
134	Shruthi G	A	P
135	Siddhant Muchakani	P	P
136	Suhas H	P	P
137	Sujaya Bhat	P	P
138	Sumit Naganath	P	P
139	Vikas Seth	A	P
140	Monisha M	P	P
141	Apoorva Sunil Patil	P	A
142	Chaithanya B.K	P	P
143	Deeksha Bopaiah	A	P
144	Gokul nayak	A	P
145	Indraneel Das	A	P
146	Nikita	A	P
147	Roshani	P	P
148	Roshni Guru Muthraj	P	P
149	Sakschi Singh	P	P
150	Satishkumar K Pille	A	P

151	Sparsha	P	A
152	Tejaswini Hegde	P	P
153	Vinayak golihalli	A	P
154	Abhishek Kumar	A	P
155	Akhilshyam KB	A	A
156	AKSHAY H S	A	P
157	Apoorva M	P	A
158	Arvind raj	P	P
159	Chakravarthy BM	P	P
160	Chandan N H	P	P
161	Chandan s	P	P
162	Dhananjay Durve	P	P
163	Eshanya M	A	P
164	Jagrity	A	P
165	Karnika Mridul	A	P
166	Kritika Shenoy	P	P
167	Likhith H k	P	P
168	Manu Kiran	P	P
169	Mayur KS	P	P
170	Nishant Kumar Sharma	A	P
171	Rachana H Gowda	P	P
172	Suhas.M	P	P
173	Supreeth S	P	P
174	Talwar Praveen	P	P
175	Tripuresh Tiwari	P	A
176	GURU RAGHAVENDRA S	P	P
177	Yashaswini.v	A	A



R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

01-09-2022

To:

The Director,
RV Institute of Management
Bangalore-41

Respected Sir,

Request for approval for inviting the Guest Speaker Mr. Pawan Shetty (Alumni) for "Meet the Executive" session for the 2nd semester MBA students.

Centre for Career Development plans to organize a session by Mr. Pawan Shetty (Alumni 2010-12 batch) as part of the "Meet the Executive" session on September 2nd 2022 between 2.30 pm to 3.30pm

We request your approval for inviting the guest.

Enclosed is the profile.

Thanking you,
Yours Faithfully.

Payal Jindal
Payal Jindal

Approved

[Signature]





R.V. Institute of Management

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

Meet the Executive for 2nd semester MBA students on 2nd September, 2022
organized by Centre for Career Development.

Resource person was Mr. Pawan Shetty (RVIM Alumni) -2010-12 batch

Talent Acquisition

RSM Delivery Center (India) Private Limited

Date: September 2 nd 2022	Venue: Seminar Hall
Audience	2 nd Semester MBA students opting Finance as specialization
No. of Participants: 75	Event Coordinator: Prof. Payal Jindal
Objectives: <ul style="list-style-type: none">To facilitate the students to understand the taxation as a career in Companies.	
<p>Mr. Pawan Shetty (RVIM Alumni) conducted a session on the topic "Careers in taxation" for 2nd semester MBA students on 2nd September, 2022 in the Seminar Hall as a part of Meet the Executive</p> <p><u>Agenda/Flow of the Event</u></p> <ul style="list-style-type: none">❖ Experience at RVIM❖ Experience at Infosys BPM, Cognizant Technology Solutions and @ Accenture❖ Explained on careers in Taxation❖ Taxation in different countries❖ Companies hiring for Taxation❖ Roles and responsibilities as a tax analyst❖ Career growth❖ Rewards and perks	



RashtreeyaSikshanaSamithi Trust
R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

Meet the executive for 3rd Semester MBA students held at RVIM on 4th December 2021

Date: 4 th December 2021	Venue: Seminar Hall
Time: 9am to 10am	To :3 rd Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: To facilitate the students to understand the practical implications of various Sales functions and also the journey covered since graduating from MBA	
Meet the executive by Vikas VB(Alumni) for 3 rd Semester MBA students held at RVIM on 4 th December 2021	
Agenda/Flow of the Event Experience at RVIM Experience at KPMG Experience at Godrej Experience at Siemens	

Take away from the session:

This Program on Meet the executive aimed to understand the practical implications of various Sales functions.


Payal Jindal
Center for Career Development


Dr.Purushottam Bung
Director-RVIM



@Rashtreeya Sikshana Samithi Trust

R.V.INSTITUTE OF MANAGEMENT

CA-17, 36TH CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE - 41
Ph: 080-26547048 Fax: 26654920; [URL:rvim.edu.in](http://RL.rvim.edu.in); Email: contact@rvim.edu.in

To

The Director,
RV Institute of Management
Bangalore

Respected Sir,

Sub: Request for approval for inviting the guest Speaker Vikas V B (Alumni) for the 'Meet the Executive' Session for the 3rd Semester MBA students

Centre for Career Development plans to organize a session by Mr. Vikas V B (Alumni) as part of the 'Meet the Executive' Session on December 4, 2021 between 10:30am to 11:30am, Saturday

We request your approval for inviting the guest and the creative made for circulation.

Enclosed is the profile

Thanking You

Yours Faithfully

Payal Indal

Approved

L

Contact

www.linkedin.com/in/vikas-v-b-64801797 (LinkedIn)

Top Skills

Communication

Microsoft Excel

Microsoft Word

Vikas V B

Assistant Manager - Sales at Godrej Appliances
Bengaluru

Summary

Experienced Assistant Manager with a demonstrated history of working in the consumer goods industry. Skilled in Microsoft Excel, Microsoft Word, Communication, Public Speaking, and English. Strong professional with a Master of Business Administration - MBA focused in Marketing and Finance from R V Institute of Management Bangalore.

Experience

Godrej & Boyce Mfg. Co. Ltd.

Assistant Manager

September 2018 - November 2020 (2 years 3 months)

Bengaluru Area, India

Raghavenrda Naik and Associates

Articled Assistant

July 2014 - July 2016 (2 years 1 month)

Bengaluru Area, India

Education

R V Institute of Management, Bangalore

Master of Business Administration - MBA, Marketing and Finance - (2016 - 2018)

ICAI

(2014 - 2016)

SSSIHL

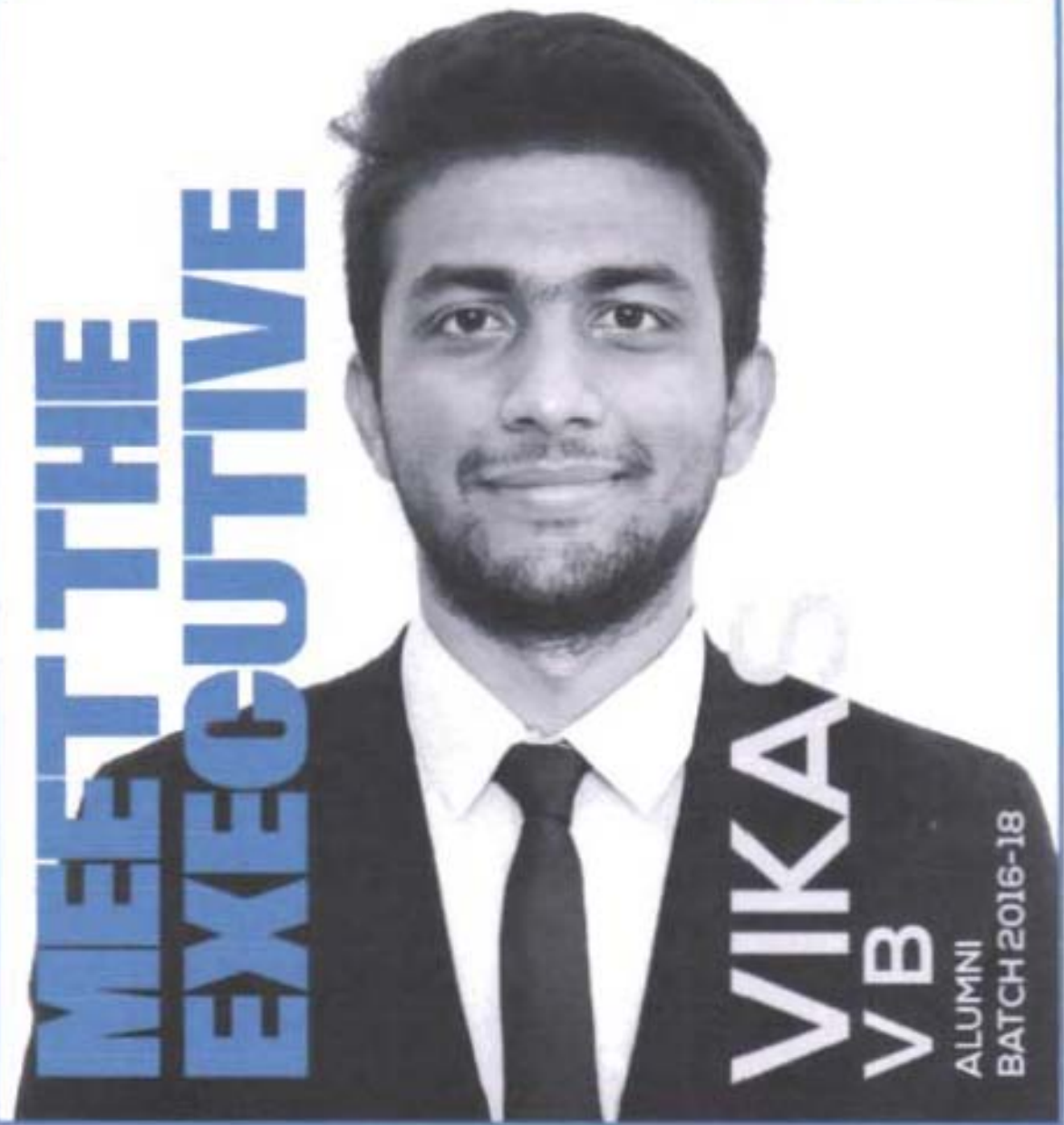
B.Com(Hons), Insurance and Accounts - (2011 - 2014)



RV Institute of Management

DEC 4 2021
10:30 A.M. TO 11:30 A.M.

**MEET THE
EXECUTIVE**



**VIKAS
VB**
ALUMNI
BATCH 2016-18



Meet the Executive by Mr. Vikas (Alumni) on 4th December 2022

Rsst

RV Institute of Management

Meet the executive by Mr. Vikas V B(Alumni) on 4th Decemeber 2021

2020-2022 Batch

Sl. No	Name	Attendance
1	ABHISHEK SHANTINATH UPADHYE	
2	A B Ganapathy	
3	Abhilash K	
4	Aditya Shettar	
5	Afeefah Bakhtar Majumdar	
6	Aishwarya s.k	
7	Anusha R Hegde	
8	Apoorva Raghu Rao	
9	Bhavani Vishwakarma	
10	C Pranathi	
11	C. Prasanth kumar	
12	Carol Swetha Noronha	
13	Chandana T	
14	Chetana S	
15	Delson Gian D Silva	
16	Disha Santosh Naik	
17	Karuna V Divate	
18	Kavya Ganapati Hegde	
19	Koundinya R	
20	MAHIMA HARISH BHAT	
21	MISHANA MOTESH DSOUZA	
22	Niranjan M	
23	Nisha T	
24	Prajna nayak	
25	Prajna Shetty	
26	Prarthana Upadhyaya	
27	Punitha K	
28	Rachana D	
29	Rachana kumari	
30	Raghavendra J P	
31	Rahul Yalavatti	
32	Rakesh	
33	Rakshith Hegde	
34	Rakshith TG	
35	SAHANA M S	
36	Samiksha S Shetty	
37	Sarika Maliya	
38	Sharan Bandrad	
39	Shashank Y	
40	Shetty Lavanya Shekar	
41	Shivasubramanyam S Patangi	
42	Shresta B Bhat	
43	Shruthi R	
44	Sindhu L Dabeer	
45	Sirisha K J	
46	Sneha Gowda R	
47	Srilaxmi	
48	Sripoorna Indurkar	
49	Srushiti B R	
50	SUJAY SHAH	
51	Sukannya Dalal	
52	SURAJ H S	
53	Suraj SP	
54	Tejas Bhandari	

55	Tejashree R	
56	Tejashwini Lokapuramath	
57	Tejasvi Gangadhar Angadi	
58	Ullas shripad shet	
59	Vaibhav Malaviya	
60	Varsha biradar	
61	Varsha K	
62	VELUGU SUJANI KRISHNA	
63	Aishwarya KM	
64	Bharath C	
65	M Janani Priya	
66	Phalguni P	
67	Sarika Maliya U	
68	Sharvani M S	
69	Ajaz Mujawar	
70	AJEY M	
71	Amogha Hegde	
72	AMULYA HR	
73	Anagha Hegde	
74	Ananya	
75	Ashadeep M Hegde	
76	Bharath.P	
77	Chinmay Hegde	
78	Darshini.G	
79	Divesh	
80	Eshwar Darshan K.M	
81	H R Rithesha	
82	Karthik M S	
83	Kaushik C B	
84	Mahesh S	
85	Malender Deyannavar	
86	Manoj kb	
87	Manoj.M	
88	Meghana Vinayak Hegde	
89	Mohamadasadiq Kayum Mulla	
90	Mrutyunjaya Sangresakoppa	
91	Neha Kulkarni	
92	Nikhil S Kotian	
93	Prashanth Y G	
94	Prateeksha Raviprakash Chungani	
95	Prinson Dlima	
96	Rahul Mondal	
97	Rahul Singh	
98	Rakshith	
99	S.CHETHAN	
100	Sachith Kumar	
101	Sandeep H S	
102	Santhosh kiran S	
103	Shishir S.Acharya	
104	Soubhagya Bhat	
105	Suhas NK	
106	Suraj G S	
107	Trivadan Mahabaleshwar Hegde	
108	Vaishnavi S	
109	Vaishnavi S	
110	Vinayak Subray Bhat	
111	Prarthana Singri	
112	Subhashini K N	
113	Vinay Kumar G S	

114	Nikhil Navandhar	
115	Swati Vinayak Hegde	
116	Kirthan K	
117	Koppolu Sudarsan Rahul	
118	MOHAMED SAIFUDDIN F	
119	N Prathibha	
120	Pratik	
121	Priyanka	
122	Rohan R R	
123	Rubina afreen	
124	Dhanashri Kabra	
125	Adarsha K	
126	Akshay G s	
127	Anoop Bhargav M	
128	Gautham M	
129	Drinya K Chandran	
130	Janak Karkera	
131	Mohammed Mohasin Yarnal	
132	Rakshith S	
133	SHIVAKUMAR C H	
134	Shruthi G	
135	Siddhant Muchakani	
136	Suhas H	
137	Sujaya Bhat	
138	Sumit Naganath	
139	Vikas Seth	
140	Monisha M	
141	Apoorva Sunil Patil	
142	Chaithanya B K	
143	Deeksha Bopaiah	
144	Gokul nayak	
145	Indraneel Das	
146	Nikita	
147	Roshani	
148	Roshni Guru Muthraj	
149	Sakschi Singh	
150	Satishkumar K Pille	
151	Sparsha	
152	Tejaswini Hegde	
153	Vinayak golihalli	
154	Abhishek Kumar	
155	Akhilshyam KB	
156	AKSHAY H S	
157	Apoorva M	
158	Arvind raj	
159	Chakravarthy BM	
160	Chandan N H	
161	Chandan s	
162	Dhananjay Durve	
163	Eshanya M	
164	Jagrity	
165	Karnika Mridul	
166	Kritika Shenoy	
167	Likhith H k	
168	Manu Kiran	
169	Mayur KS	
170	Nishant Kumar Sharma	
171	Rachana H Gowda	
172	Suhas M	

173	Supreeth S	f
174	Talwar Praveen	f
175	Tripuresh Tiwari	f
176	GURU RAGHAVENDRA S	f
177	Yashaswini.v	f



RashtreeyaSikshanaSamithi Trust
R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

Meet the executive by Mr. Simhadri Rama Rao Kavali for 3rd Semester MBA students held at RVIM on 18th February 2022

Date: 18 th February 2022	Venue: Virtual (Zoom meeting)
Time: 9am to 10am	To : 1 st Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: <ul style="list-style-type: none">To facilitate the students to understand the practical implications of various HR , Sales functions and also the journey covered since graduating from MBA	
Meet the executive by Mr. Simhadri Rama Rao Kavali for 3 rd Semester MBA students held at RVIM on 18 th February 2022	
Agenda/Flow of the Event <p>Experience as an HOD at SVD Degree College</p> <p>Experience at Globarena Technologies Pvt. Ltd., SoftPro Systems Ltd, Motorola Solutions, Cisco Systems, JP Morgan, Amazon</p> <p>Believes performance by consulting the teams. Studying their nature, dynamics.</p> <p>Explained on Office Productivity to behavioral and leadership skills</p> <p>Explained on recruitment, Sourcing, Screening, Scheduling, interviewing, Negotiations, Offer Management, On Board Activities, People Management, Talent Management, Grievance Handling, Business Partnering etc.</p> <p>Students has be updated with the current affairs, stock markets etc.</p>	

Take away from the session:

This Program on Meet the executive aimed to understand the practical implications of various HR functions such as Learning and Development, recruitment etc.


Payal Jindal
Center for Career Development


Dr. Purushottam Bung
Director-RVIM



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R.V.INSTITUTE OF MANAGEMENT

CA-17, 36TH CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE - 41
Ph: 080-26547048 Fax: 26654920; URL: rvim.edu.in; Email: contact@rvim.edu.in

To
The Director,
RV Institute of Management
Bangalore

Respected Sir,

Sub: Request for approval for inviting the guest Speaker Mr. Simhadri Rama Rao Kavali for the 'Meet the Executive' Session for the 1st and 3rd Semester MBA students

Centre for Career Development plans to organize a session by Mr. Simhadri Rama Rao Kavali as part of the 'Meet the Executive' Session on 18th February 2022 between 9:00am to 10:00am , Saturday

We request your approval for inviting the guest and the creative made for circulation.

Enclosed is the profile

Thanking You
Yours Faithfully

Payal Bindal

Noted

Contact

www.linkedin.com/in/rsimhak
(LinkedIn)

Top Skills

Program Management

Training

Instructional Design

Languages

Kannada, Telugu, Hindi

Certifications

ORSC - Virtual Path

Certified Practitioner, Strong Interest Inventory

ORSC Relationship Systems Intelligence @ Work

Certified Facilitator - Catalyst

Project Management Professional

Honors-Awards

Cisco Connected Recognition Award

Outstanding Achievement Award

Cisco Connected Recognition Award

Super Spartans Award

Cisco Connected Recognition Award

Simhadri Rama Rao Kavali, PMP®

APJC Learning and Leadership Development Leader @ Amazon
Web Services (AWS) | Ex-Cisco

8000 1000

Summary

Performance lives within teams. Everyone knows this, but struggle to get the best out of their teams. As a leader of Conscious Leader & Teams organization, I have a unique opportunity to accelerate team performance by consulting with teams, studying their nature and dynamics, strategize and design interventions that would range from a simple workshop to a deeper coaching engagement that would include but not limited to a diagnostic, workshop, coaching, and periodic check-ins with business leaders.

Strong business acumen coupled with several years of Learning & Development experience made me a well-rounded professional. My passion for helping people, grow and develop them brought me to where I am today. In the entire span of my career, I'd designed, developed, delivered many learning and performance interventions ranging from office productivity to behavioral and leadership skills. I have also served as a personal coach and mentor to many student and employees helping them succeed in their chosen areas of interest.

I am a practical and concrete thinker who often connects with people through the advice I provide and help them make better decisions.

Experience

Amazon Web Services (AWS)

Learning and Leadership Development Leader, APJC Talent and Development

June 2021 - Present (9 months)

APJC Learning and Leadership Development

Cisco

9 years 5 months

Sr. People Consultant & India Leader - Conscious Leaders and Teams
June 2015 - June 2021 (6 years 1 month)

People Consultant - Cisco

Best teams create a massive competitive advantage for the organization. My role within Conscious Leaders & Teams has me working towards the goal of accelerating team performance and create more teams like our best teams. I do this by consulting with leaders across hierarchies, studying the nature and dynamics of their teams, strategize and design interventions that would range from a simple workshop to a deeper coaching engagement.

My responsibilities include helping leaders and teams to transform through

Designing team alliance to craft a shared purpose and roadmap for excellent mapping individual and collective strengths of the team to bring their best to work and accelerate results.

Creating aligned priorities and installing rituals to bring the priorities to fruition
Fostering trust among team members by creating an environment of psychological safety.

Sr. Learning and Development Manager, Talent Management
January 2012 - June 2015 (3 years 6 months)

People Consultant - Cisco

As a part of the APJC HR Talent Management team, I led several learning and career development initiatives across the region by partnering with the regional business leaders and HR business partners. My responsibilities included:

Planning, designing, and promoting global talent development programs and region-wide initiatives across multiple business functions. The key focus areas included Leadership Development, Technical Leadership, Professional Development and New Employee Orientation.

Being part of the Cisco India Capability Board to provide thought leadership around talent development and capability building initiatives and programs to support the India site business strategy.

Crafting a regional go-to-market strategy for various global signature learning programs development.

Leading and executing large-scale career and learning events – career fairs, development days, and learning expos to foster the culture of learning and drive employee engagement.

Managing vendors to ensure quality and timeliness of course and instruction deliverables.

J.P.Morgan

Associate (E-Learning) - Centralized Transaction Operations
April 2011 - January 2012 (10 months)

Managing a team of instructional designers, media developers, and programmers involved in creating rich online learning modules for J.P. Morgan employees and customers.

Assessing learning needs for the Centralized Transaction Operations department in consultation with the group heads and HR business partners.

Develop strategic training and curriculum plans in alignment with the department goals and business needs.

Collaborate with global e-learning teams to share and implement best practices to enhance learning experiences.

Cisco Systems

Learning and Development Program Manager
March 2006 - April 2011 (5 years 2 months)

Motorola Solutions

Sr. Instructional Designer
March 2005 - March 2006 (1 year 1 month)

SoftPro Systems Ltd

Manager, Learning Solutions
August 2004 - March 2005 (8 months)

Globarena Technologies Pvt. Ltd.

Manager, Content Development
June 2001 - August 2004 (3 years 3 months)

SVD Degree College
HOD - Electronics & Computer Science
November 1994 - May 2001 (6 years 7 months)

Education

Sri Krishnadevaraya University
Master of Science - MSc, Instrumentation · (1992 - 1994)

Pondicherry University
MBA, Human Resource Management · (2010 - 2012)

The George Washington University
Associate's Certificate in Project Management, Project
Management · (2006 - 2007)

University of Hyderabad
Postgraduate Diploma, Computer Science · (1998 - 2000)

Sri Krishnadevaraya University
B.Sc, Mathematics, Physics, Electronics · (1989 - 1992)

RV Institute of Management
Meet the Executive by Mr. Simhadri Rama Rao
1st Semester MBA
26th Feb 2022


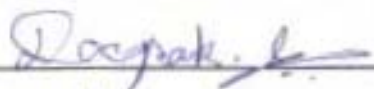


SL No	NAME	Signature
1	Isaac Jesse K	Present
2	Prakash	Present
3	Aditya Uday Hegde	<u>Aditya</u>
4	Akash Rachappa Khanagavi	<u>Akash</u>
5	Amit Kamadollishettaru	Present
6	Aniket Sanjay Revankar	<u>Aniket</u>
7	Anvith Kumar	Present
8	Bhaskara Prabhu	<u>Bhaskara</u>
9	Bhuvanesh P	<u>P. Bhuvanesh</u>
10	Akanksh K G	<u>Akanksh.kg</u>
11	Basavaraj	<u>Basavaraj</u>
12	Girish N Nashi	<u>Nashi</u>
13	Gurubasavaraj K M	Present
14	M Luqman Nawaz	M Luqman Nawaz
15	M M Jabez	
16	Shreyas G A	<u>Shreyas G A</u>
17	Hema S	Present
18	Anusha	<u>Anusha</u>
19	Sagi Sampi	<u>Sampi</u>
20	Abhitha K	Present

21	Ankita Gajanan Naik	Present
22	Chaitanya Kamatagi B	Present
23	Kavyapriya J	Present
24	Madhura A	Madhura A
25	Likitha L	Present
26	JATIN ARUN DESAI	Desai
27	RAHUL S SANGOLLI	Sangoli
28	TEJAS N	Present
29	SANKET SURESH SHIRSAT	Shirsat
30	ABHISHEK SHENOY	Present
31	DEEPAK GIRISH KALYANI	Present
32	GAGANDEEP V N	Present
33	NAYAN KUMAR	Present
34	KAUSTUBH LACHAPPANAVA	Lachappanava
35	VINAYAK RAO GAIKWAD	Present
36	KSHITIJ.P.L	Present
37	SHREEVATSA.H.V	Shreevatsa
38	ASHUTOSH KUMAR	Present
39	BERNARD FERNANDES	Present
40	CHETAN SINGH M	Present
41	RAMANABOJANA ANAND KUMAR	Anand
42	PRAJWAL S N	Prajwal S N
43	KOKILA KULKARNI	Present

44	D SURIYA PRIYASREE	Present
45	KALAVALA ABHISHTA	Abhi
46	KAPARTHI BHAVANA	Harshitha
47	VARSHA	Present
48	DINAH NEETHA NORONHA	Present
49	HARSHITHA SRINIVAS	Present
50	NEETHA KAMATH	Neetha Kamath
51	SNEHA U	Present
52	SRUJANA S	Srujana
53	SUTOPA DEB	Sutopa
54	VIOLA PINTO	Present
55	PAULOMEE BARUAH	Paulomee
56	CHINMAYEE.M	Present
57	LILIMA DASH	Lilima Dash
58	TRUPTHI CHANDRAHAS SHETTY	Trupthi
59	Suchithra G	Present
60	Rahul Ram Bhat	R
61	Madhan Kumar C S	Present
62	Nikhil S Anjanalli	Nikhil
63	Shreyas S	Shreyas
64	Shri Hari L	Present
65	Saahil Srikant Kulloli	Present
66	Sheebal M S	Present

67	Shreekrishna	Present
68	Vishnu Kumar	Vishnu Kumar
69	Soumya Ganapati Hegde	Soumya Hegde
70	Vaishnavi N	Vaishnavi N
71	Shubiksha S	Shubiksha S
72	Simranjit Kaur	Present
73	SAURABH BHUPALI	Present
74	M PRANEETH KUMAR REDDY	M Praneeth Kumar Reddy
75	MANOJ RAKSHATH	Manoj Rakshath
76	JAGADISH SHENOY.R	Present
77	SHIVAM ANVEKAR	Shivam Anvekar
78	SHUBHAM SINGH	Shubham Singh
79	AMOGHA.Y.G	Present
80	MEHUL .V . BHASKER	Mehul Bhaskar
81	BHARATH.K.S	Bharath
82	YASHWANTH.A	Yashwanth A
83	SANKLP V	Present
84	B.S.SUSHEN	B.S.Sushen
85	VARUN.S.BHARADWAJ	Varun S. Bharadwaj
86	VIPUL VILAS NAIK	Vipul Vilas Naik
87	NALASANI VARSHITHA	Nalasan Varshitha
88	KOTHA KEERTHANA	Kotha Keerthana
89	NEHA.H.V	Neha H.V

90	BHOOMIKA BHAT	<i>Bhat</i>
91	Loyston Crasta	<i>Loyston</i>
92	Chethan Kumar V A	<i>Chethan</i>
93	chidri balaji	<i>Balaji</i>
94	Dhirajkumar Belavadi	<i>Present</i>
95	Guru Varun G	<i>Present</i>
96	Madhusudan G	<i>(MSG)</i>
97	Mallesh B	
98	Nagaraj Gajanan Hegde	<i>@hegde</i>
99	M Ritish	<i>Present</i>
100	Mahanth Gowda K C	<i>Mahant</i>
101	Naveen C	<i>Present</i>
102	Naveen Setty N A	<i>Setty</i>
103	pavan kumar M	<i>Pavan</i>
104	Rakshith R T	<i>Rakshith</i>
105	Vishal	<i>Vishal</i>
106	Megha U Joshi	<i>Megha</i>
107	Tanushree R	<i>Tanushree</i>
108	Neelamma M K	<i>Present</i>
109	Pooja Vallur	<i>P. R. vams</i>
110	Smitha M	<i>Present</i>
111	Prajwala	<i>Present</i>
112	Shubha R	<i>Present</i>

113	Sravani Sunil Mhalsekar	
114	PREETHAM.D.VARMA	Present
115	SYED SAMEER	Present
116	KARTHIK.S	S Kastrik
117	VINIT SIDDHARTH SHAH	Present
118	SALMAN FAISAL QADRI	Present-
119	REHAN FAISAL QADRI	Present
120	DEEPAK GOPALAKRISHNAN	
121	RAVISHA RAMACHANDRA HEGDE	
122	RAKSHITH K R	Present
123	POORNAPRAJNYA.K.M	
124	ANIRUDH.K	
125	ANNASAGARAM RAGHAVENDRA	Present
126	NIRANJAN JANARDHAN HEGDE	
127	AMITH BHAT	
128	NANDAGOPAL.B.R	
129	S.G.MANO HAR	
130	MUCHELI SUBBARAJU	Present-
131	ADITI RANI	
132	OLETI SAI SREENITHYA	Present-
133	AISHWARYA.G	Present-
134	SAMEEKSHA.M.P	Present-
135	FERNANADES RICHA FLORINA	Present-

136	HEGDE PAVANA GANAPATHI	Present
137	SUPRIYA GOVIND BELSARE	Present
138	JENISHA MENEZES	Present
139	NUTHANA.U	Present
140	AISHWARYA.P	Present
141	CHAVI JAGADEESH	Present
142	NAMRATHA.N	<u>Namratha</u>
143	YASHASWINI.P	Present
144	SRINIDHI KOMMULA	'Present
145	NITESH RAJPOOT	
146	Shashi Kumar R	<u>Shashi</u>
147	Tejas H P	<u>Tejas H.P</u>
148	Yashwanth R	<u>Yashwanth R</u>
149	B Shashank	Present
150	Poornima L	<u>Poornima L</u>
151	NIKITHA.J.SHANBHOG	<u>Nikitha.J</u>
152	PRAJWALA.H	<u>Prajwala</u>
153	ANUSHA PRAKASH	<u>Anusha</u>
154	DIVYASHREE.M	<u>Divyashree</u>
155	ANANYA.P.HEGDE	<u>Ananya</u>
156	P.T.KIRTI	<u>P.T.Kirti</u>
157	YOGASHREE.C.N	<u>Yogashree</u>
158	P.V.SRIVALLI	X

159	AGAMYA .A.KINHAL	Present
160	NEEL NAIK	Y
161	SUPRITI PRAKASH	Y
162	MANOJ .N.S	Manoj N.S
163	SYED MUSSAVEERULLA.A	Present
164	CHARANA.T.U	Present
165	VINAYAK BHAT	Present
166	SOURAV SADANAND SWAR	Present
167	DHANYA SHARMA	Dhanya Sharma
168	RAMANUJAM .H.J	Present
169	DHANUSH.K V	Present
170	PRANITH KUMAR.S	Present
171	GANESH HEGDE	es
172	M.S.SUKRUT	Sukrut
173	SHUBHAM RAJENDRA REVENKAR	Shubham
174	LIKITHA.A	Present
175	SWAMI SAMIKSHA PUSHPARAJ	SAMIKSHA
176	NIVEDIYTHA . K. SWAMY	Niveditha
177	SATHYA . B (C section)	Sathy B
178	Sachith . B . K	Sachith
179	Nisheeth Krishna	NC
180	Karthik P Shetty	Karthik
181	P. Akantesh	Prakash
182	Pranod KL	Pranod
	Amithi C	Amithi
	Abhijeeth	Abhijeeth



Meet the executive by Ms. Linu Susane (ITC) for 3rd Semester MBA students held at RVIM on 29th January 2022

Date: 29th January 2022	Venue: Virtual (Zoom meeting)
Time: 9am to 10am	To : 3rd Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
<u>Objectives:</u> <ul style="list-style-type: none">• To facilitate the students to understand the practical implications of various HR , Sales functions and also the journey covered since graduating from MBA	
Meet the executive for 3rd Semester MBA students held at RVIM on 29th January 2022	
<u>Agenda/Flow of the Event</u>	
Experience at TISS	
Experience at Oracle Corporation, Murugappa Group, Mukand Industries Ltd, Nestle, PepsiCo, Lakme Lever, ITC Ltd.	
Explained on recruitment, Sourcing, Screening, Scheduling, interviewing, Negotiations, Offer Management, On Board Activities, People Management, Talent Management, Grievance Handling, Business Partnering etc.	
She also explained the differences on Sales and Marketing	
How exactly FMCG works.	
What are the merits and demerits of the company	
Students has be updated with the current affairs, stock markets etc.	
Explained on different divisions at ITC	

Take away from the session:

This Program on Meet the executive aimed to understand the practical implications of various HR and Sales functions. Students got to know how a FMCG company works.

Payal Jindal

Payal Jindal
Center for Career Development



Dr. Purushottam Bung
Director-RVIM



Rashtreeya Sikshana Samithi Trust
R.V.INSTITUTE OF MANAGEMENT
CA-17, 36TH CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE - 41
Ph: 080-26547048 Fax: 26654920; URL: rvim.edu.in; Email:

To:
The Director,
R.V. Institute of Management,
Bengaluru

Respected Sir,

**Sub: Request for approval for inviting the guest speaker Ms. Linu
for the 'Meet the Executive' session for the 3rd semester MBA students**

Centre for Career Development plans to organize a session by Ms.Linu as a part of the 'Meet the Executive' Session on 29th January 2022 between 9.00 am to 10.00 am

We request your approval for inviting the guest.

Enclosed is the profile.

Thanking you

Yours Faithfully

Payal Indal

Approved

Contact

www.linkedin.com/in/linu-susan-charles-5b1a33a (LinkedIn)

Top Skills

Employee Engagement

HRIS

Talent Management

Certifications

PPA Assessment - DISC Profiling

Honors-Awards

Institute Silver Medal for Second Best Student of HRM&LR course

Publications

Identifying Determinants Of Intention To Sharing Knowledge Among Sales People , Palo, Sasmita; Charles, Linu

Linu Susan Charles

Manager HR at ITC Limited
Bengaluru

Experience

ITC Limited

7 years 10 months

HR Manager

April 2019 - March 2022 (3 years)

Bengaluru, Karnataka, India

Trade Marketing & Distribution, South Region

Asst Manager HR

November 2015 - March 2019 (3 years 5 months)

TM & D (Trade ,Marketing & Distribution division) - HR Team for Southern Region

Assistant Manager HR

June 2014 - November 2015 (1 year 6 months)

Ranjangaon, Pune

Part of HR Team at Ranjangaon Factory, Tobacco Division

ITC Limited

Asst Manager -HR

September 2013 - April 2014 (8 months)

Part of HR Team at Saharanpur factory - Tobacco division

Tata Institute of Social Sciences

Student

June 2011 - March 2013 (1 year 10 months)

Masters in Human Resource Management & Labour Relations

Lakme Lever

Fieldwork Intern

November 2012 - December 2012 (2 months)

Developed skill based grading system for salon operators

PepsiCo - Frito Lay

Fieldwork Intern

September 2012 - October 2012 (2 months)

Mumbai

Exit analysis of High performer Sales Officers

- Identified factors that led to dysfunctional turnover of sales officers in the Western region.
- Provided recommendations to improve retention.

Enablers at work for high performing sales officers

- Identified enablers at work for high performer sales officers through behavioral event interviews and observations gathered during market visits

Nestle (India) Ltd

Summer Intern

April 2012 - June 2012 (3 months)

Formulated HR KPI Matrix for Nestlé India basis the existing KPI measures and Operational Master Plan.

Developed a virtual KPI Dashboard for Nestlé branches (sales) across India.

Developed standard routines (SOP) for various HR processes.

MUKAND INDUSTRIES LIMITED

Fieldwork Trainee

November 2011 - February 2012 (4 months)

Mumbai

Satisfaction survey for the blue collar workers.

Murugappa Group

Fieldwork Intern

July 2011 - September 2011 (3 months)

Worked with Chola Investment & Finance Company Limited

Fieldwork project on the organizational socialization of newcomer salespeople.

Oracle Corporation

Network Administrator

December 2009 - May 2011 (1 year 6 months)

Bengaluru

Part of Crisis Response Centre as a member of the network operations team (NOC)

Managed the global network infrastructure (WAN, VPN, VoIP, Firewalls)



Coordinated the Incident Response Program. It aims at reducing downtime during network outages

Education

Tata Institute of Social Sciences

M.A, Human Resource Management & Labour Relations · (2011 - 2013)

Govt Model Engineering College, Cochin

BTech, Computer Science Engineering · (2005 - 2009)



Meet the executive by Ms. Linu from ITC on 29th January 2022

Rsst		
RV Institute of Management		
Meet the executive by Ms.Linu on 29th January, 2022		
2020-2022 Batch		
Sl. No	Name	Attendance
1	ABHISHEK SHANTINATH UPADHYE	P
2	A B Ganapathy	P
3	Abhilash K	P
4	Aditya Shettar	P
5	Afeefah Bakhtar Majumdar	P
6	Aishwarya.s.k	P
7	Anusha R Hegde	P
8	Apoorva Raghu Rao	P
9	Bhavani Vishwakarma	P
10	C Pranathi	P
11	C. Prasanth kumar	P
12	Carol Swetha Noronha	P
13	Chandana T	P
14	Chetana. S	A
15	Delson Glan D Silva	P
16	Disha Santosh Naik	A
17	Karuna V Divate	P
18	Kavya Ganapati Hegde	P
19	Koundinya R	P
20	MAHIMA HARISH BHAT	P
21	MISHANA MOTESH DSOUZA	A
22	Niranjan M	P
23	Nisha T	P
24	Prajna nayak	P
25	Prajna Shetty	P
26	Prarthana Upadhyaya	P
27	Punitha K	P
28	Rachana D	P
29	Rachana kumari	P
30	Raghavendra J.P	P
31	Rahul Yalavatti	P
32	Rakesh	P
33	Rakshith Hegde	P
34	Rakshith TG	P
35	SAHANA M S	P
36	Samiksha S Shetty	P
37	Sarika Mallya	P
38	Sharan Bandrad	P
39	Shashank Y	P
40	Shetty Lavanya Shekar	P
41	Shivasubramanyam S Patangi	P
42	Shresta B Bhat	P
43	Shruthi R	P
44	Sindhu L Dabeer	P
45	Sirisha K J	P
46	Sneha Gowda R	P
47	Srilaxmi	P

48	Sripoorna Indurkar	P
49	Srushti B R	P
50	SUJAY SHAH	P
51	Sukannya Dalal	P
52	SURAJ H S	P
53	Suraj SP	P
54	Tejas Bhandari	P
55	Tejashree.R	P
56	Tejashwini Lokapuramath	P
57	Tejasvi Gangadhar Angadi	P
58	Ullas shripad shet	P
59	Vaibhav Malaviya	P
60	Varsha biradar	P
61	Varsha K	P
62	VELUGU SUJANI KRISHNA	P
63	Aishwarya KM	P
64	Bharath.C	P
65	M Janani Priya	P
66	Phalguni P	P
67	Sarika Malliya U	P
68	Sharvani M S	P
69	Aijaz Mujawar	P
70	AJEY M	P
71	Amogha Hegde	P
72	AMULYA HR	P
73	Anagha Hegde	P
74	Ananya	P
75	Ashadeep M Hegde	P
76	Bharath.P	P
77	Chinmay Hegde	P
78	Darshini.G	P
79	Divesh	P
80	Eshwar Darshan K M	P
81	H R Rithesha	P
82	Karthik M S	P
83	Kaushik C B	P
84	Mahesh S	P
85	Malender Deyannavar	A
86	Manoj kb	P
87	Manoj.M	P
88	Meghana Vinayak Hegde	P
89	Mohamadasadiq Kayum Mulla	P
90	Mrutyunjaya Sangresakoppa	P
91	Neha Kulkarni	A
92	Nikhil S Kotian	P
93	Prashanth Y G	A
94	Prateeksha Raviprakash Chungani	P
95	Prinson Dlima	P
96	Rahul Mondal	A
97	Rahul Singh	A
98	Rakshith	P
99	S.CHETHAN	A

100	Sachith Kumar	P
101	Sandeep H S	P
102	Santhosh kiran S	P
103	Shishir.S.Acharya	P
104	Soubhagya Bhat	P
105	Suhas NK	P
106	Suraj G S	P
107	Trivadan Mahabaleshwar Hegde	P
108	Vaishnavi S	A
109	Vaishnavi S	x A
110	Vinayak Subray Bhat	P
111	Prarthana Singri	A
112	Subhashini K N	P
113	Vinay Kumar G S	P
114	Nikhil Navandhar	P
115	Swati Vinayak Hegde	P
116	Kirthan K	P
117	Koppolu Sudarsan Rahul	P
118	MOHAMED SAIFUDDIN F	P
119	N Prathibha	P
120	Pratik	P
121	Priyanka	P
122	Rohan R R	P
123	Rubina afreen	P
124	Dhanashri Kabra	P
125	Adarsha K	P
126	Akshay G.s	P
127	Anoop Bhargav M	P
128	Gautham M	P
129	Drinya K Chandran	P
130	Janak Karkera	P
131	Mohammed Mohasin Yarnal	P
132	Rakshith S	P
133	SHIVAKUMAR C H	P
134	Shruthi G	P
135	Siddhant Muchakani	P
136	Suhas H	P
137	Sujaya Bhat	P
138	Sumit Naganath	P
139	Vikas Seth	P
140	Monisha M	P
141	Apoorva Sunil Patil	P
142	Chaithanya B.K	P
143	Deeksha Bopaiah	P
144	Gokul nayak	A
145	Indraneel Das	P
146	Nikita	P
147	Roshani	P
148	Roshni Guru Muthraj	P
149	Sakschi Singh	P
150	Satishkumar K Pille	P
151	Sparsha	P

152	Tejaswini Hegde	P
153	Vinayak golihalli	P
154	Abhishek Kumar	P
155	Akhilshyam KB	P
156	AKSHAY H S	A
157	Apoorva M	P
158	Arvind raj	P
159	Chakravarthy BM	P
160	Chandan N H	P
161	Chandan s	P
162	Dhananjay Durve	P
163	Eshanya M	P
164	Jagrity	P
165	Kamika Mridul	A
166	Kritika Sheroy	P
167	Likhith H k	P
168	Manu Kiran	P
169	Mayur KS	P
170	Nishant Kumar Sharma	P
171	Rachana H Gowda	P
172	Suhas.M	P
173	Supreeth S	A
174	Talwar Praveen	A
175	Tripuresh Tiwari	A
176	GURU RAGHAVENDRA S	P
177	Yashaswini v	P



RashtreeyaSikshanaSamithi Trust
R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

Meet the executive by Mr. Chandramouli for 3rd Semester MBA students held at RVIM
on 5th March 2022

Date: 5 th March 2022	Venue: Virtual (Zoom meeting)
Time: 9am to 10am	To :3 rd Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: <ul style="list-style-type: none">To facilitate the students to understand how a corporate works.	
Meet the executive by Mr. Chandramouli for 3 rd Semester MBA students held at RVIM on 5 th March 2022	
Agenda/Flow of the Event <u>Shared his experience of AADMANYA Technocrats Pvt. Ltd., ZTE, Braintap Technologies India Pvt. Ltd., Innominds and Abylle Solutions Pvt. Ltd.</u> Explained on the significance of gestating and effectuating measures in operating procedure to optimize resource utilization And also explained on how to lead professional HR teams and also to institute the best HR practices.	

Take away from the session:

This Program on Meet the executive aimed to deliver programme on different HR
aspects.

Payal Jindal
Payal Jindal
Center for Career Development


Dr. Purushottam Bung
Director-RVIM



Rashtreeya Sikshana Samithi Trust
R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

To

The Director

RVIM, Bangalore

Respected Sir,

Sub: Request for the approval for inviting the guest speaker Mr. Chandramauli for Meet the executive session for 1st semester on 5th March 2022

Center for career development plans to organize a session by speaker Mr. Chandramouli for Meet the executive session for 1st semester on 5th March 2022 between 9:00am to 10:00am for the 1st semester MBA students.

We request your approval for inviting the guest

Enclosed is the profile

Thanking you

Yours faithfully

Payal Jindal
Payal Jindal

Approved

L

Contact

www.linkedin.com/in/chandramouli-k-67576a23 (LinkedIn)

Top Skills

HR Policies

Human Resources

Performance Management

Chandramouli K

Head HR and L&D at Abylle Solutions Private Limited
Bengaluru

Summary

A learned professional with robust, relevant corporate experience of 15 years in managing entire gamut of HR and exhibited leadership qualities. Apt at gestating and effectuating measures in operating procedures to optimize resource utilization. Successfully lead professional HR teams and instituted best HR practices.

Experience

Abylle Solutions Private Limited

Head HR and L&D

August 2018 - Present (3 years 10 months)

Bengaluru, Karnataka, India

Innominds

Human Resources Manager

November 2015 - August 2018 (2 years 10 months)

Bengaluru, Karnataka

Braintap Technologies India Pvt Ltd

Director

January 2013 - November 2015 (2 years 11 months)

Bangalore

ZTE

General Manager - HR and Admin

March 2006 - November 2012 (6 years 9 months)

Adamyia Technocrats Pvt Ltd

HR Executive

May 2004 - March 2006 (1 year 11 months)

Education

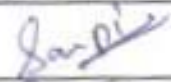

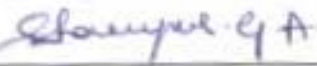

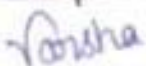
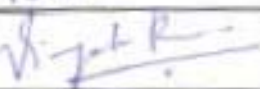




Meet the Executive -5th March 2022 and Elections

Sl. No	Name	Sec	Signature
1	ABHISHEK SHENOY	A	Abhishek Sheno
2	ABHITHA K	A	Present
3	ADITYA UDAY HEGDE	A	Aditya
4	AKANKSH K G	A	Akanksha
5	AKASH RACHAPPA KHANAGAVI	A	Akash
6	AMIT KAMADOLLISHETTARU	A	Amit S.K
7	ANIKET SANJAY REVANKAR	A	Aniket
8	ANKITA GAJANAN NAIK	A	Ankita
9	ANUSHA	A	Anusha
10	ANVITH KUMAR	A	Anvitha
11	ASHUTOSH KUMAR	A	Ashutosh Kumar
12	BASAVARAJ	A	Basavaraj
13	BERNARD FERNANDES	A	Present
14	BHASKARA PRABHU	A	Bhaskara
15	BHUVANES P	A	Present
16	CHAITANYA KAMATAGI B	A	Chaitanya
17	CHETAN SINGH M	A	Present
18	D SURIYA PRIYASREE	A	Present
19	DEEPAK GIRISH KALYANI	A	Deepak
20	DINAH NEETHA NORONHA	A	Dinaha
21	GAGANDEEP V N	A	Gagandeep
22	GIRISH N NASHI	A	Girish Nashi
23	GURUBASAVARAJ K M	A	Gurub

Section Wise Student List 2021-2023 Batch

Sl. No	Name	Sec	Signature
24	HARSHITHA SRINIVAS	A	<u>Harshitha Srinivas</u>
25	HEMA S	A	<u>Hema S.</u>
26	ISAAC JESSE K	A	<u>Present</u>
27	JATIN ARUN DESAI	A	<u>Jatin</u>
28	KALAVALA ABHISHTA	A	<u>Abhishta</u>
29	KAPARTHI BHAVANA	A	<u>Bhavani</u>
30	KAUSTUBH LACHAPPANAVAR	A	<u>Present</u>
31	KAVYAPRIYA J	A	<u>Kavyapriya J.</u>
32	KOKILA KULKARNI	A	<u>Kokila</u>
33	KSHITIJ.P.L	A	<u>Kshitij</u>
34	LIKHITHA L	A	<u>Likhitha.L</u>
35	LILIMA DASH	A	<u>Present</u>
36	M LUQMAN NAWAZ	A	<u>M Luqman Nawaz</u>
37	M M JABEZ	A	
38	MADHURA A	A	<u>Madhura A</u>
39	NAYAN KUMAR	A	<u>Nayan</u>
40	NEETHA KAMATH	A	<u>Neetha Kamath</u>
41	PAULOMEE BARUAH	A	<u>Present</u>
42	POOJARANI TALAWAR	A	<u>Poojarani</u>
43	PRAJWAL S N	A	<u>Prajwal S N</u>
44	PRAKASH	A	<u>Prakash</u>
45	RAHUL RAM BHAT	A	<u>RH</u>
46	RAHUL S SANGOLLI	A	<u>Present</u>
47	RAMANABOINA ANAND KUMAR	A	<u>Present</u>

Section Wise Student List 2021-2023 Batch

Sl. No	Name	Sec	Signature
48	SAGI SAMPI	A	
49	SANKET SURESH SHIRSAT	A	
50	SHREEVATSA.H.V	A	Present
51	SHREYAS G A	A	
52	SNEHA U	A	Present
53	SRUJANA S	A	Present
54	SUCHITRA G	A	Present
55	SUTOPA DEB	A	
56	TEJAS N	A	
57	TRUPTHI CHANDRAHAS SHETTY	A	
58	VARSHA	A	
59	VINAYAK RAO GAIKWAD	A	
60	VIOLA PINTO	A	
1	ADITI RANI	B	Present
2	AISHWARYA.G	B	
3	AISHWARYA.P	B	
4	AMITH BHAT	B	
5	ANIRUDH.K	B	
6	ANJANA KSHIRASAGAR	B	Present
7	ANNASAGARAM RAGHAVENDRA	B	Present
8	B SHASHANK	B	
9	CHAVI JAGADEESH	B	
10	CETHAN KUMAR V A	B	Present
11	CHIDRI BALAJI	B	Present

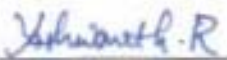
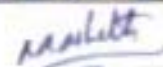

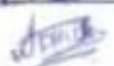

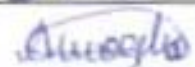
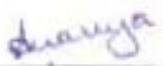





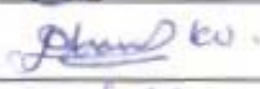
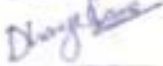



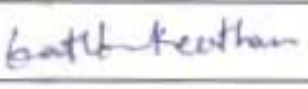

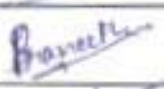

Section Wise Student List 2021-2023 Batch

Sl. No	Name	Sec	Signature
12	DEEPAK GOPALAKRISHNAN	B	Present
13	DHIRAJKUMAR BELVADI	B	Present
14	GURU VARUN G	B	Present
15	HEGDE PAVANA GANAPATHI	B	Present
16	JENISHA MENEZES	B	Present
17	LOYSTON CRASTA	B	Present
18	M RITISH	B	Present
19	MADHUSUDAN G	B	Present
20	MAHANTH GOWDA K C	B	Present
21	MALLESH S	B	Mallesha
22	MEGHA U JOSHI	B	Megha
23	MUCHELI SUBBARAJU	B	Present
24	NAGARAJ GAJANAN HEGDE	B	Present
25	NAMRATHA.N	B	Namratha
26	NANDAGOPAL.B.R	B	Nandagopal
27	NAVEEN C	B	Naveen
28	NAVEEN SETTY N A	B	Present
29	NEELAMMA M K	B	Present
30	NIRANJAN JANARDHAN HEGDE	B	Present
31	NITESH RAJPOOT	B	
32	NUTHANA.U	B	Present
33	OLETI SAI SREENITHYA	B	Present
34	PAVAN KUMAR M	B	Pavan
35	POOJA VALLUR	B	P.R. Vallur

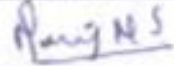









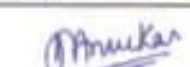

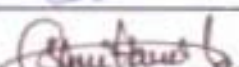
Section Wise Student List 2021-2023 Batch

Sl. No	Name	Sec	Signature
36	POORNAPRAJNYA.K.M	B	
37	POORNIMA L	B	
38	PRAJWALA	B	
39	PREETHAM.D.VARMA	B	
40	RAKSHITH R T	B	
41	RAMANUJAM .H.J	B	
42	RAVISHA RAMACHANDRA HEGDE	B	
43	REHAN FAISAL QADRI	B	
44	RICHA FLORINADA FERNANDES	B	
45	SALMAN FAISAL QADRI	B	
46	SAMEEKSHA.M.P	B	
47	SHASHI KUMAR R	B	
48	SHUBHA R	B	
49	SMITHA M	B	
50	SRAVANI SUNIL MHALSEKAR	B	
51	SRINIDHI KOMMULA	B	
52	SUPRIYA GOVIND BELSARE	B	
53	SYED MUSSAVEERULLA.A	B	
54	SYED SAMEER	B	
55	TANUSHREE R	B	
56	TEJAS H P	B	
57	VINIT SIDDHARTH SHAH	B	
58	VISHAL	B	
59	YASHASWINI.P	B	







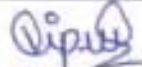

Section Wise Student List 2021-2023 Batch

Sl. No	Name	Sec	Signature
60	YASHWANTH R	B	
1	ABHIJEETH MASHETTY	C	
2	AKANKSH P	C	
3	AKHILA H	C	
4	AMITH C	C	
5	AMOGHA.Y.G	C	
6	ANANYA.P.HEGDE	C	
7	ANUSHA PRAKASH	C	
8	B.S.SUSHEN	C	
9	BHARATH.K.S	C	
10	BHOOMIKA BHAT	C	
11	CHARANA.T.U	C	
12	DHANUSH.K V	C	
13	DHANYA SHARMA	C	
14	DIVYASHREE.M	C	Present
15	GANESH HEGDE	C	
16	JAGADISH SHENOY.R	C	
17	KARTHIK P SHETTY	C	
18	KARTHIK S	C	
19	KOTHA KEERTHANA	C	
20	LIKITHA.A	C	
21	M PRANEETH KUMAR REDDY	C	
22	M.S.SUKRUT	C	Present
23	MADHAN KUMAR C S	C	

Section-Wise Student List 2021-2023 Batch

Sl. No	Name	Sec	Signature
24	MANOJ .N.S	C	
25	MANOJ RAKSHATH	C	
26	MEHUL .V . BHASKAR	C	
27	NALASANI VARSHITHA	C	
28	NEHA.H.V	C	Present
29	NIKHIL S ANJANALLI	C	
30	NIKITHA.J.SHANBHOG	C	Nikitha J
31	NISHANTH KRISHNA	C	
32	NIVEDITHA K SWAMY	C	Niveditha
33	P.T.KIRTI	C	Present
34	PRAJWALA.H	C	Prajwala H
35	PRAMOD K L	C	PRAMOD K.L
36	PRANITH KUMAR.S	C	
37	S SHREYAS	C	
38	SAAHIL SRIKANT KULLOLI	C	Present
39	SACHITH B K	C	Present
40	SANKALP.V	C	Present
41	SATHYA B NAYAKA	C	
42	SAURABH BHUPALI	C	
43	SHEEBAL M S	C	Present
44	SHIVAM ANVEKAR	C	
45	SHREEKRISHNA	C	
46	SHRI HARI L	C	
47	SHUBHAM RAJENDRA REVENKAR	C	Present

Section Wise Student List 2021-2023 Batch

Sl. No	Name	Sec	Signature
48	SHUBHAM SINGH	C	
49	SHUBIKSHA S	C	Shubika S.
50	SIMRANJIT KAUR	C	
51	SOUMYA GANAPATI HEGDE	C	
52	SOURAV SADANAND SWAR	C	
53	SWAMI SAMIKSHA PUSHPARAJ	C	SAMIKSHA
54	SYED RAIHAN	C	
55	VAISHNAVI N	C	
56	VARUN.S.BHARADWAJ	C	Present
57	VIPUL VILAS NAIK	C	
58	VISHNU KUMAR	C	
59	YASHWANTH.A	C	Yashwanth A
60	YOGASHREE.C.N	C	Yogashree C.N.

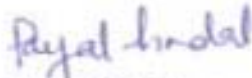


Meet the executive for 3rd Semester MBA students held at RVIM on 12th February
2022

Date: 12 th February 2022	Venue: Virtual (Zoom meeting)
Time: 9am to 10am	To :1 st and 3 rd Semester MBA students
No. of Participants: 340	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
Objectives: To facilitate the students to understand the practical implications of various HR functions and also the journey covered since graduating from MBA	
Meet the executive by Jayanth Hiremath(Alumni) for 3 rd Semester MBA students held at RVIM on 12 th February 2022	
Agenda/Flow of the Event Experience at RVIM Experience at KPMG, IndusInd Bank, Ratnakar Bank, HDB Financial Services Ltd., Flipkart Internet Pvt. Ltd. Explained on recruitment, Sourcing, Screening, Scheduling, interviewing, Negotiations, Offer Management, On Board Activities, People Management, Talent Management, Grievance Handling, Business Partnering etc	

Take away from the session:

This Program on Meet the executive aimed to understand the practical implications of various HR functions.


Payal Jindal
Center for Career Development


Dr. Purushottam Bung
Director-RVIM



®Rashtriya Sikshana Samithi Trust
R.V.INSTITUTE OF MANAGEMENT
CA-17, 36TH CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE - 41
Ph: 080-26547048 Fax: 26654920: URL: rvim.edu.in: Email: contact@rvim.edu.in

To

The Director,
RV Institute of Management
Bangalore

Respected Sir,

Sub: Request for approval for inviting the guest Speaker Mr.Jayanth Hiremath (Alumni) for the 'Meet the Executive' Session for the 1st and 3rd Semester MBA students

Centre for Career Development plans to organize a session by Mr.Jayanth Hiremath (Alumni) as part of the 'Meet the Executive' Session on 12th February 2022 between 9:00am to 10:00am , Saturday

We request your approval for inviting the guest and the creative made for circulation.

Enclosed is the profile

Thanking You

Yours Faithfully

Pooja Bindal

Noted
JTB

Contact

jayanthmath@gmail.com

www.linkedin.com/in/jayanth-hiremath-73782a46 (LinkedIn)

Top Skills

Microsoft Office

PowerPoint

Microsoft Excel

Languages

Hindi

Kannada

English

Certifications

HR as a Business Partner

Jayanth Hiremath

Talent Acquisition Partner at Flipkart Internet Private Limited

Summary

About 8 years of core HRBP, recruitment experience in Sourcing, Screening, Scheduling, Interviewing, Negotiation, Offer Mgt, On-Board activities, People Management, Talent Management, Grievance handling, Business Partnering.

Manage the entire gamut of HR operations – i.e. the end to end life cycle of the employee consisting of recruitment and selection, post selection activities which included issuing of offer letters, all joining formalities for the employees, Induction and Orientation of the employees, handling and resolving all Employee related issues concerns, ensuring and maintaining proper exit systems, interview the employees in an endeavor to control and reduce the attrition rate. High exposure in pressurized environment for NON IT recruitment and business partnering across levels & functions, esp. in Sales, Marketing, Retail and E-Commerce etc.

Competent in Conducting Full - Cycle Recruitment activity for NON IT industry which includes different types of recruitment model via Database Recruitment, Head hunting, Walk-Ins, Employee Referrals, Vendors, Job Portals etc.

Experience

Flipkart Internet Private Limited

Senior Talent Acquisition Partner

May 2018 - Present (3 years 10 months)

Partnering with Hiring Managers & Stakeholders

Vendor Management (Offroll offer release, Contract extensions)

End to end recruitment for SCM Business

Screening, Shortlisting & Interview Coordinations for bulk hiring

Documents Verification, Salary Negotiations & Offer Roll-Outs.

Maintaining reports & data of employees hired

Asset allocations

Accomplishments:

WOW awards-Instant Karma for closing 100% positions within TAT at Zero cost

Best Team Award- Ability to work together towards a common vision as a team for closing Maximum number of positions.

Best team award-Diversity Hiring

HDB Financial Services Ltd - HBL Division

Assistant Manager HR

February 2015 - May 2018 (3 years 4 months)

Bengaluru, India

HDB Financial Services - HBL Division - an associate of HDFC Bank, takes care of the sales activities for the bank.

Ratnakar Bank

HR Recruiter

2014 - 2015 (1 year)

Bengaluru

The Ratnakar Bank (RBL BANK), originated from Kolhapur, Maharashtra and has its setup in Bengaluru as a Zonal branch.

I was handling the end to end recruitment activities for all the positions of South Zone of the Bank.

IndusInd Bank

HR Executive

January 2013 - January 2014 (1 year 1 month)

Bengaluru

IndusInd Bank is also counted among the leading retail banks of our nation and was associated with the organization as a HR Executive and was handling the end to end HR activities for Karnataka region.

Education

R.V.INSTITUTE OF MANAGEMENT

Master of Business Administration (MBA), MARKETING AND HUMAN RESOURCE - (2010 - 2012)

G.S.S.Institute of Technology

Bachelor of Engineering (B.E.), ELECTRONICS AND COMMUNICATIONS ENGINEERING - (2005 - 2010)



Meet the Executive by Jayanth Hiremath (Alumni) on 12th February 2022

Meet the Executive

RV Institute of Management

Meet the Executive-Jayanth Hiremath on 12th February 2022

1st and 4th Semester MBA

Mr. Jayanth Hiremath





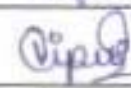


12th Feb 2022

Group 1 (Seminar Hall, 3rd Floor)

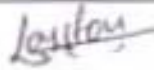
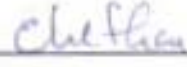

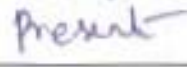
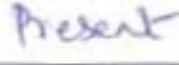


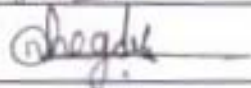
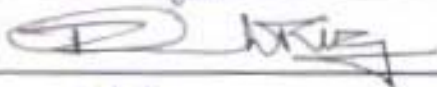



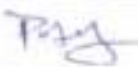
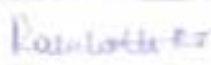

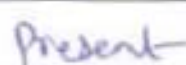
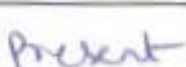
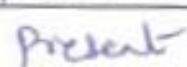
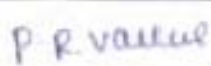

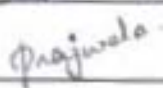
SL No	NAME	Signature
1	Isaac Jesse K	Present
2	Prakash	Present
3	Aditya Uday Hegde	Aditya
4	Akash Rachappa Khanagavi	Akash
5	Amit Kamadollishettaru	Amit. S. Kamadollishettaru
6	Aniket Sanjay Revankar	Aniket
7	Anvith Kumar	Present
8	Bhaskara Prabhu	Present
9	Bhuvanesh P	Present
10	Akanksh K G	Present
11	Basavaraj	Present
12	Girish N Nashi	Present
13	Gurubasavaraj K M	Present
14	M Luqman Nawaz	Present
15	M M Jabez	Jabez
16	Shreyas G A	Shreyas G A
17	Hema S	Hema S.
18	Anusha	Present
19	Sagi Sampi	Sampi
20	Abhitha K	Present
21	Ankita Gajanan Naik	Ankita



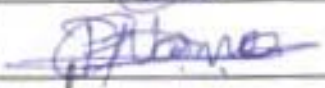

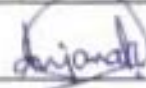


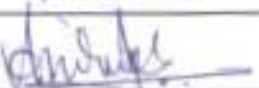
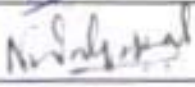
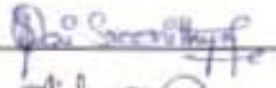
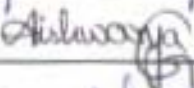
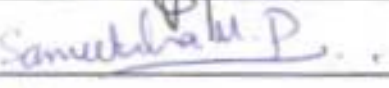

22	Chaitanya Kamatagi B	Present
23	Kavyapriya J	Present
24	Madhura A	Madhura A
25	Likitha L	Likitha L
26	JATIN ARUN DESAI	Present
27	RAHUL S SANGOLLI	Present
28	TEJAS N	Present
29	SANKET SURESH SHIRSAT	Present
30	ABHISHEK SHENOY	Present
31	DEEPAK GIRISH KALYANI	Present
32	GAGANDEEP V N	Present
33	NAYAN KUMAR	Present
34	KAUSTUBH LACHAPPANAVA	Present
35	VINAYAK RAO GAIKWAD	Present
36	KSHITIJ P L	Present
37	SHREEVATSA H V	Present
38	ASHUTOSH KUMAR	Present
39	BERNARD FERNANDES	Present
40	CHETAN SINGH M	Present
41	RAMANABOINA ANAND KUMAR	Present
42	PRAJWAL S N	Present
43	KOKILA KULKARNI	Present
44	D SURIYA PRIYASREE	Present
45	KALAVALA ABHISHTA	K. Abhishta
46	KAPARTHI BHAVANA	K. Bhavana

47	VARSHA	Present
48	DINAH NEETHA NORONHA	Present
49	HARSHITHA SRINIVAS	<u>Harshitha Srinivas</u>
50	NEETHA KAMATH	<u>Neetha Kamath</u>
51	SNEHA U	Present
52	SRUJANA S	Present
53	SUTOPA DEB	<u>Sutopa Deb</u>
54	VIOLA PINTO	Present
55	PAULOMEE BARUAH	Paulomee Baruah
56	CHINMAYEE M	Absent
57	LILIMA DASH	Lilima Dash
58	TRUPTHI CHANDRAHAS SHETTY	<u>Trupthi</u>
59	Suchithra G	Present
60	Rahul Ram Bhat	<u>Rahul</u>
61	Madhan Kumar C S	<u>Madhan Kumar C S</u>
62	Nikhil S Anjanalli	Present
63	Shreyas S	Present
64	Shri Hari L	Present
65	Saahil Srikant Kulloli	Present
66	Sheebal M S	Present
67	Shreekrishna	<u>Shreekrishna</u>
68	Vishnu Kumar	Present
69	Soumya Ganapati Hegde	<u>Soumya Hegde</u>
70	Vaishnavi N	Present
71	Shubiksha S	Present

72	Simranjit Kaur	
73	SAURABH BHUPALI	
74	M PRANEETH KUMAR REDDY	Present
75	MANOJ RAKSHATH	Present
76	JAGADISH SHENOY.R	R. Jagadish Shenooy
77	SHIVAM ANVEKAR	Present
78	SHUBHAM SINGH	Present
79	AMOGHA.Y.G	Present
80	MEHUL .V . BHASKAR	Mehul Bhaskar
81	BHARATH.K.S	Bharath .k.s
82	YASHWANTH.A	
83	SANKLP V	
84	B.S.SUSHEN	Present
85	VARUN.S.BHARADWAJ	
86	VIPUL VILAS NAIK	
87	NALASANI VARSHITHA	Present
88	KOTHA KEERTHANA	k. Keerthana
89	NEHA.H.V	
90	BHOOMIKA BHAT	

RV Institute of Management
 Meet the Executive-Jayanth Hiremath on 12th February 2022
 1st and 4th Semester MBA
 Group 2 (Conference Hall, 1st Floor)

SL No	NAME	Signature
1	Loyston Crasta	
2	Chethan Kumar V A	
3	chidri balaji	
4	Dhirajkumar Belavadi	
5	Guru Varun G	
6	Madhusudan G	
7	Mallesha S	
8	Nagaraj Gajanan Hegde	
9	M Ritish	
10	Mahanth Gowda K C	
11	Naveen C	
12	Naveen Setty N A	
13	pavan kumar M	
14	Rakshith R T	
15	Vishal	
16	Megha U Joshi	
17	Tanushree R	
18	Neelamma M K	
19	Pooja Vallur	
20	Smitha M	
21	Prajwala	

22	Shubha R	
23	Sravani Sunil Mhalsekar	
24	PREETHAM.D.VARMA	
25	SYED SAMEER	
26	KARTHIK.S Anjana Kshirasagar	
27	VINIT SIDDHARTH SHAH	V.S. Shah
28	SALMAN FAISAL QADRI	Salman Faisal
29	REHAN FAISAL QADRI	Rehan Faisal
30	DEEPAK GOPALAKRISHNAN	
31	RAVISHA RAMACHANDRA HEGDE	
32	RAKSHITH K R	Present
33	POORNAPRAJNYA.K.M	Present
34	ANIRUDH.K	
35	ANNASAGARAM RAGHAVENDRA	Present
36	NIRANJAN JANARDHAN HEGDE	Present
37	AMITH BHAT	
38	NANDAGOPAL B.R	
39	S.G.MANO HAR	Present
40	MUCHELI SUBBARAJU	Present
41	ADITI RANI	Aditi Rani
42	OLETI SAI SREENITHYA	
43	AISHWARYA.G	
44	SAMEEKSHA.M.P	
45	FERNANADES RICHA FLORINA	

46	HEGDE PAVANA GANAPATHI	<u>Pavna</u>
47	SUPRIYA GOVIND BELSARE	<u>Supriya</u>
48	JENISHA MENEZES	Present
49	NUTHANA.U	<u>Nitha</u>
50	AISHWARYA.P	<u>Aishwarya</u>
51	CHAVI JAGADEESH	Present
52	NAMRATHA.N	<u>Namratha</u>
53	YASHASWINI.P	<u>Yashaswini</u>
54	SRINIDHI KOMMULA	<u>Srinidhi</u>
55	NITESH RAJPOOT	Present
56	Shashi Kumar R	<u>Shashikumar</u>
57	Tejas H P	<u>Tejas</u>
58	Yashwanth R	<u>Yashwanth R</u>
59	B Shashank	Present
60	Poornima L	<u>Poornima</u>
61	NIKITHA.J.SHANBHOG	<u>Nikitha - J</u>
62	PRAJWALA.H	<u>Prajwala</u>
63	ANUSHA PRAKASH	Present
64	DIVYASHREE.M	Present
65	ANANYA.P.HEGDE	<u>Ananya</u>
66	P.T.KIRTI	<u>Kirti</u>
67	YOGASHREE.C.N	<u>Yogashree</u>
68	P.V.SRIVALLI	<u>P.V. Srivalli</u>
69	AGAMYA .A.KINHAL	Present

70	NEEL NAIK	Present
71	SUPRITI PRAKASH	Present
72	MANOJ .N.S	<u>Manoj.N.S</u>
73	SYED MUSSAVEERULLA.A	Present
74	CHARANA.T.U	Ch
75	VINAYAK BHAT	Present
76	SOURAV SADANAND SWAR	Present
77	DHANYA SHARMA	Days done
78	RAMANUJAM .H.J	Present
79	DHANUSH.K V	Present
80	PRANITH KUMAR.S	Present
81	GANESH HEGDE	<u>eg</u>
82	M.S.SUKRUT	Present
83	SHUBHAM RAJENDRA REVENKAR	Present
84	LIKITHA.A	<u>Likitha.A</u>
85	SWAMI SAMIKSHA PUSHPARAJ	Present

86 S Kaathik

Present

87. Sankalp

Present



"Talkin" series (Student Development Program) Mock GD, Mock PI was organized and conducted by Centre of Career Development from for the benefit of the 3rd Semester 2020-22 batch MBA students

Date: 30 th August 2021 -25 th September 2021	Venue: Zoom platform
Time: 5pm to 9pm	To : 2 nd Semester MBA students
No. of Participants: 176	Event Coordinator: Prof. Payal Jindal
Objectives: <ul style="list-style-type: none">• Help the students to gear up their skills• Build confidence and to make them Industry ready.• Create awareness on the corporate expectations	

"Talk-in" series was organized and conducted by Centre of Career Development from 30th August 2021 - 25th September 2021 for the benefit of the 2nd Semester MBA students with the purpose to offer Virtual Training Program on Mock GD, PI (Domain specific).

Agenda/Flow of the Event:

The Resource person for this program was Mr. Manikanta Namburi and Ms. Hiba Mekhri Talent Champion, Campus Recruiter, Odessa Solutions along with few of the leaders from various industries.

Topics Covered:

- How to crack the first Interview- In this new normal?
- How to plan the opportunities for this season?
- Preparation methods to face virtual interviews
- Importance of effective communication skills and 7c's of communication skills
- Mock Interview with HR leaders of various industries
- How to handle student level stress?

Take away from the session:

- Industry readiness
- Awareness on the corporate expectations
- Preparation for virtual interview setup

Feedback of Students: All participants enrolled and participated have appreciated 'Talk-in' series. They wished to have more and more sessions like this to share experiences and knowledge pertaining to Mock GD, Personal interview, impact of effective communication skills, virtual interview setup etc.,

Payal Jindal
Center for Career Development

Dr. Purushottam Bung
Director-RVIM

Outcome of this sessions:

- Industry ready for various career opportunities
- Awareness on the corporate expectations
- Well versed with virtual Interview set up and preparation methods
- Real time feedback on your mock Interviews
- Best performer will be given a 3 months paid Internship opportunity with-in Talkin series module.

Pricing & terms: RVIM

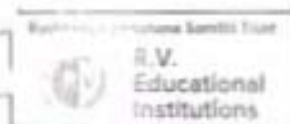
- Mock Interviews from Industry experts :- 1000/ hour (250*178=44500)
- My Sessions:- 15 hours-1000 INR/hour
- Total Cost- 59500 INR + TDS (TDS should be added on the proposed amount (59500) and deducted at the source)

I request you to kindly approve this programme and do the needful

Thank You

Yours Sincerely

Payal Jindal
Payal Jindal 26/8/21



payal jindal <payaljindal.rvim@rvei.edu.in>

TalkIn Series- Season 2 | RVIM- Training Proposal

Namburi Manikanta <namburi.campus@gmail.com>

25 August 2021 at 15:56

To: payal jindal <payaljindal.rvim@rvei.edu.in>, payaljindal1@gmail.com

Dear Payal,

As discussed, I am sending you the details of the talk in series and pricing exclusively for RVIM. Kindly let me know if we can take it forward and start the sessions at the earliest.

Thank you for giving us the opportunity to create an impact on many lives by providing them skilled training and indirectly/directly supporting their career and placements

About Series:

The plan to initiate "TalkIn " series is to address the ongoing anxiety among the current millennial batch about their college recruitment and upcoming career opportunities and will help them to gear up their skills, build confidence and to find them Industry ready!

Please find the below mentioned topics covered in the session, duration of these sessions would be two hours except the mock Interviews.

Topics can also be customized based on the request/need from the colleges and placement teams. Mock Interviews can be conducted on a mutually available slots from candidates and folks from HR fraternity

- How to crack your first Interview- In this new normal
- How should you plan your opportunities for this season
- Preparation methods to face virtual Interviews
- Importance of effective communication skills and 7c's of communication skills
- Mock Interview with HR leaders of various Industries (Interview role play)
- How to handle student level stress

Outcome of this sessions:

- Industry ready for various career opportunities
- Awareness on the corporate expectations
- Well versed with virtual Interview set up and preparation methods
- Real time feedback on your mock Interviews
- Best performer will be given a 3 months paid Internship opportunity with-in TalkIn series module.

Pricing & terms: Actuals

- For student community- 999 INR /per person (Min 25 students in batch)
- For colleges- 699 INR/per person(Min 200 students in a batch)-
- For Individuals- 1299 INR
- 50% payment has to be transferred after the final confirmation of the session on an email/document, rest 50% can be transferred post completion of the full program

Pricing & terms: RVIM

- Mock Interviews from Industry experts -> 1000/ hour (250*178=44500)
- My Sessions:- 15 hours-1000 INR/hour
- Total Cost- 59500 INR + TDS (TDS should be added on the proposed amount (59500) and deducted at the source)

Session flow: (6:00PM to 8:00PM from 30-Sep, 2021)

- Day 1: Introduction & Importance of campus Interviews
- Day 2: Resume Building & video/virtual/online Interview preparation

- Day 3: Effective communication skills & 7 C's of communication skills
- Day 4: Importance of mock Interview and demo sessions
- Day 5: Importance of GD and practical sessions
- Day 6: Mock GD sessions(one week)

Mock Interviews will start from the week after these above mentioned sessions.

NOTE:

**This is a freelancing series, it's not related to any corporate recruitment process
We are not responsible for students attendance during the sessions**

Regards,

1 21

7406197007/9108444548

Talkin Series-Online zoom platform- 2nd Semester MBA students 2020- 2022

Session Flow (6pm -8pm)

Series Title	Date	Topic
Lecture 1	30/8/21	Introduction & Importance of campus Interviews
Lecture 2	31/8/21	Resume Building & video/virtual/online Interview preparation
Lecture 3	1/9/2021	Effective communication skills & 7 C's of communication skills
Lecture 4	2/9/2021	Importance of mock Interview and demo sessions
Lecture 5	3/9/2021	Importance of GD and practical sessions
	4/9/21-10/9/21	Mock GD SESSION (1 WEEK)
	11/9/21-21/9/21	MOCK PI Session (10 days)

Section A

Sl. NO	Name	DATE	Group	Time
1	ABHILASH K	4/11/2021	Group 1	4:00pm tp 4:20pm
2	ABHISHEK SHANTINATH UPADHYE	4/11/2021	Group 1	4:00pm tp 4:20pm
3	ADARSHA.K	4/11/2021	Group 1	4:00pm tp 4:20pm
4	AFEEFAH BAKHTAR MAJUMDAR	4/11/2021	Group 1	4:00pm tp 4:20pm
5	AJEY M	4/11/2021	Group 1	4:00pm tp 4:20pm
6	AKSHAY.G.S	4/11/2021	Group 1	4:00pm tp 4:20pm
7	AKSHAY.H.S	4/11/2021	Group 1	4:00pm tp 4:20pm
8	AMULYA H R	4/11/2021	Group 1	4:00pm tp 4:20pm
9	ANANYA C SHIEH	4/11/2021	Group 1	4:00pm tp 4:20pm
10	APEKSHA P	4/11/2021	Group 1	4:00pm tp 4:20pm
11	APOORVA PATIL	4/11/2021	Group 2	4:20pm to 4:40pm
12	ASHADEEP.M.HEGDE	4/11/2021	Group 2	4:20pm to 4:40pm
13	BHAVANI VISHWAKARMA	4/11/2021	Group 2	4:20pm to 4:40pm
14	C PRASANTH KUMAR	4/11/2021	Group 2	4:20pm to 4:40pm
15	CAROL SWETHA NORANHA	4/11/2021	Group 2	4:20pm to 4:40pm
16	CHANDAN N H	4/11/2021	Group 2	4:20pm to 4:40pm
17	CHANDAN.S	4/11/2021	Group 2	4:20pm to 4:40pm
18	DARSHINI G	4/11/2021	Group 2	4:20pm to 4:40pm
19	DEEKSHA BOPAIAH	4/11/2021	Group 2	4:20pm to 4:40pm
20	DELSON GLAN D SILVA	4/11/2021	Group 2	4:20pm to 4:40pm
21	DHANASHRI KABRA	4/11/2021	Group 2	4:20pm to 4:40pm
22	DRINYA .K. CHANDRAN	4/11/2021	Group 3	4:40pm to 5:00pm
23	ESHANYA .M	4/11/2021	Group 3	4:40pm to 5:00pm
24	ESHWARDARSHAN K M	4/11/2021	Group 3	4:40pm to 5:00pm
25	GAUTHAM M	4/11/2021	Group 3	4:40pm to 5:00pm
26	GOKUL NAYAK	4/11/2021	Group 3	4:40pm to 5:00pm
27	H.R.R. RITHESHA	4/11/2021	Group 3	4:40pm to 5:00pm
28	INDRANEEL DAS	4/11/2021	Group 3	4:40pm to 5:00pm
29	JAGRITY	4/11/2021	Group 3	4:40pm to 5:00pm
30	JANAK KARKERA J	4/11/2021	Group 3	4:40pm to 5:00pm
31	K.KIRTHAN	4/11/2021	Group 3	4:40pm to 5:00pm
32	KARNIKA MRIDUL	4/11/2021	Group 4	5:00pm to 5:20pm
33	KARTHIK.M.S	4/11/2021	Group 4	5:00pm to 5:20pm
34	KARUNA V DIVATE	4/11/2021	Group 4	5:00pm to 5:20pm
35	KAUSHIK C B	4/11/2021	Group 4	5:00pm to 5:20pm
36	KAVYA GANAPATI HEGDE	4/11/2021	Group 4	5:00pm to 5:20pm
37	KETHA SUSHMITHA MADHULEKHA	4/11/2021	Group 4	5:00pm to 5:20pm
38	LIKHITH H K	4/11/2021	Group 4	5:00pm to 5:20pm
39	M JANANI PRIYA	4/11/2021	Group 4	5:00pm to 5:20pm
40	MAHESH S	4/11/2021	Group 4	5:00pm to 5:20pm
41	MANU KIRAN H K	4/11/2021	Group 4	5:00pm to 5:20pm
42	NAVANDHAR NIKHIL MANISH	4/11/2021	Group 5	5:20pm to 5:40pm
43	NISHANT KUMAR SHARMA	4/11/2021	Group 5	5:20pm to 5:40pm

44	PRAJNA NAYAK	4/11/2021	Group 5	5:20pm to 5:40pm
45	PRAJNA SHETTY	4/11/2021	Group 5	5:20pm to 5:40pm
46	PRATEEKSHA R CHUNGANI	4/11/2021	Group 5	5:20pm to 5:40pm
47	PRINSON DLIMA	4/11/2021	Group 5	5:20pm to 5:40pm
48	PRIYANKA.A	4/11/2021	Group 5	5:20pm to 5:40pm
49	RAKSHITH	4/11/2021	Group 5	5:20pm to 5:40pm
50	ROHAN.R.R	4/11/2021	Group 5	5:20pm to 5:40pm
51	ROSHANI	4/11/2021	Group 5	5:20pm to 5:40pm
52	S.CHETHAN	4/11/2021	Group 6	5:40pm to 6:00pm
53	SACHITH KUMAR	4/11/2021	Group 6	5:40pm to 6:00pm
54	SHRESTA. B BHAT	4/11/2021	Group 6	5:40pm to 6:00pm
55	SNEHA GOWDA R	4/11/2021	Group 6	5:40pm to 6:00pm
56	SOUBHAGYA BHAT	4/11/2021	Group 6	5:40pm to 6:00pm
57	SPARSHA.S	4/11/2021	Group 6	5:40pm to 6:00pm
58	SUJAY SHAH	4/11/2021	Group 6	5:40pm to 6:00pm
59	SUPREETH.S	4/11/2021	Group 6	5:40pm to 6:00pm
60	VARSHA.K	4/11/2021	Group 6	5:40pm to 6:00pm

Section B

Sl. NO	Name	DATE	Group	Time
1	ABHISHEK KUMAR	4/11/2021	Group 7	6:00pm to 6:20 pm
2	ABISHEK.K.N	4/11/2021	Group 7	6:00pm to 6:20 pm
3	AISHWARYA .K.M	4/11/2021	Group 7	6:00pm to 6:20 pm
4	AISHWARYA S.K	4/11/2021	Group 7	6:00pm to 6:20 pm
5	ANUSHA RAGHAVENDRA HEGDE	4/11/2021	Group 7	6:00pm to 6:20 pm
6	APOORVA RAGHU RAO	4/11/2021	Group 7	6:00pm to 6:20 pm
7	ARAVIND RAJ .V	4/11/2021	Group 7	6:00pm to 6:20 pm
8	BHARATH.C	4/11/2021	Group 7	6:00pm to 6:20 pm
9	DIVESH	4/11/2021	Group 7	6:00pm to 6:20 pm
10	KOUNDINYA.R	4/11/2021	Group 7	6:00pm to 6:20 pm
11	KRITIKA SHANTHARAM SHENOY	4/11/2021	Group 8	6:20pm to 6:40pm
12	MAHIMA HARISH BHAT	4/11/2021	Group 8	6:20pm to 6:40pm
13	MALENDER S DEYANAVAR	4/11/2021	Group 8	6:20pm to 6:40pm
14	MANOJ.M	4/11/2021	Group 8	6:20pm to 6:40pm
15	MAYUR.K.S	4/11/2021	Group 8	6:20pm to 6:40pm
16	MEGHANA VINAYAK HEGDE	4/11/2021	Group 8	6:20pm to 6:40pm
17	MISHANA MOTESH DSOUZA	4/11/2021	Group 8	6:20pm to 6:40pm
18	MOHAMADASADIQ KAYUM MULLA	4/11/2021	Group 8	6:20pm to 6:40pm
19	NEHA CHIDAMBAR KULKARNI	4/11/2021	Group 8	6:20pm to 6:40pm
20	NIKHIL .S.KOTIAN	4/11/2021	Group 8	6:20pm to 6:40pm
21	NIKITA	4/11/2021	Group 9	6:40pm to 7:00pm
22	NIRANJAN M	4/11/2021	Group 9	6:40pm to 7:00pm
23	NISHA T	4/11/2021	Group 9	6:40pm to 7:00pm
24	PHALGUNI.P	4/11/2021	Group 9	6:40pm to 7:00pm
25	PRARTHANA UPADHYAYA	4/11/2021	Group 9	6:40pm to 7:00pm
26	PRATIK	4/11/2021	Group 9	6:40pm to 7:00pm
27	PUNITHA K	4/11/2021	Group 9	6:40pm to 7:00pm
28	RACHANA H. GOWDA	4/11/2021	Group 9	6:40pm to 7:00pm
29	RACHANA KUMARI	4/11/2021	Group 9	6:40pm to 7:00pm
30	RACHANA.D	4/11/2021	Group 9	6:40pm to 7:00pm
31	RAGHAVENDRA J P	5/11 2021	Group 10	11:00am to 11:20am
32	RAHUL MONDAL	5/11 2021	Group 10	11:00am to 11:20am
33	RAHUL YALAVATTI	5/11 2021	Group 10	11:00am to 11:20am
34	RAKESH	5/11 2021	Group 10	11:00am to 11:20am
35	RAKSHITH.S	5/11 2021	Group 10	11:00am to 11:20am
36	RAKSHITH.T.G	5/11 2021	Group 10	11:00am to 11:20am
37	RUBINA AFREEN	5/11 2021	Group 10	11:00am to 11:20am
38	SAHANA .M.S	5/11 2021	Group 10	11:00am to 11:20am
39	SAMIKSHA .S.SHETTY	5/11 2021	Group 10	11:00am to 11:20am
40	SANTHOSH KIRAN.S	5/11 2021	Group 10	11:00am to 11:20am
41	SARIKA MALLYA .U	5/11 2021	Group 11	11:20am to 11:40am
42	SATISHKUMAR K PILLE	5/11 2021	Group 11	11:20am to 11:40am
43	SHARVANI M S	5/11 2021	Group 11	11:20am to 11:40am
44	SHETTY LAVANYA SHEKHAR	5/11 2021	Group 11	11:20am to 11:40am

45	SHIVAKUMAR C H	5/11 2021	Group 11	11:20am to 11:40am
46	SRILAXMI	5/11 2021	Group 11	11:20am to 11:40am
47	SRUSHTI B R	5/11 2021	Group 11	11:20am to 11:40am
48	SUBHASHINI K N	5/11 2021	Group 11	11:20am to 11:40am
49	SUHAS H	5/11 2021	Group 11	11:20am to 11:40am
50	SUHAS.N.K	5/11 2021	Group 11	11:20am to 11:40am
51	SUJAYA BHAT	5/11 2021	Group 11	11:20am to 11:40am
52	SUKANNYA DALAL	5/11 2021	Group 12	11:40am to 12:00noon
53	SUMIT NAGANATH	5/11 2021	Group 12	11:40am to 12:00noon
54	SURAJ.G.S	5/11 2021	Group 12	11:40am to 12:00noon
55	TALWAR PRAVEEN GUDDAPPA	5/11 2021	Group 12	11:40am to 12:00noon
56	TEJAS ROHIDAS BHANDARI	5/11 2021	Group 12	11:40am to 12:00noon
57	TEJASVI GANGADHAR ANGADI	5/11 2021	Group 12	11:40am to 12:00noon
58	VIKAS SETH	5/11 2021	Group 12	11:40am to 12:00noon
59	VINAYAK GOLIHALLI	5/11 2021	Group 12	11:40am to 12:00noon
60	YASHASWINI V	5/11 2021	Group 12	11:40am to 12:00noon

Section C				
Sl. NO	Name	DATE	Group	Time
1	A B GANAPATHY	5/11 2021	Group 13	12:00 noon to 12:20pm
2	ADITYA.S.SHETTAR	5/11 2021	Group 13	12:00 noon to 12:20pm
3	AIJAZ MUJAWAR	5/11 2021	Group 13	12:00 noon to 12:20pm
4	AKHILSHYAM.K.B	5/11 2021	Group 13	12:00 noon to 12:20pm
5	AMOGHA HEGDE	5/11 2021	Group 13	12:00 noon to 12:20pm
6	ANAGHA HEGDE	5/11 2021	Group 13	12:00 noon to 12:20pm
7	ANOOP BHARGAV .M	5/11 2021	Group 13	12:00 noon to 12:20pm
8	APOORVA M	5/11 2021	Group 13	12:00 noon to 12:20pm
9	C.PRANATHI	5/11 2021	Group 13	12:00 noon to 12:20pm
10	CHAITHANYA.B.K	5/11 2021	Group 13	12:00 noon to 12:20pm
11	CHAKRAVARTHY B.M	5/11 2021	Group 14	12:20pm to 12:40pm
12	CHANDANA T	5/11 2021	Group 14	12:20pm to 12:40pm
13	CHETANA S	5/11 2021	Group 14	12:20pm to 12:40pm
14	CHETHAN S	5/11 2021	Group 14	12:20pm to 12:40pm
15	CHINMAY HEGDE	5/11 2021	Group 14	12:20pm to 12:40pm
16	DHANANJAY DURVE	5/11 2021	Group 14	12:20pm to 12:40pm
17	DISHA SANTOSH NAIK	5/11 2021	Group 14	12:20pm to 12:40pm
18	GURU RAGHAVENDRA S	5/11 2021	Group 14	12:20pm to 12:40pm
19	KOPPOLU SUDARSAN RAHUL	5/11 2021	Group 14	12:20pm to 12:40pm
20	MANOJ.K.B	5/11 2021	Group 14	12:20pm to 12:40pm
21	MOHAMED SAIFUDDIN F	5/11 2021	Group 15	12:40pm to 1:00pm
22	MOHAMMED MOHASIN YARNAL	5/11 2021	Group 15	12:40pm to 1:00pm
23	MONISHA.M	5/11 2021	Group 15	12:40pm to 1:00pm
24	MRUTYUNJAYA SANGRESAKOPPA	5/11 2021	Group 15	12:40pm to 1:00pm
25	N PRATHIBHA	5/11 2021	Group 15	12:40pm to 1:00pm
26	P.RAHUL SINGH	5/11 2021	Group 15	12:40pm to 1:00pm
27	PRARTHANA SINGRI	5/11 2021	Group 15	12:40pm to 1:00pm
28	PRASHANTH Y G	5/11 2021	Group 15	12:40pm to 1:00pm
29	PRATEEK PRABHU RAMANNAVAR	5/11 2021	Group 15	12:40pm to 1:00pm
30	RAKSHITH HEGDE	5/11 2021	Group 15	12:40pm to 1:00pm
31	ROSHANI MUTHRAJ	5/11 2021	Group 16	1:00pm to 1:20pm
32	SAKSCHI SINGH	5/11 2021	Group 16	1:00pm to 1:20pm
33	SANDEEP H S	5/11 2021	Group 16	1:00pm to 1:20pm
34	SHARAN BANDRAD	5/11 2021	Group 16	1:00pm to 1:20pm
35	SHASHANK Y	5/11 2021	Group 16	1:00pm to 1:20pm
36	SHISHIR .S.ACHARYA	5/11 2021	Group 16	1:00pm to 1:20pm
37	SHIVASUBRAMANYAM S PATANGI	5/11 2021	Group 16	1:00pm to 1:20pm
38	SHREE VAISHNAVI SUTRAVE	5/11 2021	Group 16	1:00pm to 1:20pm
39	SHRUTHI G	5/11 2021	Group 16	1:00pm to 1:20pm
40	SHRUTHI.R	5/11 2021	Group 16	1:00pm to 1:20pm
41	SIDDHANTH BHRAT MUCHAKANI	5/11 2021	Group 17	1:20pm to 1:40pm
42	SINDHU L DABEER	5/11 2021	Group 17	1:20pm to 1:40pm
43	SIRISHA.K.J	5/11 2021	Group 17	1:20pm to 1:40pm
44	SRIPOORNA INDURKAR	5/11 2021	Group 17	1:20pm to 1:40pm
45	SUHAS.M	5/11 2021	Group 17	1:20pm to 1:40pm

46	SURAJ S P	5/11 2021	Group 17	1:20pm to 1:40pm
47	SURAJ.H.S	5/11 2021	Group 17	1:20pm to 1:40pm
48	SWATI VINAYAK HEGDE	5/11 2021	Group 17	1:20pm to 1:40pm
49	TEJASHREE.R	5/11 2021	Group 17	1:20pm to 1:40pm
50	TEJASHWINI LOKAPURAMATH	5/11 2021	Group 17	1:20pm to 1:40pm
51	TEJASWINI PRASANNA HEGDE	5/11 2021	Group 18	1:40pm to 2:00pm
52	THEJASVITA J	5/11 2021	Group 18	1:40pm to 2:00pm
53	TRIPURESH TIWARI	5/11 2021	Group 18	1:40pm to 2:00pm
54	TRIVARDAN MHEGDE	5/11 2021	Group 18	1:40pm to 2:00pm
55	ULLAS SHRIPAD SHET	5/11 2021	Group 18	1:40pm to 2:00pm
56	VAIBHAV MALAVIYA	5/11 2021	Group 18	1:40pm to 2:00pm
57	VARSHA BIRADAR	5/11 2021	Group 18	1:40pm to 2:00pm
58	VELUGU SUJANI KRISHNA	5/11 2021	Group 18	1:40pm to 2:00pm
59	VINAY KUMAR G S	5/11 2021	Group 18	1:40pm to 2:00pm
60	VINAYAK SUBRAY BHAT	5/11 2021	Group 18	1:40pm to 2:00pm



Student Development Program conducted by Centre of Career Development from for the benefit of the 3rd Semester 2020-22 batch MBA students on 12th and 13th December 2021

Date: Interview Process and Current demand in the market and Holistic approach for team building activities.	Venue: Seminar Hall
Time: 10:30am to 1:30pm	To : 3 rd Semester MBA students
No. of Participants: 176	Event Coordinator: Prof. Payal Jindal and Prof. Uma Sharma
Objectives: <ul style="list-style-type: none">• Help the students to gear up their skills• Build confidence and to make them Industry ready.• Create awareness on the corporate expectations	

Student Development Program was organized and conducted by Centre of Career Development on 12th and 13th December 2021 for the benefit of the 2nd Semester MBA students with the purpose to offer Training Program on Interview Process and Current demand in the market and Holistic approach for team building activities.

Agenda/Flow of the Event:

The Resource person for this program was Mr. Manikanta Namburi Talent Champion, Campus Recruiter, Odessa Solutions .

Topics Covered:

- Current trends of the job marketp
- How to approach the companies through LinkedIn
- How to crack the first Interview- In this new normal?
- How to plan the opportunities for this season?
- Preparation methods to face virtual interviewsp
- Mock Interview with HR leaders of various industries
- How to handle student level stress?

Take away from the session:

- Industry readiness
- Awareness on the corporate expectations
- Preparation for virtual interview setup

Feedback of Students: All participants enrolled and participated have appreciated program. They wished to have more and more sessions like this to share experiences and knowledge pertaining to interview skills , career options, virtual interview setup etc.,

Payal Jindal
Center for Career Development

Dr.Purushottam Bung
Director-RVIM



Rashtriya Sikshana Samithi Trust

R.V.INSTITUTE OF MANAGEMENT

CA-17, 36TH CROSS, 26TH MAIN, 4TH FLOOR, JAYANAGAR, BANGALORE - 41
Ph: 080-26547048 Fax: 26654920; URL: rvim.edu.in, Email: contact@rvim.edu.in

To
Director-MBA
R.V. Institute of Management
Bangalore-560011

Date: 11/11/21

Respected Sir,

Sub: Request for approval for inviting the trainer Mr.Manikanta Namburi ,
for the training session on 12th and 13th December 2021.

Dear Sir,

Center for Career Development plans to organize training by Mr.Manikanta Namburi , Campus Recruiter at Leadsquare, Bangalore as part of the training session on 12th and 13th December 2021. The session is taken for 3hrs on each day between 10:30 to 1:30pm. The honorarium for the session is 1000/hr. The topics covered are:

1. Brief understanding about interview process and current demand in the market
2. Holistic approach for team building activities with few groups Team Building Activities

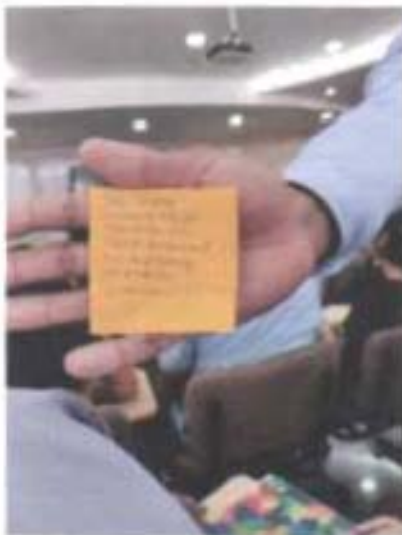
We request your approval for inviting the guest.

Thanking you
Yours Faithfully

Payal Jindal
Payal Jindal

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11/11/21



Student Development program on Interview Process and Current demand in the market and Holistic approach for team building activities by Mr. Manikanta Namburi on 12th and 13th December 2022

Rsst		
RV Institute of Management		
Student Development Program by by Mr Manikanta on 12th and 13th Decemebr 2021		
2020-2022 Batch		
Sl. No	Name	Attendance
1	ABHISHEK SHANTINATH UPADHYE	P
2	A B Ganapathy	P
3	Abhilash K	P
4	Aditya Shettar	P
5	Afeefah Bakhtar Majumdar	P
6	Aishwarya s k	P
7	Anusha R Hegde	P
8	Apoorva Raghu Rao	P
9	Bhavani Vishwakarma	P
10	C Pranathi	P
11	C. Prasanth kumar	P
12	Carol Swetha Noronha	P
13	Chandana T	P
14	Chetana S	P
15	Delson Glan D Silva	P
16	Disha Santosh Naik	P
17	Karuna V Divate	P
18	Kavya Ganapati Hegde	P
19	Koundinya R	P
20	MAHIMA HARISH BHAT	P
21	MISHANA MOTESH DSOUZA	P
22	Niranjan M	P
23	Nisha T	P
24	Prajna nayak	P
25	Prajna Shetty	P
26	Prarthana Upadhyaya	P
27	Punitha K	P
28	Rachana D	P
29	Rachana kumar	P
30	Raghavendra J.P	P
31	Rahul Yalavatti	P
32	Rakesh	P
33	Rakshith Hegde	P
34	Rakshith TG	P
35	SAHANA M S	P
36	Samiksha S Shetty	P
37	Sarika Maliya	P
38	Sharan Bandrad	P
39	Shashank Y	P
40	Shetty Lavanya Shekar	P
41	Shivasubramanyam S Patangi	P
42	Shresta B Bhat	P
43	Shruthi R	P
44	Sindhu L Dabeer	P
45	Sirisha K J	P
46	Sneha Gowda R	P

47	Srilaxmi	
48	Sripoorna Indurkar	
49	Srushti B R	
50	SUJAY SHAH	
51	Sukannya Dalal	
52	SURAJ H S	
53	Suraj SP	
54	Tejas Bhandari	
55	Tejashree R	
56	Tejashwini Lokapuramath	
57	Tejasvi Gangadhar Angadi	
58	Ullas shripad shet	
59	Vaibhav Malaviya	
60	Varsha biradar	
61	Varsha K	
62	VELUGU SUJANI KRISHNA	
63	Aishwarya KM	
64	Bharath C	
65	M Janani Priya	
66	Phalguni P	
67	Sarika Malliya U	
68	Sharvani M S	
69	Aijaz Mujawar	
70	AJEY M	
71	Amogha Hegde	
72	AMULYA HR	
73	Anagha Hegde	
74	Ananya	
75	Ashadeep M Hegde	
76	Bharath P	
77	Chinmay Hegde	
78	Darshini.G	
79	Divesh	
80	Eshwar Darshan K M	
81	H R Rithesha	
82	Karthik M S	
83	Kaushik C B	
84	Mahesh S	
85	Malender Deyannavar	
86	Manoj kb	
87	Manoj M	
88	Meghana Vinayak Hegde	
89	Mohamadasadiq Kayum Mulla	
90	Mnutyunjaya Sangresakoppa	
91	Neha Kulkarni	
92	Nikhil S Kotian	
93	Prashanth Y G	
94	Prateeksha Raviprakash Chungani	
95	Prinson Dlima	
96	Rahul Mondal	
97	Rahul Singh	
98	Rakshith	

99	S CHETHAN	
100	Sachith Kumar	
101	Sandeep H S	
102	Santhosh kiran S	
103	Shishir S Acharya	
104	Soubhagya Bhat	
105	Suhas NK	
106	Suraj G S	
107	Trivadan Mahabaleshwar Hegde	
108	Vaishnavi S	
109	Vinayak Subray Bhat	
110	Prarthana Singri	
111	Subhashini K N	
112	Vinay Kumar G S	
113	Nikhil Navandhar	
114	Swati Vinayak Hegde	
115	Kirthan K	
116	Koppolu Sudarsan Rahul	
117	MOHAMED SAIFUDDIN F	
118	N Prathibha	
119	Pratik	
120	Priyanka	
121	Rohan R R	
122	Rubina afreen	
123	Dhanashri Kabra	
124	Adarsha K	
125	Akshay G s	
126	Anoop Bhargav M	
127	Gautham M	
128	Drinya K Chandran	
129	Janak Karkera	
130	Mohammed Mohasin Yarnal	
131	Rakshith S	
132	SHIVAKUMAR C H	
133	Shruthi G	
134	Siddhant Muchakani	
135	Suhas H	
136	Sujaya Bhat	
137	Sumit Naganath	
138	Vikas Seth	
139	Monisha M	
140	Apoorva Sunil Patil	
141	Chaithanya B.K	
142	Deeksha Bopalah	
143	Gokul nayak	
144	Indraneel Das	
145	Nikita	
146	Roshani	
147	Roshni Guru Muthraj	
148	Sakschi Singh	
149	Satishkumar K Pille	
150	Sparsha	

151	Tejaswini Hegde	
152	Vinayak golihalli	
153	Abhishek Kumar	
154	Akhilshyam KB	
155	AKSHAY H S	
156	Apoorva M	
157	Arvind raj	
158	Chakravarthy BM	
159	Chandan N H	
160	Chandan s	
161	Dhananjay Durve	
162	Eshanya M	
163	Jagrity	
164	Kamika Mridul	
165	Kritika Shenoy	
166	Likhith H k	
167	Manu Kiran	
168	Mayur KS	
169	Nishant Kumar Sharma	
170	Rachana H Gowda	
171	Suhas.M	
172	Supreeth S	
173	Talwar Praveen	
174	Tripuresh Tiwari	
175	GURU RAGHAVENDRA S	
176	Yashaswini v	
177	VIPUL-VILAS NAIK	
178	VISHNU KUMAR	
179	YOGASHREE C N	

A Report and Relevant documents of Webinar on 'An Insight into Non-Traditional Retailing'

Date: 6th September, 2021

Venue: Online through Zoom. Link:
<https://zoom.us/j/5045574613?pwd=OEI5VGFXL1l1b0dGM2tndE90TG9rZz09>

Time: 9:00am to 11:00 pm

Semester & Section/: IV B, C & D

No. of Participant: 85

Event Coordinator: Dr. Noor Firdoos Jahan

Objectives

This guest lecture (webinar) aims at providing practical knowledge about the **new formats of retailing** to the students from the practitioner's perspective

Brief Profile of the Resources Person: Nicholas Jesudas, Director, PowerForward, Bengaluru.

WORK EXPERIENCE

- Company: Invensys Skelta (A Schneider Electric Company) (April 2013, till date)

Designation: Channel Sales Manager

Location: Bangalore, India

- Company: Oracle India Pvt. Ltd. (July 2010 to April 2013)

Designation: Sr. Business Development Consultant

Location: Bangalore, India

- Company: Oracle India Pvt. Ltd. from Kelly Services (October 2009 to July 2010)

Designation: Business Analyst

Location: Bangalore, India

- Company: Virgin Mobile India (May 2009 – October 2009)

Designation: Executive Trainee

Location: Bangalore, India

ACADEMICS

- Post Graduate Diploma in Management in Finance and Marketing from St. Joseph's college of Business Administration, Bangalore (AICTE Approved).
- Bachelor of Engineering in Mechanical Engineering from Sri Venkateshwara College of Engineering affiliated to Visvesvaraya Technological University.
- Pre-university Course in Physics, Chemistry, Biology, and Mathematics from St. Joseph's PU College, Bangalore (Pre-University Board, Karnataka)
- 10th from Army High School, Bangalore (Central Board of Secondary Education)

Outcome Achieved/ Attained:

The webinar was very well delivered by the resource person, Mr. Nicholas and it was very much beneficial for our students as:

- The webinar was organized as a value addition to the subject Sales and Distribution and Retailing to provide students with the knowledge, skills, and abilities to understand functioning of non-traditional format of retailing.
- The learning of the students about the subject was very well explained by the resource person in practice through sharing his experience in retailing.
- The resource person used several case studies about various format of retailing used by various companies like and explained the need and effects of these programmes.
- Overall the learning of the students was very good and objectives of arranging this session were very much achieved.

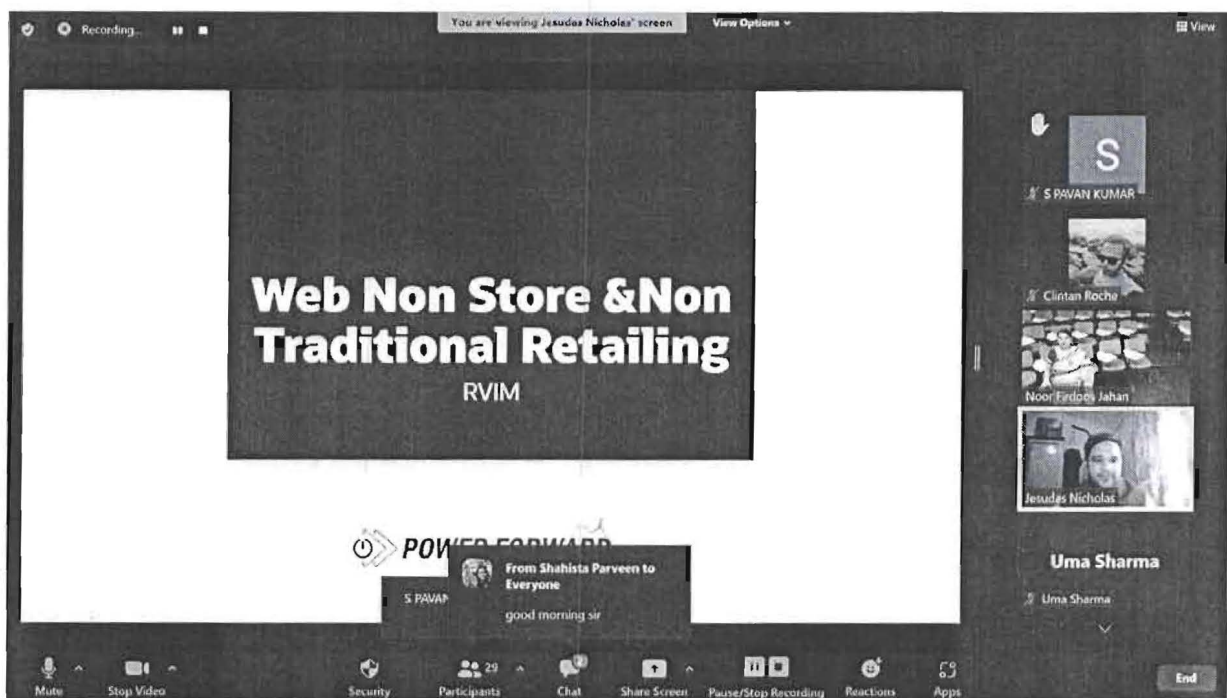
List of Participant:

1	MB197603	ABHISHEK HATTI	34	MB197657	KARAN SK
2	MB197604	ABHISHEK JAGADISH JOSHI	35	MB197658	KARTHIK AV
3	MB197605	ABHISHEK VIJAYKUMAR LAKKUNDI	36	MB197659	KARTHIK N D
4	MB197607	AKASH ROSARIO	37	MB197660	KEERTHAN KAMATH
5	MB197609	AKSHATHA K M	38	MB197662	KESHAV ADITYA
6	MB197611	AKSHAY KUMAR	39	MB197664	KUBERANAND N
7	MB197612	ALOK KRISHNA HEGDE	40	MB197665	LALITHA TV
8	MB197613	AMOGH N	41	MB197670	LINGRAJ KUMAR PATIL
9	MB197614	ANANT BAJPAI	42	MB197671	LOKESH MG
10	MB197615	ANIRUDH YS	43	MB197672	MAHESHA.S
11	MB197616	ANJALI.T.M	44	MB197674	MALLIKARJUN J
12	MB197619	ASHWATHI SUNDARAM	45	MB197678	MEGHANA R T
13	MB197620	ATHRI D A	46	MB197679	MOHAN R
14	MB197623	BALACHANDRA ADIGA	47	MB197681	MUZAMMIL RIHAN
15	MB197624	BALAJI RAJ V T	48	MB197684	NAMRATA S KOTUR
16	MB197625	BHARATH GOWDA M R	49	MB197687	NIKITA L
17	MB197628	BHARGAVI	50	MB197688	NIKITA M
18	MB197629	BHUMIKA S J	51	MB197689	NITHIN SHASHINDRAN
19	MB197631	C RAVI KUMAR	52	MB197690	NITHIN VARMA M
20	MB197633	CHANDHAN S	53	MB197691	AMARNATH P M
21	MB197635	CHETAN VIJAY	54	MB197695	PRAJEETH A GOUTHAM
22	MB197636	CHIRAAG. M	55	MB197698	PRANAV PRAMOD KUMAR
23	MB197637	CLINTAN JOYAN ROCHE	56	MB197702	PRIYANKA V MURTHY
24	MB197638	DARSHAN G	57	MB197704	PUSHPA PRANITHA T
25	MB197639	DARSHAN TOOLAHALLI	58	MB197705	R N ROHIT
26	MB197640	DEEKSHA. G	59	MB197706	RAHUL JADHAV M
27	MB197641	DEEKSHA K	60	MB197707	RAHUL NAIR H

28	MB197646	DIVYA MUGADUR	61	MB197708	RAJATH S
29	MB197647	DIVYASHREE R	62	MB197711	RANJITH MN
30	MB197650	GREESHMA G M	63	MB197714	S PAVAN KUMAR
31	MB197651	GUNJAN RAJ	64	MB197715	S RAJASHRI
32	MB197652	GURUPRASAD R	65	MB197718	SAINATH VINAYAK KULKARNI
33	MB197653	HARSHA NAGARAJ DAS	66	MB197720	SAMARTH.M
67	MB197724	SANDESHSAVAK S	84	MB197749	SUBHASHINI D
68	MB197725	Y.SATHISH KUMAR	85	MB197750	SUDHAKARA J V
69	MB197726	SATISH REDDY Y	86	MB197752	SUMANTH O R
70	MB197727	SHAHISTA PARVEEN	87	MB197754	SUPRITA S CHATNI
71	MB197728	SHASHANK BT	88	MB197755	SURAJ MUTHU
72	MB197729	SHASHANK KHARVI	89	MB197759	SUSHMITHA P
73	Mb197730	SHASHI KIRAN	90	MB197760	SWATI KUMARI
74	MB197731	SHASHINAGA.C	91	MB197761	SWETHA T R
75	MB197732	SHEELA HEGDE	92	MB197762	SYED ASIF PASHA
76	MB197733	SHRAVYA SHETTY	93	MB197765	TANZEEL AHMED
77	MB197734	SHIVAPRASAD DR	94	MB197768	TEJASHWINI S
78	MB197735	SHREYA AD	95	MB197769	THANIKA DEVI A
79	MB197738	SHREYA SATISH DESHPANDE	96	MB197770	THEJASVI N
80	MB197741	SHUBHAM BASAVARAJ BEESANAKOPPA	97	MB197771	T H V THARAGA
81	MB197746	SRAVANTHI T	98	MB197774	VARSHINI.S
82	MB197747	SRINIDHI BK	99	MB197778	VIKRAM RATHOD
83	MB197748	SRIVALLI N GUPTHA	100	MB197779	VIVEKA

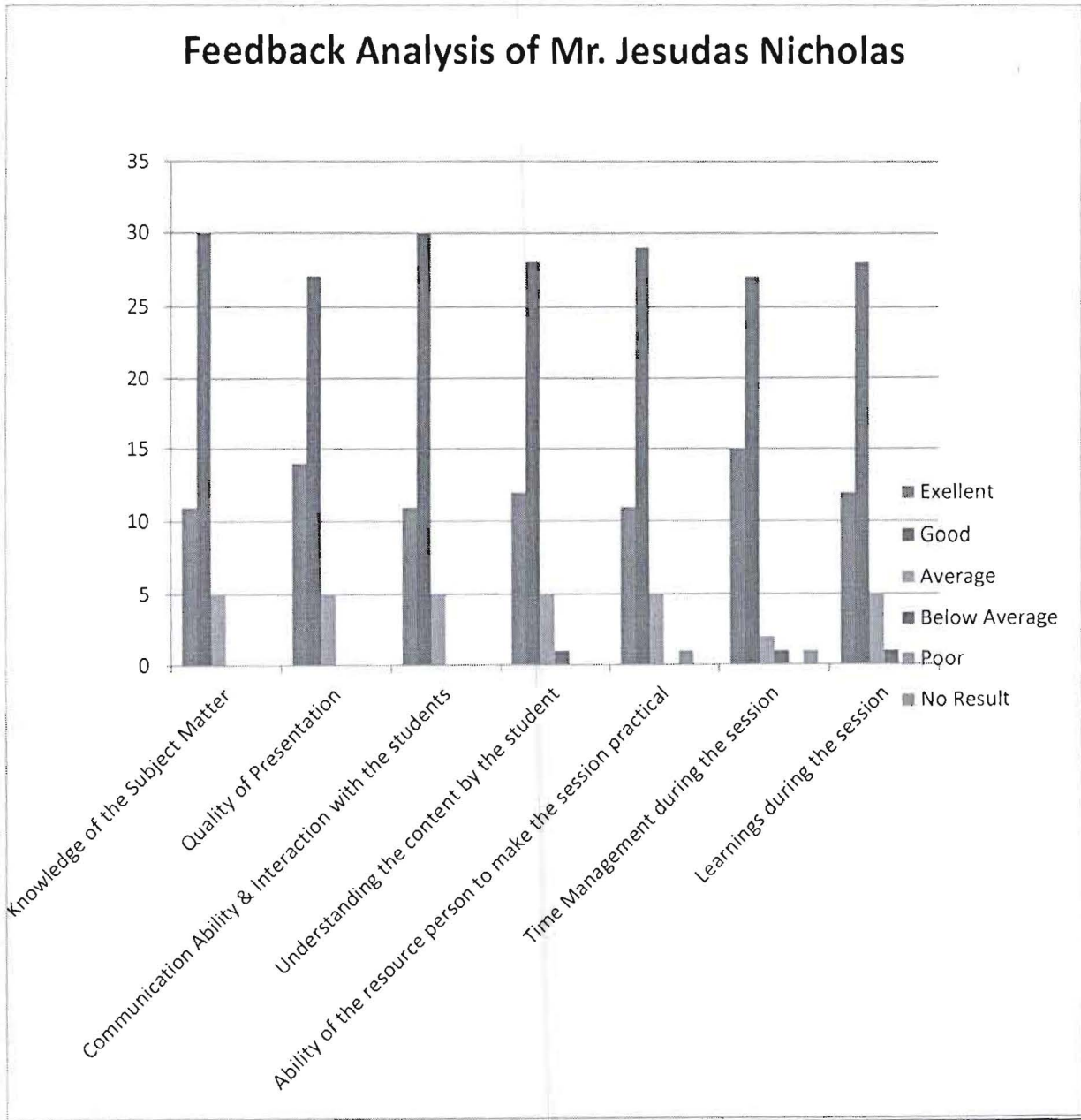
* Absentees

Photo Gallery



Feedback/ Coordinators Comment:

The session was very useful to the students as they got very good learning about various new format of retailing and the business models adopted by these retailers. At the end of the session, the feedback was collected from the students in the Google form. The summary of the same is provided here:




Event Coordinator



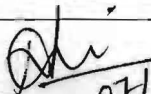

Director




REPORT ON SESSION ON COMPETENCY MODEL AND APPLICATIONS

WEBINAR ON COMPETENCY MODEL AND APPLICATIONS	
Date: 7-Jan-2022	Mode :Online Link to recording: https://drive.google.com/drive/folders/1rNC-luZJlaUd-GSLwPOb2OPHj3P6ykG9
Time: 2.30PM – 4.00PM	Conducted for HR specialization students of III semester MBA of RVIM
No. of Participant: 58	Event Coordinator: Dr. Narmada Kalgi
Objectives: <ul style="list-style-type: none">▪ To teach students Competency model and its implementation at corporate which is part of 3.4.1 Performance Management and Competency Mapping course of MBA 3rd Sem HR Specialisation▪ To get practical application knowledge of Competency Mapping	
Flow of the Event <ul style="list-style-type: none">- Introduction of the resource person Mr. Simhadri Rama Rao APAC Learning and Leadership Development Leader Amazon Web Service, Bengaluru.- Explanation on competency model and its applications in corporate.- Question and answers.	
Brief Profile of the Resources Person: <p>Mr. Simhadri comes with over 25 years of combined experience in both academia and industry. Currently, he works with Amazon Web Services, a global leader in Cloud Infrastructure and Computing as Learning and Leadership Development Leader for the APAC region supporting both employees and leaders accelerate their career development. He has worked in Learning and Talent Development, thought leader with several years of experience in learning strategy, consulting, operations, leadership & team development, instructional design and program management. Working with Fortune 100 companies and startup environments enabled him find opportunities to bring the best of both worlds. His passion for nurturing talent to bring their best versions to work brought him to where he is today. In his entire career span as a learning leader, he has designed, delivered, and managed several learning and performance interventions ranging from technical, functional, office productivity, behavioral, leadership and team development. A practical and concrete thinker who often connects with people through the advice he provides and helps them make better decisions.</p>	
Outcomes: Students were able to <ul style="list-style-type: none">• Understand the importance of competency mapping for industry.• Setting competency for the job role in synch with organisation vision and goal.• Construct the competency model and its real time applications	
Feedback: <p>The session started with the introduction to the industry expert and he explained on competency models and its applications. It was an interactive session where students asked lot of question of relevance of building competency in real time scenario which was addressed by the speaker satisfactorily.</p>	

Event Coordinator


07/01/2022

Director-RVIM


Director
R. V. Institute of Management
Jayanagar, Bangalore - 560041

Attendees



Photographs The Trainers

There's a bright future ahead of us

GUEST LECTURE 2022

ON COMPETENCY MODEL & APPLICATIONS



By
Simhadri Rama Rao
 (APAC - Learning & Leadership development leader at Amazon Web Services)

Friday 9AM to 10AM



Interaction

Zoom Meeting | You are viewing Simbadri's screen | View Options

Sales Competency Model: Example

Zoom Meeting | Chat

Vaibhav Malaviya to Everyone
Skills are subsets of competencies

D_ManaKiran to Everyone
Skills are the specific learned abilities that you need to perform a given job well

Competencies, on the other hand, are the person's knowledge and behaviours that lead them to be successful in a job

Shruti B to Everyone
Skills are required to be competent

Who can see your messages? Recording On

To: Everyone

Type message here...

Zoom Meeting | Chat

yes sir very useful

thank you

Intraned das to Everyone
It was very useful sir thank you

D_ManaKiran to Everyone
thank you very much sir

Simbadri to Everyone
Thank you very much!

Anusha Hegde to Everyone
sure sir.

thank you

Who can see your messages? Recording On

To: Everyone

Type message here...

Zoom Meeting | Participants

Kritika shenoy

Deeksha Kopoloni

Vaibhav Malaviya

Ravindhrg

Shreya Bhar

Mishra, N. N. VANSHIKA

Iaxmi Venkat...

16 Dhananjay D...

Srushti BR

Group-4 Chetha...

talwar praveen

Suhas M

Akhil dhyani

Individual 2

Mehar Sakshi Majumdar

Yashraj K

Chandana K

Zoom Meeting | Chat

Who can see your messages? Recording On

To: Everyone

Type message here...



RashtreeyaSikshanaSamithi Trust
R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

Workshop by Ms. Arpitha on emotional intelligence for 1st Semester MBA students held at RVIM on 22nd April 2022

Date: 22 nd April 2022	Venue: Seminar HALL
Time: 9am to 11am	To :1 st Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma

Objectives:

- What emotional intelligence is and why it's so important in the workplace is crucial in today's increasingly competitive world.

Workshop by Ms. Arpitha on emotional intelligence for 1st Semester MBA students held at RVIM on 22nd April 2022

Agenda/Flow of the Event

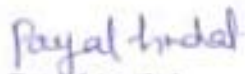
Emotionally intelligent people are far more likely to succeed at work. Consider Daniel Goleman's five pillars of emotional intelligence and how valuable these characteristics are in a professional:

- Self-awareness - This is crucial in understanding one's strengths and weaknesses, and it's particularly useful when receiving feedback.
- Self-regulation - This is an important characteristic which makes people capable of expressing themselves both openly and tactfully. Without it, emotional outbursts are more likely.

- **Motivation** – Emotionally intelligent people need little extrinsic motivation because they take pride in accomplishing great things solely for the sake of personal fulfilment.
- **Empathy** – This is the ability to understand how another person feels and experiences the world, especially when that perspective is very different from one's own. People are far more likely to follow somebody who shows genuine empathy.
- **People skills** – This is important when making friends, gaining trust, and building rapport with co-workers. All the professional skills in the world are sometimes not enough when somebody lacks basic people skills.

Take away from the session:

Like any skill, emotional intelligence takes practice. Therefore, organizations should create a culture where employees and managers alike can practice and perfect their emotional intelligence..



Payal Jindal
Center for Career Development



Dr. Purushottam Bung
Director-RVIM



Workshop by Mr. Arvind Warriar on Work Place Engagement and Being Productive for 1st Semester MBA students held at RVIM on 22nd April 2022

Date: 22nd April 2022	Venue: Seminar HALL
Time: 11:30am to 5pm	To :1st Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
<u>Objectives:</u> Employee engagement is a fundamental concept in the effort to understand and describe, both qualitatively and quantitatively, the nature of the relationship between an organization and its employees.,	
Workshop by Mr. Arvind Warriar on Work Place Engagement and Being Productive for 1st Semester MBA students held at RVIM on 22nd April 2022 <u>Agenda/Flow of the Event</u> How to demonstrate positive work place engagement Facillitate Good Communication. Clear and transparent communication between leadership and employees facilitates trust, understanding, and commitment. ... Offer Compensation and Recognition. ... Create Room for Opportunities. ... Develop Trust in Peers and Leadership. ... Hold Leadership Accountable.	

KEY TAKEAWAYS

- Employee engagement describes the level of enthusiasm and dedication a worker feels toward their job.
- Employee engagement can be critical to a company's success, given its links to job satisfaction and employee morale.
- Engaged employees are more likely to be productive and higher performing.
- Employers can foster employee engagement through effective communication, offering rewards, and discussing career advancement.

Payal Jindal

Payal Jindal

Center for Career Development



Dr. Purushottam Bung

Director-RVIM



Rashtrveeya Sikshana Samithi Trust

R.V. INSTITUTE OF MANAGEMENT

CA-17, 36TH & CROSS, 26TH MAIN, 4TH T BLOCK, JAYANAGAR, BANGALORE - 56
Ph: 080-26547048 Fax: 26654920; URL: www.rvims.edu; Email: rvims@rvims.edu

To
Director-MBA
R.V. Institute of Management
Bangalore-560011

Date 21/4/22

Respected Sir,

Sub: Request your approval for conducting workshop on -
Emotional Intelligence and Work Place Engagement and Being Productive.

For the first semester students for the Soft skill course workshop is planned on the topic of Emotional Intelligence and Work-Place Engagement and Being Productive. The workshop will be conducted on 22nd April 22. The resource person for the workshop is Ms Arpitha Ranganath for Emotional Intelligence and Mr Arvind Warrior for Work-Place Engagement and Being Productive. We request your approval proving us the permission to conduct and request your approval of the resource person remuneration which is Rs. 1500 per hour — for 6 hours.

Thanking you
Yours Faithfully

Payal Sindal

Atty
1500 x 6 hrs = 9000/-
₹
2/4

ARPITHA RANGANATH



Arpitha is driven by her passion of self-exploration and facilitating learning.

Mob: 9844132787
Email:
arpitha.ranganath@gmail.com

Saashivnagar Bangalore

Certifications:

POSH Enabler and Trainer
EQ Fractioner
Mindfulness Practitioner
BELBIN accredited Consultant
Behavioural Event Interviewing

Qualifications

PGDM
MSc (Counselling Psychology)
Diploma in Art Therapy

20+ years progressive HR and related experience with a focus on developing organizations leaders and individuals. A diverse HR background developed through experience in Software companies, non-profit and private companies, various industries and HR positions. A visionary with the unique ability to apply a range of technical and non-technical skills to any HR situation

Have vast experience in handling HR strategic and operational functions

Responsible in a start up environment to develop, implement and administer organization Human Resources processes and policies. Provided HR Leadership and expertise to various companies in areas as employment law, compensation, employee relations and Affirmative Action. Consult business leaders on various HR issues to support new and growing businesses. Design HR programs to foster talent development and retention practices. Coach leadership and performance effectiveness. Implemented a full range new benefits program for a start-up company. Independent HR Consulting contracted to consult with companies regarding their talent selection process, full cycle recruitment strategies. Consulted on process improvements and compliance

SIEMENS



My keen interest in understanding human behaviour has led me to gain behaviour management certifications. I have been instrumental in setting up assessment centres using competency frameworks. Completed more than 10000 Behavioural assessments of professionals from mid management to senior vice presidents.



CLients :

Madura Coats, tectonics,
Mahindra group, Shell,
Cypress semiconductor,
Blocon, Colt Semiconductor,
Strides Shasun.

MS Ramiah, Brindavan
Institute, SJBIT, GIBBS, St
Claret.

Areas of development program include- FDP, MDP Leadership Training Programs, managerial effectiveness, Communication skills. Campus to corporate, Problem solving, Critical thinking, creativity managing stress, wellness workshops, Destressing using art therapy to name a few

Value she brings in ...

Rapport: Arpitha has the ability to connect with participants and participative style of training help her deliver fulfilled and impactful programs.

Flexibility: She has a natural ability to adapt and connect to the audiences and also the content according to the needs of the group

- Work with senior leadership and management to
 - ✓ Design succession planning and skills assessment and development programs
 - ✓ Assess, create and implement innovative solutions for a variety of employee engagement initiatives within the unit
 - ✓ Drive tactical and strategic process improvements and establishing best practices and procedures for HR programs
 - ✓ Design and develop Rewards and recognition programs, retention programs and other organizational initiatives for the unit
 - ✓ Lead annual performance appraisal and review processes with focus on performance management improvement and talent development.

Previous Employer	Designation	Duration	Reporting To
LIST Global	HR Executive	May 06 - Jan 08	Manager

Responsibilities:

- Preparation Handbooks and SOP's for US Processes
- Coordinating Recruitment activities for US team
- Assisting and Coordinating activities with RMC
- Performance Management
- Handling Immigration activities

Previous Employer	Designation	Duration	Reporting To
Docustream Technologies	Senior Analyst - Human Resources (COE)	June 05 - Feb 06	CEO/COO

Responsibilities:

- Preparation process documents
- Assisting management with Manpower Planning, Staffing, Recruitment & Selection
- Driving Performance Management in the organization
- Analyzing background Employment Verification
- PCNM implementation
- Designing & Deployment of HRMS/PMS

Previous Employer	Designation	Duration	Reporting To
Toonz Animation, Kerala	Training Coordinator	Dec 04 - June 05	HR Head

Responsibilities:

- Learning & Competence Development
- Administrator Training initiatives

**ARAVIND WARRIAR**

Phone: 8606029333

Email: aravindw@gmail.com

Career Summary:

An experienced HR practitioner with 15 plus years of exposure in entire gamut of HR Activities as a Talent Acquisition Expert, Human Resource Business Partner, Learning & Development Specialist and HR Information System Specialist. Has handled complete spectrum of HR activities - employee life cycle events, Functional implementation and design of Enterprise Resource Planning System (HRIS), Leadership Assessments and Training Programs, Workload and Recruitment both as an internal HR Generalist and External HR Consultant. Strong ethics - handled confidential data in previous companies.

Educational Qualifications:

Degree	Institute	Year
P.G.D.M. (HR and Marketing)	Bhavan's Royal Institute of Management, 2004	2004
B.COM	Sacred Heart College, Mahatma Gandhi University	2001
GNIT	NIT	2000

Professional Experience:

Current Employer	Designation	Duration	Reporting to
RapidValue Solutions	Sr Manager - HR	Oct 17 - Till Date	CEO

About RapidValue: RapidValue was founded in 2005 and is fast emerging as a global leader in digital transformation for enterprises. We provide end-to-end services and solutions in mobility, omni channel, IoT and cloud technology. Armed with a large team of experts in consulting, UX design, application development, integration and testing, along with experience delivering projects worldwide, in mobility and cloud, we offer a wide range of services across industry verticals. We work with the world's top brands, fortune 3000 companies, Multinational Companies and Incubators in all over the world - The United States, The United Kingdom and India.

Responsibilities:

- Partners with leadership to align HR strategy to business strategy.
- To advise the Management team and the Board on reward strategies for all staff covering salaries, bonus and other benefits.
- Manage a wide range of employee relations issues.
- Lead advisor on equality and diversity issues.
- Work with the HRIS and other HOD's to ensure that the approval process is aligned with the strategic needs and policies of RapidValue.
- Take responsibility for maintaining and developing the staffing plan and reviewing staff and recruitment changes, including figures for future years.
- To develop and enhance strategies and policies to maximize the skill set of every RapidValue employee. Staff must be able to deliver the objectives of their post in the most effective way for the benefit of RapidValue.

Previous Employer	Designation	Duration	Reporting to
Novo Nordisk India Pvt Ltd	Sr People & organization Partner & University Relations	Feb 15 - Oct 17	Human Resource Director

About Novo Nordisk: Novo Nordisk is a global healthcare company with more than 90 years of history in the field of diabetes care. This heritage has given us experience and capabilities that allow us to develop and manufacture products for chronic conditions: haemophilia, growth disorders and obesity. Headquartered in Denmark, Novo Nordisk employs approximately 40,000 people in 75 countries and markets its products in more than 180 countries. As a leading health provider, Novo Nordisk stands committed to changing diabetes in India. Novo Nordisk efforts are directed at increasing knowledge levels among medical and healthcare providers and at providing patient care solutions to the millions of people with diabetes across India.

Responsibilities:

- Partners with leadership in aligning HR strategy to business strategy
- Acts as change agent to business through process design and approaches that support change initiatives
- Analyzes trends and metrics in partnership with other departments to develop solutions, programs and policies
- Provides day-to-day coaching to leadership on a variety of actions to include employee relations issues, policy interpretation and application, talent management and development, and organizational design consultation
- Conducts ongoing supply and demand analysis for business partners on current and future state staffing needs and designs talent acquisition strategies to meet those needs
- Performs talent acquisition for assigned functional positions: candidate application and review, interview, skill, experience and knowledge to match position requirements. Moves referrals to hiring manager and ensures efficient turn-around activity
- Actively participates in recruitment campaigns, job fairs, college relations programs, global recruiting efforts to ensure robust candidate pipeline. Leverages on-line recruiting resources, employee referrals, network referrals, etc. to identify and recruit "best in class" talent
- Co-facilitates New Employee Orientation (NEO) program for new hires
- Leads and/or supports annual HR cycle deliverables to include performance management
- Evaluates issues, patterns, and trends to provide proactive insights for HR strategy and program design. Develops training to address certain needs

Previous Employer	Designation	Duration	Reporting to
Timken India Limited	Lead Analyst (*Assistant Manager- Talent Acquisition)	Sep 12 - Feb 15	Manager TAG/TL

Responsibilities:

- Formulate talent acquisition strategy & processes across India, in partnership with the regional TA team
- Develop Search Partners based on functional & cost of hire
- Lead University Relations
- Plan, Design and Execute College drive
- Ensure effective and efficient TAT and CVs was maintained in recruitment process
- Devised and documented SOP and process flow for TA process

Previous Employer	Designation	Duration	Reporting to
Infosys Technologies	Senior HR Lead	Jan 08 - Sep 12	Unit Manager

Responsibilities:

- Drive and deploy Talent Management process for Product engineering unit
- Deploy - Succession Planning for leadership team and Senior Delivery team
- Conduct and Lead Engagement Survey for all levels in product engineering unit
- Conduct Talent and HR Audit
- Primary point of contact for managing and handling all HR issues and queries with employees, managers, HR

Achievements:

- ✓ Was awarded **Nova Nordisk Spot award** within 6 months of joining for driving engagement of employees
- ✓ Was awarded **Infosys excellence Award** for conducting unit event within 5 months of joining
- ✓ Was awarded **Infosys excellence Award** for outstanding performance by unit delivery team within 1st of 9 months of joining
- ✓ Received a special **'Spot award'** at Infosys HRD level
- ✓ Was awarded **twice the team award** for the best performing team at DC level
- ✓ Was awarded **certificate for driving the Brand initiative** at DC level
- ✓ Was awarded **'Excellence award'** for driving Unit level employee engagement for a successful FY Bangalore DC
- ✓ Was awarded **'Spot award'** within 4 months from unit leadership at Bangalore for driving employee initiatives
- ✓ Was awarded **'Spot award'** by Unit leadership for efficient roll out and execution of successful management program
- ✓ Won **'Best HR'** award at Trivandrum Development centre
- ✓ Won the **'Best Manager'** award at **'Exile'** fest conducted by Calicut University
- ✓ Secured place in **Communication Game at Pragathi 03**, conducted by Paikani Management Study Association
- ✓ First place in **Culturals at Shikhar 2003** conducted by School of Communication and Management Studies

Trainings, Courses and Workshops attended:

- ✓ Undergone NLP certification
- ✓ Attended **'HR Next'** program from SHRM
- ✓ Attended Daye Ulrich workshop on **Capability Audit**
- ✓ Attended **'Leadership Challenge'** - James M. Kouzes, Barry Z. Posner workshop



Workshop on Emotional Intelligence by Ms. Arpitha on 22nd April 2022



**Workshop on work place engagement and being productive by Mr. Arvind
Warrier on 22nd April 2022**

Rsst
RV Institute of Management

Workshop on Emotional Intelligence by Ms. Arpitha and Work place engagement and being
productive by Mr. Arvind Warner on 22nd April 2022 from 9am to 5pm
2021-2023 Batch

Sl. No	Name	Attendance	Attendance	Attendance
1	ABHISHEK SHENOY	P	P	
2	ABHITHA K	P	P	
3	ADITYA UDAY HEGDE	P	P	
4	AKANKSH K G	P	P	
5	AKASH RACHAPPA KHANAGAVI	P	P	
6	AMIT KAMADOLLISHETTARU	P	P	
7	ANIKET SANJAY REVANKAR	P	P	
8	ANKITA GAJANAN NAIK	P	P	
9	ANUSHA	P	P	
10	ANVITH KUMAR	P	P	
11	ASHUTOSH KUMAR	A	A	A
12	BASAVARAJ	P	P	
13	BERNARD FERNANDES	P	P	
14	BHASKARA PRABHU	P	P	
15	BHUVANES P	P	P	
16	CHAITANYA KAMATAGI B	P	P	
17	CHETAN SINGH M	P	P	
18	D SURIYA PRIYASREE	P	P	
19	DEEPAK GIRISH KALYANI	P	P	
20	DINAH NEETHA NORONHA	P	P	
21	GAGANDEEP V N	P	P	
22	GIRISH N NASHI	P	P	
23	GURUBASAVARAJ K M	P	P	
24	HARSHITHA SRINIVAS	P	P	
25	HEMA S	P	P	
26	ISAAC JESSE K	P	P	
27	JATIN ARUN DESAI	P	P	
28	KALAVALA ABHISHTA	P	P	
29	KAPARTHI BHAVANA	P	P	
30	KAUSTUBH LACHAPPANAVAR	P	P	
31	KAVYAPRIYA J	P	P	
32	KOKILA KULKARNI	P	P	
33	KSHITIJ.P.L	P	P	
34	LIKHITHA L	P	P	
35	LILIMA DASH	P	P	
36	M LUQMAN NAWAZ	P	P	
37	M M JABEZ	P	P	
38	MADHURA A	P	P	
39	NAYAN KUMAR	P	P	
40	NEETHA KAMATH	P	P	
41	PAULOMEE BARUAH	P	P	P
42	POOJARANI TALAWAR	P	P	P
43	PRAJWAL S N	P	P	P
44	PRAKASH	P	P	P
45	RAHUL RAM BHAT	P	P	P

46	RAHUL S SANGOLLI			
47	RAMANABOINA ANAND KUMAR			
48	SAGI SAMPI			
49	SANKET SURESH SHIRSAT			
50	SHREEVATSA H.V			
51	SHREYAS G A			
52	SNEHA U			
53	SRUJANA S			
54	SUCHITRA G			
55	SUTOPA DEB			
56	TEJAS N			
57	TRUPTHI CHANDRAHAS SHETTY	A	A	A
58	VARSHA			
59	VINAYAK RAO GAIKWAD			
60	VIOLA PINTO			
61	ADITI RANI			
62	AISHWARYA G			
63	AISHWARYA P			
64	AMITH BHAT			
65	ANIRUDH.K			
66	ANJANA KSHIRASAGAR			
67	ANNASAGARAM RAGHAVENDRA			
68	B SHASHANK			
69	CHAVI JAGADEESH	A	A	A
70	CETHAN KUMAR V A			
71	CHIDRI BALAJI			
72	DEEPAK GOPALAKRISHNAN			
73	DHIRAJKUMAR BELVADI			
74	GURU VARUN G			
75	HEGDE PAVANA GANAPATHI			
76	JENISHA MENEZES			
77	LOYSTON CRASTA			
78	M RITISH			
79	MADHUSUDAN G			
80	MAHANTH GOWDA K C			
81	MALLESH S			
82	MEGHA U JOSHI			
83	MUCHELI SUBBARAJU			
84	NAGARAJ GAJANAN HEGDE			
85	NAMRATHA.N			
86	NANDAGOPAL B.R			
87	NAVEEN C			
88	NAVEEN SETTY N A			
89	NEELAMMA M K			
90	NIRANJAN JANARDHAN HEGDE			
91	NAYANA G C			
92	NUTHANA.U			
93	OLETI SAI SREENITHYA			
94	PAVAN KUMAR M			
95	POOJA VALLUR			
96	POORNAPRAJNYA.K.M			
97	POORNIMA L			

98	PRAJWALA	P	P	P
99	PREETHAM.D.VARMA	A	A	A
100	RAKSHITH R T	P	P	P
101	RAMANUJAM .H.J	P	P	P
102	RAVISHA RAMACHANDRA HEGDE	P	P	P
103	REHAN FAISAL QADRI	P	P	P
104	RICHA FLORINADA FERNANDES	P	P	P
105	SALMAN FAISAL QADRI	P	P	P
106	SAMEEKSHA.M.P	P	P	P
107	SHASHI KUMAR R	P	P	P
108	SHUBHA R	P	P	P
109	SMITHA M	P	P	P
110	SRAVANI SUNIL MHALSEKAR	P	P	P
111	SRINIDHI KOMMULA	P	P	P
112	SUPRIYA GOVIND BELSARE	P	P	P
113	SYED MUSSAVEERULLA.A	P	P	P
114	SYED SAMEER	P	P	P
115	TANUSHREE R	P	P	P
116	TEJAS H P	P	P	P
117	VINIT SIDDHARTH SHAH	P	P	P
118	VISHAL	P	P	P
119	YASHASWINI P	P	P	P
120	YASHWANTH R	P	P	P
121	ABHIJEETH MASHETTY	P	P	P
122	AGAMYA A K	P	P	P
123	AKANKSH P	P	P	P
124	AKHILA H	P	P	P
125	AMITH C	P	P	P
126	AMOGHA.Y.G	P	P	P
127	ANANYA.P.HEGDE	P	P	P
128	ANUSHA PRAKASH	P	P	P
129	B.S.SUSHEN	P	P	P
130	BHARATH.K.S	P	P	P
131	BHOOMIKA BHAT	P	P	P
132	CHARANA.T.U	P	P	P
133	DHANUSH.K.V	P	P	P
134	DHANYA SHARMA	P	P	P
135	DIVYASHREE M	P	P	P
136	GANESH HEGDE	P	P	P
137	JAGADISH SHENOY.R	P	P	P
138	KARTHIK P SHETTY	P	P	P
139	S.KARTHIK	P	P	P
140	KOTHA KEERTHANA	P	P	P
141	LIKITHA.A	P	P	P
142	M PRANEETH KUMAR REDDY	P	P	P
143	M.S.SUKRUT	P	P	P
144	MADHAN KUMAR C S	P	P	P
145	MANOJ .N.S	P	P	P
146	MANOJ RAKSHATH	P	P	P
147	MEHUL.V.BHASKAR	P	P	P
148	NALASANI VARSHITHA	P	P	P
149	NEHA.H.V	P	P	P

150	NIKHIL S ANJANALLI			
151	NIKITHA J SHANBHOG			
152	NISHANTH KRISHNA			
153	NIVEDITHA K SWAMY			
154	P.T.KIRTI			
155	PRAJWALA H			
156	PRAMOD K L			
157	PRANITH KUMAR.S			
158	S SHREYAS			
159	SAAHIL SRIKANT KULLOLI			
160	SACHITH B K			
161	SANKALP V			
162	SATHYA B NAYAKA			
163	SAURABH BHUPALI			
164	SHEEBAL M S			
165	SHIVAM ANVEKAR			
166	SHREEKRISHNA			
167	SHRI HARI L			
168	SHUBHAM RAJENDRA REVENKAR			
169	SHUBHAM SINGH			
170	SHUBIKSHA S			
171	SIMRANJIT KAUR			
172	SOUMYA GANAPATI HEGDE			
173	SOURAV SADANAND SWAR			
174	SWAMI SAMIKSHA PUSHPARAJ			
175	SYED RAIHAN			
176	VAISHNAVI N			
177	VARUN.S.BHARADWAJ			
178	VIPUL VILAS NAIK			
179	VISHNU KUMAR			
180	YOGASHREE C.N			



Periodic Lecture Programme
Sponsored by Indian Council of Philosophical Research
In association with
R V INSTITUTE OF MANAGEMENT

Date: 18 th November, 2021; 18 th January, 2022; 12 th March, 2022; 29 th March, 2022.	Venue: RVIM
Time: 11:00 AM to 12:00 PM	Event : Periodic Lecture Programme
No. of Participant: 150	Event Coordinator: Dr. Padmalini Singh

Objectives

- "No nation can move forward by forgetting its culture and heritage." The aim of the webinar was to discover and rediscover innumerable gems by delving into the rich treasure of Indian culture and values.

Agenda/Flow of the Event

1st Periodic Lecture:

One hour webinar was organized in a discussion mode where some pertinent questions were asked by the speaker Dr. Pawan Kumar Singh, Director, IIM Trichy to the audience to be able to understand the basic values embodied in Indian Culture and how it can be used for the National Reconstruction.

2nd Periodic Lecture:

RV Institute of Management organized ICPR sponsored Periodic Lecture series scheduled between 10:35-11:35 am. by Dr. Jose, Professor of Philosophy at Dharmaram Vidya Kshetram and Christ University, Bangalore on 'Social and Political philosophy'

3rd Periodic Lecture:

The periodic lecture series continued with a lecture session on 'Ethics of Globalization' by Dr. Subhash Sharma, Director, Indus Business Academy, Bangalore on 12th March, 2022.

4th Periodic Lecture:

The last periodic lecture session was led by Dr. Purushottam Bung, Director, RV Institute of Management, Bangalore on 29th March, 2022 on 'Philosophical Perspective on Sustainability'.

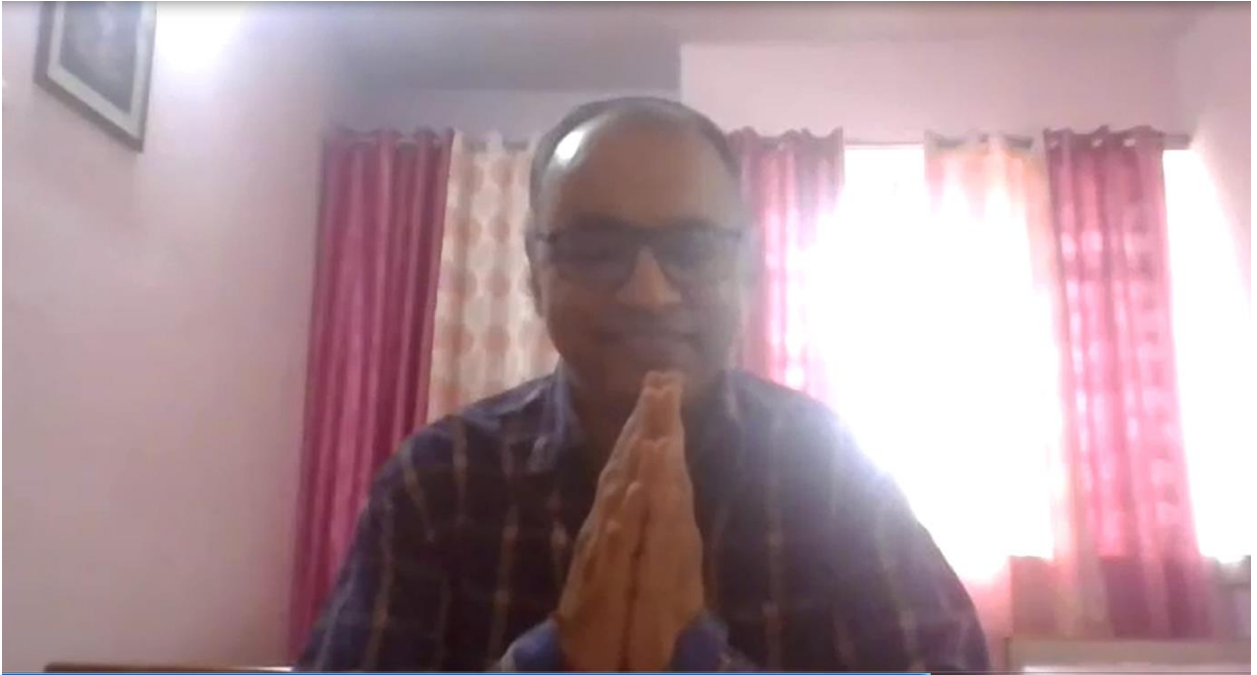
Outcome Achieved/ Attained:

1st Periodic Lecture:

The audience were able to understand the Indian value system with the analogy of speed and direction. Dr. Pawan explained that the youth require both speed and direction to excel in life. The Indian value system provides the right direction to the youth that have a fragile mind whereas skills acquired in life provides the speed to the youth. He explained that becoming success by exercising speed and direction is important but both are balanced by ethics. He also deliberated what are basic Indian values rooted deep into our culture and documented in scriptures can help us today to reconstruct our nation.







Dr. Harsh Purohit, Dean WISDOM, Banasthali University, Rajasthan



Dr. Ajoy, Associate Professor, SIT Tumkur.

2nd Periodic Lecture:

The Periodic Lecture Programme on the topic 'Social and Political philosophy' was organized on Jan 18, 2022 10:35 AM on Zoom platform by Dr. Jose Nandhikkara, Professor of Philosophy at Dharmaram Vidya Kshetram and Christ University, Bangalore. Fr Jose was formerly Dean of the Faculty of Philosophy, Dharmaram Vidya Kshetram, Bangalore, Head of the Department of Philosophy and Theology at Christ University, Bangalore, and Director of the Centre for the Study of World Religions, Bangalore. Fr Jose contributes to the fields of Philosophical Anthropology, Ethics, Inter-cultural and Inter-religious Dialogue, Philosophy of Language, and Philosophy of Religion. He has authored a book, edited six volumes, and contributed over seventy research articles in journals and edited volumes.

The webinar began with basic understanding of social and political philosophies underlying its implication in today's social make-up. He explained the relevance of social and political philosophy by rendering the knowledge of philosophical types and its impact in our daily life. Dr. Jose paved the way to ponder over the need to change the existing political philosophy that is purely guided by maximization of profits and growing consumerism which is leading to endless greed to consume more thus depleting the abundant natural resources.

The poster features a blue diagonal banner in the top-left corner with the text "RV Institute of Management". In the top-right corner, it says "Go, change the world". The central text reads: "ICPR sponsored Periodic Lecture Programme On 'Social and Political Philosophy' By Dr. Jose Nandhikkara Professor of Philosophy at Dharmaram Vidya Kshetram and Christ University, Bangalore". Logos for ICPR, RV Institutions, NAAC A+, and E-LEAD are displayed. The bottom of the poster includes "RVIM, Bangalore", "3/8/2022", and the page number "1".

LIMITS OF NATURE *VERSUS* CULTURE OF LIMITLESS GROWTH Ethical Investigations

**"One who knows
that enough is enough
will always have enough."**

Lao Tzu

RV Institute of Management

Indian Council of Philosophical Research (ICPR)



Economics and Great Acceleration

- **Cry of the People:** In the mad rush for ever more goods and services, we left behind millions of fellow human beings. While a few billionaires make trips to Mars, millions of people continue to struggle for survival – for clean air, water, food, and human rights.
- **Cry of the Planet:** we also did not consider the **Planetary Boundaries**.
- The Earth, our common home is in danger. We cannot carry on using of the resources indefinitely and dump wastes beyond the capacity of ecosystems.
- **Limitless growth is impossible/madness in limited world.**

Dharmaram Vidya Kshtram, Bangalore 5600029, dvk.in



3rd Periodic Lecture:

Dr. Subhash Sharma Dr. Subhash Sharma is a leading Indian Management thinker and author of several thought provoking books such as Creation from Shunya, Management in New Age: Western Windows Eastern Door, Quantum Rope: Science, Mysticism & Management, New Mantras in Corporate Corridors, New Earth Sastra to name a few.

Dr. Subhash Sharma deliberated on the importance of ethics in today's time. He explained his idea of 'Corporate Veda' as a basis for application of Indian ethos in corporate context. As societies have undergone transitions from kingdom states to nation-states and now we are witnessing the emergence of corporates as states.

Indian ethos provides us a strong foundational basis for the development of management ideas for 'new age corporates'. He described and explained various models to reinforce the importance of ethics in globalization.

The screenshot shows a Zoom meeting interface. At the top, it indicates 'Recording' and 'You are viewing Dr. Subhash Sharma's screen'. The main area displays a grid of 25 participants, including Dr. Subhash Sharma, Dr. Padmalini Singh, Vishal Choka, Nagaraj Hegde, Pooja Vallur, RVIM Host, Gurjan Baidya, Mehul V Bhaskar, Nikhil S Anjanalli, Akhila. H, Jenisha Menezes, Likhitha L, Shubha R, Anirudh K, Preetham varma, Ashutosh Kumar, Supriya Belsare, POORNAPRAJNYA K.M, Shreevatsa HV, Aditi Rani (184029), A.Raglavendra, Nandagopal B R, Shashitumar R, Poornima L, and Yashaswini P. At the bottom, a PowerPoint slide titled 'Ethics of Globalization, March, 2022' is displayed. The slide content is as follows:

Typology of Globalization

- ▶ Typology of Globalization
 - ▶ I. Globalization
 - ▶ II. Glocalization
 - ▶ III. Local to Global (LG) e.g. Atmanirbhar Bharat

(C) S3_BA_DDU_2018

4th Periodic Lecture:

Dr. Purushottam Bung addressed the gathering on “Philosophical Perspectives on Sustainability” started his session from a basic understanding of sustainability and layered it through a step wise explanation of why it is important to talk about philosophy, why there is an disequilibrium in the universe and what is the solution to this growing problem. He then explained various philosophies such as Bhagvat gita, Shiaiva philosophy, patanjali yoga sutra, taittrayi upnishand, Buddhism, gandhian philosophy, tribal philosophy and Shri Suresh Hundre philosophy of contemporary thinkers on sustainability.

He explained that various Indian philosophies focus on knowing the self as prime most factor in bringing the equilibrium and harmony in the universe. He also explained the equation $\text{wealth} = \text{money} + \text{peace}$ given by Shri Suresh Hundre.

What is sustainability?

[Man Elephant War Ricky Kej - Love Divine - Elephant Song - GRAMMY® WINNER.mp4](#)

[What is Sustainability.mp4](#)

- † Development without affecting future
- † Maintaining equilibrium in the universe is important
- † Unsustainable Consumption + Plastic Pollution + Greenhouse gases + Ozone depletion + Rise in temperature + Global warming + Climate change
- † Systems thinking
- † Triple Bottom line (Profit – People – Planet)

Dr. Purushottam Bung, RVIM, Bangalore

Why are we now talking about sustainability?

- † Consumerism
- † Big becoming bigger and small becoming smaller
- † Unfair access to resources
- † People becoming greedy
- † We don't care attitude
- † Wasting natural resources
- † Wars and Terrorism activities
- † Biological warfare
- † Cyber warfare
- † Extinction of species
- † Disturbing the food chain created by God
- † Pollution (Air + Water + Noise)
- † Disturbing the harmony of the nature

Dr. Purushottam Bung, RVIM, Bangalore

Zoom Meeting

Dr. Padmalini Singh | Dr. Purushottam Bung | Rajkumar Chavan | Dr. Suresh N | Lakshmi A | Naraini N.S.

Sustainability: Establishing harmony across the four orders of the Universe

Bio order: Self regulated
Plants + Trees + Grass + etc.

Animal order: Self regulated
Animals + Birds + etc.

Physical order: Self regulated
Air + Water + Minerals + soil + etc.

Human order

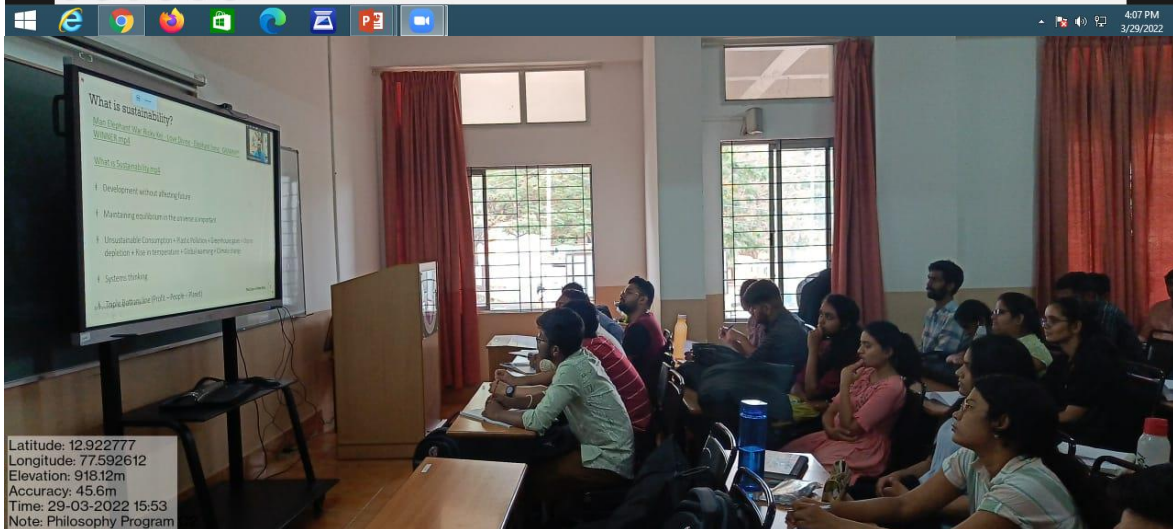
Mutually Fulfilling Harmony

Is it Mutually Fulfilling?

Are we Self regulated?

Dr. Purushottam Bung, RVIM, Bangalore

Your Logo or Name Here 5





Feedback & Coordinator Comment:

All the participants appreciated the webinar and requested to document the talk in a form of a book.

Expected Outcome:

Expected outcome of the webinar is to pave a way for the youth towards achieving success ethically and contribute in nation building.

Padmalini

Event Coordinator

Dr. Padmalini Singh
Associate Professor,
RV Institute of Management
Bangalore

Director

Dr. Purushottam Bung
Professor & Director,
RV Institute of Management
Bangalore



Guest Lecture Organised by Finance Department
on
Importance and Usage of Credit Cards
By
Mr Pradeep Kumar (Ex- Banker)

Date: 30th December 2021

Venue: Seminar Hall

Time: 11.30 am to 1.30 pm

Event : III

No. of Participant: 94
Finance Section: A & B

Event Coordinator: Prof. Dileep Prof. Rajkumar, Prof. Pooja T and Dr. Jahnvi M

Objectives

- To understand the different lending products by the banks
- To Analyze Pros& Cons of credit cards usages.

The flow of the Event

- Introduction of credit cards and disadvantages and misuse of credit cards
- Advantages of credit cards and appropriate usage of the credit card

Outcome Achieved:

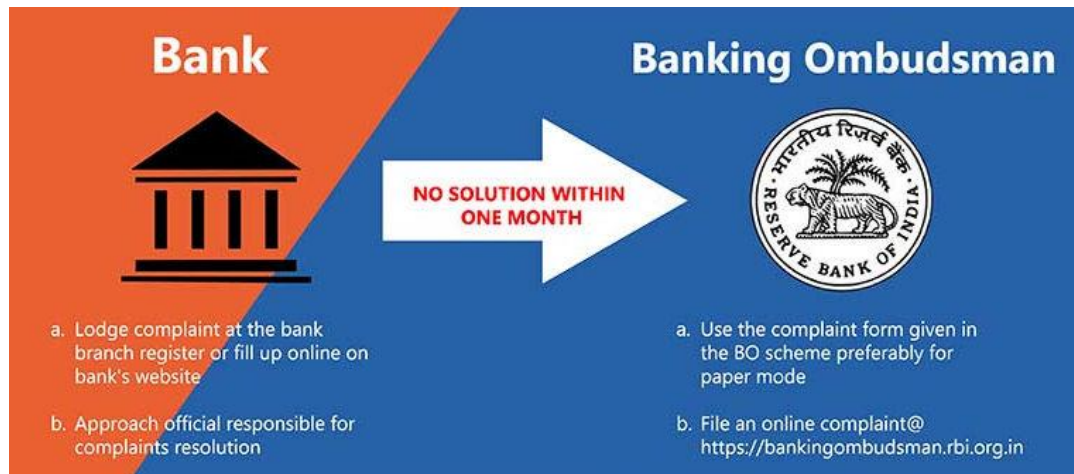
Prof. Pradeep Kumar, a resource person and a book author, initially explained the different types of lending instruments in the banking sector. He has interacted with all the students and clarified the different lending instruments products. Further, he explained how credit cards charge among all the lending instruments and beautifully explained how credit cards are the costliest among lending products.

The resource person explained the loopholes of credit card usage, such as hidden charges and miscommunication from the banker to the customer. Also highlighted is the high charges for a credit card, such as; delinquency in banking, unsecured, fraud, Banking investment in technology or capital expenditure, high staff costs, etc.

He also pointed out on CIBIL score, how credit card usage will impact the CIBIL score explained in detail, such as utilization, payment track record, number of cards held by the customer, spending pattern, etc. Further, he discussed the Banking Codes and Standards Board of India (BCSBI), an independent and autonomous watchdog to monitor and ensure that the Banking Codes and Standards adopted by the banks are adhered to in true spirit while delivering their services.

Banking ombudsman: Banking Ombudsman is a quasi-judicial authority created in 2006. The authority was

created pursuant to a decision made by the Government of India to enable resolution of complaints of customers of banks relating to certain services rendered the banks. There are 22 regional offices of Banking Ombudsmen in India.



Credit card used internationally: The resource person explained Europay, MasterCard, Visa (EMV), the three Organisations that developed and established EMV as the global standard for chip-based credit and debit transactions. The EMV standard helps to maximise security and global interoperability so that Visa cards can continue to be accepted worldwide.

Risk-Based Supervision (RBS) is gradually becoming the dominant approach to regulatory supervision of financial institutions worldwide. It is a comprehensive, formally structured system that assesses risks within the financial system, giving priority to the resolution of those risks.

Feedback & Coordinator Comment:

The resource person had served the State Bank of India, HDFC Bank, an Off-shore Bank (Risk Management & Compliance), Financial Services company, and the reputed IT majors such as the Fidelity Information Services, Wipro Technologies etc. This program was excellent, and the resource person was very good and well versed in his knowledge regarding banking activities. It was a great program, and the resource person has delivered in a very simple manner, and we all have understood the pros & cons of Usage of a Credit card. We hope to have more sessions with Mr. Pradeep Kumar.

Feedback / Coordinators Comment: The program is well received by students. They learned about the different types of lending instruments in the banking sector. Resource person Mr. Pradeep Kumar got excellent feedback from the students. Overall it was a useful session for the students.

Event Coordinators

Prof. Dileep S

Prof. Rajkumar

Prof. Pooja T

Dr. Jahnvi M

Director

Annexure 1	Mail communications
Annexure 2	Brochure of the event
Annexure 3	Brief profile of the speaker
Annexure 4	Attendees list
Annexure 5	Photo Gallery

12/31/21, 5:10 PM

RVEI institutions Mail - New Book - Retail Banking, Personal & Career Excellence



Dileep RVIM <dileep.rvim@rvei.edu.in>

New Book - Retail Banking, Personal & Career Excellence

2 messages

Pardeep Kumar <p_kay888@yahoo.co.in>
To: "dileep.rvim@rvei.edu.in" <dileep.rvim@rvei.edu.in>

28 December 2021 at 15:0

Prof. Dileep,

Greetings!! It was such a pleasure to speak to you today.

As informed, I have authored a book titled as "Lock Your Financial Success" and sub-titled as "The Retail Banking, Personal Finance & Career Excellence" that got published recently. The book is intended to be handy for the working and aspiring folks in the banking, finance and management space.

Please find attached the details of the book referred. The endorsements from the industry experts and leaders, author profile in brief as well as the Foreword to the book are attached.

The book is listed on the Notion Press (publisher), Flipkart, Amazon, Kindle, Kobo and Google Play platforms. Amazon offers 10% discount on the book. However, I would be pleased to offer steep discount in case of the bulk order.

In fact, I have planned to bring out a series of books in the BFSI space over the next few years. The books tentatively titled as "Unleash the Mega Power of Mutual Funds" and "The Nuts & Bolts of Life & Non-life Insurance" are in progress simultaneously.

Please revert if any more information is required in this regard.



Thanks in advance for your kind attention in the matter.

Regards,
Pardeep Kumar
Mobile no: +91 98456 95457




Brochure of the Event


The brochure features a teal and light blue background. At the top left is the RV Institute of Management logo, and at the top right is the NAAC A+ accreditation logo. The central text, in red, announces a guest lecture on credit cards by Prof. Pradeep Kumar, organized by the Finance Department. Below this, the event details are listed: 11.30 AM - 1.30 PM in Seminar Hall. At the bottom left is the E-LEAD logo, and at the bottom right is a photograph of Prof. Pradeep Kumar sitting at a desk with his hands clasped.

 RASHTREEYA SIKSHANA SAMITHI TRUST
R V INSTITUTE OF MANAGEMENT
CA 17, 26 Main, 36th Cross, 4th T Block, Jayanagar
Bengaluru, Karnataka 560 041 

**GUEST LECTURE ORGANISED BY
FINANCE DEPARTMENT ON
IMPORTANCE AND USAGE OF
CREDIT CARDS
BY
PROF. PRADEEP KUMAR**

11.30 AM - 1.30 PM
SEMINAR HALL





**Prof. Pradeep
Kumar**

Annexure 3

Brief Profile of the Resources Persons

Prof. Pradeep Kumar

Pardeep Kumar, a post-graduate in Physics from St. Stephen's College (New Delhi) that is consistently ranked among the top two colleges in India is a versatile professional with work experience of nearly four decades.

The author had served the State Bank of India (43rd largest bank in the world), HDFC Bank (ranked among the world's top 100 most valuable global brands), an Off-shore Bank (Risk Management & Compliance), Financial Services company, and the reputed IT majors such as the Fidelity Information Services (FIS – Fortune 500 company and a member of the Standard & Poor's 500 Index), Wipro Technologies (among the top 3 IT companies in India) and MFX Infotech & D2K Technologies which are rapidly growing mid-sized companies.

He served the banks in the various capacities at the branches & head office and as a Senior Banking Domain Consultant at the overseas locations across the continents as well as the off-shore locations in the IT Industry (Vertical-Banking, Horizontal-Software Testing) with the leading global banks as the clients.

Overall, Pardeep has an extensive exposure to all the areas of Banking, Banking Products Documentation, Risk Management & Compliance and Corporate Governance, Corporate Finance Consultancy, Personal Finance Consultancy, Mutual Funds, Insurance, Competency Framework Building, Creation of the Software Specification Requirement Documents, Software Testing and creation of the User Manuals & Corporate Brochures.

He has also trained the MBA students on the subjects of banking and finance as a Guest Faculty in the leading B-Schools at Bangalore.

In a nutshell, the author brings a unique dimension and value to the book for the intended users due to his abundant and all-round experience, knowledge and business acumen in the BFSI & IT sectors and the flair to communicate in style with substance.

Annexure 4
Attendees list

"GUEST LECTURE ON IMPORTANCE & USAGE OF CREDIT CARD" date: 30-12-21



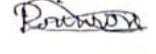



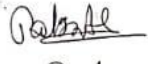


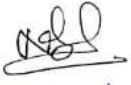



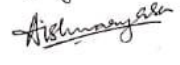


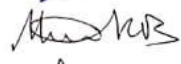

<u>Sl. No.</u>	<u>Name</u>	<u>Signature</u>	<u>Section</u>
1)	Paghwendra J.P.		Section -> "A"
2)	NIISHIL S KOTIAN		"B"
3)	Anagha Hegde		B
4)	Vinayak Sebray Chat		B
5)	Amogha Hegde		B
6)	Chinmay - Hegde		B
7	H.R. Ritresh		B
8.	Bharath .P.		B
9.	Swati . Hegde		B
10	Aijaz . Mujawar		B
11.	Siaisha K J		A
12.	C. Pranathi		A
13.	SKIPORNA INDIKAR		A
14.	Sindhu . L. Dabees		A
15.	Sukamya Dalal		A
16.	Ananya . C.S		B
17.	Rahul . Mondal		B
18.	VARSHA . K		A
19.	M. JANANI PRIYA		A.
20.	Saketh kumar		B
21	Mahesh. S		B
22	Ajeey . M		B.
23.	S. Chelton		B
24.	Perateeksha . R		B

25.	Bhavani. V	A	B
26.	Eshwar. Darshan	B	B
27.	Mrs Tyunjay. S	B	ms
28.	Vaishnavi. S	B	Vs
29.	SHARVANI M.S.	A	Shanu.M.S.
30.	Sarika Mallya U	A	Sarika
31.	Abhilash	A	Abhilash. 1 st
32.	Rachana kumari	A	R.
33.	Shetty Lavanya	A	Kranya
34.	Sohas NK	B	S.
35.	Tejas Chandase:	A	Tejas
36.	Apoosva Ragnu Rao	A	A.P.
37.	Chetana S	A	Chetana
38.	Chandana T	A	Chandana T
39.	Tejashree R	A	Tejashree.R
40.	Shreuthi. R	A	Shreuthi. R
41.	Tejaswini Angadi	A	Tejaswini Angadi
42.	C. Prasanth Kumar	A	C. Prasanth
43.	Sujay Shah	A	Sujay
44.	Kamna Divate	A	Kamna
45.	Sreba Sponada	A	
46.	Abhilash K.	A	Abhilash
47.	CAROL SWETHA NORONHA	"A"	Carol
48.	Prarthana Upadhyaya	A	Prarthana
49.	Sarnika. S. Shetty	A	Sarnika - Shetty
50.	Pruthi K	A	Pruthi
51.	Smriti BR	A	Smriti
52.	Niranjan	A	Niranjan

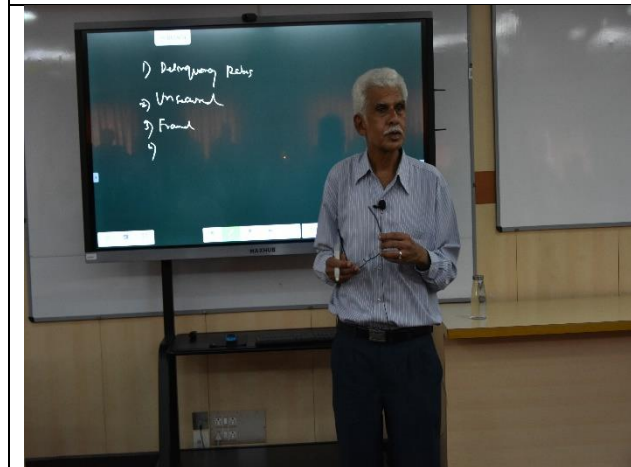
"GUEST LECTURE ON IMPORTANCE & USAGE OF CREDIT CARD"

Date: 30-12-21

Sl.No	Name	Signature	Section
1)	SIRASHANK. S	Sirashank	A.
2)	Rahul. P. Y	Rahul	A
3)	Amulka R. Hegde	Amulka	A
4)	SURAJ. G. S.	SURAJ. G. S.	B
5)	SNEHA GONDA R	Sneha	A
6)	Rachana. D	Rachana. D	A
7)	SAHANA. M. S	M. S Sahana	A
8)	NISHA. T	Nisha	A
9)	Koundinya	Koundinya	A
10)	Shiva Subramanyam	Shiva	A
11)	SHARAN. BANDRAB	Sharan	A
12)	Vaibhav Malaviya	Vaibhav	A
13)	A B Ganapathy	Ganapathy	A
14)	SUBHASHINI. K. N.	Subhashini K. N.	B
15)	MEGHANA. V. HEGDE	Meghana	B
16)	Rohith TG	Rohith TG	A
17)	SRI LAXMI	Sri Laxmi	A
18)	Santhosh Kiran. S	Santhosh Kiran	B
19)	Ashadeep Hegde	Ashadeep	B
20)	Kavya Ganapati Hegde	Kavya	A
21)	Saibhagya. Bhat	Saibhagya	B
22)	Sandeep. H. S.	Sandeep. H. S.	B
23)	Nikhil. Navandhar	Nikhil	B
24)	Divesh	Divesh	B

25)	Rakshith		B
26)	Shreeta. B. Bhat		A
27)	Prison Dima		B
28)	Daashini		B
29)	Anulya		B
30)	Ullas Sheipadshet		A
31)	Rakshith Hegde		A
32)	Delson Eelan D Silva		A
32)	Prashanth V G		B
34)	Nidhanjan M		A
35)	Bharat C		A
36)	Mahima H Bhat		A
37)	Pratguni P		A
38)	Aishwarya S K		A
39.	Aishwarya KM		A
40.	MANOJ M		B
41)	Manoj H B		B
42)	Suraj SP		A

Annexure 5 Photo Gallery





RASHTREEYA SIKSHANA SAMITHI TRUST
R V INSTITUTE OF MANAGEMENT
CA 17, 26 Main, 36th Cross, 4th T Block, Jayanagar
Bengaluru, Karnataka 560 041

DEPARTMENT OF MARKETING	
Date: 1-12-2021	Venue: Seminar Hall
Time: 9.00am to 10.00am	Semester & Section : III Semester B, C & D
No. of Participant: 62	Event Coordinator: Prof. Anitha B.M.Dsilva
Resource Person	Mr.Vikas VB, Alumni 2016-2018 batch
Objectives <ul style="list-style-type: none">• To reinforce among the students to improve marketing concepts, develop skills related to marketing communication▪ To enhance the knowledge of Business markets and their growth in India	
Agenda/Flow of the Event <ul style="list-style-type: none">- Welcome address- (Resource person and audiences)- Address by the Speakers- Question and Answer- Vote of thanks	
Profile of the Resource person <p>VIKAS V B, Bosch & Siemens Home Appliances - Marketing & Sell Out Coordinator, Karnataka. Alumni 2016-2018 batch</p> <p>A Resident of Honnavara, Uttara Kannada has been an inspiration to the younger generation. He is good in communication, expert in marketing and financial areas.</p> <p>MBA (Marketing & Finance): 2016-18: RVIM, KSET Qualified: 2021 batch</p> <p>He has Experience of working from Sept 2018 - Nov 2020, in Godrej & Boyce Mfg Co Ltd: Godrej Appliances - Area Sales Manager, Area Managed: Bengaluru, Mysuru (Distribution), Mysuru (Distribution & LRC), Karnataka (Key Accounts)</p> <p>He has been a bright student and has received many awards during his study at RVIM. Awarded with "The Best Achiever" in the Annual R V Institutions award ceremony for achievements across various Management Fests & Conferences</p> <p>Winners - Best Paper - SJBIT, Uttarahalli</p> <p>Winners - Finance Event - Dayanad Sagar University</p> <p>Winners - H R Event - M S Ramaiah College of Arts & Commerce</p> <p>Winners - H R Event - Krupanidhi School of Management</p> <p>Winners - Special Event - BMS College of Engineering</p> <p>Runners - Special Event - CRANIUM - CMS Jain B School</p> <p>Co-ordinator - Vidarthi Adiveshanam - 2k18.</p>	

PHOTO GALERRY

Prof. Anitha BM Dsilva & Mr. Vikas VB



Ms. Danashree welcoming the resource person



Students of 3rd semester B, C and D with the Resource person



Feedback/ Coordinators Comment:

The resource person emphasized on the two types of firms that he would elaborate on the organization buying behaviour. Godrej firm has decision making unit (DMU) which has a vast responsibility towards organizations, major purchases typically require input from various parts of the organization, including finance, accounting, purchasing, information technology management, and senior management. Highly technical purchases, such as information technology systems or production equipment, require the expertise of technical specialists. In some cases, the buying center acts as an informal ad hoc group. In other cases, the buying center is a formally sanctioned group with specific mandates, criteria, and procedures.

As a part of marketing head for Godrej and now Bosch appliances the resource person explained the structure and process involved in B2B purchases, suppliers, dealing with trade partners and dealers. He also explained how to communicate to trade partners, pricing of the product based on customers, delivery of product to the ultimate customers without grievances is the important role that has to be played an area manager.

Few questions towards wrong delivery of product, nonpayment of orders and other grievance from customers were answered promptly. Towards the end of the session student had queries related to marketing, sales job, type companies that they can opt for and other doubts that were clarified.

The resource person could have emphasized/ elaborated more on buying behavior from Decision making unit and also the hurdles faced by them.

Outcome achieved/ attained:

- The Session was very informative and had a holistic outlook about the business markets.
- Student got the feel of working as a management graduate and the challenges they will face at every juncture while dealing with company customers and trade partners.
- After this session students are able to draft flow chart of the buying behaviour process in any of the FMCG markets or between Businesses to Business.

Prof. Anitha BM Dsilva
Event Coordinator

Director



WEBINAR REPORT

on

“Capacity Building and Personality Building Program”

Funded and Supported by

National Commission for Women, New Delhi



Organized by

RV Institute of Management

CA 17, 36th Cross, 26th main

4th T block, Jayanagar,

Bangalore – 560041



26th April, 2022

Coordinator: Dr. Padmalini Singh, Associate Professor, RV Institute of Management



Webinar Report on “Capacity Building and Personality Development Programme”

ABOUT THE WEBINAR

A one day Webinar on Capacity Building and Personality Development Programme” has been conducted by RV Institute of Management, Bangalore with the support of National Commission for Women (NCW), New Delhi on 26.04.2022. The target audience of the webinar were students from Under Graduate and Post Graduate Programme, research scholars and academicians from across the India and abroad.

RATIONALE OF THE WEBINAR

There is a growing importance of skill based learning among recruiters all over the world. Companies gives preference to those candidates who are well groomed in personal and professional capacity and also are digitally literate. The organizations recruit those candidates who have a good communication and interpersonal skills as it is evident that getting a job is easy than sustaining in that job. In this environment, this webinar aims to aid participants to gain a competitive edge during placement and job interviews and also help to develop self-confidence among themselves by grooming their personality altogether to set a positive impression.

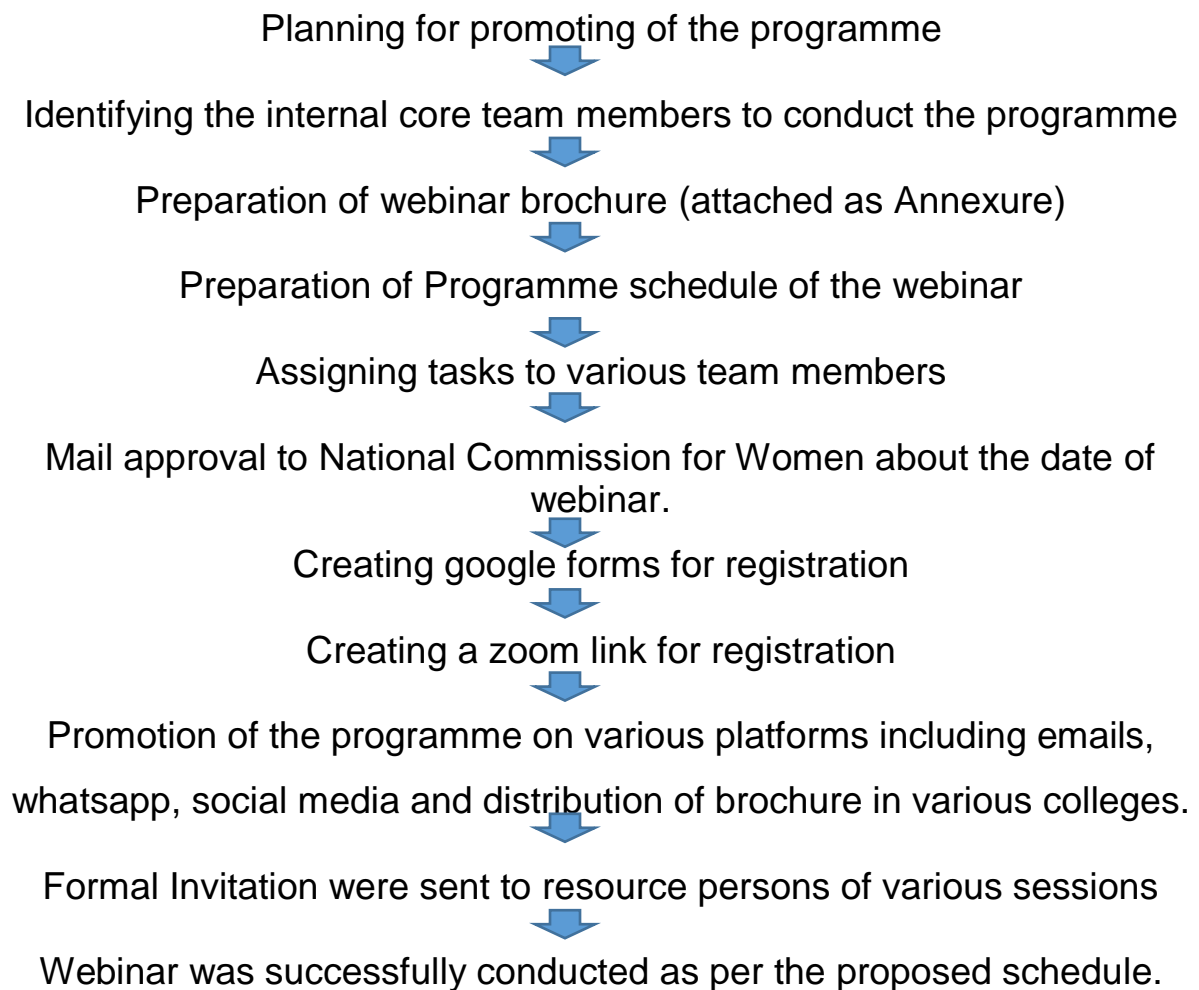
OBJECTIVE OF THE WEBINAR

This webinar is a skill development webinar. The course will provide to learn on the skills beyond curriculum that is demanded in the job market. This webinar will equip the participants to work efficiently and deliver at their work place and will give all the new skills defined necessary by the World Economic Forum to address the skill gap as the 4.0 Industry is adopted. At the end of the webinar, participants will gain employability skills that is need of an hour to enter, grow and sustain in the job.



METHODOLOGY ADOPTED BY THE INSTITUTE TO CONDUCT THE WEBINAR

After receiving the approval letter and sanction order from National Commission for Women (NCW), a systematic approach was carried out by the department to conduct the webinar.





BROCHURE

**RASHTREEYA SIKSHANA SAMITHI TRUST
RV INSTITUTE OF MANAGEMENT,
BANGALORE**

**IS ORGANIZING
ONE DAY WEBINAR ON**

**“CAPACITY BUILDING AND
PERSONALITY DEVELOPMENT
PROGRAM”**

**Sponsored by
National Commission for
Women, Government of India**



**26TH APRIL,
2022
TIME: 10:00 AM
TO 4:30 PM
MODE: ZOOM
PLATFORM**

Free Webinar with e-certificate



PROGRAM SCHEDULE

Session 1

10:00– 11:30 AM : Personal Capacity Building

**Dr. Purushottam Bung,
Professor & Director,
RV Institute of Management, Bangalore**



Session 2

11:45– 01:15 PM : Professional –Career Skills

**Dr. Rizwana M
Associate Professor,
Department of Management Studies,
Ramaiaha Institute of Technology, Bangalore**



Session 3

03:00– 04:30 PM : Digital Literacy & Effective use of Social Media

**Dr. Padmalini Singh
Associate Professor,
RV Institute of Management, Bangalore**



**Coordinator: Dr. Padmalini Singh, Associate Professor,
RV Institute of Management
Mobile No: +91 9019452125**

REGISTER NOW

https://us06web.zoom.us/webinar/register/WN_q6QIJpnWQbWYywDO_g12-A

After registering, you will receive a confirmation email containing information about joining the webinar.




SCHEDULE OF THE WEBINAR

Programme Scedule

Session	Time	Speaker	Topic	Rapporteurs
1	10:00 am – 11:30 am	Dr. Purushottam Bung	Personal Capacity Building	Dr. Rizwana M Associate Professor, RIT
2	11:45 pm - 01:15 pm	Dr. Rizwana M	Professional - Career Skills	Dr. Padmalini Singh, Associate Professor, RVIM
3	03:00 pm- 04:30 pm	Dr. Padmalini Singh	Digital Literacy & Effective use of Social Media	Pooja Takalkar, Teaching Assistant, RVIM





SAMPLE REGISTRATION FORM



RV Institute of Management
Affiliated to Bangalore Central University Recognized by AICTE,
New Delhi, Accredited by RMAC, Bangalore

“Capacity Building and Personality Development Program”

 singhpadmallnl@gmail.com (not shared) [Switch account](#) 

*** Required**

Name *

Your answer _____

Gender *

Female

Male

e-mail Id (please write the correct email ID to send the reading material) *

Your answer _____

Mobile number *

Your answer _____

Programme enrolled into *

Under Graduate Programme

Post Graduate Programme

Institution's Name with City (Eg., RV Institute of Management, Bangalore) *

Your answer _____

[Submit](#) [Clear form](#)



INVITATION TO JOIN THE PROGRAMME



Padmalini Singh <padmalinisinh.rvim@rvi.edu.in>

One Day Webinar on "Capacity Building and Personality Development"

7 messages

Padmalini Singh <padmalinisinh.rvim@rvi.edu.in>

26 October 2021 at 12:41

Bcc: principal.ssmrv@rvi.edu.in, Principal CDJCOLLEGE <agrinalonal@gmail.com>, principal@drambedkarcollege.com, principal@ihmbpl.com, principal@jnnc.ac.in, principal@msrit.edu, principal@uecu.ac.in, principal@vce.ac.in, principal@vvcollge.org, "Dr.Bindu Nambiat" <deanmgrtrcsc@gmail.com>, principal@gietbbsr.edu.in, principal@oec.ac.in, dean@msrim.org

Dear Sir/Madam,

Greetings from RV Institute of Management!

We are happy to inform you that RV Institute of Management in Collaboration with National Commission for Women is organizing **One Day Webinar on "Capacity Building and Personality Development Program" only for female UG/PG students**. The aim of the programme is to deliberate on Personal Development, Personality Development and Digital Literacy topics for female students that holds lot of relevance in the 21st century.

E-certificate will be issued by Government of India after taking up the Quiz on mygov.in (details will be provided later).

There registration and e-certificate issued by Government of India is free of cost.

In this regard, we request you to disseminate this information among your student and encourage them to participate in higher strength.

Students need to register for this webinar using the link below:

<https://docs.google.com/forms/d/e/1FAIpQLSfxxFVmVaP0vCrqJhWYyeAFT8XjGyeeW3LQjOqVjlrNr3Bbcw/viewform>

Please find the brochure attached for your reference.

We look forward to your support.

Thanks & Regards,

--

RVIM FDP Batch-2
Dr, Dr, Uma, Vignesh, +91 70903 95550, +91 77600 93464, +91 78290 99019, +91 79753 22580, +91 81055 49070, +91 81057 17146, +91 85...

Dr. Bung Director RVIM

MyGov: A Platform for Citizen Engagement towards Good Governance in India
MyGov is an innovative platform to build a partnership between Citizens and Government with the help of technology for growth and development of India.
mygov.in

Dear Sir/Madame, Greetings from RVIM!

We are happy to inform you that **RVIM in Collaboration with the National Commission for Women is organizing One Day Webinar on "Capacity Building and Personality Development Program" only for female UG/PG students.**

The aim of the programme is to help the participants in *personal capacity building, honing professional skills and developing Digital Literacy and social media skills * for female students which have become necessary to succeed in their career.

The programme is scheduled on **26th April, 2022 from 10:00 AM to 4:30 PM via Zoom Platform**. Reading material will be provided to the participants and E-certificate will be issued by the Government of India after taking up the Quiz on mygov.in (details will be prov... [Read more](#))

Dr. Bung Director RVIM

**RASHTRIYA SHIKSHANA SAMITHI TRUST
RV INSTITUTE OF MANAGEMENT,
BANGALORE**

**IS ORGANIZING
ONE DAY WEBINAR ON**

Type a message



Uma Banasthali



PDF NCW..pdf



2 pages · PDF · 530 kB

1:09 pm ✓

docs.google.com

<https://docs.google.com/forms/d/e/1FAIpQLSfxxFVmVaP0vCrqUhWyeAFT8XjGyeeW3LQjOqIvj...>
docs.google.com

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The registration ... [Read more](#)

1:09 pm ✓



ZOOM MEET JOINING LINK



Padmalini Singh <padmalinisinh.rvim@rvei.edu.in>

ONE DAY WEBINAR ON - CAPACITY BUILDING AND PERSONALITY DEVELOPMENT PROGRAM

1 message

Zoom <no-reply@zoom.us>
Reply-To: director.rvim@rvei.edu.in
To: padmalinisinh.rvim@rvei.edu.in

26 April 2022 at 08:24

Hi Padmalini Singh,

This is a reminder that "ONE DAY WEBINAR ON - CAPACITY BUILDING AND PERSONALITY DEVELOPMENT PROGRAM" will begin in 1 hour on:
Date Time: Apr 26, 2022 09:30 AM Mumbai, Kolkata, New Delhi

Join from a PC, Mac, iPad, iPhone or Android device:

[Click Here to Join](#)

Note: This link should not be shared with others; it is unique to you.

Passcode: rvim

[Add to Calendar](#) [Add to Google Calendar](#) [Add to Yahoo Calendar](#)

Or join by phone:

US: +1 253 215 8782 or +1 301 715 8592 or +1 312 626 6799 or +1 346 248 7799 or +1 408 638 0968 or +1 646 876 9923 or +1 669 900 6833

Webinar ID: 884 7830 3571

Passcode: 456101

International numbers available: <https://us06web.zoom.us/j/kmRe1DNJB>

You can [cancel](#) your registration at any time.



PROCEEDINGS OF THE SEMINAR

Webinar on “Capacity Building and Personality Development Programme” has been conducted by RV Institute of Management, Bangalore in association with the National Commission for Women (NCW), New Delhi On 26.04.2022 from 10.00 AM to 4.30 PM through Zoom Platform. The Webinar was hosted by Dr. Padmalini Singh, Associate Professor, RV Institute of Management, Bangalore.

The programme started with a song of Ricky Kej (Grammy Award Winner) “We are one”.

Dr. Padmalini Singh welcomed the participants and students from various Institutions across India and Abroad. It followed by a brief Rationale of the Webinar and the working of NCW and its role in women empowerment.

A snapshot of Introduction to the introduction to the programme and welcoming the participants by Dr. Padmalini Singh



RV Institute of Management



RATIONALE OF THE PROGRAMME

“CAPACITY BUILDING AND PERSONALITY DEVELOPMENT PROGRAM”

RV Institute of Management



Go, change the world



ABOUT NATIONAL COMMISSION FOR WOMEN



SESSION 1

Personal Capacity Building



Dr. Purushottam Bung
Professor & Director,
RV Institute of Management, Bangalore

Topic: Personal Capacity Building

The first session of Capacity Building and Personality Development Program was taken by Dr. Purushottam Bung, Professor & Director, RV Institute of Management, Bangalore on the topic 'Personal Capacity Building'.

PROFILE OF THE RESOURCE PERSON: Dr. Purushottam Bung

B.E. (E&C), **PDMS** (Melbourne Business School, Australia), **MBA** (Monash University, Australia), **Ph.D** in Management (Karnataka University)

Professor and Director

R V Institute of Management

Bengaluru: 560 041, Karnataka

Interest Area: Strategy, Entrepreneurship, Innovation and Yoga



- Dr. Purushottam Bung is an engineer with a rich experience of around 28 plus years in Academia and industry (domestic and international). He completed PGDM from Melbourne Business School, Australia, one of the top 10 B-schools in the world and MBA from Monash University, one of the top universities in the world. He has a rich part time entrepreneurial experience of around 10 plus years in the food processing industry.
- He is on the expert/advisory/editorial panel of many Institutions, Universities, NGOs and journals. He has presented and published 28 plus research articles in national and international refereed journals.
- Dr. Bung was conferred “**Best Academic Leader of the year**” by BMA(Bangalore Management Association during 65th Anniversary Award -2022. He was conferred with ‘**Education leader of the year -2020 (pan India)**’ as part of National Education Excellence awards in 2020; “**Enterprising Academic Leader of the year (South India)**” as part of National Education Excellence Awards in 2018. He was conferred with “**Distinguished Educator**” award in 2013. In 2015 he was awarded as ‘**Best Director of a B-school in Karnataka**’ as part of education excellence awards – 2015. He is member of many Associations and Institutional bodies. He was elected the Fellow of **World Academy of Productivity Sciences** at Beijing, China recently. He is also a research fellow of **Institute of Productivity, UK**.
- Dr. Bung is offering management consultancy services to local Businesses, Institutions and entrepreneurs as well. He has undertaken several funded research projects in various domains. He has completed a HarvardX course in collaboration with Pearson Global and Ureka Education group, UK on ‘**Future of Learning**’ and many MOOCs in the area of Design Thinking, Leadership, Negotiation and so on as part of continuous learning endeavor.
- Dr. Bung has been training professionals on Building Entrepreneurial Skills; Design Thinking; Leadership skills; and YOGA – the ultimate stress reliever and the most promising tool to achieve work-life balance. He has completed the **Foundation**



Course in YOGA from BBAU, a Central University, Lucknow and is a qualified **YOGA Instructor** certified by YOGA Certification Board, Ministry of AYUSH, GOI.

- Dr. Bung worked as the professor and Director at KLS IMER, Belgaum, Karnataka from July-2011 till January-2018 – One of leading Management Institutions of North Karnataka. During his tenure, the Institution bagged the NAAC accreditation with grade A (CGPA of 3.24); started Sandbox Incubation Centre in collaboration with Deshpande Foundation; Got the 2(f) and 12(B) recognition from the UGC; started preparations to become Autonomous Institution (It became one in 2020); and grew across all fronts.
- Currently he is working as Professor and Director at R V Institute of Management, a prestigious stand-alone Autonomous Institution of excellence at Bangalore which is part of prestigious RV group of Institutions. He is responsible for the growth of Institution across, all fronts, i.e. Academics, Research, Consultancy, Extension and Outreach, Admissions, Placements, Alumni Relations, Industry Linkages, Collaborations (Domestic & International), Accreditations & Rankings, Usage of ICT in everything that we do, etc.
- During recent NAAC Reaccreditation, RVIM was graded with **A+ grade** (3.38 out of 4.0) and accredited by QS I-Gauge E-LEAD for E-Readiness. All these efforts have resulted in various recognitions and awards like; 'Best B-School of the Year 2020 – South India' and Improved rankings by various agencies like; Top 25 on pan India level on ROI; Top 10 in Bangalore Metro by Business India, The Week, Outlook, etc.

PREVIEW OF SESSION 1

The first session was coordinated by Dr. Padmalini Singh and Dr. Rizwana M. After the formal welcome and introduction of the resource person, Dr. Purushottam Bung begin the session with discussing the agenda of the session. The session was divided into several topics such as listening skills, brainstorming, time management, stress management, internal communication and group discussion.



He discussed about active and empathetic listening. He said the steps of effective listening should be followed as:

- Receiving
- Understanding
- Evaluating
- Responding
- Remembering

Also he deliberated on techniques one can follow to become an effective listener that is:

- Pay attention
- Show that you are listening through responding
- Provide feedback
- Defer judgement
- Respond appropriately

After the broad discussion, he focused on factors that influence listening while listener are interested. He said for building connections, trust, identifying solutions, develop knowledge and to avoid critical information, active listening is important. He showed a video to reinforce the points he discussed.

The screenshot shows a video player interface. At the top, there are controls for Mute, Stop Video, Participants, Chat, Q&A, New Share, Pause Share, Remote Control, and More. A green bar indicates 'You are screen sharing' and a red bar says 'Stop Share'. The main content is a presentation slide titled 'Active and empathetic Listening'. The slide is divided into two columns. The left column is titled 'Why is it important?' and lists: Building connections, Building Trust, Identifying and Solving Problems, Increasing knowledge and Understanding of the topic, and Avoid missing critical information. The right column is titled 'Factors that influence Listening' and lists: Personality style, Emotional Intelligence, Stress and Anxiety, Attitude, and Quality and Mode of communication. Below the text is a video thumbnail titled 'Empathetic Listening Skills.mp4' showing two men working at a computer. The video player has a progress bar at the bottom showing 01:02:01.



The second part that was discussed was Barnstorming. He briefed how barnstorming is conducted in any organization or institution among group of people and what is the purpose of brainstorming process. The video shown to the participants supplemented the process of brainstorming. Why it is important to know for career development was also discussed in the session.

Time management is important part of individual life that determine their success. Dr. Bung highlighted its importance and technique for effective time management. He also explained the matrix that can help individual to plan and prioritize time for devoting for different tasks.

The next topic 'stress management' was started by describing its importance in today's world. He discussed about the recent incident where Hollywood actor William Smith slapped in award function due to extreme stress. He discussed several ways to reduce stress and keep oneself calm.

The next part of session was on 'communication' where different types of communication was discussed. Further, factors that influence in choosing a particular medium was also discussed.

The screenshot shows a Zoom meeting interface. At the top, there is a toolbar with icons for Mute, Stop Video, Participants (164), Chat (18), Q&A, New Share, Pause Share, Remote Control, and More. Below the toolbar, a green bar indicates 'You are screen sharing' with a 'Stop Share' button. The main content area displays a slide with the following text:

Factors that influence in choosing a particular medium

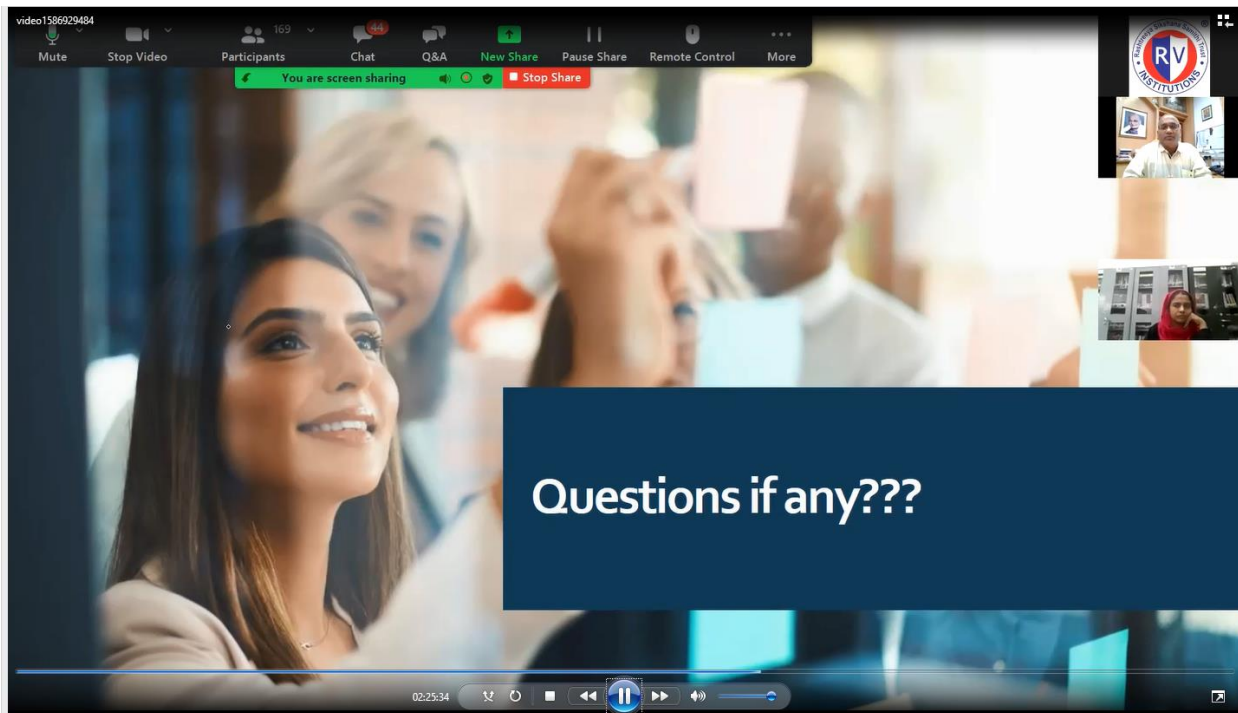
- URGENCY
- FORMALITY
- PURPOSE
- RELATIONSHIP
- ACCESSIBILITY
- INFORMATION TYPE

To the right of the text is a grid of six images illustrating various communication scenarios: a woman looking at documents, a man in a white shirt, a woman in a red headscarf, a man in a white shirt, a woman in a white shirt, and a group of people in an office setting.



The last part dealt was on 'Internal Communication' and 'Group Discussion'. Many Dos and Dont's were discussed to avoid mistaked during GD.

The session ended with Q&A round, where many participants asked questions related to internal communication, building trust with effective communication, grapevine etc. that was answered by Dr. Purushottam Bung.





SESSION 1

Professional Career Skills



Dr. Rizwana M

Associate Professor,

Ramaiah Institute of Technology, Bangalore

Topic: Professional -Career Skills

BRIEF PROFILE OF THE RESOURCE PERSON: Dr. Rizwana M

Dr. Rizwana.M

Associate professor,

Department of Management studies,

M.S Ramaiah Institute of Technology, Bangalore-560054

- Dr.Rizwana.M, a graduate in Applied Science (Information Technology) and a Post graduate in MBA (Marketing and HR) is currently working as Associate professor and Department of Management Studies and Research Centre, M. S. Ramaiah Institute of Technology, Bangalore. Dr.Rizwana obtained her Doctoral degree from Bharathiar University, Coimbatore. Dr.Rizwana holds around 15 years of Teaching and Research Experience.



- Dr. Rizwana teaches courses in the Marketing specializations like Marketing Management, Supply Chain Management, Services Marketing, Consumer Behaviour and Rural Marketing.
- Dr. Rizwana has published papers in the areas of Marketing, Entrepreneurship and Startup Development, Industry Institute Interaction, Scaling up Start-ups and Several Case studies in Esteemed Journals
- Dr. Rizwana's Research and Consultancy interest includes Entrepreneurship Development, Business Plan Preparation for Startups and SMEs, Women Entrepreneurship, Digital Marketing, Identifying and Managing Skill gap, Managing Customer Emotions, E-Office Management and Healthcare and Hospitality Marketing.
- Dr. Rizwana has completed a project titled "Determinants of Survival of Start-ups in Karnataka region" which has been sanctioned and funded by ICSSR, New Delhi. Currently, she is working on a DST-NSTMIS sponsored Research Project titled "Impact of Industry Institute Collaborations on Entrepreneurship Development and Innovations: A study with reference to Technical Institutions in Karnataka region.
- Dr. Rizwana serves on the editorial board and also a reviewer for several academic research journals. She has delivered special talks on the topics like Research Methodology and Building Start-up Culture at various Institutions in Tamilnadu and Karnataka.
- Dr. Rizwana has been involved in designing the Course Curriculum for various Marketing and General Management Subjects. She has coordinated for number of Management Development Programmes, Conferences and Faculty Development Programmes in the area of Soft Skills, Leadership, Entrepreneurship Development and Industrial Relations.
- To add to her credit Dr.Rizwana is a Life Member of Indian Academic Association (IARA)



UPSHOTS FROM SESSION 2

Dr. Padmalini Singh welcomed the participants and introduced the resource person Dr. Rizwana M, Associate Professor, RIT, Bangalore.

video1586929484

**CAPACITY BUILDING & PERSONALITY
DEVELOPMENT PROGRAMME (PDP)
PROFESSIONAL – CAREER SKILLS**

Dr.Rizwana.M
Associate Professor
M.S.Ramaiah Institute of Technology,
MSR.Nagar
MSRIT Post,Bangalore-560054

The session started with differentiating jobs with career and how to turn a job into a career. Then the discussion went on to explaining the steps for identifying career opportunities that are self-assessment, identification of employment avenues, matching career opportunity with individual profile, gathering information and fixing a career goal. The next part of the session was focused on enhancing resume skills by first explaining the purpose of resume and key difference between resume and CV. Dr. Rizwana further went on to explaining the essential steps to be followed in order to design a good resume that can attract recruiters.



video1586929484

Essentials steps to a good resume

```
graph TD; A[Objective/Personal Statement] --> B[Personal details]; B --> C[Educational qualification]; C --> D[Professional Experience]; D --> E[Technical Experience]
```

03:18:01

The next part of the session was deliberated on the interview skills and presentation skills. She discussed different types of interview skills required to be possessed by the candidate today that are highly demanded by the corporate today.

video1586929484

Interview Skills

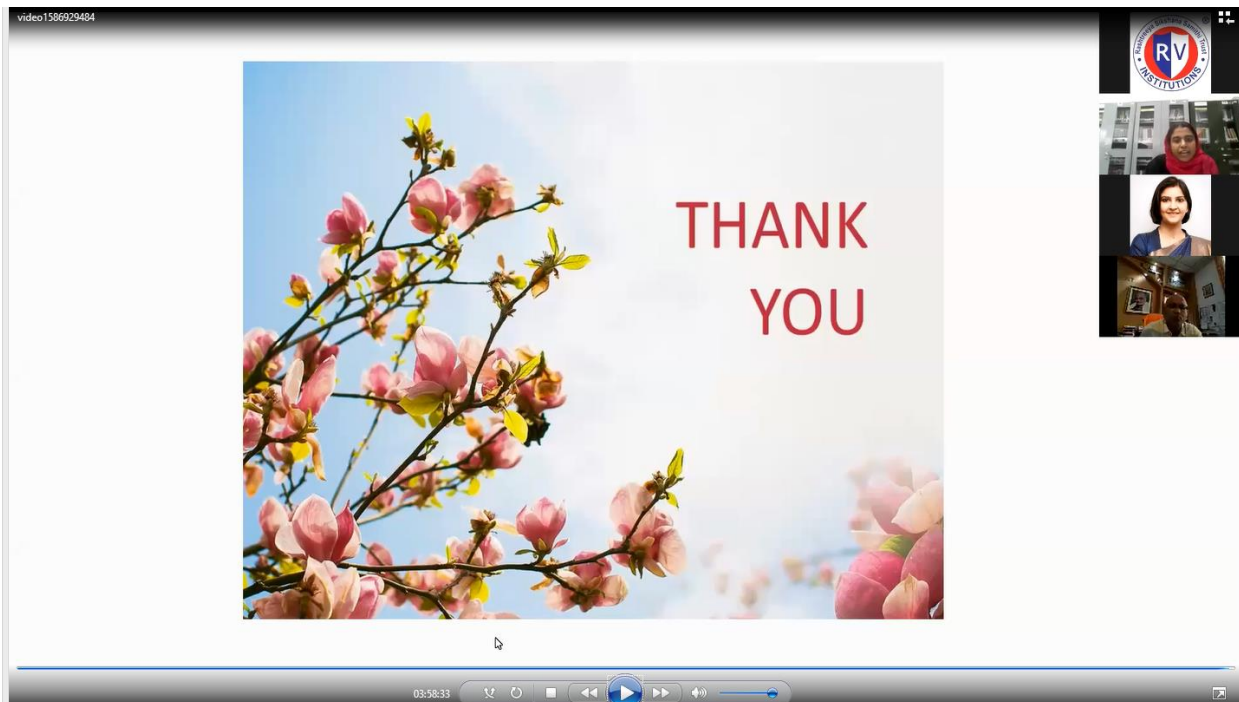
```
graph TD; IS[Interview Skills] --- A[Ability to work in team]; IS --- B[Career Goal]; IS --- C[Flexibility & Adaptability]; IS --- D[Basic Knowledge]; IS --- E[Skills]; IS --- F[Personality traits]; IS --- G[Aptitude]; H[Salary Expectations & Willingness for shifts]
```

03:33:00



She also explained different types of Job interviews that participants may face in order to get good packages from the dream companies. Then she further discussed about how participants can prepare themselves for interview by practicing suggested points by her. She also explained briefly about how a candidate should appear for an interview. There are strict dress code and body language that one should exhibit was discussed by Dr. Rizwana.

The session ended with Q&A where many participants asked questions related to interview skills and resume writing. Dr. Rizwana answered all the queries of participants and completed her talk by thanking the participants, organizers and NCW for giving her the opportunity to share her expertise with the audience.





SESSION 3



Dr. Padmalini Singh

Associate Professor,

RV Institute of Management, Bangalore

Topic: Digital Literacy & Effective use of Social Media

PROFILE OF THE RESOURCE PERSON: Dr. Padmalini Singh

Dr. Padmalini Singh

BSc (Microbiology), MSc (Applied Microbiology & Biotechnology), MBA (Marketing),

PhD (Management)

Associate Professor,

RV Institute of Management, Bangalore

- She has a global outlook in teaching fostered by working in Indian School of Business, Hyderabad with global ranking Professors from The Wharton School, London Business School, PennState and Michigan University.
- She organized funded workshops, seminars and National Conferences funded by SEBI-Multi Commodity Exchange-IPF, Indian Council for World Affairs and Indian




Council for Social Science Research (ICSSR), Indian Council of Philosophical Research (ICPR) are to her credit.


- She has published research papers in area of social science and marketing in esteemed journal listed in scopus and ABDC and also have books to her credit.
- She have 2 patents in her name in the emerging area of digital marketing.
- She have funded projects from DST, ICSSR, UBA in the field of social reengineering.
- She has been Recognized by Mahatma Gandhi National Council of Rural Education, Hyderabad for Beat Covid Campaign
- Invited as a Panelist and Session Chair from various National & International Conferences.
- She is on Review Board of various reputed Journals.


The session was coordinated by Dr. Rizwana M, Associate Professor, Ramaiah Institute of Technology, Bangalore. Dr. Rizwana welcomed the participants and introduced the resource person for the third and last session.

video 137407/1293

 **RV Institute of Management**
Autonomous Institution, Affiliated to Bengaluru City University | Approved by AICTE, NAAC 'A+' Accredited

Go, change the world





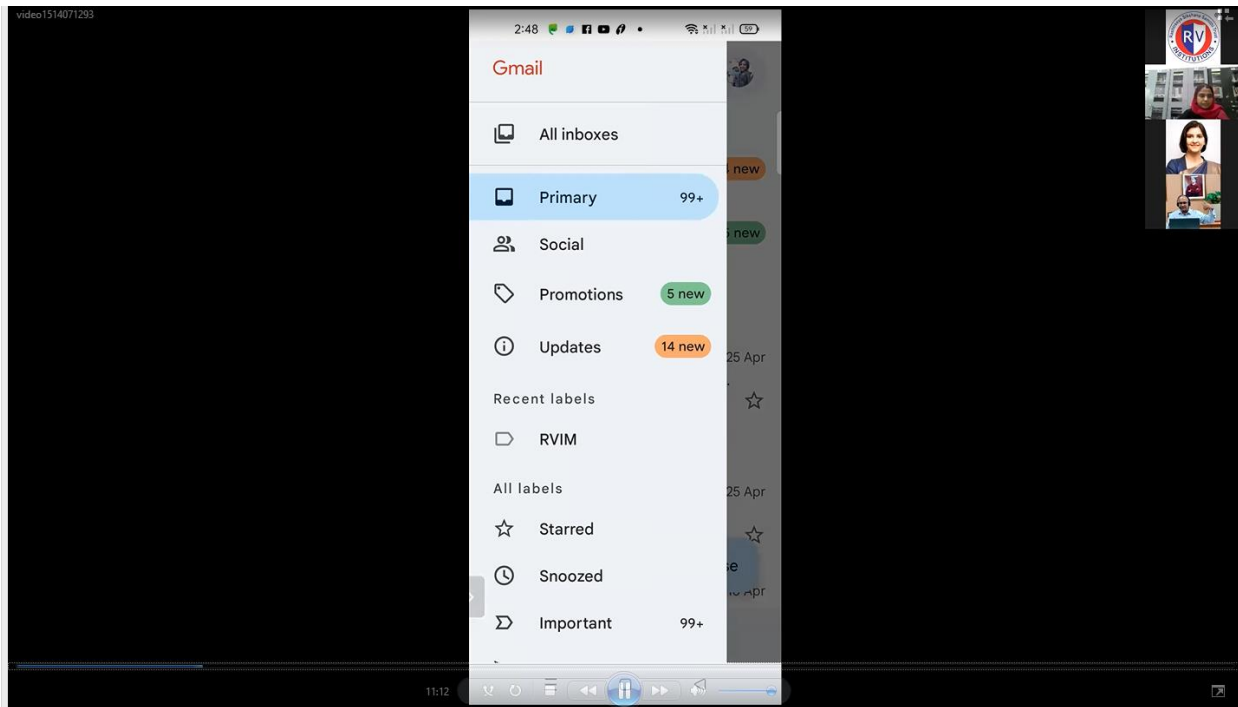
Digital Literacy & Effective Use of Social Media

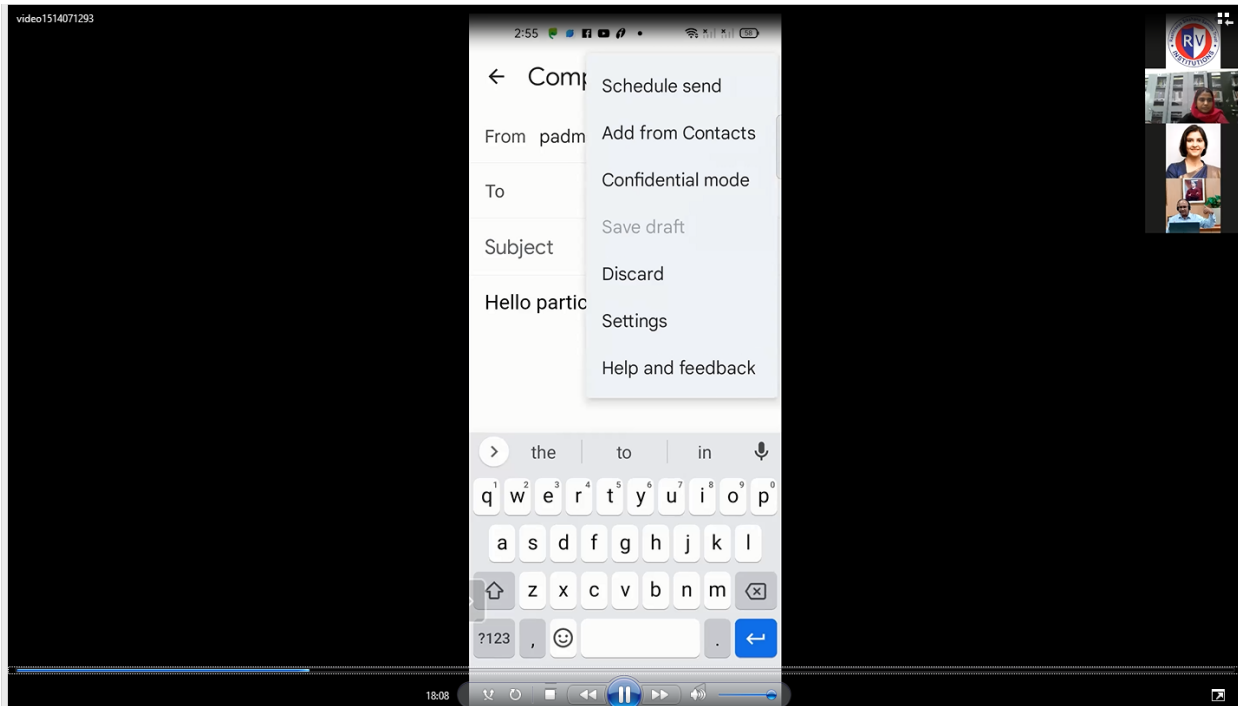
Dr. Padmalini Singh,
RV Institute of Management, Bangalore, India

05:05

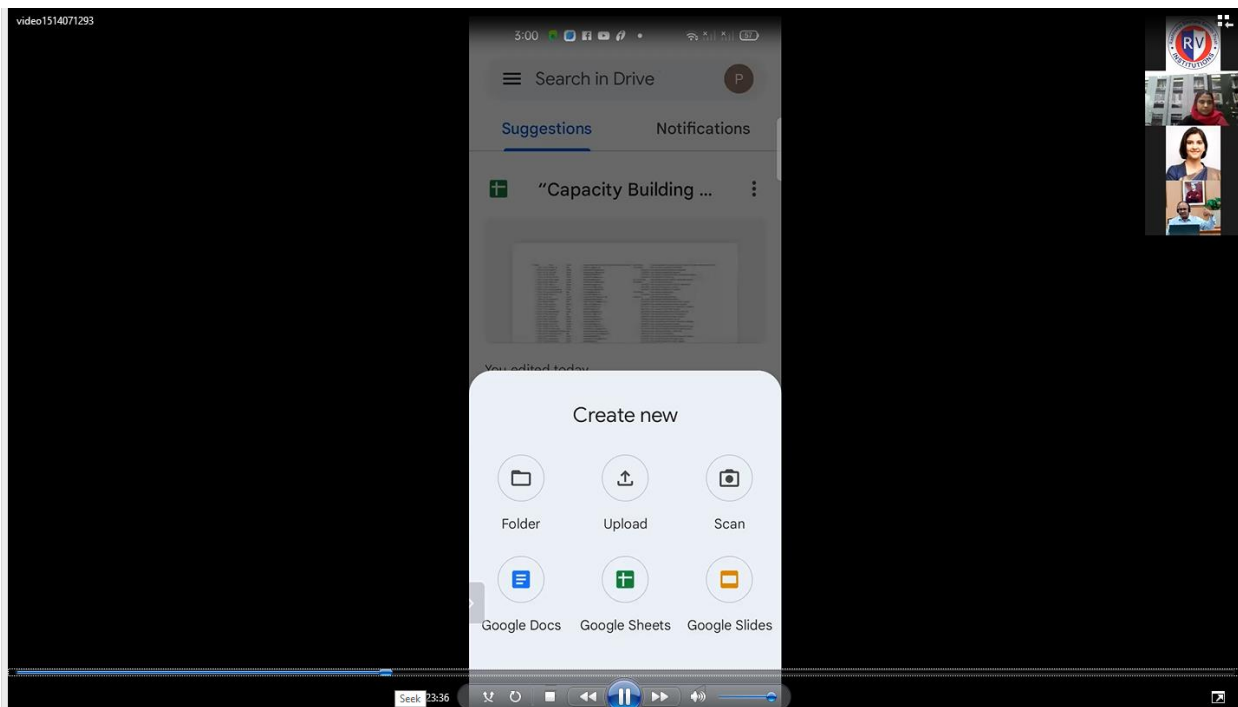


Dr. Padmalini Singh began the session by stressing the importance of digital literacy among participants especially effective use of social media. Dr. Singh highlighted the benefits of email to the participants and demonstrated various features of email that is not known by many individuals.



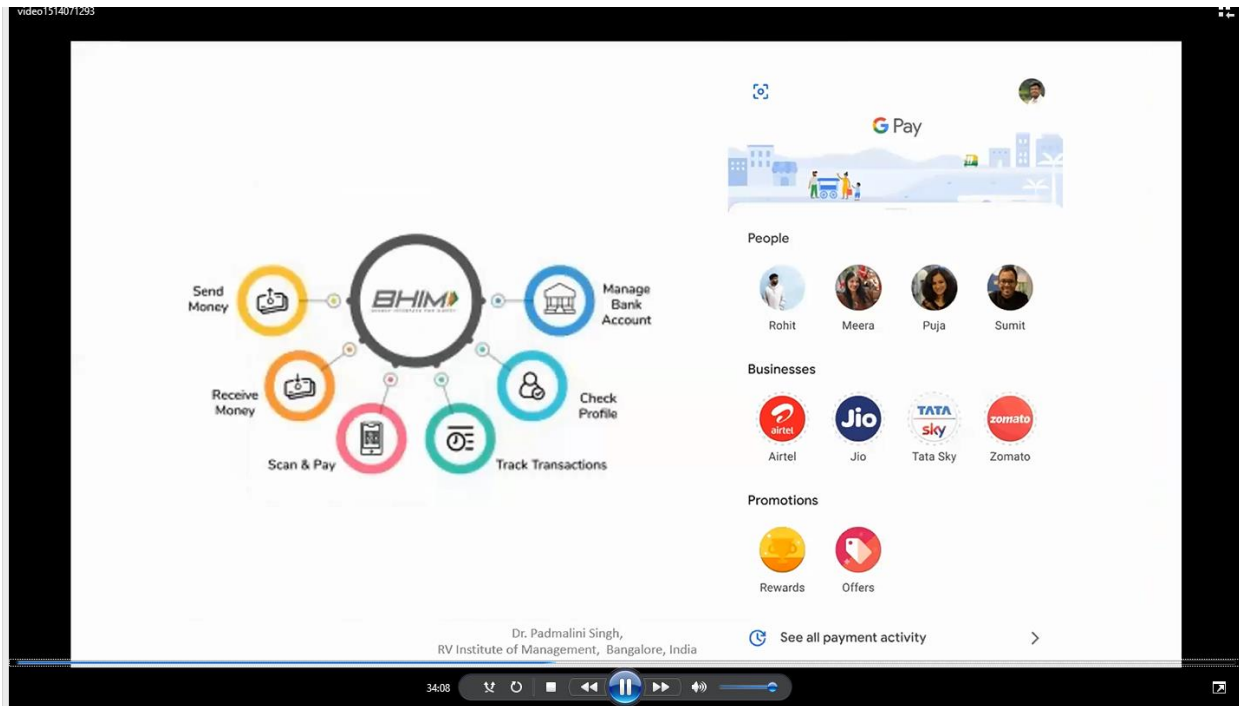


Continuing the demonstration, she explained various options available on google drive to upload the documents.

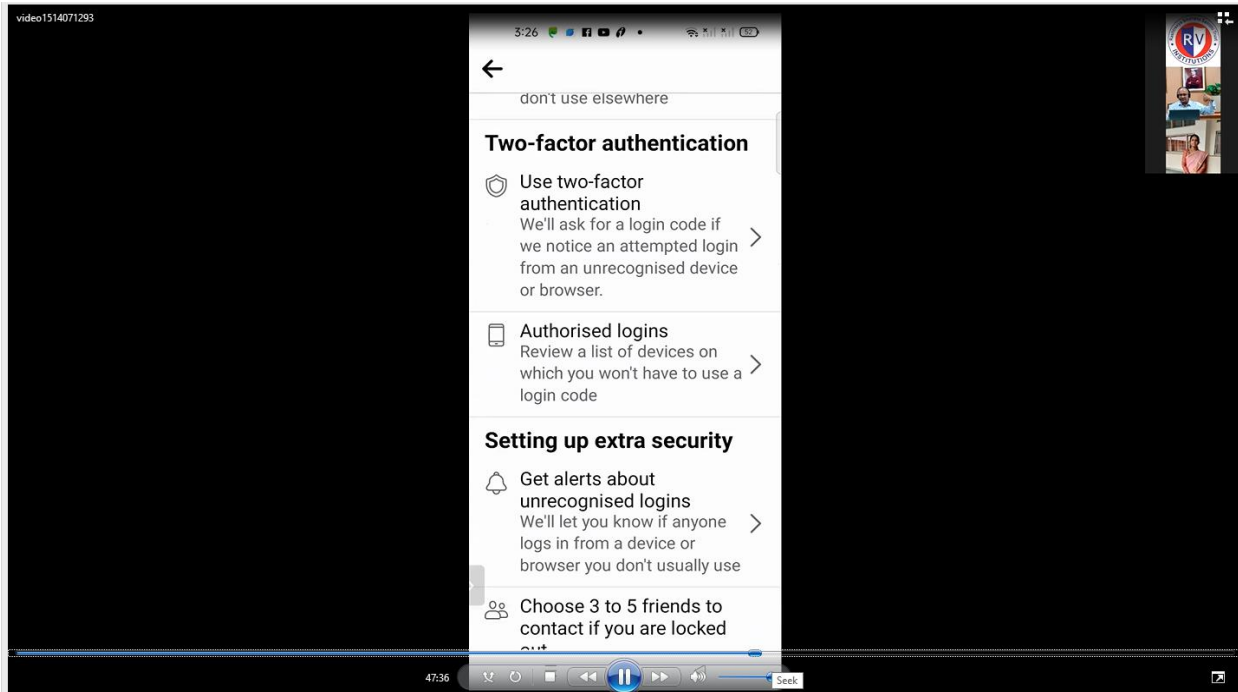




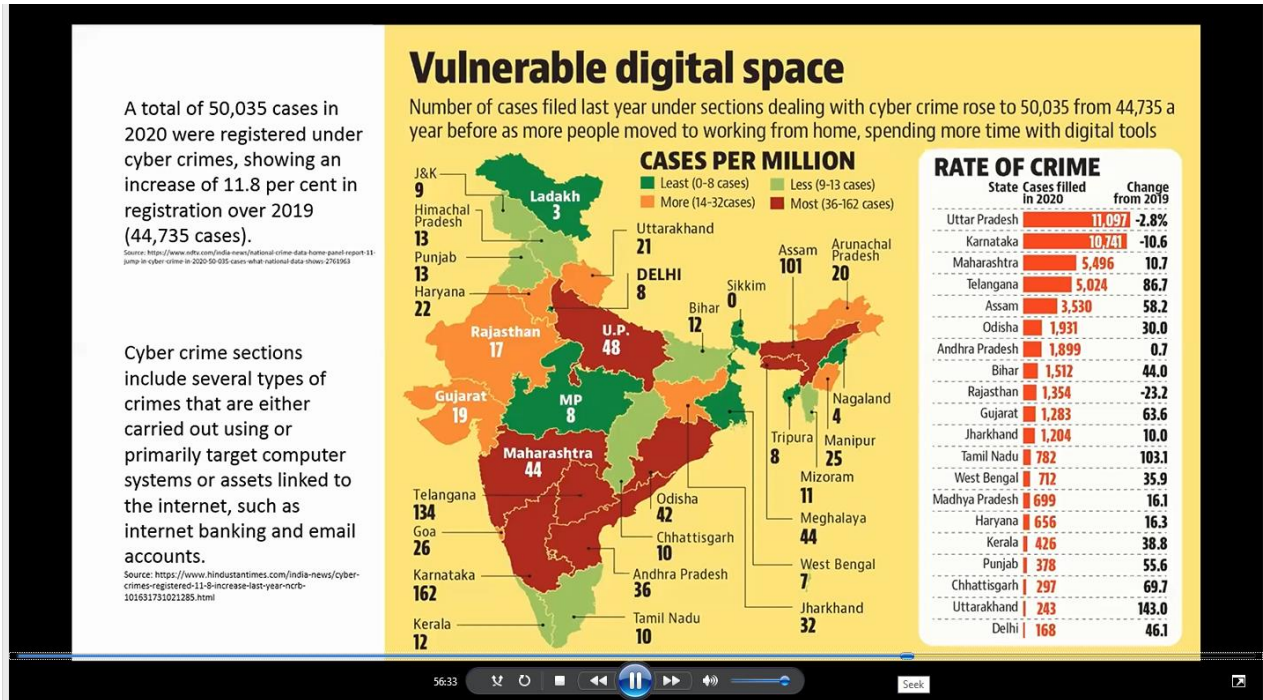
Moving further, Dr. Singh explained e-wallets available to everyone for easy payments. She explained concerns using the e-wallets on how to secure the use while operating with it.



The next part of her session was focused on effective use of social media. She demonstrated the safety features available on facebook and Instagram to secure the account from being hacked. She continued further by demonstrating the the features available to retrieve the account and report the account if it is being hacked.



The last part of her session was deliberated on the cybercrime. She explained types of cybercrime and various laws in Indian Penal Code to protect the victim against cybercrime. She described cyber stalking and Laws associated with it to protect the vulnerable group being exploited.



Lastly, she explained darknet to the participants and punishment under IPC if found guilty.

Sections under IT Act (2000) that safeguards internet users from cybercrimes.

- Section 65: Tampering with computer source documents.
- Section 66: Using password of the other person.
- Section 66D: Cheating using computer source.
- Section 66E: Publishing private images of others.
- Section 66F: Acts of cyber terrorism.
- Section 67: Publishing child porn or predating children online.
- Section 69: Govt's power to block websites.
- Section 43A: Data protection at corporate level.

Dr. Padmalini Singh,
RV Institute of Management, Bangalore, India



SAMPLE FEEDBACK FORM

Feedback form: NCW Sponsored Webinar on "CAPACITY BUILDING AND PERSONALITY DEVELOPMENT PROGRAM" on 26th April, 2022

singhpadmallni@gmail.com (not shared) [Switch account](#)

* Required

Name of the Participant **

Your answer _____

Name of the Institution /Organization **

Your answer _____

Designation *

Your answer _____

email address *

Your answer _____

Please provide your valuable feedback about the webinar *

	Excellent	Good	Fair	Poor	Very poor
Relevance of contents covered under each session	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Adequacy of coverage of contents under each session	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowledge and expertise of the resource person	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Time duration allotted for each session	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



ANALYSIS OF FEEDBACK

To assess the experience of the webinar among participants, a feedback form was created using google forms and the link was shared among the participants towards the end of the programme. Only 170 participants gave the feedback online whereas many participants sent their feedback through mail and used Chat option during webinar. The analysis of the feedback provided by the participants was carried out by Dr. Padmalini Singh.

Particulars	Number of respondents	Percentage
Excellent	147	86
Good	23	14
Fair	0	0
Poor	0	0
Very poor	0	0
Total	170	100%

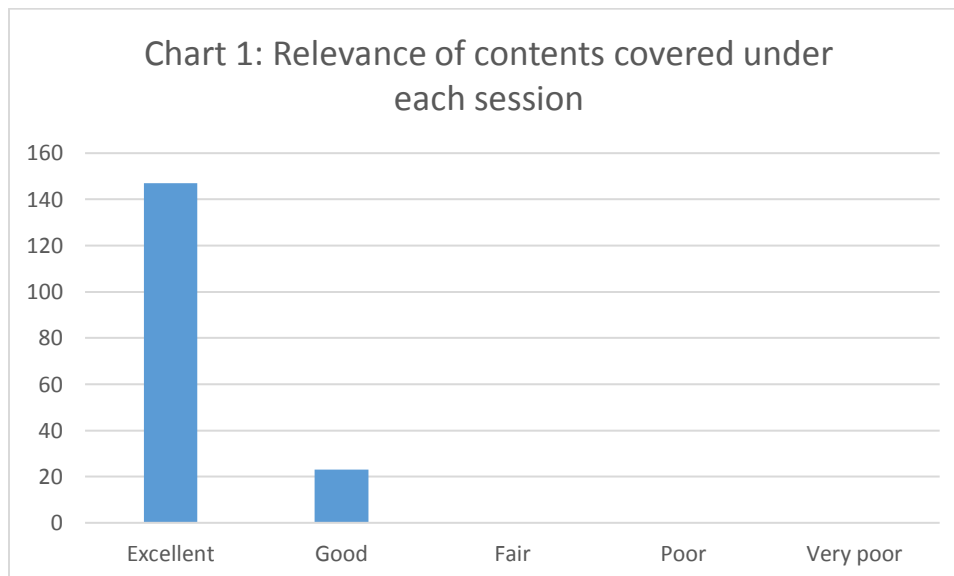




Table 2: Adequacy of coverage of contents under each session

Particulars	Number of respondents	Percentage
Excellent	103	61
Good	65	38
Fair	2	1
Poor	0	0
Very poor	0	0
Total	170	100%

Chart 2: Adequacy of coverage of contents under each session

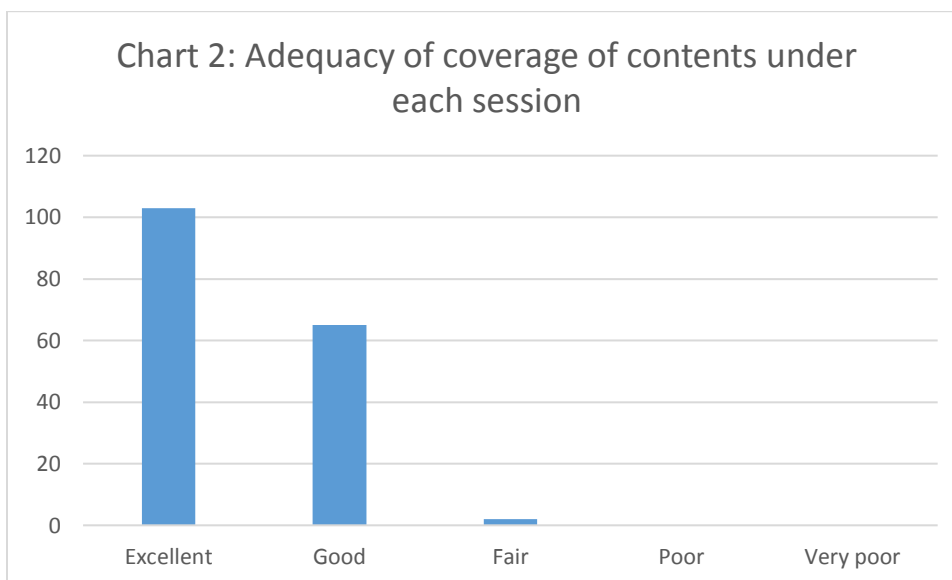


Table 3: Knowledge and expertise of the resource person

Particulars	Number of respondents	Percentage
Excellent	135	80
Good	32	19
Fair	1	1
Poor	0	0
Very poor	0	0
Total	168	100%



Chart 3: Knowledge and expertise of the resource person

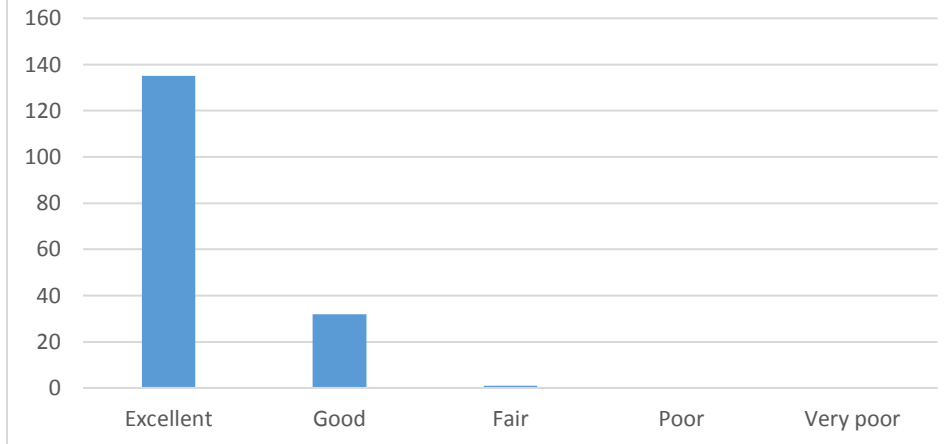
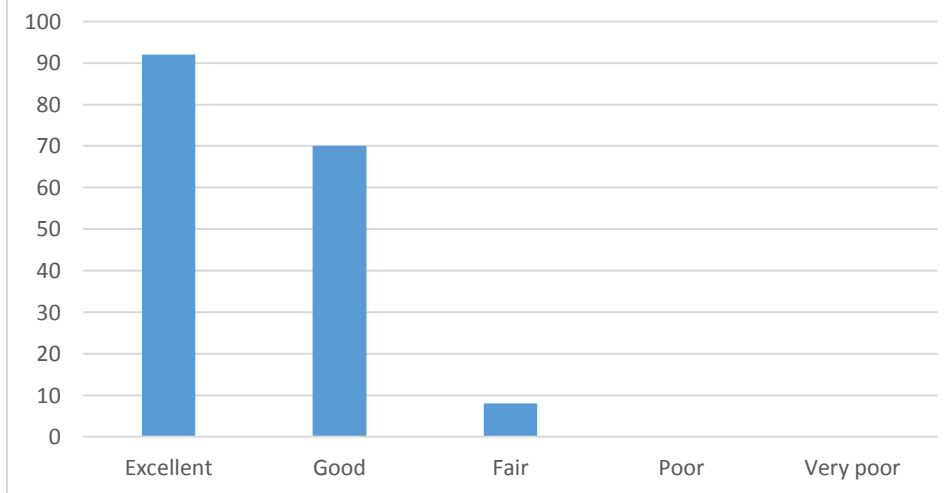


Table 4: Time duration allotted for each session

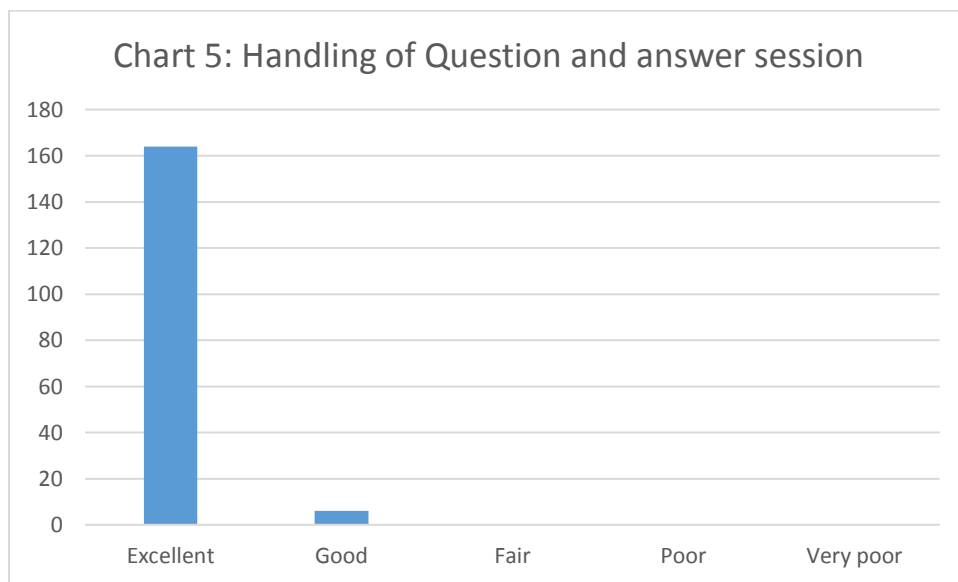
Particulars	Number of respondents	Percentage
Excellent	92	54
Good	70	41
Fair	8	5
Poor	0	0
Very poor	0	0
Total	170	100%

Chart 4: Time duration allotted for each session

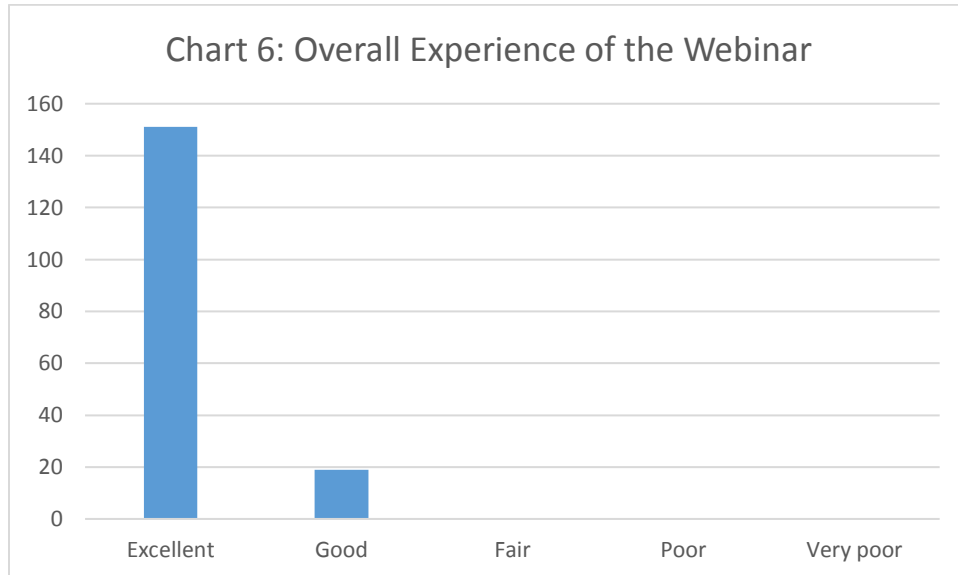




Particulars	Number of respondents	Percentage
Excellent	164	96
Good	6	4
Fair	0	0
Poor	0	0
Very poor	0	0
Total	170	100%



Particulars	Number of respondents	Percentage
Excellent	151	89
Good	19	11
Fair	0	0
Poor	0	0
Very poor	0	0
Total	170	100%



FEEDBACK SUMMARY

A total of 170 participants filled the feedback link of the webinar. The outcome of the feedback analysis is that the participants are extremely satisfied with coverage and relevance of contents of the Webinar.

The participants also expressed that the knowledge and expertise exhibited by the resource person was excellent and time duration allotted for each session was also satisfactory. Overall, the participants are contented with the experience of the webinar that enhanced their capacity building.



Gmail interface showing an email from YASIR ANSARI to the director. The email content includes a forwarded message and a personal note from a participant.

----- Forwarded message -----
From: YASIR ANSARI <yasirdpws@gmail.com>
Date: Wed, 27 Apr 2022 at 09:23
Subject: About webinaar
To: <director.rvim@rvei.edu.in>

Greetings.

I would like to know, when will get certificate for yesterday session. I was attended and submitted feedback form also.

Regards
Yasir Ansari.
Participant from Pakistan .

--
--
With warm regards

Dr. Purushottam Bung
B.E., PGDM(Aust), MBA(Aust), Ph.D in management
Professor and Director
R. V. Institute of Management
CA-17, 36th Cross, 26th Main
4th T Block, Jayanagar
Bangalore_560041

Gmail interface showing an email from Dr. Purushottam Bung to the director. The email content includes a forwarded message and a personal note of thanks from a participant.

Fwd: Thank you for the nice session

Dr. Purushottam Bung
to me

Wed, 27 Apr, 10:13 (8 days ago)

----- Forwarded message -----
From: Dr Sanjeev Kumar Thalari <sanjeevkumar.t@cmrit.ac.in>
Date: Tue, 26 Apr 2022 at 12:55
Subject: Thank you for the nice session
To: director.rvim@rvei.edu.in <director.rvim@rvei.edu.in>

Sir
I am pleased to thank you for the nice talk in today's session.
Expecting more talks from you

Thanks & Regards

Dr. Sanjeev Kumar Thalari
M.B.A, PHD; M.Sc (Psy); PGDCA; UGC NET; APSET; TTT; e-TTT; CST
Assoc Professor & ERP Coordinator
Dept of MBA
CMR Institute of Technology

Snapshot of the feedback shared by few participants



CONCLUDING REMARKS

The closing remarks and vote of thanks for the webinar was proposed by Dr. Rizwana M, Associate Professor, Ramaiah Institute of Technology. Dr. Rizwana expressed her immense pleasure to propose vote of thanks to National Commission for Women for sponsoring the webinar. She conveyed her thankfulness to the Director, Dr. Purushottam Bung, Director, RV Institute of Management, Bangalore and the programme convener Dr. Padmalini Singh, Associate Professor, RV Institute of Management, Bangalore and organizing team members, coordinators and technicians for extending their heartfelt support for conducting the webinar. On behalf of National Commission for Women and RV institute of Management, Bangalore, Dr. Rizwana conveyed her gratitude to all the experts for extending their knowledge to the audience.

It was stated that the webinar was a good attempt to render required knowledge about building personal and professional capabilities for the participants to gain confidence and prepare themselves for demanding world. The knowledge regarding different skills such as listening, brainstorming, communication skills and interview skills are need of an hour that was explained in an interesting way by the experts.

The knowledge and demonstration on how to secure oneself using digital payments and social media was apt for youth who does everything on a click. It was important for the youth to understand the nitty-gritty of the presence in digital space and its consequences.

Overall the webinar experience was truly remarkable and the feedback provided by the participants not only from India but also from other countries are exceptional.



KEY OUTCOMES OF THE WEBINAR

- The Webinar disseminated knowledge about various skills required to enhance personal capacity.
- The Webinar spread lot of awareness and knowledge on professional career skills that are demanded in market today.
- The Webinar demonstrated the security features of payment gateways and banking services frequently used by everyone.
- The webinar demonstrated various features of email, google drive, social media security features to avoid hacking of account.



A Guest Lecture on “Recent Trends in Marketing”

Date: 23.09.2022	Venue: Conference Hall, RVIM
Time: 11:35 AM – 1:00 PM	Event : Guest Lecture
No. of Participant:	Event Coordinator: Dr. Padmalini Singh
Objectives: To bring awareness among students about contemporary marketing practices in Industry	

Agenda/Flow of the Event

Resource Person:

Mr. Venugopal Gupta
Ex. General Manager,
(Joint Ventures and Outsourcing)/Customer Service
Hindustan Aeronautics Ltd. Bangalore

RV INSTITUTE OF MANAGEMENT organised a guest lecture on "New trends in Marketing" which was delivered by Mr. Venugopal Gupta (Ex General Manager, Joint venture and Outsourcing, HAL Bangalore). He has also worked in BPL engineering, was involved in strategic pricing for most of the companies has also attended lot of programmes relating to his career and many more achievements.

He deliberated on the AIDA model (Marketing funnel), CAC and CLV, elements of customer management, Regarding STP, gist of all social media channels, E- Services, conversational marketing, experiential marketing, Auto expo , influencer marketing and many more.

The session was very helpful and very informative to the audience (paradigm shift) and he ended his session with a quote by John F Kennedy regarding the law of life.

Pictures of the event





Padmalini



Event Convener:

Dr. Padmalini Singh

Director



A Webinar on “An overview of Neuroscience and its Application”

Date: 6 th and 7 th January, 2022	Venue: Webinar / Zoom meeting
Time: 2:30 PM to 3:30 PM	Event : Webinar
No. of Participant: 150	Event Convener: Dr. Padmalini Singh

Objectives

- The webinar was organized to provide an understanding of Neuroscience and Its application in Marketing.

Agenda/Flow of the Event

Resource Person:



Dr. Naveen G Halappa
Senior Assistant Professor
School of Public Health &
School of Buddhist Studies, Philosophy, and Comparative Religions

R V Institute of Management organized a webinar on “An overview of Neuroscience and its Application” especially for marketing specialization students as it is a growing field of research in understanding the consumer behaviour. It is important for all students to understand how the brain functions and responds to a stimuli and what are the tools and techniques to capture and record brain functions.

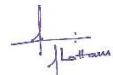
The resource person is an expert in this field who have done PhD in neuroscience from NIMHANS, Bangalore. He deliberated on basics of neuroscience, mapping the brain with MRI, fMRI and MRS, Attention, Consciousness, and Memory assessed by neuropsychological scale. He shared his own research study results and real time examples for better understanding.

Feedback & Coordinator Comment:

The webinar was appreciated by the students and faculty members. Many new things like parts of brain, left and right brain, various tools and techniques used to analyze brain activity, mapping of the brain, attention, consciousness and memory.

The webinar paved a way to understand neuromarketing better.

Padmalini



Event Convener: Dr. Padmalini Singh

Director



Rashtreeya Sikshana Samithi Trust

R V Institute of Management

CA – 17, 36th Cross, 26th Main, 4th T Block Jayanagar, Bangalore – 41

IV SEMESTER 2021-22

DERIVATIVES & RISK MANAGEMENT

**A Comparative Study on Different Option Strategies
for Selected Stocks: Indian Context**

(A Project submitted as part of Derivatives & Risk Management)

Under the Guidance of

Prof. Dileep S

R V Institute of Management

Submitted by

A B Ganapathy (MB207601)

Semester 4, Section 'A'

July, 2022

A Comparative Study on Different Option Strategies for Aarti Industries Limited

Information for Future Pricing:

- Current Market Price of Aarti Industries Limited as on 14th July 2022 (S_0) = ₹726.25
- Future derivative price of Aarti Industries Limited as on 25th August 2022 = ₹739
- $R_f = 6.5\%$
- Dividend of Rs. 8/ per share will be paid after 15 days
- The dividend of yield is 3%
- Market Lot size = 10 units.

Conversion of R_f into CCR_f (compounding each day):

$$CCR_f = \ln(1 + R_f)$$

$$CCR_f = \ln(1 + 0.065)$$

$$CCR_f = 0.06297$$

CLASSIFICATION 1:

When no specific income is earned during the period of holding future derivatives

$$\text{Future Value} = S_0 * e^{rt}$$

$$\Rightarrow FV = 726.25 * e^{0.06297 * \frac{42}{365}}$$

$$\Rightarrow \mathbf{FV = ₹731.5318}$$

Therefore, Future Contract Value = F.V per unit * No. of Units

$$\Rightarrow \text{FV of Contract} = 731.5318 * 10$$

$$\Rightarrow \mathbf{\text{FV of Contract} = ₹7,315.3182}$$

Decision:

Since the calculated value of ₹731.5318 < Expected Price as per NSE of ₹739

Therefore, the future instrument is **Overpriced**.

CLASSIFICATION 2:

When absolute income is earned during the period of holding future derivatives

Given: Dividend of Rs. 8/ per share will be paid after 15 days.

$$\text{Income} = D/e^{rt}$$

$$\Rightarrow \text{Income} = 8 * e^{0.06297 * \frac{15}{365}}$$

$$\Rightarrow \text{Income} = \mathbf{₹7.9793}$$

$$\text{Future Value} = (S_0 - I) * e^{rt}$$

$$\Rightarrow \text{FV} = (726.25 - 7.9793) * e^{0.06297 * \frac{42}{365}}$$

$$\Rightarrow \text{FV} = \mathbf{₹723.49}$$

Therefore, Future Contract Value = F.V per unit * No. of Units

$$\Rightarrow \text{FV of Contract} = 723.49 * 10$$

$$\Rightarrow \text{FV of Contract} = \mathbf{₹7,234.9447}$$

Decision:

Since the Calculated Value of ₹723.49 < Expected Price as per NSE of ₹739

Therefore, the future instrument is **Overpriced**.

CLASSIFICATION 3:

When Certain Percentage of Dividend Yield is earned during the Period of Holding Future Derivatives

Given: The dividend of yield is 3%.

$$\text{Future Value} = S_0 * e^{(r-y)t}$$

$$\Rightarrow \text{FV} = 726.25 * e^{(0.06297 - 0.03) * \frac{42}{365}}$$

$$\Rightarrow \text{FV} = \mathbf{₹728.16}$$

Therefore, Future Value of the Contract = F.V per unit * No. of Units

=> FV of Contract = ₹728.16 * 10

=> **FV of Contract = ₹7,281.5521**

Decision:

Since the Calculated Value of ₹728.16 < Expected Price as per NSE of ₹739

Therefore, the future instrument is **Overpriced**.

RV Institute of Management



Rashtreeya Sikshana Samithi Trust

Subject: DERIVATIVES AND RISK MANAGEMENT (4.2.3) MINI- PROJECT

Title of the project: A Comparative Study on Different Option Strategies for Selected Stocks: Indian Context

Students are requested to choose any company listed in the options, prepare the following options strategies, and should write an interpretation.

Sl. No	Options	Marks
1	Future Pricing (Instruction given)	2
2	Future Hedging	2
3	Long Call & Long Put	1
4	Short Call & Short Put	1
5	Long Straddle & Short Straddle	1
6	Long Strangle & Short Strangle	1
7	Strip and Strap	2

Note:

1. All the students should select one company for the calculation, but two students should not consider the same companies.
2. It is advised to use MS Excel for calculations.

Course Facilitators: Prof. Dileep

INSTRUCTION FOR FUTURE PRICING

- Calculate all three Classifications or methods of Future pricing for your company and assume the Risk-free rate is 6.5% p.a.
- Consider July 14th 2022 to August 25th 2022, is the time period. (all three methods)
- Assume a dividend of Rs. 8/ per share will be paid after 15 days (for classification II)
- Assume the dividend of yield is 3% (for classification III)
- This calculation should be done on 20th of July, and write interpretation including overpriced or underpriced
- **All the calculations should be put into a word document, converted into PDF, and uploaded on Quiklrn LMS on 21st July 2022.**

Sl. No	USN	Name	Company
1	MB207601	A B GANAPATHY	AARTI INDUSTRIES LIMITED
2	MB207602	ABHILASH K	ABBOTT INDIA LIMITED
3	MB207604	ABHISHEK SHANTINATH UPADHYE	ADITYA BIRLA CAPITAL LIMITED
4	MB207607	ADITYA S SHETTAR	ADITYA BIRLA FASHION AND RETAIL LIMITED
5	MB207608	AFEFAH BAKHTAR MAJUMDAR	ACC LIMITED
6	MB207610	AISHWARYA .K.M	ADANI ENTERPRISES LIMITED
7	MB207611	AISHWARYA S K	ADANI PORTS AND SPECIAL ECONOMIC ZONE LIMITED
8	MB207621	ANUSHA RAGHAVENDRA HEGDE	ALKEM LABORATORIES LIMITED
9	MB207624	APOORVA RAGHU RAO	AMARA RAJA BATTERIES LIMITED
10	MB207628	BHARATH.C	AMBUJA CEMENTS LIMITED
11	MB207629	BHAVANI VISHWAKARMA	ALEMBIC PHARMACEUTICALS LIMITED
12	MB207630	C. PRASANTH KUMAR	APOLLO HOSPITALS ENTERPRISE LIMITED
13	MB207631	C.PRANATHI	APOLLO TYRES LIMITED
14	MB207632	CAROL SWETHA NORONHA	ASHOK LEYLAND LIMITED
15	MB207637	CHANDANA.T	ASIAN PAINTS LIMITED

16	MB207638	CHETANA. S	ASTRAL LIMITED
17	MB207643	DELSON GLAN D SILVA	ATUL LIMITED
18	MB207646	DISHA SANTOSH NAIK	AU SMALL FINANCE BANK LIMITED
19	MB207661	KARUNA V DIVATE	AUROBINDO PHARMA LIMITED
20	MB207663	KAVYA GANAPATI HEGDE	AXIS BANK LIMITED
21	MB207666	KOUNDINYA.R	BAJAJ AUTO LIMITED
22	MB207669	M JANANI PRIYA	BAJAJ FINSERV LIMITED
23	MB207671	MAHIMA HARISH BHAT	BAJAJ FINANCE LIMITED
24	MB207678	MISHANA MOTESH DSOUZA	BALKRISHNA INDUSTRIES LIMITED
25	MB207689	NIRANJAN M	BALRAMPUR CHINI MILLS LIMITED
26	MB207690	NISHA T	BANDHAN BANK LIMITED
27	MB207693	PHALGUNI P	BANK OF BARODA
28	MB207694	PRAJNA	BATA INDIA LIMITED
29	MB207695	PRAJNA SHETTY	BHARAT ELECTRONICS LIMITED
30	MB207697	PRARTHANA UPADHYAYA	BERGER PAINTS (I) LIMITED
31	MB207704	PUNITHA K	BHARAT FORGE LIMITED
32	MB207705	RACHANA D	BHARTI AIRTEL LIMITED
33	MB207707	RACHANA KUMARI	BHARAT HEAVY ELECTRICALS LIMITED
34	MB207708	RAGHAVENDRA .J.P	BIOCON LIMITED
35	MB207710	RAHUL YALAVATTI	BOSCH LIMITED
36	MB207711	RAKESH	BHARAT PETROLEUM CORPORATION LIMITED
37	MB207713	RAKSHITH HEGDE	BRITANNIA INDUSTRIES LIMITED
38	MB207715	RAKSHITH T G	BIRLASOFT LIMITED
39	MB207722	SAHANA M S	ZYDUS LIFESCIENCES LIMITED
40	MB207724	SAMIKSHA S SHETTY	CANARA BANK
41	MB207727	SARIKA MALLYA U	CAN FIN HOMES LIMITED
42	MB207729	SHARAN BANDRAD	CHAMBAL FERTILIZERS & CHEMICALS LIMITED
43	MB207730	SHARVANI M S	CHOLAMANDALAM INVESTMENT AND FINANCE COMPANY LIMITED
44	MB207731	SHASHANK Y	CIPLA LIMITED
45	MB207732	SHETTY LAVANYA SHEKHAR	COAL INDIA LIMITED

46	MB207735	SHIVASUBRAMANYAM S PATANGI	COFORGE LIMITED
47	MB207737	SHRESTA B BHAT	COLGATE PALMOLIVE (INDIA) LIMITED
48	MB207739	SHRUTHI.R	CONTAINER CORPORATION OF INDIA LIMITED
49	MB207741	SINDHU L DABEER	COROMANDEL INTERNATIONAL LIMITED
50	MB207742	SIRISHA K J	CROMPTON GREAVES CONSUMER ELECTRICALS LIMITED
51	MB207743	SNEHA GOWDA R	CITY UNION BANK LIMITED
52	MB207746	SRILAXMI	CUMMINS INDIA LIMITED
53	MB207747	SRIPOORNA INDURKAR	DABUR INDIA LIMITED
54	MB207748	SRUSHTI B R	DALMIA BHARAT LIMITED
55	MB207753	SUJAY SHAH	DEEPAK NITRITE LIMITED
56	MB207755	SUKANNYA DALAL	DELTA CORP LIMITED
57	MB207759	SURAJ HS	DIVI'S LABORATORIES LIMITED
58	MB207760	SURAJ.S.P	DIXON TECHNOLOGIES (INDIA) LIMITED
59	MB207763	TEJAS ROHIDAS BHANDARI	DLF LIMITED
60	MB207764	TEJASHREE R	DR. REDDY'S LABORATORIES LIMITED
61	MB207765	TEJASHWINI LOKAPURAMATH	EICHER MOTORS LIMITED
62	MB207766	TEJASVI GANGADHAR ANGADI	ESCORTS LIMITED
63	MB207771	ULLAS SHRIPAD SHET	EXIDE INDUSTRIES LIMITED
64	MB207772	VAIBHAV MALAVIYA	THE FEDERAL BANKÆ LIMITED
65	MB207773	VARSHA BIRADAR	FIRSTSOURCE SOLUTIONS LIMITED
66	MB207774	VARSHA K	GAIL (INDIA) LIMITED
67	MB207775	VELUGU SUJANI KRISHNA	GLENMARK PHARMACEUTICALS LIMITED

**“A Comparative Study on different option Strategies for
ADANI PORTS AND SPECIAL ECONOMIC ZONE LIMITED”**

**“A Comparative Study on different option Strategies for
ADANI PORTS AND SPECIAL ECONOMIC ZONE LIMITED”.**

MASTER OF BUSINESS ADMINISTRATION

of

BENGALURU CENTRAL UNIVERSITY



By

AISHWARYA.S. K

REG. NO: MB207611

Under the guidance of

PROF. DILEEP

Senior Assistant Professor



Rashtreeya Sikshana Samithi Trust

RV INSTITUTE OF MANAGEMENT

CA 17, 36TH cross, 26th main, 4th T Block, Jayanagar, Bengaluru-560041

2021-2022

**“A Comparative Study on different option Strategies for
ADANI PORTS AND SPECIAL ECONOMIC ZONE LIMITED”**

✚ CALCULATION OF FUTURE PRICING AND HEDGING

GIVEN INFORMATION: (As on 14th July 2022 to August 25th 2022)

Underlying Value (S₀)	₹ 753.8500
Time (t)	42 days
Market Lot	40 units
Risk Free Rate (Rf)	6.50% per annum
Dividend	₹ 8.0000 per share
Dividend Time	15 days
Dividend Yield	3.00%

CASE 1: Calculation of Future Price of Stock when there is no income.

Names	Units
S₀	₹ 753.8500
Rf	6.5
t	42 Days
CCRF	0.0630
rt	0.0072
FV	₹ 759.3326
Total Future Contract Value	₹ 30,373.3020

INTERPRETATION:

It is preferable to purchase the shares now rather than waiting for the price to rise as the present price is ₹ 753.8500 and the future price as of August 25 (42 days from now) will be ₹ 759.3326 at which point the price may climb by 5.4826.

FORMULAES USED:

CCRF	$\ln(1+r)$
Future Value	$S_0 * e^{rt}$
Total Future Contract Value	Future Value of Stock * Units in a lot

**“A Comparative Study on different option Strategies for
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CASE 2: Calculation of Future Price of Stock when there is a dividend of ₹ 8

Names	Units
S0	₹ 753.8500
Rf	6.5
t	42 Days
rt	0.0072
rt (for income calc.)	0.0026
Dividend	8 in 15 days
CCRF	0.0630
I	₹ 8.02
FV	₹751.25
Total Future Contract Value	₹ 30,050.1356

INTERPRETATION:

If a dividend of 8 is paid, the price today is ₹ 753.8500, and the price on August 25 (42 days from now) would be ₹751.25 at which point the price may decline by 2.6, making it preferable to either sell the shares to avoid a loss or to acquire later if the buyer still wants to purchase the shares.

FORMULAES USED:

CCRF	$\ln(1+r)$
Future Value	$(S0 - I) * e^{rt}$
Total Future Contract Value	Future Value of Stock * Units in a lot
Income (I)	Dividend (D)/ert

**“A Comparative Study on different option Strategies for
ADANI PORTS AND SPECIAL ECONOMIC ZONE LIMITED”**

CASE 3: Calculation of Future Price of Stock when there is a Yield of 3%

Names	Units
S0	₹ 753.8500
Rf	6.5
t	42 Days
rt	0.0072
(r-y) *t for Future value	0.0035
Y	0.03
CCRF	0.0630
FV	₹ 751.25
Total Future Contract Value	₹ 30,050.0862

INTERPRETATION:

It is preferable to purchase their shares now and sell them later in the event that a yield rate of 3 % is paid since the present price is ₹ 753.8500 and the future price as of August 25 (42 days from now) would be ₹ 751.25, at which the price may grow by 2.6.

FORMULAES USED:

CCRF	$\ln(1+r)$
Future Value	$S_0 * e^{(r-y) * t}$
Total Future Contract Value	Future Value of Stock * Units in a lot

FUTURE PRICING

ADANI ENTERPRICE LIMITED

CLASSIFICATION 1: CALCULATION OF STOCK FUTURE WHEN THERE IS NO INCOME

➤ **Future Value = $S_0 * e^{rt}$**

<u>Given:</u>		
Current Price (S_0) =		₹ 2,495.00
Risk-free rate (R_f) =	6.5% =	0.065
Time (t) =	43 days =	0.1178
Lot =		500
CCRF =	$\ln(1+r)$	
	0.0630	
FV =	₹ 2,513.58	
Future Contract Value =	FV * Lot	
	₹ 12,56,789.56	

INTERPRETATION:

True Value = ₹ 2513.58

Market Value = ₹ 2495.00

The True Value is greater than the Market Value. Hence, the future worth is UNDERVALUED. As a result, it is advisable to invest in the future contracts

CLASSIFICATION 2: CALCULATION OF FUTURE PRICING WHEN ABSOLUTE AMOUNT OF INCOME IS GIVEN

➤ **Future Value = $(S_0 - I) * e^{rt}$**

<u>Given:</u>		
Current Price (S_0) =	₹ 2,495.00	
Risk-free rate (R_f) =	6.5% =	0.065
Time (t) =	43 days =	0.1178
Lot =	500	
Dividend =	8	(15 days)
CCRF =	$\ln(1+r)$	
	0.0630	
I =	D/e	
	8.0207	
FV =	₹ 2,505.50	
Future Contract Value =	$FV * Lot$	
	₹ 12,52,749.33	

INTERPRETATION:

True Value = ₹ 2,505.50

Market Value = ₹ 2,495.00

The True Value is greater than the Market Value. Hence, the future worth is **UNDERVALUED**. As a result, it is advisable to invest in the future contracts

CLASSIFICATION 3: CALCULATION OF FUTURE PRICING WHEN ABSOLUTE AMOUNT OF INCOME IS GIVEN

➤ $FV = S_0 * e^{(r-y) t}$

Given:		
Current Price (S_0) =	₹ 2,495.00	
Risk-free rate (R_f) =	6.5% =	0.065
Time (t) =	43 days =	0.1178
Lot =	500	
Yield =	3 % =	0.0300
CCRF =	$\ln(1+r)$	
	0.0630	
FV	₹ 2,504.71	
Future Contract Value =	FV * Lot	
	₹ 12,52,355.59	

INTERPRETATION:

True Value = ₹ 2513.58

Market Value = ₹ 2495.00

The True Value is greater than the Market Value. Hence, the future worth is **UNDERVALUED**. As a result, it is advisable to invest in the future contracts



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Bengaluru, Karnataka 560 041



IV SEMESTER 2021-2022

Mini Project

Subject: Derivatives and Risk Management

NAME OF THE STUDENT	Aditya Shettar
REGISTER NO.	MB207607
SEMESTER	IV th semester
EMAIL ID	adityashettar7@gmail.com
NAME OF THE FACULTY	Prof. Dileep S

Name of the company :-

Aditya Birla Fashion and Retail Limited

Calculation of Future Pricing of Aditya Birla

Current Price (S_0) = 3044(As on July 20th 2022)

Risk free Rate (R_f) = 6.5%

Time Period (t) = 19th July – 25th August 2022 (38 Days)

Market value = 263.05

Lot size = 2600

Calculation of Continuous Compounding Risk free Rate (CCRF)

$$\text{CCRF} = \ln(1+r)$$

$$\text{CCRF} = \ln(1+0.06)$$

$$\text{CCRF} = 0.062975$$

1. Calculation of Stock future when there is no income

$$\text{FV} = S_0 * e^{r*t}$$

$$\text{FV} = 262.50 * e^{(0.062975*42/365)}$$

$$\text{FV} = 264.4090$$

$$\text{Contract Value} = 2600 * 264.4090$$

$$\text{Contract Value} = \text{Rs. } 687463.64$$

FV is more than Market value ($264.400 > 263.05$), so the stock is 'Overvalued'.

2. Calculation of Future Pricing when Absolute amount of Income is given

Dividend = 8 per share for 15 days

Calculation of Income

$$\text{Income (I)} = D / e^{r*t}$$

$$I = 8 / e^{(0.062975*15/365)}$$

$$I = 7.9793$$

$$FV = (S_0 - I) * e^{r*t}$$

$$FV = (262.50 - 7.9793) e^{(0.062975*42/365)}$$

$$\mathbf{FV = 265.3717}$$

$$\text{Contract Value} = 2600 * 265.3717$$

$$\mathbf{\text{Contract Value} = \text{Rs. 6,66,566.52}}$$

FV is more than Market value ($265.3717 > 263.05$), so the stock is 'Overvalued'.

3. Calculation of Future value when particular asset is expected to give a known yield

$$\text{Yield (y)} = 3\%$$

$$FV = S_0 * e^{(r-y)t}$$

$$FV = 262.50 * e^{(0.062975-0.03)*42/365}$$

$$FV = 262.50 * e^{(0.03297*0.1150)}$$

$$\mathbf{FV = 263.4979}$$

$$\text{Contract Value} = 2600 * 263.4979$$

$$\mathbf{\text{Contract Value} = \text{Rs. 685094.57}}$$

FV is less than Market value ($263.4979 < 263.05$), so the stock is 'Overvalued'.

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Rashtreeya Sikshana Samithi Trust

Subject: DERIVATIVES AND RISK MANAGEMENT (4.2.3) MINI- PROJECT

Title of the project: A Comparative Study on Different Option Strategies for Selected Stocks: Indian Context

Students are requested to choose any company listed in the options, prepare the following options strategies, and should write an interpretation.

Sl. No	Options	Marks
1	Long Call	1
2	Long Put	1
3	Short Call	1
4	Short Put	1
5	Long Straddle & Short Straddle	2
6	Long Strangle & Short Strangle	2
7	Strip and Strap	2

Note:

1. All the students should select one company for the calculation, but two students should not consider the same companies.

2. It is advised to use MS Excel for calculations.

Course Facilitators: Prof. Dileep & Dr. Jahnvi M



Sl. No	COMPANY
1	AARTI INDUSTRIES LIMITED
2	ABBOTT INDIA LIMITED
3	ADITYA BIRLA CAPITAL LIMITED
4	ADITYA BIRLA FASHION AND RETAIL LIMITED
5	ACC LIMITED
6	ADANI ENTERPRISES LIMITED
7	ADANI PORTS AND SPECIAL ECONOMIC ZONE LIMITED
8	ALKEM LABORATORIES LIMITED
9	AMARA RAJA BATTERIES LIMITED
10	AMBUJA CEMENTS LIMITED
11	ALEMBIC PHARMACEUTICALS LIMITED
12	APOLLO HOSPITALS ENTERPRISE LIMITED
13	APOLLO TYRES LIMITED
14	ASHOK LEYLAND LIMITED
15	ASIAN PAINTS LIMITED
16	ASTRAL LIMITED
17	ATUL LIMITED
18	AU SMALL FINANCE BANK LIMITED
19	AUROBINDO PHARMA LIMITED
20	AXIS BANK LIMITED
21	BAJAJ AUTO LIMITED
22	BAJAJ FINSERV LIMITED
23	BAJAJ FINANCE LIMITED
24	BALKRISHNA INDUSTRIES LIMITED
25	BALRAMPUR CHINI MILLS LIMITED
26	BANDHAN BANK LIMITED
27	BANK OF BARODA
28	BATA INDIA LIMITED
29	BHARAT ELECTRONICS LIMITED
30	BERGER PAINTS (I) LIMITED
31	BHARAT FORGE LIMITED
32	BHARTI AIRTEL LIMITED
33	BHARAT HEAVY ELECTRICALS LIMITED
34	BIOCON LIMITED
35	BOSCH LIMITED
36	BHARAT PETROLEUM CORPORATION LIMITED
37	BRITANNIA INDUSTRIES LIMITED
38	BIRLASOFT LIMITED
39	ZYDUS LIFESCIENCES LIMITED
40	CANARA BANK
41	CAN FIN HOMES LIMITED
42	CHAMBAL FERTILIZERS & CHEMICALS LIMITED
43	CHOLAMANDALAM INVESTMENT AND FINANCE COMPANY LIMITED

44	CIPLA LIMITED
45	COAL INDIA LIMITED
46	COFORGE LIMITED
47	COLGATE PALMOLIVE (INDIA) LIMITED
48	CONTAINER CORPORATION OF INDIA LIMITED
49	COROMANDEL INTERNATIONAL LIMITED
50	CROMPTON GREAVES CONSUMER ELECTRICALS LIMITED
51	CITY UNION BANK LIMITED
52	CUMMINS INDIA LIMITED
53	DABUR INDIA LIMITED
54	DALMIA BHARAT LIMITED
55	DEEPAK NITRITE LIMITED
56	DELTA CORP LIMITED
57	DIVI'S LABORATORIES LIMITED
58	DIXON TECHNOLOGIES (INDIA) LIMITED
59	DLF LIMITED
60	DR. REDDY'S LABORATORIES LIMITED
61	EICHER MOTORS LIMITED
62	ESCORTS LIMITED
63	EXIDE INDUSTRIES LIMITED
64	THE FEDERAL BANKÆ LIMITED
65	FIRSTSOURCE SOLUTIONS LIMITED
66	GAIL (INDIA) LIMITED
67	GLENMARK PHARMACEUTICALS LIMITED
68	GMR INFRASTRUCTURE LIMITED
69	GUJARAT NARMADA VALLEY FERTILIZERS AND CHEMICALS LIMITED
70	GODREJ CONSUMER PRODUCTS LIMITED
71	GODREJ PROPERTIES LIMITED
72	GRANULES INDIA LIMITED
73	GRASIM INDUSTRIES LIMITED
74	GUJARAT STATE PETRONET LIMITED
75	GUJARAT GAS LIMITED
76	HINDUSTAN AERONAUTICS LIMITED
77	HAVELLS INDIA LIMITED
78	HCL TECHNOLOGIES LIMITED
79	HOUSING DEVELOPMENT FINANCE CORPORATION LIMITED
80	HDFC ASSET MANAGEMENT COMPANY LIMITED
81	HDFC BANK LIMITED
82	HDFC LIFE INSURANCE COMPANY LIMITED
83	HERO MOTOCORP LIMITED
84	HINDALCO INDUSTRIES LIMITED
85	HINDUSTAN COPPER LIMITED
86	HINDUSTAN PETROLEUM CORPORATION LIMITED
87	HINDUSTAN UNILEVER LIMITED

88	HONEYWELL AUTOMATION INDIA LIMITED
89	INDIABULLS HOUSING FINANCE LIMITED
90	ICICI BANK LIMITED
91	ICICI LOMBARD GENERAL INSURANCE COMPANY LIMITED
92	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED
93	VODAFONE IDEA LIMITED
94	IDFC LIMITED
95	IDFC FIRST BANK LIMITED
96	INDIAN ENERGY EXCHANGE LIMITED
97	INDRAPRASTHA GAS LIMITED
98	THE INDIAN HOTELS COMPANY LIMITED
99	THE INDIA CEMENTS LIMITED
100	INDIAMART INTERMESH LIMITED
101	INTERGLOBE AVIATION LIMITED
102	INDUSIND BANK LIMITED
103	INDUS TOWERS LIMITED
104	INFOSYS LIMITED
105	INDIAN OIL CORPORATION LIMITED
106	IPCA LABORATORIES LIMITED
107	INDIAN RAILWAY CATERING AND TOURISM CORPORATION LIMITED
108	ITC LIMITED
109	JINDAL STEEL & POWER LIMITED
110	JK CEMENT LIMITED
111	JSW STEEL LIMITED
112	JUBILANT FOODWORKS LIMITED
113	KOTAK MAHINDRA BANK LIMITED
114	L&T FINANCE HOLDINGS LIMITED
115	DR. LAL PATH LABS LTD.
116	LAURUS LABS LIMITED





RASHTREEYA SIKSHANA SAMITHI TRUST®
RV INSTITUTE OF MANAGEMENT
BANGALURU-5600041
(Autonomous Institution Affiliated to BCU)



A CAPITAL BUDGETING DECISION
ON AU SMALL FINANCE BANK

CAPSTONE PROJECT REPORT SUBMITTED IN PARTIAL FULFILMENT OF
FINANCIAL MANAGEMENT SUBJECT

MASTER OF BUSINESS ADMINISTRATION

Autonomous Institution Affiliated to BCU

By

AKASH RACHAPPA KHANAGAVI

REG NO: P18FW21M0010

Under the guidance of

Prof. DILEEP S

Assistant Professor



RV INSTITUTE OF MANAGEMENT

2022-23

AU Small Finance Bank



Type	Public
Traded as	<ul style="list-style-type: none">• BSE: 540611• NSE: AUBANK
ISIN	INE949L01017
Industry	<ul style="list-style-type: none">• Banking• Financial services
Founded	1996; 26 years ago,
Founder	Sanjay Agarwal
Headquarters	Jaipur, Rajasthan, India
Area served	India
Key people	Raj Vikash Verma (Chairman) Sanjay Agarwal (MD & CEO)
Revenue	▲ ₹3,817 crore (US\$480 million) (2021)
Net income	▲ ₹1,171 crore (US\$150 million) (2021)
Total equity	▲ ₹6,275 crore (US\$790 million) (2021)
Number of employees	30,000 (2022)
Website	www.aubank.in

ABOUT AU SMALL FINANCE BANK

AU Small Finance Bank Limited is an Indian Small finance bank, based in Jaipur, India. It was founded as vehicle finance company AU Financiers (India) Ltd in 1996 and converted to a small finance bank on 19 April 2017. AU Small Finance Bank serves low- and middle-income individuals and micro and small businesses that have limited or no access to formal banking and finance channels. The Bank offers loans, deposits and payment products and services.

AU Small Finance Bank ranked 355 in the list of Fortune India 500 (2019) companies, with annual revenue of ₹3,410.87 crore (US\$427 million) and Total B/S Assets of ₹31,198.68 crore (US\$3.9 billion). AU Bank enjoys long term credit rating of “AA-/Stable” from CRISIL Ratings, ICRA Ratings, India Ratings and CARE Ratings.

MISSION

To build one of India’s largest retail franchise that is admired for:

- Making every customer feel supreme while being served.
- Aspiring that no Indian is deprived of banking.
- Bias for action, dynamism, detail orientation and product-process innovation.
- Globally respected standards of integrity, governance and ethics.
- Being an equal opportunity employer, providing a collaborative and rewarding platform to all its employees.

VISION

To be the world’s most trusted retail bank and coveted employer that is admired as the epitome of financial inclusion and economic success, where ordinary people do extraordinary things to transform society at large, thereby guaranteeing Trust, Confidence and Customer Delight.



Evaluation of Financial Health of AU Small Finance Bank

1. Calculation of Cost of Capital

a. Cost of Equity

Cost of Equity using Capital Asset Pricing Model (CAPM) we are considering Adjusted closing of AU Small Finance Bank & Adjusted closing of National stock Exchange (Nifty 50).

Cost of Equity = Risk-free Rate of Return + Beta *(Market Rate of Return- Risk free rate of return)

- **Risk free rate of return**

Risk free rate of return refers to rate of return provided by the Government Bonds. It is the rate of return of an investment with zero risk.

The Risk-free rate of return considered is 6.1%.

- **Market rate of return**

Market rate of return is the return that is usually accepted by the lenders & borrows in the market.

Excel function: =Average (E4:E65) *12

- **Beta Value**

Beta is the measure of risk calculated as a regression on the company's stock price. Beta is calculated using slope function in excel.

CAPM	
Risk Free rate	6.1
Beta	1.58
Market Rate of Return	13.46
Cost of Equity (Ke)	17.7288

INTERPRETATION

1. The cost of equity under CAPM is 17.7288% which means for every 100-rupee invested by the shareholders the company is paying 17.7288 rupees as the return which is actually cost to the company.

- Beta is 1.58 which explains that the share price of the company is positively co-related with the SENSEX, that is market. If the market increases by 17 percent the company share price also increases.

b. Cost of Debt

The cost of debt is the effective interest rate that a company pays on its debts, such as bonds and loans. Cost of debt is considered based on the credit rating of the company and coupon rate associated with it.

Calculation of Cost of Debt	
Interest (in Crores)	26876060000
Debt (in Crores)	59910000000
Kd (Before Tax)	44.86%
Kd (After Tax)	31.40%

Note: Tax rate considered as 30%

INTERPRETATION

- Here the cost of debt is at 31.40% which means the company has to bear the cost of 31.40 rupees to get the debt of 100 rupees. In other words, it has to pay Rs. 31.40 as interest expense for every Rs. 100 debt raised.

c. Calculation of WACC (Weighted Average Cost of Capital)

The weighted average cost of capital (WACC) is the rate that a company is expected to pay on average to all its security holders to finance its assets. The WACC is commonly referred to as the firm's cost of capital. Generally speaking, a company's assets are financed by debt and equity. WACC is the average of the costs of these sources of financing, each of which is weighted by its respective use in the given situation. By taking a weighted average, we can see how much interest the company has to pay for every rupee it finances.

Specific Cost	Amount	Weight	Specific cost	Weighted Cost
Equity	1.00	0.5556	17.7288	9.8493
Debt	0.80	0.4444	31.4025	13.9567
	1.80	1	WACC	23.8060

NOTE-* Equity and Debt amount to be considered from company's Debt to Equity ratio.

1. Calculation of weight

$$\text{Weight (for Equity)} = \text{Equity amount} / \text{Total amount}$$

$$\text{Weight (For Debt)} = \text{Debt amount} / \text{Total amount}$$

2. Calculation of weighted Cost

$$\text{Weighted Cost (for Equity)} = \text{Cost of Equity} * \text{Weight (Equity)}$$

$$\text{Weighted Cost (for Debt)} = \text{Cost of Debt} * \text{Weight (Debt)}$$

3. Calculation of WACC

$$\text{WACC} = \text{Weighted Cost (Equity)} + \text{Weighted Cost (Debt)}$$

INTERPRETATION

The WACC of the company is at 23.80% which explains that the total cost arising for the company to raise capital from all sources (equity and Debt).

2. Calculation of Expected Cash Inflows and Outflows

a. Free cash flow to the firm (FCMM)

Free cash flow to the firm (FCFF) represents the amount of cash flow from operations available for distribution after accounting for depreciation expenses, taxes, working capital, and investments.

FCFF of the firm is operational performance data of the company from Morning Star.Com

Year	FCFF
2018	8.01
2019	1.89
2020	0.84
2021	4.2
2022	5.81
TTM	5.81

CALCULATION OF EXPECTED CASH INFLOWS AND OUTFLOWS

FCFF	₹(Crores)
Final Value	5.81
Initial Value	8.01
Time in years	5
CAGR	-0.0622

Calculation of CAGR

b. Future Cash inflow

Future cash inflow refers to the value of expected future cash inflows.

year	FCF/CIF	DF (23.80%)	PV
2023	5.8100	0.8130	4.7236
2024	5.4486	0.6610	3.6014
2025	5.1097	0.5374	2.7459
2026	4.7919	0.4369	2.0936
2027	4.4938	0.3552	1.5962
CIF for condition A and B			14.7607
2027(Salvage)	2.2141	0.3552	0.7865
CIF for condition C			15.54713

c. Cash outflow

Cash outflow refers to cash moving out of the business for the purpose of purchase of assets and Investments. Cash outflow is calculated based on the summation Present value (using NPV function on Excel)

Summation Present Value – 14.7607

CASE A- 75% of PV

year	FCF/CIF	DF(23.80%)	PV
2023	5.8100	0.8130	4.7236
2024	5.4486	0.6610	3.6014
2025	5.1097	0.5374	2.7459
2026	4.7919	0.4369	2.0936
2027	4.4938	0.3552	1.5962
CIF			14.7607
PVCIF		14.7607	
(-) PVCOF		11.0705	
NPV		3.6902	
PI=PVCIF/PVCOF		1.3333	

Calculation of Cash Outflow for case A

- 1) Calculation of PVCIF (Present Value of Cash Inflow)

$$\text{PVCIF} = \sum \text{PV}$$

- 2) Calculation of PVCOF (Present Value of Cash Outflow)

$$\text{PVCOF} = \text{PVCIF} * 0.75$$

- 3) Calculation of NPV (Net Present Value)

$$\text{NPV} = \text{PVCIF} - \text{PVCOF}$$

- 4) Calculation of PI (Profitability Index)

$$\text{PI} = \text{PVCIF} / \text{PVCOF}$$

CASE B- 125% of PV

year	FCF/CIF	DF (23.80%)	PV
2023	5.8100	0.8130	4.7236
2024	5.4486	0.6610	3.6014
2025	5.1097	0.5374	2.7459
2026	4.7919	0.4369	2.0936
2027	4.4938	0.3552	1.5962
CIF			14.7607

PVCIF 14.7607

(-) PVCOF 18.4508

NPV -3.6902

PI=PVCIF/PVCOF 0.8000

Calculation of Cash Outflow for case B

- 1) Calculation of PVCIF (Present Value of Cash Inflow)

$$\text{PVCIF} = \sum \text{PV}$$

- 2) Calculation of PVCOF (Present Value of Cash Outflow)

$$\text{PVCOF} = \text{PVCIF} * 1.25$$

- 3) Calculation of NPV (Net Present Value)

$$\text{NPV} = \text{PVCIF} - \text{PVCOF}$$

- 4) Calculation of PI (Profitability Index)

$$\text{PI} = \text{PVCIF} / \text{PVCOF}$$

CASE C- 100% of PV with 15% of Salvage value

year	FCF/CIF	DF(23.80%)	PV
2023	5.8100	0.8130	4.7236
2024	5.4486	0.6610	3.6014
2025	5.1097	0.5374	2.7459
2026	4.7919	0.4369	2.0936
2027	4.4938	0.3552	1.5962
CIF			14.7607
2027(Salvage)	2.2141	0.3552	0.7865
CIF (Salvage Value)			15.54713

PVCIF **15.5471**

(-) PVCOF **14.7607**

NPV **0.7865**

PI=PVCIF/PVCOF **1.0533**

Calculation of Cash Outflow for case C

- 1) Calculation of PVCIF (Present Value of Cash Inflow)

$$\text{PVCIF} = \text{PV} + \text{Salvage Value}$$

- 2) Calculation of PVCOF (Present Value of Cash Outflow)

$$\text{PVCOF} = \sum \text{PV}$$

- 3) Calculation of NPV (Net Present Value)

$$\text{NPV} = \text{PVCIF} - \text{PVCOF}$$

- 4) Calculation of PI (Profitability Index)

$$\text{PI} = \text{PVCIF} / \text{PVCOF}$$

INTERPRETATION

A higher Net Present Value is always considered when making investment decisions because it shows that an investment would be profitable.

With a higher NPV, an investment would have a future cash stream that is higher than the amount of money that was invested in the project.

Case A: The project would be financially successful because the NPV Value is 3.69, which is a positive number.

Case B: Here, the NPV value is -3.69, a negative number that indicates that the project will not be profitable.

Case C: Even though the NPV value obtained is 0.78, which is less than Case A, it is still positive.

Conclusion: Case A should be selected as it gives the highest positive NPV value and would give the highest returns among the three cases.

So, Case A is recommended.

3. Calculation of Investment Decision

a) Payback Period (PBP)

Payback period is defined as the number of years required to recover the original cash investment. In other words, the period of time an investment has produced sufficient net revenue to recover its investment costs.

❖ Calculation of PBP for Case A

Cash Outflow for Case A- 11.07051

year	FCF/CIF
2023	5.8100
2024	5.4486
2025	5.1097
2026	4.7919
2027	4.4938
PBP	1.9655

➤ In project A it requires 1.9 years to recover the initial investment made at first.

❖ Calculation of PBP for Case B

Cash Outflow For Case B- 18.45084

year	FCF/CIF
2023	5.8100
2024	5.4486
2025	5.1097
2026	4.7919
2027	4.4938
PBP	3.4346

➤ In project B it requires 3.4 years to recover the initial investment made at first.

❖ Calculation of PBP for Case C

Cash Outflow For Case C- 14.7607

year	FCF/CIF
2023	5.8100
2024	5.4486
2025	5.1097
2026	4.7919
2027	6.7079
PBP	2.6854

- In project C it requires 2.6 years to recover the initial investment made at first

INTERPRETATION

The general rule of Payback period is that lesser the payback period, better investment option. The Cash outflow of 11.07 (Case A) is the better investment option as the payback is lower as compared with other cash outflows.

b) Discounted Payback Period (DPBP)

The discounted payback period is a modified version of the payback period that accounts for the time value of money. The discounted payback period is used to evaluate the profitability and timing of cash inflows of a project or investment. future cash flows are estimated and adjusted for the time value of money.

$$\text{Discounted cashflows} = \text{CF}/(1+r)^t$$

- Calculation of DPBP for Case A

Cash Outflow for Case A 11.07051

Year	FCF/CIF	DF (23.80%)	PV
2023	5.8100	0.8130	4.7236
2024	5.4486	0.6610	3.6014
2025	5.1097	0.5374	2.7459
2026	4.7919	0.4369	2.0936
2027	4.4938	0.3552	1.5962
DPBP (In Years)	2.9999		

- In project A it requires 2.9 years to recover the initial investment made at first.

- Calculation of DPBP for Case B

Cash Outflow for Case B			18.45084
year	FCF/CIF	DF(23.80%)	PV
2023	5.8100	0.8130	4.7236
2024	5.4486	0.6610	3.6014
2025	5.1097	0.5374	2.7459
2026	4.7919	0.4369	2.0936
2027	4.4938	0.3552	1.5962
2028	4.2143	0.3232	1.3621
2029	3.9522	0.2941	1.1623
2030	3.7064	0.2676	0.9918
2031	3.4758	0.2435	0.8463
DPBP (In Years)		8.2056	

➤ In project B it requires 8.2 years to recover the initial investment made at first.

- Calculation of DPBP for Case C

Cash Outflow for Case C			14.7607
year	FCF/CIF	DF (23.80%)	PV
2023	5.8100	0.8130	4.7236
2024	5.4486	0.6610	3.6014
2025	5.1097	0.5374	2.7459
2026	4.7919	0.4369	2.0936
2027	4.4938	0.3552	2.3827
DPBP (In Years)		4.6699	

➤ In project C it requires 4.6 years to recover the initial investment made at first.

INTERPRETATION

- The shorter the discounted payback period, the quicker the project generates cash inflows and breaks even. Cash outflow 11.07 (Case A) is better as compared to other cashflows and it generates revenue sooner.

c) Internal Rate of Return (IRR)

The Internal Rate of Return (IRR) is the discount rate that makes the net present value (NPV) of a project zero. In other words, it is the expected compound annual rate of return that will be earned on a project or investment. IRR is calculated using IRR function in Excel.

- Calculation of IRR

		IRR		
		Case A	Case B	Case C
Cash Outflow-		-11.0705	-18.4508	-14.7607
		4.7236	4.7236	4.7236
		3.6014	3.6014	3.6014
		2.7459	2.7459	2.7459
		2.0936	2.0936	2.0936
		1.5962	1.5962	2.3827
	IRR-		13%	-8%

INTERPRETATION

The internal rate of return is one method that allows companies to compare and rank projects based on projected yield. The investment with the highest internal rate of return is usually preferred. The Cash outflow ₹11.07 which yields IRR of 13% is the most preferred investment when compared to other outflows.

d) Profitability Index (PI)

The profitability index (PI) is a measure of a project's or investment's attractiveness. The PI is calculated by dividing the present value of future expected cash flows by the initial investment amount in the project.

CASE	PI
A	1.333
B	0.800
C	1.053

Interpretation

- Case A, B & C – If PI is less than 1.0 it indicates the deficit of the outflows is greater than the discounted inflows, and the project should not be accepted
- From the above table it is known that project A is more profitable than other projects.
- Project B is the least profitable to the company.
- Therefore, the company is suggested to take project A.



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A CAPITAL BUDGETING DECISION ON AVENUE SUPERMARTS LTD.

**CAPSTONE PROJECT REPORT SUBMITTED IN PARTIAL FULFILMENT OF
FINANCIAL MANAGEMENT SUBJECT**

MASTER OF BUSINESS ADMINISTRATION
Autonomous Institution Affiliated to BCU

By

ANKITA GAJANAN NAIK

REG NO: P18FW21M0037

Under the guidance of

Prof. DILEEP S

Assistant Professor



RV INSTITUTE OF MANAGEMENT

2022-23

INTRODUCTION



AVENUE SUPERMARTS LIMITED

Avenue Supermarts was established as a private limited company under the Companies Act, 1956, on May 12, 2000 in Mumbai, Maharashtra, as Avenue Supermarts Private Limited. After becoming a public company as a result of a special resolution adopted by the Shareholders at an extraordinary general meeting held on February 1, 2011, the Company's name was subsequently changed to Avenue Supermarts Limited. A new certificate of incorporation was given to the Company by the RoC on May 3, 2011, in accordance with the aforementioned name change.

Avenue Supermarts Ltd. owns and operates the DMart supermarket chain. The company's headquarters are in Mumbai. ASL owns the brands DMart, DMart Minimax, DMart Premia, D Homes, Dutch Harbour, and others. DMart is a one-stop supermarket chain that aims to provide customers with a comprehensive selection of basic home and personal products under one roof. At competitive prices, each DMart store stocks home utility products such as food, toiletries, beauty products, clothing, kitchenware, bed and bath linen, home appliances, and more. The primary goal of the company is to provide customers with high-quality products at a reasonable price.

Mr. Radhakishan Damani and his family founded DMart to meet the growing needs of the Indian family. Since opening its first store in Powai in 2002, DMart has expanded to 154 locations in Maharashtra, Gujarat, Andhra Pradesh, Madhya Pradesh, Karnataka, Telangana, Chhattisgarh, NCR, Tamil Nadu, Punjab, and Rajasthan.

DMart opened its first store in Gujarat in 2007. In 2010, our company's total store count surpassed 25 and audited consolidated revenue surpassed Rs 1000 cr. In 2012, the company's store count surpassed 50. Our company's store count increased to 75 in 2014. In 2015, the company's audited consolidated revenue surpassed Rs 5000 cr.

In 2016, our company's store count increased to 110, and consolidated revenues surpassed Rs 7500 cr.

The company filed a Draft Red Herring Prospectus on September 30, 2016, and a Red Herring Prospectus on March 2, 2017, with SEBI in order to raise Rs. 1870 cr. The IPO was open for book building from March 8 to March 10, 2017, with a price band of Rs 295 to Rs 299 per share. The issue was subscribed to 73.41 times, resulting in the issue price being set at Rs 299 per share. On March 21, 2017, the shares were listed on the BSE and NSE. The stock debuted on the BSE at Rs 604.40, which is 102.14% higher than the issue price.

Avenue Supermarts (ASL) announced on February 2, 2018, that it had completed the acquisition of 4.35 cr. equity shares of Rs 10 each, fully paid-up, of Avenue E-Commerce Limited for Rs 49.21 cr. at a price of Rs 11.30 per equity share. Avenue E-Commerce Limited has thus become a wholly-owned subsidiary of the company. ASL owned 49.21% of Avenue E-Commerce Limited prior to the acquisition of additional shares. Previously, on January 25, 2018, ASL's Board of Directors approved the acquisition of an additional 4.35 cr. equity shares representing 50.79% of the share capital of Avenue E-Commerce Limited, an Associate Company, from other shareholders for a total consideration of Rs 49.21 cr. Avenue E-Commerce Limited operates an online grocery and food retailing business in India. In 2016-17, the company's revenue was Rs 1.20 cr.

Avenue Supermarts (ASL) announced on March 7, 2018, that the company's stake in Avenue E Commerce Limited had been reduced from 100% to 99.66% as a result of Avenue E Commerce Limited's preferential allocation of shares to ASL and other issue applicants.

PART A

1. COST OF EQUITY

Cost of equity is the percentage of returns payable by the company to its equity shareholders on their holdings. Investors use it as a benchmark for an equity investment, while companies use it for projects or related investments.

The Capital Asset Pricing Model (CAPM) is a commonly accepted formula for calculating the Cost of Equity. CAPM quantifies the relationship between risk and required return in a well-functioning market.

$$K_e = R_f + \beta(R_m - R_f)$$

CAPM	
Rf	6.1
Beta	0.3
Rm	11.17
Ke	7.621

Here,

Rf = Risk free rate of return

β = Beta, measure of risk or degree of risk

Rm = Expected market return

Rm-Rf = Risk premium

Interpretation:

Avenue Supermarts Ltd. has a cost of equity of 7.621%. When a company's beta value is less than one, there is typically less risk involved. 7.621% is a satisfactory rate of return for shareholders and investors. Investors may be easily drawn to the company. Furthermore, a company can easily realize this rate of return in exchange for a specific investment or project.

2. COST OF DEBT

The cost of debt is the lowest rate of return that a debt holder will accept in return for the risk they are taking. The effective interest rate that a company pays on its current liabilities to creditors and debt holders is referred to as the cost of debt. It is commonly referred to as the after-tax cost of debt. The difference between the before-tax and after-tax cost of debt is determined by the fact that interest expenses are tax deductible. It is a component of WACC i.e., weighted average cost of capital. The company's cost of capital is the sum of its debt and equity costs. And the cost of debt is 1 minus the tax rate, which is converted into interest expense.

Interest Amount	54
Loan Amount	647
	0.083462133
	8.346213292
Kd = I*(1-t)	
8.346213*(1-0.28)	6.00927

3. COST OF CAPITAL (WACC)

The cost of capital is the minimum rate of return or profit that a company must achieve before it can generate value. The WACC is a simple average of the costs of equity and debt. It is critical for a company to have an optimal debt-equity mix that maximizes market value while minimizing cost of capital. The decision on what mix of equity and debt capital to use was referred to as the financing decision.

COST OF CAPITAL				
SF	Amount	W	SC (%)	WC
EQUITY	1	0.96154	7.621	7.32788
DEBT	0.04	0.03846	6.00927	0.23113
	1.04			7.55901

Here,

SF = Source of Finance

SC = Specified Cost

WC = Weighted Cost

Interpretation: Avenue Supermarts Ltd needs to spend Rs 7.56 out of Rs 100 as an expense towards paying shareholders and debenture holders. Which will give edge to the bank over the competitors in maintain competitive advantage by raising capital at low cost.

PART B

1. CALCULATION OF FCF/CIF:

Free cash flow (FCF) is the cash generated by a company after accounting for cash outflows to support operations and maintain capital assets. In contrast to earnings or net income, free cash flow is a measure of profitability that excludes non-cash expenses from the income statement and includes spending on equipment and assets as well as balance-sheet changes in working capital.

YEAR	FCF/CIF (RS. In Billion)
2013	2.29
2014	3.57
2015	4.77
2016	6.81
2017	9.96
2018	14.37
2019	16.81
2020	21.87
2021	19.39
2022	26.16
2023	33.98
CAGR	0.2758

CALCULATION OF CAGR:

The compounded annual growth rate (CAGR) is one of the most precise methods for calculating and determining returns for anything whose value can rise or fall over time. It calculates the smoothed rate of return. CIF is calculated by multiplying growth rate of 100.28 (100+0.28) to previous years CIF.

$$CAGR = \left(\frac{\text{Ending balance}}{\text{Beginning balance}} \right)^{1/n} - 1$$

Note: CAGR of the company is calculated in MS Excel using function of =RRI (nper,pv,fv)

Here,

- FV - It is the value of the FCF at the end of the investment period.
- PV - It is the value of the FCF at the beginning of the investment period.

- nper - N is the number of years you have invested.

CAGR = 0.2758 / 28%

Interpretation: For large-cap companies, a CAGR in sales of 5-12% is good. Similarly, for small companies, it has been observed a CAGR between 15%-30% is good.

Avenue Supermarts Ltd. has marked 0.2758 CAGR, which means if first year there is Rs. 100 of cash flow, next year company would have inflow of Rs. 100.28 and in third year 100.28 of second year's inflow and so on. Positive CAGR implies increase in net income.

YEAR	FCF/CIF (RS. In Billion)	DF7.61%	PV
2023	33.98	0.93	31.58
2024	43.35	0.86	37.44
2025	55.31	0.80	44.38
2026	70.56	0.75	52.62
2027	90.02	0.69	62.39
PVCIF			228.40

Here,

CIF = Cash Inflow

DF = Discounting Factor

PV = Present Value

WACC, which has already been calculated, becomes the discount rate for calculating the discounting factor and present value. A lower discount rate results in a higher present value. The discount factor is a weighing factor that is most commonly used to determine the present value of future cash flows. It is calculated by adding the discount rate to one and then raising it to the negative power of a number of periods.

$$\text{Discount Factor} = \frac{1}{1 * (1 + \text{Discount Rate})^{\text{Period Number}}}$$

In forecasting of future cash inflow, for first year i.e., 2023 the CIF is taken as Rs.33.98 billion which is TTM (trailing twelve months). This will be the basis for calculation further future cash inflows. CIF for following years is calculated using formula,

$$\text{CIF of previous year} \times (1 + \text{CAGR})$$

2. CALCULATION OF COF

Cash outflow is the amount of cash that a business disburses. The reasons for these cash payments fall into one of the following classifications:

- Operating activities. Examples are payments to employees and suppliers.
- Investing activities. Examples are loans to other entities or expenditures made to acquire fixed assets.
- Financing activities. Examples are payments to buy back shares or pay dividends.

Calculation of COF		
Case A	75% of PVCIF	171.3024
Case B	125% of PVCIF	285.5040
Case C	100% of PVCIF	228.4032

Cash outflow is when cash is moving out of your business. When cash outflow is higher than cash inflow, it leads to negative cash flow which isn't an ideal situation to be in. Generally, Start-ups can experience negative cash flows in the beginning before the customers start to buy from them.

PART C

1. PAY BACK PERIOD (PBP)

The payback period is the time required to recover the initial cost of an investment. It is the number of years it would take to get back the initial investment made for a project. It is used to compare projects and derive the number of years it takes to get back the initial investment. The project with the least number of years usually is selected.

Payback period is calculated for all the given 3 cases where cash outflows are different.

CASE A		
YEAR	FCF/CIF (RS. In Billion)	CCIF
2023	33.98	33.98
2024	43.35	77.33
2025	55.31	132.64
2026	70.56	203.20
2027	90.02	293.22
COF		171.3024
PBP		3.55

Here,

CCIF = Cumulative CIF

CASE B		
YEAR	FCF/CIF (RS. In Billion)	CCIF
2023	33.98	33.98
2024	43.35	77.33
2025	55.31	132.64
2026	70.56	203.20
2027	90.02	293.22
COF		285.5040
PBP		4.91

CASE C		
YEAR	FCF/CIF (RS. In Billion)	CCIF
2023	33.98	33.98
2024	43.35	77.33
2025	55.31	132.64
2026	70.56	203.20
2027	124.28	327.48
COF		228.4032
PBP		4.20

Interpretation: At the 75% of the outflow it takes 3.55 years to recover the amount invested. At 125% of the outflow it takes 4.91 years to recover the amount invested. At 100% of outflow of PV including the salvage value of 15% it takes 4.20 years to recover the amount invested. This means at 75% amount of PV outflow project is more viable than other cash flows.

Note: In case C, while calculating PBP, salvage value of 15% of PVCIF is added to CIF of 2027.

2. DISCOUNTED PAYBACK PERIOD (DPBP)

The discounted payback period is a modified version of the payback period that accounts for the time value of money. The basic method of the discounted payback period is taking the future estimated cash flows of a project and discounting them to the present value. The Discounted Payback Period gives the number of years it takes to break even from undertaking the initial expenditure, by discounting future cash flows and recognizing the time value of money.

CASE A		
YEAR	PVCIF	PVCCIF
2023	31.58	31.58
2024	37.44	69.01
2025	44.38	113.40
2026	52.62	166.02
2027	62.39	228.40
COF		171.3024
DPBP		4.08

CASE B		
YEAR	PVCIF	PVCCIF
2023	31.58	31.58
2024	37.44	69.01
2025	44.38	113.40
2026	52.62	166.02
2027	62.39	228.40
COF		285.5040
DPBP		5.92

CASE C		
YEAR	PVCIF	PVCCIF
2023	31.58	
2024	37.44	37.44
2025	44.38	81.82
2026	52.62	134.44
2027	86.13	220.57
COF		228.4032
DPBP		5.09

Interpretation: At 75% of the outflow it takes 4.08 years to recover the amount invested. At 125% of the outflow it takes 5.92 years to recover the amount invested. At 100% of outflow of PV including the salvage value of 15% it takes 5.09 years to recover the amount invested. This means at 75% amount of PV outflow project is more viable than other cash flows.

Note: For year 2027, discounted salvage value is added to CIF.

3. NET PRESENT VALUE (NPV)

Net present value (NPV) is the difference between the present value of cash inflows and the present value of cash outflows over a period of time. NPV is used in capital budgeting and investment planning to analyse the profitability of a projected investment or project. Net Present Value (NPV) is a better indicator than Payback Period (PBP) because it tells precisely which value would be earned by the investors if they decide to undertake it.

A			
YEAR	FCF/CIF (RS. In Billion)	DF7.61%	PV
2023	33.98	0.929282	31.577
2024	43.35144722	0.863564	37.4368
2025	55.30747427	0.802495	44.3839
2026	70.56089028	0.745743	52.6203
2027	90.02109213	0.693006	62.3851
PVCIF			228.403
	PVCIF		228.40
A	LESS PVCOF		171.3024
NPV			57.10

Here,

PVCIF = Present Value of Cash Inflow

PVCOF = Present Value of Cash Outflow

NPV = Net Present Value

B			
YEAR	FCF/CIF (RS. In Billion)	DF7.61%	PV
2023	33.98	0.9292817	31.57699
2024	43.35145	0.8635644	37.43677
2025	55.30747	0.8024946	44.38395
2026	70.56089	0.7457435	52.62033
2027	90.02109	0.6930058	62.38514
PVCIF			228.4032
	PVCIF		228.4032
B	LESS PVCOF		285.504
NPV			-57.101

C			
YEAR	FCF/CIF (RS. In Billion)	DF7.61%	PV
2023	33.98	0.929282	31.577
2024	43.35144722	0.863564	37.4368
2025	55.30747427	0.802495	44.3839
2026	70.56089028	0.745743	52.6203
2027	90.02109213	0.693006	62.3851
Add SV	34.26047496	0.693006	23.7427
PVCIF			252.146
	PVCIF		252.146
C	LESS PVCOF		228.403
NPV			23.743

Interpretation: At 75% of PV the NPV is 57.10. At 125% of the NPV is -57.10 and at 100% of the PV including 15% of salvage value the NPV is 23.74. Which means case A is more viable because it has highest NPV value.

4. INTERNAL RATE OF RETURN (IRR)

The internal rate of return (IRR) is the annual rate of growth that an investment is expected to generate. IRR is calculated using the same concept as net present value (NPV), except it sets the NPV equal to zero.

A			
YEAR	FCF/CIF (RS. In Billion)	DF7.61%	PV
2022	-171.3023748	1	-171.302
2023	33.98	0.929282	31.57699
2024	43.35144722	0.863564	37.43677
2025	55.30747427	0.802495	44.38395
2026	70.56089028	0.745743	52.62033
2027	90.02109213	0.693006	62.38514
IRR			9%

B			
YEAR	FCF/CIF (RS. In Billion)	DF7.61%	PV
2022	-285.503958	1	-285.504
2023	33.98	0.929282	31.57699
2024	43.35144722	0.863564	37.43677
2025	55.30747427	0.802495	44.38395
2026	70.56089028	0.745743	52.62033
2027	90.02109213	0.693006	62.38514
IRR			-6%

C			
YEAR	FCF/CIF (RS. In Billion)	DF7.61%	PV
2022	-228.4031664	1	-228.403
2023	33.98	0.929282	31.57699
2024	43.35144722	0.863564	37.43677
2025	55.30747427	0.802495	44.38395
2026	70.56089028	0.745743	52.62033
2027	90.02109213	0.693006	62.38514
Add SV	34.26047496	0.693006	23.74271
IRR			3%

Interpretation:

Case A: If the Cash Outflow of Avenue Supermarts Ltd is 75% of Cash Inflow then the Internal Rate of Return would be 9%. This is a positive sign for the company.

Case B: If the Cash Outflow of Avenue Supermarts Ltd is 125% of Cash Inflow then the Internal Rate of Return would be -6%. Here cash outflow is higher than cash inflow, it leads to negative cash flow which isn't an ideal situation to be in.

Case C: If the Cash Outflow of Avenue Supermarts Ltd is 100% of Cash Inflow with 15% of salvage value then the Internal Rate of Return would be 3%. Here Cash Inflow is higher than the Cash Outflow so there is a positive cash flow in a company. It is a good sign for the company.

5. PROFITABILITY INDEX (PI)

The profitability index rule is a decision-making exercise that helps evaluate whether to proceed with a project. The index itself is a calculation of the potential profit of the proposed project. The profitability index is calculated by dividing the present value of future cash flows that will be generated by the project by the initial cost of the project.

PI	
A	1.33333
B	0.8
C	1.10395

Interpretation: As per the rule, profitability index of 1 indicates that the project will break even. If it is less than 1, the costs outweigh the benefits. If it is above 1, the venture should be profitable. So, here outlay A is the most beneficial next to outlay C, and project B must be abandoned.



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A CAPITAL BUDGETING DECISION ON
CIPLA LIMITED

CAPSTONE PROJECT REPORT SUBMITTED IN PARTIAL FULFILMENT OF
FINANCIAL MANAGEMENT SUBJECT

MASTER OF BUSINESS ADMINISTRATION
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By

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Under the guidance of
Prof. DILEEP S
Assistant Professor



RV INSTITUTE OF MANAGEMENT
2022-23

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“It is not possible to prepare a project report without the assistance & encouragement of other people. This one is certainly no exception.”

On the very outset of this report, I would like to extend my sincere & heartfelt obligation towards all the personages who have helped me in this endeavor. Without their active guidance, help, cooperation & encouragement, I would not have made headway in the project based on “**A Capital Budgeting Decision On Cipla Limited**”.

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Thanking You

KAVYAPRIYA J

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INTRODUCTION ABOUT CIPLA LIMITED



ABOUT THE COMPANY:

Cipla was registered as a public company with an authorized Capital of Rs 6 lakhs on August 1935. This was started as a small drug and medicines manufacturer under the name “The Chemical, Industrial and Pharmaceutical Laboratories”, which changed to its current name in 1984 became too popularly called as Cipla. Cipla was officially opened on September 22, 1937 when the first products were ready for the market.

Cipla Limited is an Indian multinational pharmaceutical company, headquartered in Mumbai, India. Cipla is a leading pharmaceutical from India with presence across the world. The company has a vast portfolio with more than 1,500 products in the market. Cipla primarily develops medicines to treat respiratory disease, cardiovascular disease, arthritis, diabetes, depression and many other medical conditions.

Their product portfolio spans complex generics as well as drugs in the respiratory, anti-retroviral, urology, cardiology, anti-infective, CNS, and various other key therapeutic segments. Led by our purpose of ‘Caring for Life’, we have expanded our global presence by adding new facilities and product lines while strengthening our Research and Development capabilities to foster innovation-led growth.

Cipla has established itself as a reliable and reputable pharmaceutical company in the home markets of India, South Africa and, North America. We have also made great strides in other key regulated and emerging markets. Today, we are present in more than 80 countries with 46 state-of-the-art manufacturing facilities producing over 1,500 products. Cipla is the third-

largest pharma company in India and the third largest in the private pharma market of South Africa. We are the largest Indian exporter to emerging markets and also amongst the most dispensed generic players in the US.

At Cipla we have always focused on addressing and alleviating some of the most pressing healthcare challenges of the relevant time. In 2001, we introduced the novel triple antiretroviral therapy (ART) for treating HIV/AIDS. This therapy was priced at less than a dollar a day and consequently changed the trajectory of HIV/ AIDS treatment in Africa.

SOME OF THE RECENT DEVELOPMENTS/INVESTMENTS ARE:

- In July 2022, Cipla Health signed agreement to acquire Endura Mass, a renowned nutritional supplement.
- In June 2022, Cipla partnered with Drugs for Neglected Diseases initiative (DNDi) to announce the launch of a 4-in-1 antiretroviral treatment for children living with HIV in South Africa.
- In September 2021, Cipla Limited subscribed to 5% equity shares (on a fully diluted basis) of Swasth Digital Health Foundation, a not-for-profit organisation, to leverage digital technologies and build digital healthcare infrastructure, according to the company's regulatory filing to the exchanges.
- In August 2021, Cipla and Kemwell Biopharma signed a joint venture agreement for the development, production and commercialisation of biosimilars.
- In May 2021, the company posted financial results for Q4 FY21 with net revenues of Rs. 4,606 crore (US \$622.7 million) and net profit of Rs. 412 crore (US \$55.7 million).
- In May 2021, Cipla launched a real-time COVID-19 detection kit 'ViraGen' that is based on multiplex polymerase chain reaction (PCR) technology.
- In March 2021, the company announced that its subsidiary, Cipla Gulf FZ LCC, will partner with Alvotech for marketing and distribution of four biosimilar medicines in Australia and New Zealand.
- In January 2021, it announced to procure solar energy from a 20-MWac (megawatt, alternating current) group captive project in Tuljapur, Maharashtra, that was commissioned in partnership with AMP Energy India

RECENT AWARDS:

- Campaign India Digital Crest Awards 2022. Bronze in Best Online Marketing – Omnigel.
- e4M Health Marcom Awards. Gold in Healthcare: Best Integrated Campaign – Berok Zindagi.
- Cipla Conferred with Best Corporate Green Initiative Award.
- Cipla recognized at DigipharmaX Awards.
- 4th India Logistics and Warehousing Excellence Awards 2022
- Cipla bags the National Energy Conservation Award 2021 in drug & pharmaceutical sector by the Bureau of Energy Efficiency, Ministry of Power, Government of India.
- CII CFO Excellence Awards 2021 Kedar Upadhye conferred with “CFO of the year” – Healthcare & Pharma Award.

VISION AND MISSION

Mission - to be a leading global healthcare company which uses technology and innovation to meet everyday needs of all patients.

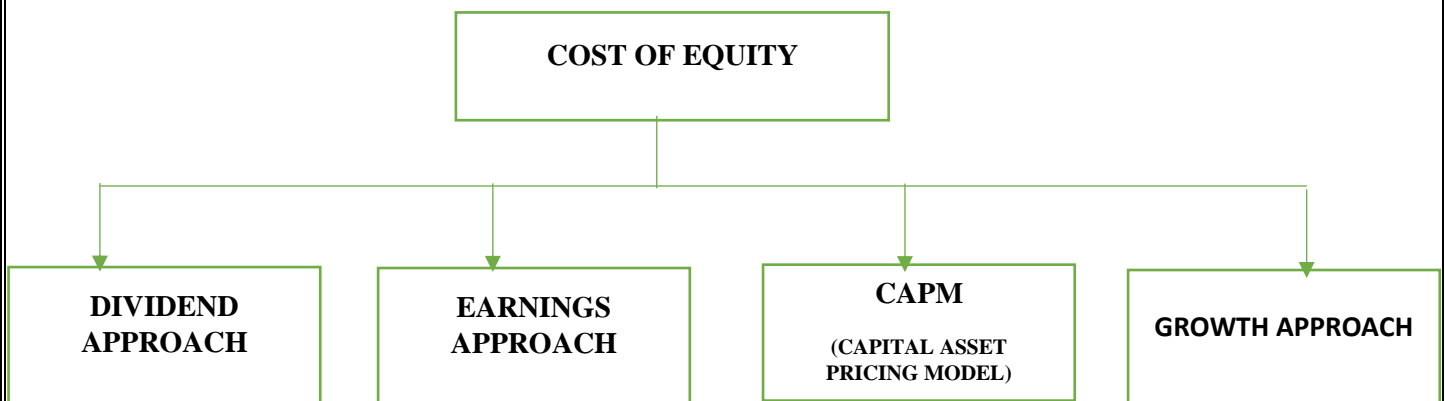
Vision – To be the first global biotech company to provide high-quality products at affordable prices that will enable access for millions of patients worldwide by the year 2025.

COST OF CAPITAL

Cost of Equity

A company figures out the cost of equity in order to evaluate whether an investment meets the capital return requirements. The required rate of return is frequently employed by organisations as a capital budgeting criteria. The cost of equity for a corporation reflects the compensation that the market demands in exchange for assuming ownership of the asset and taking on ownership risk.

Different methods used in calculating Cost of Equity:



There are four methods which are used to calculate cost of equity, i.e., dividend approach, earnings approach, CAPM, and, growth approach. Out of these four methods CAPM method is most commonly and widely used method.

CAPM APPROACH:

The Capital Asset Pricing Model is a model that describes how the expected return and risk of investing in securities are related to one another (CAPM). It proves that an investment's expected return is equal to the risk-free return plus a risk premium determined by utilising the security's beta.

$$K_e = R_f + [\beta (R_m - R_f)]$$

RISK FREE RATE (R_f): The risk-free rate of return is the value assigned to an investment that assures a return with zero risks. A 10-year RBI bond's yield normally equates to the rate of the risk-free return.

MARKET RETURN (R_m): It is denoted as expected return of the market.

BETA (β): The Beta is a measure of the volatility of a stock concerning the market in general. The fluctuations that will cause in the stock due to a change in market conditions are denoted by Beta.

CALCULATION OF CAPM	
RF	6.1
BETA	0.470406
RM(per month)	0.970061
RM(Pper year)	11.64074
CAPM	8.706396

The Cost of Equity value of CIPLA is 8.7063 % which indicates that to raise equity capital of Rs. 1 the company will incur a cost of Rs 0.8706 in other words the company should earn a minimum or more than Rs. 0.8706 to get into profit zone after raising an amount of Rs. 1 from equity.

Cost of Debt

The cost of debt can be defined as the effective rate of interest the firm pays on its debts such as loans, bonds etc. As the loan period is not specified we are considering it to be irredeemable. The interest amount, tax rate are taken from the company's Profit and Loss statement and Loan amount is taken from the Balance sheet.

$$K_d = (I^*(1-t))/NP$$

CALCULATION OF COST OF DEBT	
Interest amount	99
borrowings	1056
Tax rate	27%
Interest rate	9.375
Kd=l(1-t)	6.84375

The Cost of Debt value of CIPLA is 6.84375% which indicates that to raise any loans or bonds of Rs. 1 the company will incur a cost of Rs. 0.0684375 after a tax of 27% in other words the company should earn a minimum or more than Rs. 0.0684375 to get into profit zone after raising an amount of Rs. 1 through loans or bonds after deducting a tax rate of 27%.

Cost of Capital by WACC Method

The Cost of Capital will tell you the total measure of cost the company will incur to finance its operations. It can also be defined as the minimum income a company should earn before getting into a profit zone.

In the Weighted Average Cost of Capital (WACC) all sources of financing are included in calculation, and each source is given a weight relative to its proportion in the company's capital structure. We have considered 2 sources of finance Equity Share Capital and Debts.

SF	AMOUNT	WEIGHTAGE	SC	WC
EQUITY	1	0.97087379	8.7063	8.452718
DEBT	0.03	0.02912621	6.8437	0.199331
	1.03	1	WACC	8.65205

The total Cost of Capital that CIPLA as incurred to raise a finance of Rs. 1 from all sources is Rs. 0.0865205 i.e., the Cost of Capital of CIPLA is 8.65205%. CIPLA should earn a minimum income of Rs. 0.0865205 for a Rs. 1 raised through different source of finance after deducting all the taxes to get into a profit zone.

PRESENT VALUE OF CASH INFLOW

Growth rate

In order to predict the cash inflow for the next 5 years we need to calculate the growth rate of cash inflow of CIPLA over the past years. We have considered the data of past 10 years.

CALCULATION OF GROWTRH RATE	
2013	0.41
2014	0.72
2015	0.45
2016	0.48
2017	1.24
2018	0.46
2019	0.76
2020	1.34
2021	1.22
2022	1.04
TTM	1.04
GROWTH RATE	0.097551603

The growth rate of Cash Inflow of CIPLA over the past 10 years is 0.2484.

The cash inflow for the next 5 years is calculated by taking TTM value as the inflow for year 2023 and the remaining years are calculated by multiplying growth rate with the previous year Cash Inflow.

Cash Inflow = Growth rate * Previous year Cash Inflow

The Discounting Factor can be defined as the multiplying factor that will yield Present value when multiplied with cash inflow of particular year.

Discounting factor (for initial year) = $1 / \text{Cost of Capital}$.

Discounting factor (for next years) = $\text{Previous year value} / \text{Cost of Capital}$.

The present value is defined as the value of an expected cash income determined to the today's valuation.

Present Value = Expected Cash Inflow * Discounting Factor

A - Cash Outflow at 75%

year	FCFF/CIF (Rs. In billions)	DF (8.6520%)	PV
2023	1.04	0.9204	0.9572
2024	1.14	0.8471	0.9664
2025	1.25	0.7796	0.9757
2026	1.37	0.7175	0.9851
2027	1.51	0.6604	0.9947
		PVCIF	4.8791
		PVCOF(75%)	3.6594

The Expected Cash Inflow, Discounting Factor and Present value for CIPLA is calculated by using the before mentioned formulas.

The total Present Value of Cash Inflow for next 5 years from 2023 to 2027 is Rs. 4.8791 by taking the initial cash inflow of Rs. 1.04 with Discount Factor (DF) of 8.6520 %.

By considering 75% of the total PVCIF as the expected Cash Outflow, the total Present Value of Cash Outflow for next 5 years from 2023 to 2027 is Rs. 3.6594

B - Cash Outflow at 125%

year	FCFF/CIF (Rs. In billions)	DF (8.6520%)	PV
2023	1.04	0.9204	0.9572
2024	1.14	0.8471	0.9664
2025	1.25	0.7796	0.9757
2026	1.37	0.7175	0.9851
2027	1.51	0.6604	0.9947
		PVCIF	4.8791
		PVCOF(125%)	6.0989

By considering 125% of the total PVCIF as the expected Cash Outflow, the total Present Value of Cash Outflow for next 5 years from 2023 to 2027 is Rs. 6.0989.

C - Cash Outflow at 100%, Salvage Value – 15 %

Year	FCFF/CIF (Rs. In billions)	DF (8.6520%)	PV
2023	1.04	0.9204	0.9572
2024	1.14	0.8471	0.9664
2025	1.25	0.7796	0.9757
2026	1.37	0.7175	0.9851
2027	1.51	0.6604	0.9947
SV @ 15%	0.7319	0.6604	0.4833
		PVCIF	5.3625
		PVCOF(100%)	4.8791

By considering the 100% of PVCIF the value of PVCOF will remain same as total cash inflow but whereas an additional Salvage value of 15% on the total PVCOF will lead to an increase in PVCIF which is Rs. 5.3625 whereas the PVCOF remains same.

INVESTMENT DECISION

Net Present Value (NPV) – The Net Present Value is the difference between the Total Present Value of Expected Cash Inflow and Total Present Value of Expected Cash Outflow for the given period of time. This will give you the total profit of the company for a given period of time to its today's value.

Profitability Index (PI) – The Present Value is calculated by dividing the Total Expected Cash Inflow by Total Expected Cash Outflow for the given period of time. It tells the value of profit the company is going to earn in a given period of time for any investment made.

Internal Rate of Return (IRR) – The Internal Rate of Return is the tool used to estimate the profitability potential of investments. As the name itself suggests IRR considers only internal factors excluding the external factors such as risk free rate, inflation rate etc.

Pay Back Period (PBP) – The Pay Back Period can be defined as the number of years required for the company to recover or get back the Total Investment made by the company. It disregards the concept of Time Value of Money and is usually calculated by the Expected Cash Inflows.

Discounted Pay Back Period (DPBP) – The Discounted Pay Back Period is defined as the number of years the company required to recover its initial investments by considering the present value of expected future Cash Inflow. It considers the concept of Time Value of Money.

A - Cash Outflow at 75%

year	FCFF/CIF (Rs. In billions)	DF (8.6520%)	PV
2023	1.04	0.9204	0.9572
2024	1.14	0.8471	0.9664
2025	1.25	0.7796	0.9757
2026	1.37	0.7175	0.9851
2027	1.51	0.6604	0.9947
		PVCIF	4.8791
		PVCOF(75%)	3.6594
		NPV	1.2198
		PI	1.3333
		IRR	10.3502%

year	FCFF/CIF(Rs. In billions)
2023	1.04
2024	1.14
2025	1.25
2026	1.37
2027	1.51
PVCOF (75%)	3.6594
SUM OF 4 YEARS	4.8053706
PBP	3.2390955

year	PV
2023	0.9572
2024	1.0920
2025	1.3142
2026	1.5815
2027	1.9032
PVCOF (75%)	3.6594
SUM OF 4 YEARS	4.9449
DPBP	3.3245216

Considering the value of Total PVCOF as 75% of Total PVCIF,

Net Present Value (NPV) = Rs. 1.2198.

The company is going to earn a total profit of Rs. 1.2198 in the next 5 years with respect to the present value.

Profitability Index (PI) = 1.3333.

The company has a profit ratio of 1.3333 in other words the company will have a 33.33% of profit in the next 5 years.

Internal Rate of Return (IRR) = 10.3502 %.

The company can expect a return of 10.3502% in the next 5 years considering only the internal factors that affect the company.

Pay Back Period (PBP) = 3.2390 years.

The company is going to get back its investments back in next 3.2390 years considering the expected future Cash Inflow.

Discounted Pay Back Period (DPBP) = 3.3245 years.

The company is going to get back its investment in 3.3245 years considering the expected present value of future Cash Inflow.

B - Cash Outflow at 125%

year	FCFF/CIF(Rs. In billions)	DF(8.6520%)	PV
2023	1.04	0.9204	0.9572
2024	1.14	0.8471	0.9664
2025	1.25	0.7796	0.9757
2026	1.37	0.7175	0.9851
2027	1.51	0.6604	0.9947
		PVCIF	4.8791
		PVCOF(125%)	6.0989
		NPV	-1.2198
		PI	0.8000
		IRR	-6.9640%

year	FCFF/CIF(Rs. In billions)
2023	1.04
2024	1.14
2025	1.25
2026	1.37
2027	1.51
2028	1.65
2029	1.81
PVCOF (125%)	6.0989
SUM OF 4 YEARS	4.80537
PBP	4.71304

year	PV
2023	0.9572
2024	0.9664
2025	0.9757
2026	0.9851
2027	0.9947
2028	0.9155
PVCOF (125%)	6.0989
SUM OF 5 YEARS	4.8791
DPBP	6.33247

Considering the value of Total PVCOF as 125% of Total PVCIF,

Net Present Value (NPV) = Rs. -1.2198.

The company is going to incur a total loss of Rs. 1.2198 in the next 5 years with respect to the present value.

Profitability Index (PI) = 0.8.

As the PI of company has gone below the company will have a loss. The company will incur a loss of 20% in the next 5 years.

Internal Rate of Return (IRR) = -6.9640%.

The company will face a negative return to the investment indicating that company will loose its capital by 6.9640%.

Pay Back Period (PBP) = 4.71304 years.

The company is going to get back its investments back in next 4.9294 years considering the expected future Cash Inflow.

Discounted Pay Back Period (DPBP) = 6.33247 years.

The company is going to get back its investment in 6.3347 years considering the expected present value of future Cash Inflow.

C - Cash Outflow at 100%, Salvage Value – 15 %

year	FCFF/CIF (Rs. In billions)	DF (8.6520%)	PV
2023	1.04	0.9204	0.9572
2024	1.14	0.8471	0.9664
2025	1.25	0.7796	0.9757
2026	1.37	0.7175	0.9851
2027	1.51	0.6604	0.9947
SV @ 15%	0.7319	0.6604	0.4833
		PVCIF	5.3625
		PVCOF(100%)	4.8791
		NPV	0.4834
		PI	1.0991
		IRR	3.7064%

year	FCFF/CIF (Rs. In billions)
2023	1.04
2024	1.14
2025	1.25
2026	1.37
2027	1.51
2028	1.65
PVCOF (100%)	4.8791
SUM OF 4 YEARS	4.80537
PBP	4.044604

year	PV
2023	0.9572
2024	0.9664
2025	0.9757
2026	0.9851
2027	1.4780
PVCOF(100%)	4.8791
SUM OF 4 YEARS	3.8845
DPBP	4.67295

Considering the value of Total PVCOF as 100% of Total PVCIF and a Salvage Value of 15%,
Net Present Value (NPV) = Rs. 0.4834.

The company is going to earn a total profit of Rs. 0.4838 in the next 5 years with respect to the present value.

Profitability Index (PI) = 1.0991.

The company has a profit ratio of 1.0991 in other words the company will have a 10.43% of profit in the next 5 years.

Internal Rate of Return (IRR) = 3.7064%.

The company can expect a return of 3.7064% in the next 5 years considering only the internal factors that affect the company.

Pay Back Period (PBP) = 4.044604 years.

The company is going to get back its investments back in next 4.044604 years considering the expected future Cash Inflow.

Discounted Pay Back Period (DPBP) = 4.67295 years.

The company is going to get back its investment in 4.67295 years considering the expected present value of future Cash Inflow.

Investment Decision

<u>Particular</u>	<u>PVCOF At 75% of PVCIF</u>	<u>PVCOF At 125% of PVCIF</u>	<u>PVCOF At 1005% of PVCIF & salvage value - 15%</u>
NPV	Rs. 1.2198	Rs. -1.2198	Rs. 0.4834
PI	1.3333	0.8000	1.0991
IRR	10.3502%	-6.9640%	3.7064 %
PBP	3.2390 years	4.71304 years	4.044604 years
DPBP	3.3245 years	6.33247 years	4.67295 years

Comparing the different financial parameters with the given scenario I conclude that the **Option A** with **PVCOF at 75% of PVCIF** is best investment decision because of following reasons,

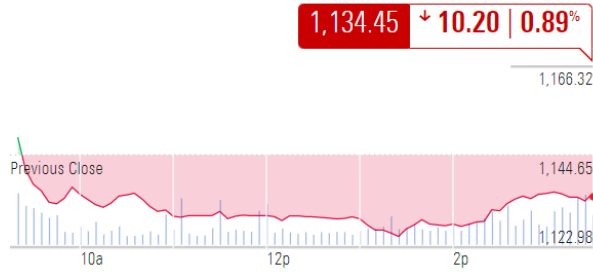
- With PI being highest indicating highest profit ratio.
- The IRR being highest indicating maximum return possible among 3 scenarios.
- The DPBP also being indicates lesser time period required to recover the investment.
- The NPV is highest among the 3 Scenario indicating highest profit.
- The PBP being lowest indicates lesser time period required to recover the investment.

ANNEXURES

Cipla Ltd CIPLA ★★★Q Oct 06, 2022

Login To Show Full Chart

Market Closed



INR | National Stock Exchange of India |
Last close prices updated as of Oct 06, 2022, 3:34 PM IST

Overview **Key Ratios** Trading Information News

Rev 3-Yr Growth 10.54	Net Income 3-Yr Growth 18.10	Operating Margin % TTM 15.71	Free Cash Flow 2022 26.2475 Bil
- Avg +	- Avg +	- Avg +	

ROA % TTM —	ROE % TTM —	Net Margin % TTM 11.58
- Avg +		

Debt/Equity
0.03

Operating Performance

Fiscal	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets %	14.71	11.08	8.11	8.23	4.81	6.44	6.53	6.49
Return on Equity %	18.55	14.56	11.33	13.29	8.25	10.54	10.45	10.05
Return on Invested Capital %	17.68	13.27	10.27	10.48	6.35	8.46	8.51	8.55
Financial Leverage	1.29	1.33	1.46	1.76	1.67	1.61	1.60	1.50
Gross Margin %	60.58	58.28	59.61	58.88	58.13	59.07	60.28	60.43
Operating Margin %	25.26	17.67	16.15	14.43	11.68	12.75	12.71	12.64
Net Margin %	18.66	13.75	10.41	11.02	7.15	9.54	9.54	9.26
Days Sales Outstanding	71.03	59.77	58.60	58.28	63.00	69.10	82.65	87.87
Days Inventory	236.94	228.77	265.89	246.51	225.93	226.98	229.80	230.35
Days Payables	79.97	78.30	101.83	97.02	92.33	111.24	117.76	118.13
Receivables Turnover	5.14	6.11	6.23	6.26	5.79	5.28	4.42	4.15
Inventory Turnover	1.54	1.60	1.37	1.48	1.62	1.61	1.59	1.58
Fixed Asset Turnover	2.19	2.43	2.51	2.72	2.54	2.56	2.84	3.04
Total Asset Turnover	0.79	0.81	0.78	0.75	0.67	0.68	0.68	0.70
EBITDA Margin %	29.63	22.85	19.66	19.16	18.71	20.97	22.28	21.21
EBITDA (Bil)	24.53	23.08	22.30	26.18	26.33	31.02	35.69	35.42
Free Cash Flow/Net Income	0.41	0.72	0.45	0.48	1.24	0.46	0.76	1.34

Operating Performance

Fiscal	7	2018	2019	2020	2021	2022	TTM	5-Yr	Index
		18.55							
Return on Assets %	1	6.44	6.53	6.49	9.85	9.63	9.63	—	8.86
Return on Equity %	5	10.54	10.45	10.05	14.11	12.85	12.85	—	18.45
Return on Invested Capital %	5	8.46	8.51	8.55	12.67	12.00	12.00	—	17.35
Financial Leverage	7	1.61	1.60	1.50	1.37	1.30	—	—	—
		60.58							
Gross Margin %	3	59.07	60.28	60.43	57.78	57.33	57.24	59.06	—
Operating Margin %	8	12.75	12.71	12.64	17.11	16.50	15.71	14.37	—
Net Margin %	5	9.54	9.54	9.26	12.66	11.63	11.58	10.34	14.79
Days Sales Outstanding	0	69.10	82.65	87.87	70.49	57.96	57.96	—	—
Days Inventory	3	226.98	229.80	230.35	205.86	198.11	198.11	—	—
Days Payables	3	111.24	117.76	118.13	99.67	91.12	91.12	—	—
Receivables Turnover	9	5.28	4.42	4.15	5.18	6.30	6.30	—	—
Inventory Turnover	2	1.61	1.59	1.58	1.77	1.84	1.84	—	—
Fixed Asset Turnover	4	2.56	2.84	3.04	3.43	3.91	3.91	—	—
Total Asset Turnover	7	0.68	0.68	0.70	0.78	0.83	0.83	—	—
EBITDA Margin %	1	20.97	22.28	21.21	23.74	21.21	21.18	21.05	—
EBITDA (Bil)	3	31.02	35.69	35.42	45.11	45.88	45.49	36.99	—
Free Cash Flow/Net Income	4	0.46	0.76	1.34	1.22	1.04	1.04	—	—

Profit & Loss

Consolidated Figures in Rs. Crores / [View Standalone](#)

PRODUCT SEGMENTS

	Mar 2011	Mar 2012	Mar 2013	Mar 2014	Mar 2015	Mar 2016	Mar 2017	Mar 2018	Mar 2019	Mar 2020	Mar 2021	Mar 2022	TTM
Sales +	6,324	7,021	8,279	10,173	11,345	13,790	14,394	15,156	16,362	17,132	19,160	21,763	21,634
Expenses +	4,950	5,325	6,065	8,026	9,183	11,310	11,898	12,329	13,265	13,926	14,907	17,211	17,284
Operating Profit	1,374	1,696	2,214	2,147	2,163	2,480	2,496	2,826	3,097	3,206	4,252	4,553	4,350
OPM %	22%	24%	27%	21%	19%	18%	17%	19%	19%	19%	22%	21%	20%
Other Income +	87	103	245	251	164	208	208	280	477	344	266	99	262
Interest	25	38	34	146	168	207	159	114	168	197	161	106	95
Depreciation	273	312	330	373	505	754	1,323	1,323	1,326	1,175	1,068	1,052	1,045
Profit before tax	1,162	1,448	2,095	1,880	1,654	1,727	1,222	1,669	2,079	2,178	3,290	3,493	3,472
Tax %	17%	21%	26%	25%	24%	19%	15%	15%	27%	29%	27%	27%	
Net Profit	990	1,144	1,545	1,404	1,229	1,383	1,035	1,417	1,492	1,500	2,389	2,547	2,543
EPS in Rs	12.32	14.25	19.24	17.29	14.71	16.93	12.51	17.52	18.96	19.18	29.82	31.19	30.85
Dividend Payout %	23%	14%	10%	12%	14%	12%	16%	17%	16%	21%	17%	16%	

Balance Sheet

CORPORATE ACTIONS

Consolidated Figures in Rs. Crores / [View Standalone](#)

	Mar 2011	Mar 2012	Mar 2013	Mar 2014	Mar 2015	Mar 2016	Mar 2017	Mar 2018	Mar 2019	Mar 2020	Mar 2021	Mar 2022
Share Capital -	161	161	161	161	161	161	161	161	161	161	161	161
Equity Capital	161	161	161	161	161	161	161	161	161	161	161	161
Reserves	6,506	7,478	8,858	9,890	10,629	11,356	12,383	14,068	14,851	15,602	18,165	20,680
Borrowings +	572	29	967	1,248	1,703	5,202	4,113	4,098	4,316	2,816	2,014	1,056
Other Liabilities -	1,359	1,682	1,672	2,102	3,178	4,331	4,213	4,346	4,433	4,843	4,514	4,960
Non controlling int	0	0	0	50	180	350	438	352	332	294	259	276
Trade Payables	721	692	828	980	1,452	1,476	1,571	2,119	1,948	2,282	2,067	2,508
Advance from Customers	8	107	70	107	106	29	52	71	44	34	40	74
Other liability items	630	883	774	966	1,439	2,476	2,152	1,803	2,109	2,233	2,149	2,102
Total Liabilities	8,597	9,350	11,658	13,400	15,670	21,049	20,869	22,673	23,762	23,423	24,855	26,857
Fixed Assets +	3,094	3,215	3,610	6,496	6,830	9,368	9,492	9,950	9,608	9,683	9,516	9,683
CWIP	285	371	378	442	581	2,061	1,683	981	676	825	969	766
Investments	591	1,269	2,532	709	640	759	973	1,259	2,554	1,471	2,710	2,551
Other Assets +	4,626	4,494	5,138	5,753	7,620	8,862	8,721	10,483	10,923	11,444	11,661	13,857
Total Assets	8,597	9,350	11,658	13,400	15,670	21,049	20,869	22,673	23,762	23,423	24,855	26,857



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A CAPITAL BUDGETING DECISION ON
DEEPAK NITRITE LTD.

CAPSTONE PROJECT REPORT SUBMITTED IN PARTIAL FULFILMENT OF FINANCIAL
MANAGEMENT SUBJECT

MASTER OF BUSINESS ADMINISTRATION
Autonomous Institution Affiliated to BCU

By

KALAVALA ABHISHTA

REG NO: P18FW21M0142

Under the guidance of

Prof. DILEEP S

Assistant Professor



RV INSTITUTE OF MANAGEMENT
2022-23

ACKNOWLEDGEMENT

“It is not possible to prepare a project report without the assistance & encouragement of other people. This one is certainly no exception.”

On the very outset of this report, I would like to extend my sincere & heartfelt obligation towards all the personages who have helped me in this endeavour. Without their active guidance, help, cooperation & encouragement, I would not have made headway in the project based on “**The Study of Financial Performance of Deepak Nitrite Ltd.**”

I am extremely thankful and pay my gratitude to my faculty **Prof. Dileep** for his valuable guidance and support on completion of this project in its presently. I extend my gratitude to **RV Institute of Management** for giving me this opportunity.

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Thanking You

KALAVALA ABHISHTA

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Deepak Nitrite Ltd.

Deepak Nitrite Ltd. is an Indian chemical manufacturing company. The company's manufacturing facilities are located at Nandesari and Dahej in Gujarat, Roha and Taloja in Maharashtra and Hyderabad in Telangana. Deepak Nitrite produces a spectrum of chemicals, including agrochemicals, colourants, rubber, pharmaceuticals, speciality and fine chemicals. Deepak Mehta is the chairman of the company and his son Maulik Mehta is the chief executive officer.



History

The founder of the company Chimanlal Khimchand Mehta (father of Deepak Mehta) was the known chemical trader in Jain family of Gujarat. The company was incorporated in March 1970. Sodium nitrite and nitrate plants were commissioned at Nadesari, Vadodara, Gujarat and production started in 1972. The plant produces chemicals like sodium nitrite, sodium nitrate and other allied chemicals, dyes, hexamethylene tetramine and dyes intermediates. The company held its Initial public offering (IPO) in 1971. The IPO oversubscribed by 20 times. In 1984 company acquire Sahyadri Dyestuffs & Chemicals unit from Mafatlal Industries. Company established Hydrogenation Plant at Taloja, Maharashtra in 1995. The company acquired management and control of Aryan Pesticides Limited, Roha and DASDA Division of Vasant Chemicals, Telangana in 2003 and 2007 respectively. In 2015, The company promoted Deepak Phenolics Limited for the manufacturing of phenol & acetone at Dahej, Gujarat. Deepak Phenolics is a subsidiary of Deepak Nitrate. Deepak Phenolics manufactures pharmaceutical grade isopropyl alcohol (IPA) and acetone. The company is also planning on producing downstream products of phenol and acetone. In 2021, Deepak Mehta stated that

the company also has hydrogenation capabilities, and are also looking to add fluorination to their chemical offerings.

Vision

To become the FASTEST GROWING Indian chemical intermediates Company.

Values

Innovativeness: Driving not just product ideas but also innovation in terms of processes and employee engagement thus maximizing growth.

Responsiveness: Towards employees, customers and all other stakeholders.

Ownership: Where the vision becomes not just the company goal but the individual goal as well

Performance: driven Rewarding performers across verticals, thereby setting examples for leadership.

Agility: Change is constant. This equips the organisation to respond rapidly to this dynamic world.

Products

DIVERSIFIED PRODUCT PORTFOLIO



Business Segment	Basic Chemicals	Fine & Speciality Chemicals	Performance Products	Phenolics
Products	Sodium Nitrite Sodium Nitrate Nitro Toluidines Fuel Additives Nitrosyl Sulphuric Acid	Xylidines Oximes Cumidines Speciality agrochemicals	Optical Brightening Agent (OBA) DASDA	Phenol Acetone Cumene Isopropyl alcohol
Application Diversity	Colourants Petrochemicals Rubber	Agrochemicals Colors & Pigments Paper Personal Care Pharmaceuticals	Paper Detergents Textiles Coating Applications in Printing & Photographic Paper	Laminate & Plywood Pharmaceuticals Adhesives Sanitizers Rubber Chemicals Paints

Plant Locations

1. Nandesari (Gujarat)

- Basic Chemicals, Fine & Speciality Chemicals
- The first and flagship manufacturing facility

2. Taloja (Maharashtra)

- Synthetic Organic Chemicals
- Fine and Speciality Chemicals
- Strategically connected to Nhava Sheva port

3. Roha (Maharashtra)

- Intermediates for Agrochemicals, Dyes and Speciality Chemicals

4. Hyderabad (Telangana)

- Optical Brightening intermediates
- DASDA

5. Dahej - DNL (Gujarat)

- Basic Chemicals, Performance Products

6. Dahej - DPL (Gujarat)

- Phenol
- Acetone
- IPA

Timeline

1970-Incorporation of Deepak Nitrite Limited

1971-Public Issue of Equity Shares

1972-Commissioned Sodium Nitrite & Nitrate Plant at Vadodara, Gujarat

1974-Sir P.C. Ray award for "Best Chemical Industry Unit" with Indigenous Technology

1979- Promoted Deepak Fertilisers and Petrochemicals Corporation Limited for setting up project for manufacturing Anhydrous Liquid Ammonia

1984- Acquisition of Sahyadri Dyestuffs & Chemicals Unit from Mafatlal Industries

1992-Commissioned Nitro Aromatic Plant at Nandesari

1995-Commissioning of full-fledged Hydrogenation Plant at Taloja

1998-Capacity of Nitro Aromatic plant doubled

2000-Acquisition of management and control of Aryan Pesticides Limited

2006-Rights Issues of Equity Shares & Acquisition of business of DASDA Division from Vasant Chemicals by Hyderabad

2009-Crossed ` 500 Crores Turnover'

2010-Listed on National Stock Exchange (NSE) & Entered into Fuel Additives Space by Launching new products

2012- Awarded by FICCI With "Business world FICCI CSR Award" (Large Enterprises), Honoured with "Responsible Care" logo & Worldwide Initiative to advance the safe and secure management of chemical products and operation

2013- Brownfield expansion for manufacturing inorganic salts at Nandesari & Alignment of business segments into three Strategic Business Units Crossed ` 1,000 Crores Turnover

2014- Sub-division of Equity Shares and 4th Bonus, Issue Commissioned a worldclass facility to manufacture Optical Brightening Agent (OBA) & commenced setting up a Project at Dahej, Gujarat to manufacture Phenol and Acetone through Deepak Phenolics Limited (DPL), a wholly owned subsidiary

2015- Shri C. K. Mehta, founder of Deepak Nitrite Limited Conferred with the Life Time Achievement Award by The Indian Chemical Council (ICC)

2016-Raised ` 83.31 Crores via 1st QIP

2017- Raised ` 150 Crores via 2nd QIP

2018-Raised ` 150 Crores via 3rd QIP

2019-Deepak Phenolics Commenced commercial production of Phenol and Acetone at Dahe

2020-Crossed ` 2,000 Crores Turnover -Standalone, crossed ` 4,000 Crores Turnover -

Consolidated & Deepak Phenolics reached ` 2000 crore Revenue

CSR Activities

(₹ in Crores)

(1) Sr. No.	(2) CSR project or activity identified	(3) Sector in which the project is covered	(4) Projects or programs (1) Local area or other (2) Specify the State and District Where projects or programs was Undertaken	(5) Amount outlay (budget) project or programs wise	(6) Amount spent on the projects or programs Sub-heads 1. Direct Expenditure On projects or programs 2.Overheads	(7) Cumulative expenditure up to the reporting period	(8) Amount Spent: Direct or through Implementing Agency
1	CEmONC	Health Care	Jabugam Dist.: Vadodara State: Gujarat	0.50	0.55 0.00 0.55	1.94 (1.39)	Implementing Agency
2	Remedial Education for English & Maths at Nandesari School	Skill Development/ Education	Nandesari Dist: Vadodara State: Gujarat	0.04	0.04 0.01 0.05	0.08 (0.03)	Implementing Agency
3	Mobile Health Unit	Health Care	Dahej Dist: Bharuch State: Gujarat	0.32	0.29 0.02 0.31	1.59 (1.28)	Implementing Agency
4	Citizen's Help Desk	Health Care	Vadodara Dist: Vadodara State: Gujarat	0.17	0.16 0.01 0.17	0.67 (0.50)	Implementing Agency
5	Mobile Health Unit	Health Care	Roha Dist: Raigad State: Maharashtra	0.29	0.27 0.02 0.29	1.13 (0.84)	Implementing Agency
6	ICDS	Health Care	Nandesari Dist: Vadodara State: Gujarat	0.33	0.30 0.02 0.32	1.42 (1.10)	Implementing Agency
7	Home Health Aid Course	Skill Development/ Education	Vadodara Dist: Vadodara State: Gujarat Hyderabad Dist: Hyderabad State: Telangana	0.44	0.40 0.02 0.42	1.55 (1.13)	Implementing Agency
8	Mobile Library	Skill Development/ Education	Roha Dist: Raigad State: Maharashtra	0.19	0.18 0.01 0.19	0.57 (0.38)	Implementing Agency
9	De-addiction and Counseling Center	Health Care	Hyderabad Dist: Hyderabad State: Telangana	0.26	0.25 0.01 0.26	0.73 (0.47)	Implementing Agency
10	Mobile Library	Skill Development/ Education	Nandesari Dist: Vadodara State: Gujarat	0.19	0.18 0.02 0.20	0.32 (0.12)	Implementing Agency
11	Mobile Library	Skill Development/ Education	Hyderabad Dist: Hyderabad State: Telangana	0.20	0.16 0.01 0.17	0.25 (0.08)	Implementing Agency
12	Entrepreneurial Activities through SHG	Skill Development/ Education	Nandesari Dist: Vadodara State: Gujarat	0.07	0.06 0.01 0.07	0.12 (0.05)	Implementing Agency

Board of directors



Shri Deepak C. Mehta
Chairman & Managing Director



Shri Maulik D. Mehta
*Executive Director &
Chief Executive Officer*



Shri Sanjay Upadhyay
*Director - Finance &
Chief Financial Officer*



Shri Ajay C. Mehta
Non-Executive Director



Shri Sudhir Mankad
Independent Director



Shri Sandesh Kumar Anand
Independent Director



Dr. Richard H. Rupp
Independent Director



Dr. Swaminathan Sivaram
Independent Director



Shri Sanjay Asher
Independent Director

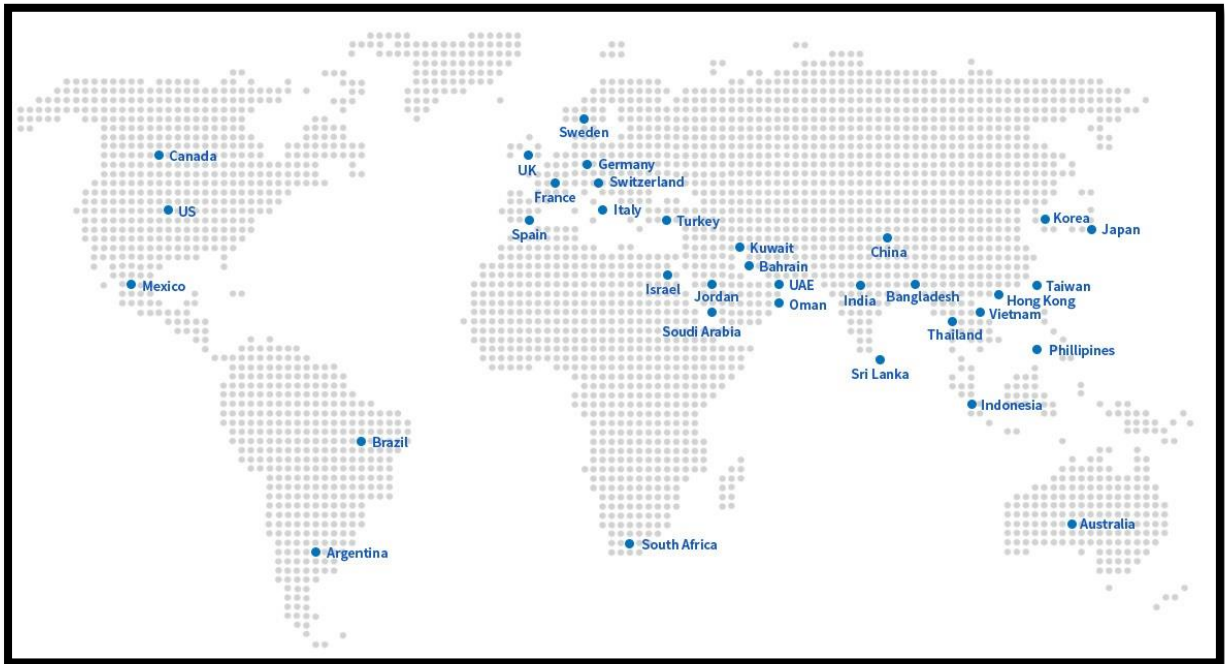


Smt. Purvi Sheth
Independent Director



Shri Dileep C. Choksi
Additional Director

Operations



Evaluation of Financial Health of Deepak Nitrite Limited

1. Calculation of K_e using CAPM

Calculation of Equity	
Beta	-0.3652
Rf	6.1
Rm	12.8223
Ke=	3.65

The Capital Asset Pricing Model (CAPM) is a model that describes the relationship between the expected return and risk of investing in a security. It shows that the expected return on a security is equal to the risk-free return plus a risk premium, which is based on the beta of that security.

- Risk free rate: The risk-free rate should correspond to the country where the investment is being made, and the maturity of the bond should match the time horizon of the investment. Professional convention, however, is to typically use the 10-year rate no matter what, because it's the most heavily quoted and most liquid bond.

Risk Free rate of Deepak Nitrite Limited is 6.1%

- Beta: The beta is a measure of a stock's risk (volatility of returns) reflected by measuring the fluctuation of its price changes relative to the overall market.

Excel Function: =SLOPE(E3:E118,D3:D118)

Beta value of Deepak Nitrite Limited is -0.3652.

- Market Risk Premium: The market risk premium represents the additional return over and above the risk-free rate, which is required to compensate investors for investing in a riskier asset class.

Excel Function: =AVERAGE(D3:D118)*12

Market risk premium of Deepak Nitrite limited is 12.82%

- $K_e = \text{Risk free rate} + \text{Beta} * (\text{Market rate of return} - \text{Risk free rate})$

Interpretations

Cost of Equity(K_e) of Deepak Nitrite Limited is 3.65%. This signifies the rate of return required on an investment in equity. If the equity is greater than debt, the cost is higher than debt. Higher the cost of equity, higher the rate of return.

Deepak Nitrite provides only 3.65% to its share holders which is less than its cost of debt. It means company can raise its capital at low cost through Equity.

2. Calculation of K_d

Cost of Debt	
Interest	36
Borrowings	315
I/D	11.42857
Tax	26%
$K_d =$	$I * (1 - t)$
$K_d =$	8.46

The cost of debt is the minimum rate of return that debt holder will accept for the risk taken. Cost of debt is the effective interest rate that company pays on its current liabilities to the creditor and debt holders.

Interest rate is 36 (Interest of 2022 from screener)

Debentures(Borrowings) is 315(Borrowings of 2022 from Screener)

Tax is 26% (Tax of 2022 from Screener)

Cost of Debt= $I * (1 - t)$

Interpretations

- The above cost of debt is shown after tax and before tax also which gives a chance company to save its Tax.
- Company can rise capital at low cost through debtors instead of equity.

- The cost of debt is the effective rate that a company pays on its debt, such as bonds and loans. Here it is found to be 11.42% without tax and 8.46% with tax.
- 8.46% indicates indicates that interest rate is paid in the company's debt.

3. Calculation of WACC

Calculation of Wacc					
SF	Amount	W	SC(%)	WC	
Debt	0.61	0.38	8.46	3.20	
Equity	1	0.62	3.65	2.26	
	1.61	1	WACC	5.47	

Weighted average cost of capital (WACC) represents a firm's average after-tax cost of capital from all sources, including common stock, preferred stock, bonds, and other forms of debt. WACC is the average rate that a company expects to pay to finance its assets.

$$WACC=(K_e*W_e)+(K_d*W_d)$$

- Debt-Equity Ratio: This ratio is used to evaluate a company's financial leverage and is calculated by dividing a company's total liabilities by its shareholder equity. D/E ratio is an important metric in corporate finance. It is a measure of the degree to which a company is financing its operations with debt rather than its own resources.

D/E ratio=0.61:1 (Morning Star)

Interpretations

- Company needs to spend Rs.5.47/- out of 100 Rs as an expense towards paying shareholders and debenture holders, which will give edge over the competitors in maintaining competitive advantage by raising capital at low cost.
- Since the WACC represents the average cost of borrowing money across all financing structures, higher weighted average percentages mean the company's overall cost of financing is greater and the company will have less free cash to distribute to its shareholders or pay off additional debt.

4. Identifying CIF using TTM of FCFF

FCFF- It is the amount by which a business's operating cash flow exceeds its working capital needs and expenditures on fixed assets (known as capital expenditures).

TTM- It is a measurement of a company's financial performance (income and expenses) used in finance. It is measured by using the income statements from a company's reports (such as interim, quarterly or annual reports), to calculate the income for the twelve-month period immediately prior to the date of the report.

Growth Rate: It is the percentage rate at which a variable is increasing. The rate is measured as a percentage of a baseline period.

It is calculated through RRI syntax in excel.

RRI- Returns an equivalent interest rate for the growth of an investment. [=RRI(nper, pv, fv)]

FCFF	
2020	0.57
2021	1.02
2022	0.6

RRI	
growth rate	0.017245
	1.72%

5. Identifying Growth of CI and estimation for remaining 4 years

Growth Rate: It is the percentage rate at which a variable is increasing. The rate is measured as a percentage of a baseline period.

It is calculated through RRI syntax in excel.

RRI- Returns an equivalent interest rate for the growth of an investment. [=RRI(nper, pv, fv)]

Calculationh of FCFF or free cash flow to the firm				
Year	Cash inflows	Discounting factor(5.46%)	Present value	
2023	0.6	0.94822682	0.5689361	
2024	0.610	0.89913409	0.5487595	
2025	0.621	0.85258306	0.5292985	
2026	0.631	0.80844212	0.5105276	
2027	0.642	0.76658650	0.4924224	
PVCIF			2.6499441	

6. Identifying CO

PVCIF= Sum of Present values

Present values = Sum of Cash Inflows + Discounting Factor

A) 75%				
Year	Cash inflows	Discounting factor(5.46%)	Present value	
2023	0.6	0.94822682	0.5689361	
2024	0.610	0.89913409	0.5487595	
2025	0.621	0.85258306	0.5292985	
2026	0.631	0.80844212	0.5105276	
2027	0.642	0.76658650	0.4924224	
PVCIF			2.6499441	
PVCOF			1.9874581	

B) 125%				
Year	Cash inflows	Discounting factor(5.46%)	Present value	
2023	0.6	0.94822682	0.5689361	
2024	0.610	0.89913409	0.5487595	
2025	0.621	0.85258306	0.5292985	
2026	0.631	0.80844212	0.5105276	
2027	0.642	0.76658650	0.4924224	
PVCIF			2.6499441	
PVCOF			3.3124302	

C) 15% SALVAGE				
Year	Cash inflows	Discounting factor(5.46%)	Present value	
2023	0.6	0.94822682	0.5689361	
2024	0.610	0.89913409	0.5487595	
2025	0.621	0.85258306	0.5292985	
2026	0.631	0.80844212	0.5105276	
2027	0.642	0.76658650	0.4924224	
Add SV	0.397	0.76658650	0.3047117	
		PVCIF	2.9546558	
		PVCOF	2.6499441	

Discounting Factor (WACC): It is a weighing factor that is most commonly used to find the present value of future cash flows and is calculated by adding the discount rate to one which is then raised to the negative power of a number of periods.

Cash Inflows= Previous years Cash inflow * Growth rate

Interpretations

Case 1	75% of PV
Case 2	125% of PV
Case 3	100% OF PVCIF WITH 15% SALVAGE VALUE

- When the cash outflow is 75% of total PVCIF we obtained a value of 3.3124302 a ratio greater than 1 indicates good financial health it indicates that cash flow is more sufficient to meet short term financials.
- Coming to cash outflow which is calculated at 125% of total PVCIF the total outflow is higher than inflow which indicates negative cash inflow that's is not a good situation for the company.
- With a salvage value which is being included in total PVCIF Of 100% that cash inflow is lesser than outflow which is a negative cash flow.
- The sooner your cash outflow becomes lesser than cash inflow the better for your business.

7. Calculation of PBP

PBP: Payback period in capital budgeting refers to the time required to recoup the funds expended in an investment, or to reach the break-even point.

75%			
Year	Cash inflows	CCIF	
2023	0.6	0.60	
2024	0.610	1.21	
2025	0.621	1.83	
2026	0.631	2.46	
2027	0.642	3.10	
2028	0.653	3.76	
2029	0.665	4.42	
	COF	1.99	
	PBP	3.10	

125%			
Year	Cash inflows	CCIF	
2023	0.6	0.60	
2024	0.610	1.21	
2025	0.621	1.83	
2026	0.631	2.46	
2027	0.642	3.10	
2028	0.653	3.76	
2029	0.665	4.42	
	COF	3.31	
	PBP	5.32	

15% Salvage			
Year	Cash inflows	CCIF	
2023	0.6	0.60	
2024	0.610	1.21	
2025	0.621	1.83	
2026	0.631	2.46	
2027	0.642	3.10	
2028	0.653	3.76	
2029	0.665	4.42	
	COF	2.65	
	PBP	4.12	

Interpretations:

- When the outflow is 75% -Case A of inflow the payback period is 3.10 which means it will take 3.1 years to payback its initial investment.
- When the outflow is 125% Case B of inflow the payback is 5.32 which means it will take 5.2 years to payback its initial investment.
- When the outflow is 100% Case C of inflow with the salvage of 15% the payback is 4.12 which means 4.12 years to payback its initial investment.
- It is determined that Case 1 takes less time to payback its initial investment while longer paybacks are less reliable and earning potential will be greater if it takes less time.

8. Calculation of DPBP

DPBP- The discounted payback period is a modified version of the payback period that accounts for the time value of money. Both metrics are used to calculate the amount of time that it will take for a project to “break even,” or to get the point where the net cash flows generated cover the initial cost of the project.

75%					
Year	Cash inflows	Discounting factor(5.46%)	Present value	PVCCIF	
2023	0.6	0.94822682	0.5689361	0.57	
2024	0.610	0.89913409	0.5487595	1.12	
2025	0.621	0.85258306	0.5292985	1.65	
2026	0.631	0.80844212	0.5105276	2.16	
2027	0.642	0.76658650	0.4924224	2.65	
2028	0.653	0.72689787	0.4749593	3.12	
2029	0.665	0.68926406	0.4581155	3.58	
			COF	1.99	
			PBP	3.67	

125%					
Year	Cash inflows	Discounting factor(5.46%)	Present value	PVCCIF	
2023	0.6	0.94822682	0.5689361	0.57	
2024	0.610	0.89913409	0.5487595	1.12	
2025	0.621	0.85258306	0.5292985	1.65	
2026	0.631	0.80844212	0.5105276	2.16	
2027	0.642	0.76658650	0.4924224	2.65	
2028	0.653	0.72689787	0.4749593	3.12	
2029	0.665	0.68926406	0.4581155	3.58	
				COF	3.31
				PBP	6.41

15% Salvage					
Year	Cash inflows	Discounting factor(5.46%)	Present value	PVCCIF	
2023	0.6	0.94822682	0.5689361	0.57	
2024	0.610	0.89913409	0.5487595	1.12	
2025	0.621	0.85258306	0.5292985	1.65	
2026	0.631	0.80844212	0.5105276	2.16	
2027	0.642	0.76658650	0.4924224	2.65	
2028	0.653	0.72689787	0.4749593	3.12	
2029	0.665	0.68926406	0.4581155	3.58	
				COF	2.65
				PBP	5.00

Interpretations:

- When the outflow is 75% (Case A) of inflow the payback period is 3.67 years which means it'll take 3.67 years to payback the initial investment.
- When the outflow is 125% (Case B) of inflow the payback period is 6.41 years which means it'll take 6.41 years to payback the initial investment.
- When the outflow is 100% (Case C) of inflow with the Salvage value of 15% the payback period is 5.0 years which means it'll take 5 years to payback the initial investment.
- The shorter the discounted payback period, the quicker the project generates cash inflows and breaks even.
- It says the Case 1 is more viable because it has the shorter discounted payback period.

9. Calculation of NPV & PI

NPV- Net Present Value (NPV) is the present value of all future cash flows of a project or investment in excess of the initial amount invested.

PI- The profitability index (PI) is a measure of a project's or investment's attractiveness. The PI is calculated by dividing the present value of future expected cash flows by the initial investment amount in the project.

A) 75%				
Year	Cash inflows	Discounting factor(5.46%)	Present value	
2023	0.6	0.94822682	0.5689361	
2024	0.610	0.89913409	0.5487595	
2025	0.621	0.85258306	0.5292985	
2026	0.631	0.80844212	0.5105276	
2027	0.642	0.76658650	0.4924224	
PVCIF			2.6499441	
PVCOF			1.9874581	
NPV			0.6624860	
PI			1.333333333	

B) 125%				
Year	Cash inflows	Discounting factor(5.46%)	Present value	
2023	0.6	0.94822682	0.5689361	
2024	0.610	0.89913409	0.5487595	
2025	0.621	0.85258306	0.5292985	
2026	0.631	0.80844212	0.5105276	
2027	0.642	0.76658650	0.4924224	
PVCIF			2.6499441	
PVCOF			3.3124302	
NPV			-0.6624860	
PI			0.8	

C) 15% SALVAGE				
Year	Cash inflows	Discounting factor(5.46%)	Present value	
2023	0.6	0.94822682	0.5689361	
2024	0.610	0.89913409	0.5487595	
2025	0.621	0.85258306	0.5292985	
2026	0.631	0.80844212	0.5105276	
2027	0.642	0.76658650	0.4924224	
Add SV	0.397	0.76658650	0.3047117	
PVCIF			2.9546558	
PVCOF			2.6499441	
NPV			0.3047117	
PI			1.114987975	

Interpretations:

- In case A the NPV of Deepak Nitrite Limited when the Present Value of cash outflow is 75% of the Present Value of cash inflow is (0.6624860).
- In case B the NPV of Deepak Nitrite Limited when the Present Value of cash outflow is 125% of the Present Value of cash inflow is -0.6624860
- In case C the NPV of Deepak Nitrite Limited when the Present Value of cash outflow is 100% of the Present Value of cash inflow with 15% of Salvage Value is 0.3047117
- In the above 3 cases the NPV is always positive which indicates that Deepak Nitrite Limited should increase the value of the firm and lead to maximize shareholder wealth.
- In the case A the PI is 1.33333 which is again greater than 1, it says that the project should be proceeded.
- In the case B the PI is 0.8 which is not greater than 1, it says that the project is not good to take up.
- In the case C the PI is 1.11 which is again greater than 1, it says that the project should be proceeded.
- NPV and PI are inter-related. A positive NPV corresponds to a PI greater than 1.
- In the above Case 1 we have a positive NPV which is 0.6624860 also PI as 1.3333 which explains the above statement.

- In the above Case 2 we have a negative NPV which is -0.6624860 also PI as 0.8 which explains the above statement. It says the CASE A is more viable because it has the highest PI value.

10. Calculation of IRR

IRR- Internal rate of return (IRR) is a method of calculating an investment's rate of return. The term internal refers to the fact that the calculation excludes external factors, such as the risk-free rate, inflation, the cost of capital, or financial risk.

				75
Year	Cash inflows	Discounting factor(5.46%)	Present value	
2022	-1.9874581	1	-1.9874581	
2023	0.6	0.94822682	0.5689361	
2024	0.610	0.89913409	0.5487595	
2025	0.621	0.85258306	0.5292985	
2026	0.631	0.80844212	0.5105276	
2027	0.642	0.76658650	0.4924224	
		IRR	11%	

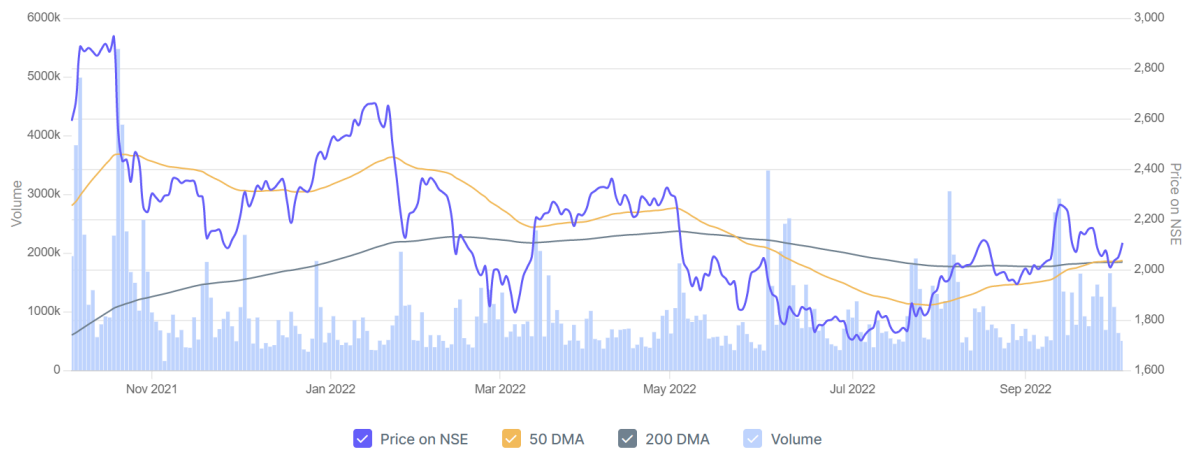
				125
Year	Cash inflows	Discounting factor(5.46%)	Present value	
2022	-3.31243017	1	-3.312430167	
2023	0.6	0.94822682	0.5689361	
2024	0.610	0.89913409	0.5487595	
2025	0.621	0.85258306	0.5292985	
2026	0.631	0.80844212	0.5105276	
2027	0.642	0.76658650	0.4924224	
		IRR	-7%	

15% SALVAGE			
Year	Cash inflows	Discounting factor(5.46%)	Present value
2022	-2.64994413	1	-2.649944134
2023	0.6	0.94822682	0.5689361
2024	0.610	0.89913409	0.5487595
2025	0.621	0.85258306	0.5292985
2026	0.631	0.80844212	0.5105276
2027	0.642	0.76658650	0.4924224
IRR			0%

Interpretations:

- In the case A at the 75% of the PV the IRR is 11% which means for every 100Rs of cash flow we get Rs. 11 as cash inflow over a period of 11 years so that project viable, IRR is 11% which means that with 100% Equity the project is yielding 11% Return.
- At the 125% case B of the PV the IRR is -7% which means for every 100% of cash flow we lose Rs.12 as a cash inflow over the period of 5 years so that project is unviable because it is than the cost of capital.
- At the case C the 100% of PV the IRR- is 0% which means for every 100 Rs there is Rs0 cash inflow over the period of 5 years thus we are losing the interest which we could have earned on our investment by investing our money in bank or any other project, thereby reducing our wealth and thus NPV will be negative.

ANNEXURES



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[Deepak Nitrite](#) | Chart | Analysis | Peers | Quarters | Profit & Loss | Balance Sheet | Cash Flow | Ratios | Investors | Documents | 📖 Notebook

Deepak Nitrite Ltd

₹ 2,107 ▲ 2.76%
04 Oct - close price

[godeepak.com](#) | [BSE: 506401](#) | [NSE: DEEPAKTR](#)

Market Cap	₹ 28,744 Cr.	Current Price	₹ 2,107	High / Low	₹ 3,020 / 1,681
Stock P/E	28.8	Book Value	₹ 245	Dividend Yield	0.33 %
ROCE	44.5 %	ROE	37.4 %	Face Value	₹ 2.00

ABOUT
Deepak Nitrite is a chemical manufacturing company based out of Gujarat, India. It is a leading manufacturer of organic, inorganic, fine, and specialty chemicals. It also

KEY POINTS
Market Position
Deepak Nitrite has a **70% market share in*

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Add ratio to table
eg. Promoter holding [EDIT RATIOS](#)

Profit & Loss

Consolidated Figures in Rs. Crores / [View Standalone](#)

PRODUCT SEGMENTS

	Mar 2015	Mar 2016	Mar 2017	Mar 2018	Mar 2019	Mar 2020	Mar 2021	Mar 2022	TTM
Sales +	1,327	1,373	1,371	1,651	2,700	4,230	4,360	6,802	7,334
Expenses +	1,187	1,204	1,231	1,447	2,278	3,194	3,108	5,196	5,829
Operating Profit	140	169	139	204	421	1,035	1,252	1,607	1,505
OPM %	11%	12%	10%	12%	16%	24%	29%	24%	21%
Other Income +	1	-0	80	7	11	29	20	42	47
Interest	38	40	37	47	87	118	77	36	32
Depreciation	36	40	48	53	78	140	153	178	176
Profit before tax	67	89	135	111	268	806	1,042	1,434	1,344
Tax %	21%	29%	28%	29%	35%	24%	26%	26%	
Net Profit	53	63	96	79	174	611	776	1,067	999
EPS in Rs	5.06	5.39	7.37	5.79	12.73	44.80	56.88	78.20	73.22
Dividend Payout %	20%	22%	16%	22%	16%	10%	10%	9%	

Balance Sheet

Consolidated Figures in Rs. Crores / [View Standalone](#)

CORPORATE ACTIONS

	Mar 2015	Mar 2016	Mar 2017	Mar 2018	Mar 2019	Mar 2020	Mar 2021	Mar 2022
Share Capital +	21	23	26	27	27	27	27	27
Reserves	325	450	689	895	1,044	1,545	2,319	3,311
Borrowings +	545	529	724	987	1,187	1,107	590	315
Other Liabilities +	235	295	350	684	677	538	630	779
Total Liabilities	1,125	1,296	1,789	2,592	2,935	3,217	3,567	4,432
Fixed Assets +	549	594	586	588	1,716	1,832	1,864	1,963
CWIP	44	36	349	955	34	172	220	122
Investments	3	87	118	32	2	2	189	439
Other Assets +	530	580	736	1,018	1,183	1,210	1,293	1,908
Total Assets	1,125	1,296	1,789	2,592	2,935	3,217	3,567	4,432

Apnon ke kal ko safe banane ki zimmedari... aapki.



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Deepak Nitrite Ltd 506401 ★★★Q Oct 05, 2022

Market Closed

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Overview	Key Ratios	Trading Information	News
Last Close: 2,050.10	Sector: Basic Materials	Industry: Chemicals	Investment Style: Large Growth
Day Range: 2,070.00 - 2,124.35	Year Range: 1,682.15 - 3,020.00	Market Cap: 287.2301 Bil	Volume / Avg: 28.9 / 66.5
Price/Sales: 3.93	Price/Book: 8.60	Forward Div Yield: 0.33%	Trailing Div Yield: 0.33%

INR | Bombay Stock Exchange | Last close prices updated as of Oct 04, 2022, 3:29 PM IST

Operating Performance

Fiscal	2018	2019	2020	2021	2022	TTM	5-Yr	Index
Return on Assets %	3.60	6.29	19.92	22.92	26.70	26.70	—	8.86
Return on Equity %	9.64	17.42	46.23	39.60	37.52	37.52	—	18.45
Return on Invested Capital %	6.37	10.63	28.15	29.51	33.09	33.09	—	17.35
Financial Leverage	2.81	2.73	2.04	1.52	1.33	—	—	—
Gross Margin %	27.67	30.20	36.15	41.33	32.59	29.48	—	—
Operating Margin %	8.00	13.31	21.37	25.37	21.10	18.28	—	—
Net Margin %	4.91	6.49	14.57	17.90	15.75	13.67	—	14.79
Days Sales Outstanding	87.48	67.31	51.70	57.66	50.80	50.80	—	—
Days Inventory	72.25	71.95	54.90	55.80	38.66	38.66	—	—
Days Payables	99.10	96.47	59.23	57.50	37.91	37.91	—	—



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(Autonomous Institution Affiliated to BCU)



A CAPITAL BUDGETING DECISION ON
City Union Bank LTD.

CAPSTONE PROJECT REPORT SUBMITTED IN PARTIAL FULFILMENT OF
FINANCIAL MANAGEMENT SUBJECT

MASTER OF BUSINESS ADMINISTRATION
Autonomous Institution Affiliated to BCU

By

BASAVARAJ

REG NO: P18FW21M0077

Under the guidance of

Prof. DILEEP S

Assistant Professor



RV INSTITUTE OF MANAGEMENT

2022-23

ACKNOWLEDGEMENT

“It is not possible to prepare a project report without the assistance & encouragement of other people. This one is certainly no exception.”

On the very outset of this report, I would like to extend my sincere & heartfelt obligation towards all the personages who have helped me in this endeavor. Without their active guidance, help, cooperation & encouragement, I would not have made headway in the project based on “**Capital Budgeting of City Union Bank**”

I am extremely thankful and pay my gratitude to my faculty **Prof. Dileep** for his valuable guidance and support on completion of this project in its presently. I extend my gratitude to **RV Institute of Management** for giving me this opportunity.

I am also very thankful to **Dr. PURUSHOTTAM BUNG** (Director), who has given me the opportunity to do this project report. I am also very thankful to my parents, all my friends, and other sources who gave me their much-needed support and inspiration in preparing this project report.

Thanking You

BASAVARAJ

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History of the City Union Bank:

Located in Kumbakonam, Tamil Nadu, City Union Bank Limited (CUB) is a private sector bank in India. The bank was founded on October 31, 1904, under the name Kumbakonam Bank Limited. In the Tamil Nadu district of Thanjavur, the bank preferred to play the part of a regional bank.

The bank initially preferred to play the role of a regional bank and slowly but surely carved out a niche for itself in Thanjavur's Delta District. On January 24, 1930, the Bank's first branch was established in Mannargudi. In the following 25 years, branches were established in Nagapattinam, Sannanallur, Ayyampet, Tirukattupalli, Tiruvarur, Manapparai, Mayuram, and Porayar. On March 22, 1945, the Bank was added to the Reserve Bank of India Act, 1934's Second Schedule.

On November 14, 1954, the Bank celebrated its Golden Jubilee in Kumbakonam, under the presidency of Shri. C. R. Srinivasan, editor of "Swadesmitran" and director of the Reserve Bank of India. The Common Wealth Bank Limited's five branches, located in Aduthurai, Kodavasal, Valangaiman, Jayankondacholapuram, and Ariyalur, were annexed to the bank after it acquired the Common Wealth Bank Limited's assets and liabilities in 1957.

The bank opened its first Madras location in Thiyagaraya Nagar in November 1965. When the Bank hired Shri. O.R. Srinivasan, a former officer of the Reserve Bank of India, to serve as Chairman and Chief Executive Officer in May 1969, it marked a significant turning point in the Bank's history. From March 1968 to August 1973, branches were established at Eravancheri, Sembanarkoil, Tiruchirapalli, Madurai, Thanjavur, Dindigul, Keelapalur, Tirumakkottai, Kottur, Tiruvarur Town, and Coimbatore under the direction of the new management.

The Reserve Bank of India has awarded an Authorised Dealers License to engage in Foreign Exchange Business with effect from October, 1990, taking into account the bank's financial strength, managerial ability, and sustained improvement in all aspects of its activities.

For the effective and prompt receipt of money sent from abroad, the Bank has also signed a franchise arrangement with M/s UAE Exchange and Financial Service Ltd., ICICI, Doha Bank, and Bank of India. The Bank has secured a licence from National Securities Depository Limited to act as a depository participant.

The Board appointed Shri. P. Vaidyanathan [a Chartered Accountant, Cost Accountant, and Company Secretary] as the Non Executive Chairman of the Bank on April 27, 2009, after receiving approval from the Reserve Bank of India, and Shri. S. Balasubramanian as the Managing Director & Chief Executive Officer of the Bank. On April 26, 2011, Shri. P. Vaidyanathan resigned from his position as the bank's non-executive chairman after serving for two years, and on April 30, 2011, Shri. S. Balasubramanian resigned from his position as managing director and chief executive officer.

Nearly one-third of City Union Bank Limited's illustrious history, or its existence and development, was concentrated around Shri. V. Narayanan, a significant individual. Shri. V. Narayanan's enviable leadership style, his vision for the consistent growth of the bank in all spheres, his tireless efforts to grow the bank's business, expand the branch network, uphold cordial labour relations, and ensure the singular accomplishment of not losing even one man-

day due to labour unrest-a record of sorts in the nation-have earned him not only name and fame for himself but also for the bank in the entire banking industry.

The financial results of the bank during his chairmanship attest to the fact that his renowned maxim, "Take care of the bank; the bank will take care of you," did wonders for raising employee morale and increasing productivity. The bank, however, lost its distinguished Chairman Shri. V. Narayanan on November 5, 2004, in an unanticipated vehicle accident close to Chennai.

In accordance with the approvals granted by the Reserve Bank of India, Dr. N. Kamakodi, a B.Tech., MBA, and Ph.D., has been appointed Non-Executive Chairman of the bank and Shri. S. Balasubramanian, M.Sc. With effect from January 5, 2011, CAIIB, who joined the bank's staff as Deputy General Manager in June 2003, was promoted to General Manager in March 2005, Executive Director in October 2006, and Executive President in January 2011. CAIIB is now the bank's Managing Director and Chief Executive Officer.

Corporate Identification No.(CIN) of the Company	L65110TN1904PLC001287
Name of the Company	CITY UNION BANK LIMITED
Registered address	No.149 T.S.R. (Big) Street, Kumbakonam - 612001
Website	www.cityunionbank.com
e-mail Id	shares@cityunionbank.in vramesh@cityunionbank.in
Financial Year Reported	2021-22
Sector(s) that the Company is engaged in (Industrial activity code wise)	National Industries Classification 2008 Section K : Financial and Insurance Activities Division 64, Code No. 64191
List three key products / services that the Company manufactures / provides (as in Balance Sheet)	Retail Banking, Corporate Banking and Treasury
Total number of locations where business activity is undertaken by the Company	
a. Number of international locations (provide details of major 5)	Nil
b. Number of national locations	727 Branches
Markets served by the Company - Local / State / National / International	National

State Wise branches of City Union Bank

Bank Name	State	Bank Name	State
City Union Bank Limited (68)	Andhra Pradesh	City Union Bank Limited (1)	Chandigarh
City Union Bank Limited (2)	Chhattisgarh	City Union Bank Limited (8)	Delhi
City Union Bank Limited (20)	Gujarat	City Union Bank Limited (2)	Haryana
City Union Bank Limited (1)	Jharkhand	City Union Bank Limited (41)	Karnataka
City Union Bank Limited (18)	Kerala	City Union Bank Limited (4)	Madhya Pradesh
City Union Bank Limited (20)	Maharashtra	City Union Bank Limited (1)	Odisha
City Union Bank Limited (5)	Puducherry	City Union Bank Limited (3)	Punjab
City Union Bank Limited (14)	Rajasthan	City Union Bank Limited (501)	Tamil Nadu
City Union Bank Limited (16)	Telangana	City Union Bank Limited (5)	Uttar Pradesh
City Union Bank Limited (2)	West Bengal		

Ownership of the Bank:

Peer Comparison with Market Cap of CITY UNION BANK:

Peer Comparison with Market Cap of CITY UNION BANK				
Peers & Returns	Market Capitalization	1 Week	1 Month	1 Year
CITY UNION BANK	₹12,776.6 Cr	0.90%	-3.40%	7%
AXIS BANK	₹228,258.0 Cr	3.70%	-1.70%	-5.70%
BANDHAN BANK	₹43,508.2 Cr	6.30%	-4.90%	-8.30%
AU SMALL FINANCE BANK	₹40,475.9 Cr	4%	-6.70%	2.10%
CSB BANK	₹4,283.4 Cr	12.10%	11.20%	-24.80%
DCB BANK	₹3,203.4 Cr	-0.20%	4.10%	9.80%

PRODUCTS AND SERVICES



LOCKER FACILITY



CARDS



ATM / BNA



POINT OF SALE



TECH SERVICES



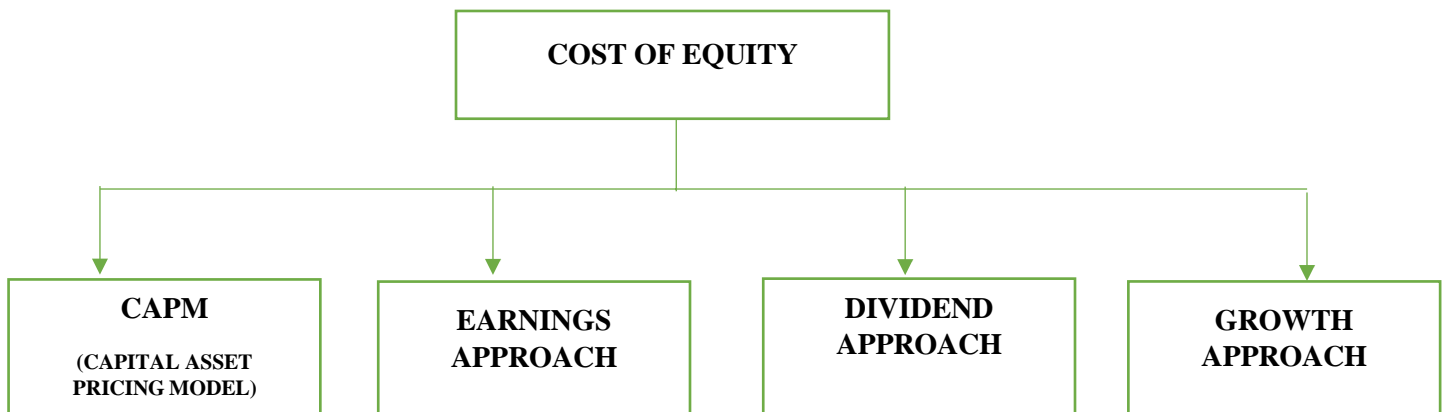
CUB CARE

Calculation of Various COST Of CAPITAL

Cost of Equity

The return a business needs to assess whether an investment satisfies capital return criteria is known as the cost of equity. It is commonly used by corporations as a capital budgeting criterion for the necessary rate of return. The compensation sought by the market in return for ownership of the asset and taking on ownership risk is reflected in a company's cost of equity.

DIFFERENT METHODS EMPLOYED IN CALCULATING COST OF EQUITY:



The Capital Asset Pricing Model (CAPM) is an approach that explains the connection between the expected return and risk of a security investment. It demonstrates that a security's expected return is equal to the risk-free return plus a risk premium that is calculated using the security's beta.

CAPM APPROACH:

A model that explains the connection between the expected return and risk of investing in a securities is called the Capital Asset Pricing Model (CAPM). It demonstrates that a security's expected return is equal to the risk-free return plus a risk premium that is calculated using the security's beta.

FORMULAE FOR CALCULATING COST OF EQUITY USING CAPM APPROACH:

$$K_e = R_f + [\beta (R_m - R_f)]$$

RISK FREE RATE (R_f): Risk-Free Rate of Return is the value assigned to an investment that guarantees a return with zero risks. Generally, the value of the risk-free return is equivalent to the yield on a 10-year RBI bond.

MARKET RETURN (R_m): It is denoted as expected return of the market.

BETA (β): The Beta is a measure of the volatility of a stock concerning the market in general. The fluctuations that will cause in the stock due to a change in market conditions are denoted by Beta.

CALCULATION OF COST OF EQUITY OF CAPM METHOD:

CALCULATION OF CAPM	
beta	0.925964875
Rf	6.1
Rm	11.641
$Ke = Rf + [B(Rm-Rf)]$	
Ke	11.23052852

Rf = AS PER RBI less than one year risk free rate

The Cost of Equity value of City Union Bank is 11.23% which indicates that to raise equity capital of Rs. 1 the company will incur a cost of Rs 0.01123 in other words the company should earn a minimum or more than Rs. 0.09701 to get into profit zone after raising an amount of Rs. 1 from equity.

Cost of Debt

The cost of debt can be defined as the effective rate of interest the firm pays on its debts such as loans, bonds etc.

As the loan period is not specified, we are considering it to be irredeemable.

The interest amount, tax rate is taken from the company's Profit and Loss statement and Loan amount is taken from the Balance sheet.

$Kd = (I*(1-t))/NP$

CALCULATION OF Kd	
int amt	2,188
loan amt	53,001
rate	23%
Kd = (int. amt/loan amt)*100	
Kd	4.128

The Cost of Debt value of City Union Bank is 4.128% which indicates that to raise any loans or bonds of Rs. 1 the company will incur a cost of Rs. 0.04128 after a tax of 23% in other words the company should earn a minimum or more than Rs. 0.04128 to get into profit zone after raising an amount of Rs. 1 through loans or bonds after deducting a tax rate of 23%.

COST OF CAPITAL BY WACC METHOD

The Cost of Capital will tell you the total measure of cost the company will incur to finance its operations. It can also be defined as the minimum income a company should earn before getting into a profit zone. In the Weighted Average Cost of Capital (WACC) all sources of financing are included in calculation, and each source is given a weight relative to its proportion in the company's capital structure. We have considered 2 sources of finance Equity Share Capital and Debts.

SF	AMOUNT	WEIGHTS	SPEC COST	WEITAGE
EQUITY	1	0.53191489	11.23052852	5.973685
DEBT	0.88	0.46808511	4.128	1.932255
	1.88	1		7.905941

The total Cost of Capital that City Union Bank has incurred to raise a finance of Rs.1 from all sources Rs. 0.07905941 i.e., the Cost of Capital of City Union Bank is 7.9059%. City Union Bank should earn a minimum income of Rs. 0.079059 for a Rs. 1 raised through different source of finance after deducting all the taxes to get into a profit zone.

PRESENT VALUE OF CASH INFLOW

Growth rate

In order to predict the cash inflow for the next 5 years we need to calculate the growth rate of cash inflow of City Union Bank over the past years. We have considered the data of past 10 years.

GROWTH RATE	
2013	1.7
2014	0.9
2015	0.17
2016	0.31
2017	0.46
2018	-
2019	0.45
2020	3.7
2021	1.43
2022	1.43

GROWTH RATE
-1.9034

TTM	1.43
FCFF	1.43

- Cash Inflow = Growth rate * Previous year Cash Inflow

The Discounting Factor can be defined as the multiplying factor that will yield Present value when multiplied with cash inflow of particular year.

- Discounting factor (for initial year) = 1/ Cost of Capital.
- Discounting factor (for next years) = Previous year value / Cost of Capital.

The present value is defined as the value of an expected cash income determined to the today's valuation.

- Present Value = Expected Cash Inflow * Discounting Factor.

A-75%

A - Cash Outflow at 75%

year	CIF	DF (7.90%)	PV
2023	1.43	0.92678406	1.325301
2024	1.287	0.85892869	1.105441
2025	1.1583	0.79604142	0.922055
2026	1.04247	0.7377585	0.769091
2027	0.938223	0.68374282	0.641503
PVCIF			4.763392
PVCOF			3.572544

The Expected Cash Inflow, Discounting Factor and Present value for City Union Bank is calculated by using the before mentioned formulas.

The total Present Value of Cash Inflow for next 5 years from 2023 to 2027 is Rs 4.763392 by taking the initial cash inflow of Rs. 1.43 with Discount Factor (DF) of 7.90%. By considering 75% of the total PVCIF as the expected Cash Outflow, the total Present Value of Cash Outflow for next 5 years from 2023 to 2027 is Rs 3.572.

B - Cash Outflow at 125%

B- 125%

year	CIF	DF (7.90%)	PV
2023	1.43	0.926784059	1.325301
2024	1.287	0.858928693	1.105441
2025	1.1583	0.79604142	0.922055
2026	1.04247	0.737758499	0.769091
2027	0.938223	0.683742816	0.641503
PVCIF			4.763392
PVCOF			5.954239

By considering 125% of the total PVCIF as the expected Cash Outflow, the total Present Value of Cash Outflow for next 5 years from 2023 to 2027 is Rs. 5.954. The total Present Value of Cash Inflow for next 5 years from 2023 to 2027 is Rs. 4.763 by taking the initial cash inflow of Rs. 1.43 with Discount Factor (DF) of 7.90%.

C - Cash Outflow at 100% & Salvage value @ 15%**C- 100%**

year	CIF	DF (7.90%)	PV
2023	1.43	0.92678406	1.325301
2024	1.287	0.85892869	1.105441
2025	1.1583	0.79604142	0.922055
2026	1.04247	0.7377585	0.769091
2027	0.938223	0.68374282	0.641503
	CIF		4.763392
SV @ 15%	0.714509	0.68374282	0.48854
	PVCIF		5.251932
	PVCOF		4.763392

By considering the 100% of PVCIF the value of PVCOF will remain same as total cash inflow but whereas an additional Salvage value of 15% on the total PVCOF will lead to an increase in PVCIF which is Rs. 5.251 whereas the PVCOF is 4.763, discounting factor and initial cash inflow remains same.

INVESTMENT DECISION

- **Net Present Value (NPV)** – Net present value (NPV) is the difference between the present value of cash inflows and the present value of cash outflows over a period of time. NPV is used in capital budgeting and investment planning to analyse the profitability of a projected investment or project.
- **Profitability Index (PI)** – Profitability Index (PI) is a capital budgeting technique to evaluate the investment projects for their profitability. Discounted cash inflow technique is used in arriving at the profitability index. It is also known as benefit cost ratio. Calculation of profitability index is possible with a simple formula with inputs as discount rate, cash inflows and outflows. PI greater than or equal to 1 is interpreted as good and is acceptable.
- **Internal Rate of Return (IRR)** – The Internal Rate of Return is the tool used to estimate the profitability potential of investments. As the name itself suggests IRR considers only internal factors excluding the external factors such as risk-free rate, inflation rate etc.
- **Pay Back Period (PBP)** – The Pay Back Period can be defined as the number of years required for the company to recover or get back the Total Investment made by the company. It disregards the concept of Time Value of Money and is usually calculated by the Expected Cash Inflows.
- **Discounted Pay Back Period (DPBP)** – The Discounted Pay Back Period is defined as the number of years the company required to recover its initial investments by considering the present value of expected future Cash Inflow. It considers the concept of Time Value of Money.

A - Cash Outflow at 75%

A-75%

year	CIF	DF (7.90%)	PV
2023	1.43	0.92678406	1.325301
2024	1.287	0.85892869	1.105441
2025	1.1583	0.79604142	0.922055
2026	1.04247	0.7377585	0.769091
2027	0.938223	0.68374282	0.641503
		PVCIF	4.763392
		PVCOF	3.572544
		NPV	1.190848
		PI	1.333333

A-75%

year	CIF
2023	1.43
2024	1.287
2025	1.1583
2026	1.04247
2027	0.938223
PVCOF	3.572544
PBP	2.73862

A- 75%

year	CIF	DF (7.90%)	PV
2023	1.43	0.926784	1.325301
2024	1.287	0.858929	1.105441
2025	1.1583	0.796041	0.922055
2026	1.04247	0.737758	0.769091
2027	0.938223	0.683743	0.641503
		PVCOF	3.572544
		DPBP	3.285722

A- 75%

year	CIF	DF (7.90%)	PV
2022	-3.57	1	-3.57254
2023	1.43	0.926784	1.325301
2024	1.287	0.858929	1.105441
2025	1.1583	0.796041	0.922055
2026	1.04247	0.737758	0.769091
2027	0.938223	0.683743	0.641503
		IRR	12.014%

Considering the value of Total PVCOF as 75% of Total PVCIF,

Net Present Value (NPV) = Rs. 1.190848.

The company is going to earn a total profit of Rs. 1.190848 in the next 5 years with respect to the present value.

Profitability Index (PI) = 1.3333. The company has a profit ratio of 1.3333 in other words the company will have a 33.33% of profit in the next 5 years.

Internal Rate of Return (IRR) = 12.014%. The company can expect a return of 12.014% in the next 5 years considering only the internal factors that affect the company.

Pay Back Period (PBP) = 2.738 years. The company is going to get back its investments back in next 2.738 years considering the expected future Cash Inflow.

Discounted Pay Back Period (DPBP) = 3.285 years. The company is going to get back its investment in 3.285 years considering the expected present value of future Cash Inflow.

B - Cash Outflow at 125%

B- 125%

year	CIF	DF (7.90%)	PV
2023	1.43	0.926784059	1.325301
2024	1.287	0.858928693	1.105441
2025	1.1583	0.79604142	0.922055
2026	1.04247	0.737758499	0.769091
2027	0.938223	0.683742816	0.641503
PVCIF			4.763392
PVCOF			5.954239
NPV			-1.19085
PI			0.8

B-125%

year	CIF	
2023	1.43	
2024	1.287	
2025	1.1583	
2026	1.04247	
2027	0.938223	
2028	0.864572	
PVCOF		5.954239
PBP		5.113636

B- 125%

year	CIF	DF (7.90%)	PV
2023	1.43	0.926784	1.325301
2024	1.287	0.858929	1.105441
2025	1.1583	0.796041	0.922055
2026	1.04247	0.737758	0.769091
2027	0.938223	0.683743	0.641503
2028	0.864572	0.633682	0.547864
2029	0.796704	0.587286	0.467893
2030	0.734162	0.544288	0.399595
PVCOF			5.954239
DPBP			7.43817

B - 125%

year	CIF	DF (7.90%)	PV
2022	-5.95	1	-5.95424
2023	1.43	0.926784	1.325301
2024	1.287	0.858929	1.105441
2025	1.1583	0.796041	0.922055
2026	1.04247	0.737758	0.769091
2027	0.938223	0.683743	0.641503
IRR			-7.87%

Considering the value of Total PVCOF as 125% of Total PVCIF,

Net Present Value (NPV) = Rs. -1.190. The company is going to incur a total loss of Rs. 1.190 in the next 5 years with respect to the present value.

Profitability Index (PI) = 0.80. As the PI of company has gone below the company will have a loss. The company will incur a loss of 20% in the next 5 years.

Internal Rate of Return (IRR) = -7.87%. The company will face a negative return to the investment indicating that company will lose its capital by 7.87%.

Pay Back Period (PBP) = 5.113 years. The company is going to get back its investments back in next 5.113 years considering the expected future Cash Inflow.

Discounted Pay Back Period (DPBP) = 7.438 years. The company is going to get back its investment in 7.438 years considering the expected present value of future Cash Inflow.

C - Cash Outflow at 100% & Salvage Value @ 15%

C- 100%

year	CIF	DF (7.90%)	PV
2023	1.43	0.92678406	1.325301
2024	1.287	0.85892869	1.105441
2025	1.1583	0.79604142	0.922055
2026	1.04247	0.7377585	0.769091
2027	0.938223	0.68374282	0.641503
	CIF		4.763392
SV @ 15%	0.714509	0.68374282	0.48854
	PVCIF		5.251932
	PVCOF		4.763392
	NPV		0.48854
	PI		1.102561

C- 100%

year	CIF
2023	1.43
2024	1.287
2025	1.1583
2026	1.04247
2027	1.682442
PVCOF	4.763392
PBP	3.851911

C- 100%

year	CIF	DF (7.90%)	PV
2023	1.43	0.926784	1.325301
2024	1.287	0.858929	1.105441
2025	1.1583	0.796041	0.922055
2026	1.04247	0.737758	0.769091
2027	0.938223	0.683743	1.130043
	PVCOF		4.763392
	DPBP		4.56768

C- 100%

year	CIF	DF (7.90%)	PV
	-		
2022	4.763392	1	-4.76339
2023	1.43	0.926784	1.325301
2024	1.287	0.858929	1.105441
2025	1.1583	0.796041	0.922055
2026	1.04247	0.737758	0.769091
2027	0.938223	0.683743	0.641503
SV @15%	0.714509	0.683743	0.48854
	IRR		3.412%

Considering the value of Total PVCOF as 100% of Total PVCIF and a Salvage Value of 15%, Net Present Value (NPV) = Rs. 0.488. The company is going to earn a total profit of Rs. 0.488 in the next 5 years with respect to the present value.

Profitability Index (PI) = 1.102. The company has a profit ratio of 1.102.

Internal Rate of Return (IRR) = 3.412%. The company can expect a return of 3.412% in the next 5 years considering only the internal factors that affect the company.

Pay Back Period (PBP) = 3.851 years. The company is going to get back its investments back in next 3.851 years considering the expected future Cash Inflow.

Discounted Pay Back Period (DPBP) = 4.567 years. The company is going to get back its investment in 4.567 years considering the expected present value of future Cash Inflow.

ANNEXURE

City Union Bank Ltd.

BSE: 532210 | NSE: CUB | SERIES: EQ | ISIN: INE491A01021 | SECTOR: BANKS - PRIVATE SECTOR

Trade	+ Portfolio Watchlist	Messages	Set SMS Alert	Open trading A/c	NEW PRIMEGEM REPORTS																		
Quote	Charts	Technicals	Valuations	Corp Action	News	Financials	Annual Report	Shareholding	Peers	Company Info	Forum (0)												
Balance Sheet	P & L	Quarterly Results	Half Yearly Results	Nine Months Results	Yearly Results	Cash Flows	Ratios	Capital Structure	Financial Graphs														
BSE LIVE Oct 06, 16:01	171.20 ▼ -1.55 (-0.90%)	Volume	53,863	NSE LIVE Oct 06, 15:58	171.40 ▼ -1.50 (-0.87%)	Volume	2,731,841	Prev. Close	172.75	Open Price	172.35	Bid Price (Qty.)	0.00 (0)	Offer Price (Qty.)	0.00 (0)	Prev. Close	172.90	Open Price	173.80	Bid Price (Qty.)	171.40 (696)	Offer Price (Qty.)	0.00 (0)

Data from Morning Star for Calculation of Cost of Capital

Month	SENSEX	CUB	R- SENSEX	R-CUB
Jan-17	27655.96	149.15		
Feb-17	28743.32	144.7	3.93%	-3.00%
Mar-17	29620.5	151.25	3.05%	5.00%
Apr-17	29918.4	164.4	1.01%	9.00%
May-17	31145.8	171.3	4.10%	4.00%
Jun-17	30921.61	177.25	-0.72%	3.00%
Jul-17	32514.94	176.9	5.15%	0.00%
Aug-17	31730.49	159.2	-2.41%	-10.00%
Sep-17	31283.72	162.05	-1.41%	2.00%
Oct-17	33213.13	161.1	6.17%	-1.00%
Nov-17	33149.35	167.35	-0.19%	4.00%
Dec-17	34056.83	179.9	2.74%	7.00%
Jan-18	35965.02	159.6	5.60%	-11.00%
Feb-18	34184.04	173.8	-4.95%	9.00%
Mar-18	32968.68	172.6	-3.56%	-1.00%
Apr-18	35160.36	183.95	6.65%	7.00%
May-18	35322.38	195.65	0.46%	6.00%
Jun-18	35423.48	184.3	0.29%	-6.00%
Jul-18	37606.58	171.05	6.16%	-7.00%
Aug-18	38645.07	202.6	2.76%	18.00%
Sep-18	36227.14	178	-6.26%	-12.00%
Oct-18	34442.05	169.55	-4.93%	-5.00%
Nov-18	36194.3	174.05	5.09%	3.00%
Dec-18	36068.33	194.6	-0.35%	12.00%
Jan-19	36256.69	191.65	0.52%	-2.00%
Feb-19	35867.44	184.05	-1.07%	-4.00%
Mar-19	38672.91	204.2	7.82%	11.00%
Apr-19	39031.55	200.35	0.93%	-2.00%

CAPSTONE ROJECT ON CITY UNION BANK

May-19	39714.2	211.7	1.75%	6.00%
Jun-19	39394.64	218.2	-0.80%	3.00%
Jul-19	37481.12	193.8	-4.86%	-11.00%
Aug-19	37332.79	202.75	-0.40%	5.00%
Sep-19	38667.33	218.45	3.57%	8.00%
Oct-19	40129.05	211.75	3.78%	-3.00%
Nov-19	40793.81	224.65	1.66%	6.00%
Dec-19	41253.74	234.5	1.13%	4.00%
Jan-20	40723.49	231.3	-1.29%	-1.00%
Feb-20	38297.29	214.95	-5.96%	-7.00%
Mar-20	29468.49	129.65	-23.05%	-40.00%
Apr-20	33717.62	144.2	14.42%	11.00%
May-20	32424.1	135.3	-3.84%	-6.00%
Jun-20	34915.8	121.4	7.68%	-10.00%
Jul-20	37606.89	121.25	7.71%	0.00%
Aug-20	38628.29	135.05	2.72%	11.00%
Sep-20	38067.93	139.7	-1.45%	3.00%
Oct-20	39614.07	148.05	4.06%	6.00%
Nov-20	44149.72	185.9	11.45%	26.00%
Dec-20	47751.33	180.3	8.16%	-3.00%
Jan-21	46285.77	169.1	-3.07%	-6.00%
Feb-21	49099.99	165.25	6.08%	-2.00%
Mar-21	49509.15	155.9	0.83%	-6.00%
Apr-21	48782.36	166.45	-1.47%	7.00%
May-21	51937.44	172.25	6.47%	3.00%
Jun-21	52482.71	166.9	1.05%	-3.00%
Jul-21	52586.84	150.4	0.20%	-10.00%
Aug-21	57552.39	151.85	9.44%	1.00%
Sep-21	59126.36	157.6	2.73%	4.00%
Oct-21	59306.93	168.35	0.31%	7.00%
Nov-21	57064.87	144.6	-3.78%	-14.00%
Dec-21	58253.82	135.45	2.08%	-6.00%
Jan-22	58014.17	143.65	-0.41%	6.00%
Feb-22	56247.28	125.2	-3.05%	-13.00%
Mar-22	58568.51	129.05	4.13%	3.00%
Apr-22	57060.87	136.95	-2.57%	6.00%
May-22	55566.41	140.1	-2.62%	2.00%
Jun-22	53018.94	132.7	-4.58%	-5.00%
Jul-22	57570.25	160.7	8.58%	21.00%
Aug-22	59537.07	180.05	3.42%	12.00%
Sep-22	60346.97	181.7	1.36%	1.00%

Balance Sheet

Figures in Rs. Crores

CORPORATE ACTIONS

	Mar 2011	Mar 2012	Mar 2013	Mar 2014	Mar 2015	Mar 2016	Mar 2017	Mar 2018	Mar 2019	Mar 2020	Mar 2021	Mar 2022
Share Capital +	40	41	47	54	60	60	60	66	73	74	74	74
Reserves	966	1,202	1,593	1,971	2,636	2,992	3,510	4,097	4,767	5,222	5,769	6,512
Borrowings +	13,100	16,689	20,782	22,322	24,244	27,823	30,647	34,588	38,929	42,865	45,883	53,001
Other Liabilities +	476	401	555	647	932	929	1,054	1,186	1,489	1,573	1,586	1,944
Total Liabilities	14,584	18,333	22,977	24,994	27,871	31,804	35,271	39,937	45,259	49,734	53,312	61,531
Fixed Assets +	69	98	141	183	210	218	215	223	250	245	233	215
CWIP	0	0	0	0	0	0	0	0	0	0	0	0
Investments	3,616	4,586	5,267	5,954	5,871	6,826	7,031	7,879	7,712	9,117	9,436	12,221
Other Assets +	10,899	13,649	17,569	18,857	21,790	24,760	28,024	31,835	37,297	40,372	43,643	49,095
Total Assets	14,584	18,333	22,977	24,994	27,871	31,804	35,271	39,937	45,259	49,734	53,312	61,531

Profit & Loss

Figures in Rs. Crores

PRODUCT SEGMENTS

	Mar 2011	Mar 2012	Mar 2013	Mar 2014	Mar 2015	Mar 2016	Mar 2017	Mar 2018	Mar 2019	Mar 2020	Mar 2021	Mar 2022	TTM
Revenue	1,218	1,697	2,189	2,546	2,699	2,944	3,174	3,402	3,767	4,169	4,135	4,105	4,207
Interest	798	1,197	1,565	1,787	1,891	1,963	1,975	1,972	2,156	2,493	2,305	2,188	2,213
Expenses +	279	359	470	588	655	736	937	1,120	1,140	1,690	1,738	1,605	1,710
Financing Profit	141	141	154	171	153	245	262	310	472	-15	92	311	284
Financing Margin %	12%	8%	7%	7%	6%	8%	8%	9%	13%	-0%	2%	8%	7%
Other Income +	158	207	274	280	415	410	484	532	514	680	689	759	783
Depreciation	17	14	25	38	47	52	53	52	62	79	87	85	0
Profit before tax	282	334	403	414	521	603	693	790	925	586	693	985	1,067
Tax %	24%	16%	20%	16%	24%	26%	27%	25%	26%	19%	14%	23%	
Net Profit	215	280	322	347	395	445	503	592	683	476	593	760	812
EPS in Rs	3.51	4.54	4.94	5.29	5.47	6.14	6.91	8.10	9.30	6.46	8.02	10.28	10.98
Dividend Payout %	16%	15%	15%	16%	17%	16%	4%	3%	5%	8%	6%	10%	

Compounded Sales Growth

10 Years:	9%
5 Years:	5%
3 Years:	3%
TTM:	3%

Compounded Profit Growth

10 Years:	11%
5 Years:	9%
3 Years:	4%
TTM:	33%

Stock Price CAGR

10 Years:	15%
5 Years:	3%
3 Years:	-8%
1 Year:	8%

Return on Equity

10 Years:	14%
5 Years:	12%
3 Years:	11%
Last Year:	12%

CAPSTONE ROJECT ON CITY UNION BANK

OTHER ADDITIONAL INFORMATION					
Number of Branches	727.00	702.00	700.00	650.00	600.00
Number of Employees	5,367.00	5,843.00	5,741.00	5,518.00	5,319.00
Capital Adequacy Ratios (%)	20.85	19.52	16.76	15.55	16.22
KEY PERFORMANCE INDICATORS					
Tier 1 (%)	19.78	18.45	15.80	15.03	15.79
Tier 2 (%)	1.07	1.07	0.96	0.52	0.43
ASSETS QUALITY					
Gross NPA	1,933.18	1,893.19	1,413.40	977.05	856.55
Gross NPA (%)	5.00	5.00	4.00	3.00	3.00
Net NPA	1,191.10	1,075.19	778.49	591.46	474.78
Net NPA (%)	2.95	2.97	2.29	1.81	1.70
Net NPA To Advances (%)	3.00	3.00	2.00	2.00	2.00
CONTINGENT LIABILITIES, COMMITMENTS					
Bills for Collection	409.02	372.62	335.79	460.81	319.09
Contingent Liabilities	9,295.73	8,191.54	8,502.71	4,835.45	0.00

CAPSTONE PROJECT DETAILS

Objects

At the end of these project students will be able to:

- Evaluate and calculate WACC
- Evaluate financial health of the company
- To use Capital Budgeting techniques in real time exercise

Introduction

Capstone project is a small scale project on real time business problems to understand the concept. This project addresses to make detailed understanding the financial health of the company taught in the classroom the capital budgeting as part of the Financial Management curriculum. You need to use all techniques except ARR techniques and study all the cases, then compare the same and write your comment to complete this project. Marks rubrics and instructions are listed as follows.

MARKS RUBRICS (Maximum Marks 15)

S.No	Topics	Marks
1	Calculation of ke by using CAPM	2
	Calculation of Kd by using company information	1
	Calculation of WACC	1
	Calculation Of Cost Of Capital	4
2	Identifying CIF by using TTM of FCFE (morningstar.com)	1
	Identifying the growth of CI and estimation of CI for remaining 4 years	2
	Identifying CO*	1
	Calculation of expected cash flows inflow and outflows	4
3	Calculation of PBP	2
	Calculation of DPBP	2

	Calculation of NPV	2
	Calculation of IRR	2
	Calculation of PI	2
	Calculation of Investment Decision	10
4	Overall Report	2

PROJECT FLOW CHART

Part A

- 1) Calculation of CIF - Visit <https://www.morningstar.in> and collect TTM value of FCFF
- 2) Calculate the growth rate on the basis of 10 years FCFF value and use the same to forecast remaining 4 years CIF (Note - assume TTM value of FCFF as positive in case you get negative TTM of FCFF)

Part B

Consider COF as, A - 75% of \square PV, B - 125% of \square PV, and C - 100% \square PV with 15% Salvage Value of 100% \square PV.

Part C

Calculate beta, RF and RM using past 5 years equity price and NIFTY 50 Index Price.

Derive K_e (Cost of Equity) using CAPM method

Derive K_d using company details and assume a 30% tax rate.

INSTRUCTIONS

Prepare a detailed report with proper interpretation, tables and visualizations

Prepare Your report in either MS word or Google Doc with 'Times New Roman' font and 12 font size

Convert Report file into PDF format and upload the same

Start Date - 5th Sep 2022

End Date - 30th Sep 2022

No time extension will be allowed



2nd Semester 2021-23 Batch

Section: A

Capstone Project on Measuring Financial Health of Selected Company

Sl. No	Student Name	Company Name	Industry
1	CHAITANYA KAMATAGI B	ACC Ltd.	CEMENT & CEMENT PRODUCTS
2	AKASH RACHAPPA KHANAGAVI	AU Small Finance Bank Ltd.	FINANCIAL SERVICES
3	SHETTY TRUPTHI CHANDRAHAS	Aarti Industries Ltd.	CHEMICALS
4	HARSHITHA SRINIVAS	Adani Enterprises Ltd.	METALS
5	SAGI SAMPI	Adani Green Energy Ltd.	POWER
6	PAULOMEE BARUAH	Adani Ports and Special Economic Zone Ltd.	SERVICES
7	NEETHA KAMATH	Adani Total Gas Ltd.	OIL & GAS
8	ADITYA UDAY HEGDE	Adani Transmission Ltd.	POWER
9	SHREYAS G A	Aditya Birla Capital Ltd.	FINANCIAL SERVICES
10	SRUJANA S	Aditya Birla Fashion and Retail Ltd.	CONSUMER SERVICES
11	PRAJWAL S N	Ajanta Pharmaceuticals Ltd.	PHARMA
12	SUCHITRA G	Alembic Pharmaceuticals Ltd.	PHARMA
13	SANKET SURESH SHIRSAT	Alkem Laboratories Ltd.	PHARMA
14	ANIKET SANJAY REVANKAR	Amara Raja Batteries Ltd.	AUTOMOBILE
15	M LUQMAN NAWAZ	Ambuja Cements Ltd.	CEMENT & CEMENT PRODUCTS

16	MADHURA A	<i>Apollo Hospitals Enterprise Ltd.</i>	<i>HEALTHCARE SERVICES</i>
17	H V SHREEVATSA	<i>Apollo Tyres Ltd.</i>	<i>AUTOMOBILE</i>
18	LILIMA DASH	<i>Ashok Leyland Ltd.</i>	<i>AUTOMOBILE</i>
19	KUMAR ASHUTOSH	<i>Asian Paints Ltd.</i>	<i>CONSUMER GOODS</i>
20	RAHUL S SANGOLLI	<i>Astral Ltd.</i>	<i>INDUSTRIAL MANUFACTURING</i>
21	GIRISH N NASHI	<i>Aurobindo Pharma Ltd.</i>	<i>PHARMA</i>
22	ANKITA GAJANAN NAIK	<i>Avenue Supermarts Ltd.</i>	<i>CONSUMER SERVICES</i>
23	GURUBASAVARAJ K M	<i>Axis Bank Ltd.</i>	<i>FINANCIAL SERVICES</i>
24	LIKHITHA L	<i>Bajaj Auto Ltd.</i>	<i>AUTOMOBILE</i>
25	RAHUL RAM BHAT	<i>Bajaj Finance Ltd.</i>	<i>FINANCIAL SERVICES</i>
26	AMIT KAMADOLLISHET TARU	<i>Bajaj Finserv Ltd.</i>	<i>FINANCIAL SERVICES</i>
27	POOJARANI TALAWAR	<i>Bajaj Holdings & Investment Ltd.</i>	<i>FINANCIAL SERVICES</i>
28	ABHITHA K	<i>Balkrishna Industries Ltd.</i>	<i>AUTOMOBILE</i>
29	ABHISHEK SHENOY	<i>Bandhan Bank Ltd.</i>	<i>FINANCIAL SERVICES</i>
30	DEEPAK GIRISH KALYANI	<i>Bank of Baroda</i>	<i>FINANCIAL SERVICES</i>
31	ISAAC JESSE K	<i>Bank of India</i>	<i>FINANCIAL SERVICES</i>
32	VINAYAK RAO GAIKWAD K	<i>Bata India Ltd.</i>	<i>CONSUMER GOODS</i>
33	SUTOPA DEB	<i>Berger Paints India Ltd.</i>	<i>CONSUMER GOODS</i>
34	BHASKARA PRABHU	<i>Bharat Petroleum Corporation Ltd.</i>	<i>OIL & GAS</i>

35	PRAKASH SHIVAKUMAR	Biocon Ltd.	PHARMA
36	AKANKSH K G	Bosch Ltd.	AUTOMOBILE
37	BERNARD FERNANDES	Britannia Industries Ltd.	CONSUMER GOODS
38	VIOLA PINTO	Cadila Healthcare Ltd.	PHARMA
39	VARSHA	Canara Bank	FINANCIAL SERVICES
40	GAGANDEEP V N	Castrol India Ltd.	OIL & GAS
41	ANUSHA	Cholamandalam Investment and Finance Company Ltd.	FINANCIAL SERVICES
42	KAVYAPRIYA J	Cipla Ltd.	PHARMA
43	BASAVARAJ	City Union Bank Ltd.	FINANCIAL SERVICES
44	ANVITH KUMAR	Coal India Ltd.	METALS
45	DESAI JATIN ARUN	Coforge Ltd.	IT
46	NAYAN KUMAR	Colgate Palmolive (India) Ltd.	CONSUMER GOODS
47	DINAH NEETHA NORONHA	Container Corporation of India Ltd.	SERVICES
48	CHETAN SINGH M	Coromandel International Ltd.	FERTILISERS & PESTICIDES
49	KAUSTUBH LACHAPPANAVAR	Crompton Greaves Consumer Electricals Ltd.	CONSUMER GOODS
50	KSHITIJ P L	Cummins India Ltd.	INDUSTRIAL MANUFACTURING
51	BHUVANES P	DLF Ltd.	CONSTRUCTION
52	KOKILA K	Dabur India Ltd.	CONSUMER GOODS

53	M M JABEZ	Dalmia Bharat Ltd.	CEMENT & CEMENT PRODUCTS
54	KALAVALA ABHISHTA	Deepak Nitrite Ltd.	CHEMICALS
55	KAPARTHI BHAVANA	Dhani Services Ltd.	FINANCIAL SERVICES
56	HEMA S	Divi's Laboratories Ltd.	PHARMA
57	RAMANABOINA ANAND KUMAR	Dixon Technologies (India) Ltd.	CONSUMER GOODS
58	SNEHA U	Dr. Lal Path Labs Ltd.	HEALTHCARE SERVICES
59	D SURIYA PRIYASREE	Dr. Reddy's Laboratories Ltd.	PHARMA
60	TEJAS N	Eicher Motors Ltd.	AUTOMOBILE

2nd Semester 2021-23 Batch

Section: B

Capstone Project on Measuring Financial Health of Selected Company

Sl. No	Student Name	Company Name	Industry
61	AISHWARYA G	Emami Ltd.	CONSUMER GOODS
62	SUPRIYA GOVIND BELSARE	Endurance Technologies Ltd.	AUTOMOBILE
63	AISHWARYA P	Escorts Ltd.	AUTOMOBILE
64	CHIDRI BALAJI	Exide Industries Ltd.	AUTOMOBILE
65	PRAJWALA	Federal Bank Ltd.	FINANCIAL SERVICES
66	POORNIMA L	Fortis Healthcare Ltd.	HEALTHCARE SERVICES
67	SAMEEKSHA M P	GAIL (India) Ltd.	OIL & GAS
68	RAKSHITH R T	Gland Pharma Ltd.	PHARMA
69	SHUBHA R	Glenmark Pharmaceuticals Ltd.	PHARMA
70	ADITI RANI	Godrej Consumer Products Ltd.	CONSUMER GOODS

71	NEELAMMA M K	Godrej Industries Ltd.	CONSUMER GOODS
72	NAMRATHA N	Godrej Properties Ltd.	CONSTRUCTION
73	OLETI SAI SREENITHYA	Grasim Industries Ltd.	CEMENT & CEMENT PRODUCTS
74	RAMANUJAM H J	Gujarat Gas Ltd.	OIL & GAS
75	CHAVI JAGADEESH	Gujarat State Petronet Ltd.	OIL & GAS
76	MALLESH S	HCL Technologies Ltd.	IT
77	SRINIDHI K	HDFC Asset Management Company Ltd.	FINANCIAL SERVICES
78	B SHASHANK	HDFC Bank Ltd.	FINANCIAL SERVICES
79	NAGARAJ GAJANAN HEGDE	Havells India Ltd.	CONSUMER GOODS
80	YASHASWINI P	Hero MotoCorp Ltd.	AUTOMOBILE
81	TANUSHREE R	Hindalco Industries Ltd.	METALS
82	CHETHAN KUMAR V A	Hindustan Aeronautics Ltd.	INDUSTRIAL MANUFACTURING
83	DEEPAK GOPALAKRISHNA N	Hindustan Copper Ltd.	METALS
84	POORNAPRAJNYA K MANGALVEDI	Hindustan Petroleum Corporation Ltd.	OIL & GAS
85	JENISHA MENEZES	Hindustan Unilever Ltd.	CONSUMER GOODS
86	SRAVANI SUNIL MHALSEKAR	Hindustan Zinc Ltd.	METALS
87	M RITISH	Housing Development Finance Corporation Ltd.	FINANCIAL SERVICES
88	PREETHAM D VARMA	ICICI Bank Ltd.	FINANCIAL SERVICES

89	DHIRAJKUMAR BELAVADI	<i>IDFC First Bank Ltd.</i>	<i>FINANCIAL SERVICES</i>
90	FERNANDES RICHA FLORINDA	<i>ITC Ltd.</i>	<i>CONSUMER GOODS</i>
91	MEGHA U JOSHI	<i>Indiamart Intermesh Ltd.</i>	<i>CONSUMER SERVICES</i>
92	HEGDE PAVANA GANAPATHI	<i>Indian Bank</i>	<i>FINANCIAL SERVICES</i>
93	LOYSTON CRASTA	<i>Indian Hotels Co. Ltd.</i>	<i>CONSUMER SERVICES</i>
94	ANJANA KSHIRASAGAR	<i>Indian Oil Corporation Ltd.</i>	<i>OIL & GAS</i>
95	TEJAS H P	<i>Indian Railway Catering And Tourism Corporation Ltd.</i>	<i>SERVICES</i>
96	AMITH BHAT	<i>Indian Railway Finance Corporation Ltd.</i>	<i>FINANCIAL SERVICES</i>
97	NUTHANA U	<i>Indraprastha Gas Ltd.</i>	<i>OIL & GAS</i>
98	MUCHELI SUBBARAJU	<i>Indus Towers Ltd.</i>	<i>TELECOM</i>
99	NANDAGOPAL B R	<i>IndusInd Bank Ltd.</i>	<i>FINANCIAL SERVICES</i>
100	VISHAL SHIVARAJ	<i>Info Edge (India) Ltd.</i>	<i>CONSUMER SERVICES</i>
101	SHASHI KUMAR R	<i>Infosys Ltd.</i>	<i>IT</i>
102	YASHWANTH R	<i>InterGlobe Aviation Ltd.</i>	<i>SERVICES</i>
103	NAVEEN C	<i>Ipca Laboratories Ltd.</i>	<i>PHARMA</i>
104	PAVAN KUMAR M	<i>JSW Energy Ltd.</i>	<i>POWER</i>
105	MADHUSUDAN G	<i>JSW Steel Ltd.</i>	<i>METALS</i>
106	ANNASAGARAM RAGHAVENDRA	<i>Jindal Steel & Power Ltd.</i>	<i>METALS</i>
107	SYED MUSSAVEERULLA	<i>Jubilant Foodworks Ltd.</i>	<i>CONSUMER SERVICES</i>
108	SYED SAMEER	<i>Kotak Mahindra Bank Ltd.</i>	<i>FINANCIAL SERVICES</i>
109	GURU VARUN G	<i>L&T Finance Holdings Ltd.</i>	<i>FINANCIAL SERVICES</i>

110	NAVEEN SETTY N A	L&T Technology Services Ltd.	IT
111	REHAN FAISAL QADRI	LIC Housing Finance Ltd.	FINANCIAL SERVICES
112	SMITHA M	Larsen & Toubro Infotech Ltd.	IT
113	ANIRUDH K	Larsen & Toubro Ltd.	CONSTRUCTION
114	SALMAN FAISAL QADRI	Laurus Labs Ltd.	PHARMA
115	RAVISH RAMACHANDRA HEGDE	Lupin Ltd.	PHARMA
116	POOJA VALLUR	MRF Ltd.	AUTOMOBILE
117	MAHANTH GOWDA K C	Mahindra & Mahindra Financial Services Ltd.	FINANCIAL SERVICES
118	SHAH VINIT SIDDHARTH	Mahindra & Mahindra Ltd.	AUTOMOBILE
119	NAYANA G C	Manappuram Finance Ltd.	FINANCIAL SERVICES
120	NIRANJAN JANARDHAN HEGDE	Marico Ltd.	CONSUMER GOODS

2nd Semester 2021-23 Batch

Section: C

Capstone Project on Measuring Financial Health of Selected Company

Sl. No	Student Name	Company Name	Industry
121	VIPUL VILAS NAIK	Maruti Suzuki India Ltd.	AUTOMOBILE
122	M PRANEETH KUMAR REDDY	MindTree Ltd.	IT
123	NIKHIL S ANJANALLI	Mphasis Ltd.	IT
124	KARTHIK P SHETTY	Muthoot Finance Ltd.	FINANCIAL SERVICES
125	AMITH C	NATCO Pharma Ltd.	PHARMA

126	AKANKSH P	NMDC Ltd.	METALS
127	SACHITH B K	NTPC Ltd.	POWER
128	SOURAV SADANAND SWAR	National Aluminium Co. Ltd.	METALS
129	NISHANTH KRISHNA	Navin Fluorine International Ltd.	CHEMICALS
130	MEHUL V BHASKAR	Nestle India Ltd.	CONSUMER GOODS
131	SHUBHAM RAJENDRA REVANKAR	Nippon Life India Asset Management Ltd.	FINANCIAL SERVICES
132	SHEEBAL M S	Oberoi Realty Ltd.	CONSTRUCTION
133	VISHNU KUMAR	Oil & Natural Gas Corporation Ltd.	OIL & GAS
134	AKHILA H	Oil India Ltd.	OIL & GAS
135	ANANYA P HEGDE	PI Industries Ltd.	FERTILISERS & PESTICIDES
136	NIVEDITHA K SWAMY	Page Industries Ltd.	TEXTILES
137	S SHREYAS	Petronet LNG Ltd.	OIL & GAS
138	B S SUSHEN	Pidilite Industries Ltd.	CHEMICALS
139	PRAJWALA H	Piramal Enterprises Ltd.	FINANCIAL SERVICES
140	VAISHNAVI N	Polycab India Ltd.	INDUSTRIAL MANUFACTURING
141	M S SUKRUT	Power Finance Corporation Ltd.	FINANCIAL SERVICES
142	AMOGHA Y G	Power Grid Corporation of India Ltd.	POWER

143	BHARATH K S	<i>Prestige Estates Projects Ltd.</i>	CONSTRUCTION
144	SHUBIKSHA S	<i>Procter & Gamble Hygiene & Health Care Ltd.</i>	CONSUMER GOODS
145	P T KIRTI	<i>Punjab National Bank</i>	FINANCIAL SERVICES
146	MANOJ RAKSHATH B S	<i>RBL Bank Ltd.</i>	FINANCIAL SERVICES
147	DIVYA SHREE M	<i>REC Ltd.</i>	FINANCIAL SERVICES
148	VARUN S BHARADWAJ	<i>Reliance Industries Ltd.</i>	OIL & GAS
149	S KARTHIK	<i>SBI Cards and Payment Services Ltd.</i>	FINANCIAL SERVICES
150	PRAMOD K L	<i>SBI Life Insurance Company Ltd.</i>	FINANCIAL SERVICES
151	BHOOMIKA BHAT	<i>SRF Ltd.</i>	CHEMICALS
152	SOUMYA GANAPATI HEGDE	<i>Sanofi India Ltd.</i>	PHARMA
153	SHREEKRISHNA	<i>Shree Cement Ltd.</i>	CEMENT & CEMENT PRODUCTS
154	YOGASHREE C N	<i>Shriram Transport Finance Co. Ltd.</i>	FINANCIAL SERVICES
155	CHARANA T U	<i>Siemens Ltd.</i>	INDUSTRIAL MANUFACTURING
156	NIKITHA J SHANBHOJ	<i>Sona BLW Precision Forgings Ltd.</i>	AUTOMOBILE
157	DHANYA S SHARMA	<i>State Bank of India</i>	FINANCIAL SERVICES
158	GANESH HEGDE	<i>Steel Authority of India Ltd.</i>	METALS

159	ANUSHA PRAKASH	<i>Sun Pharmaceutical Industries Ltd.</i>	<i>PHARMA</i>
160	JAGADISH SHENOY R	<i>Sun TV Network Ltd.</i>	<i>MEDIA ENTERTAINMENT & PUBLICATION</i>
161	MADHAN KUMAR C S	<i>TVS Motor Company Ltd.</i>	<i>AUTOMOBILE</i>
162	DHANUSH K V	<i>Tata Chemicals Ltd.</i>	<i>CHEMICALS</i>
163	SWAMI SAMIKSHA PUSHPARAJ	<i>Tata Communications Ltd.</i>	<i>TELECOM</i>
164	NALASANI VARSHITHA	<i>Tata Consultancy Services Ltd.</i>	<i>IT</i>
165	KOTHA KEERTHANA	<i>Tata Consumer Products Ltd.</i>	<i>CONSUMER GOODS</i>
166	SANKALP V	<i>Tata Motors Ltd.</i>	<i>AUTOMOBILE</i>
167	MANOJ N S	<i>Tata Steel Ltd.</i>	<i>METALS</i>
168	SHIVAM GANAPATI ANVEKAR	<i>Tech Mahindra Ltd.</i>	<i>IT</i>
169	SHUBHAM SINGH	<i>The Ramco Cements Ltd.</i>	<i>CEMENT & CEMENT PRODUCTS</i>
170	ABHIJEETH MASHETTY	<i>Titan Company Ltd.</i>	<i>CONSUMER GOODS</i>
171	PRANITH KUMAR S	<i>Trent Ltd.</i>	<i>CONSUMER SERVICES</i>
172	LIKITHA A	<i>UltraTech Cement Ltd.</i>	<i>CEMENT & CEMENT PRODUCTS</i>
173	BHUPALI SAURABH PRAKASH	<i>Union Bank of India</i>	<i>FINANCIAL SERVICES</i>
174	SYED RAIHAN	<i>United Breweries Ltd.</i>	<i>CONSUMER GOODS</i>
175	SHRI HARI L	<i>United Spirits Ltd.</i>	<i>CONSUMER GOODS</i>
176	SATHYA B NAYAKA	<i>Varun Beverages Ltd.</i>	<i>CONSUMER GOODS</i>

177	NEHA H V	<i>Voltas Ltd.</i>	<i>CONSUMER GOODS</i>
178	SAAHIL SRIKANT KULLOLI	<i>Whirlpool of India Ltd.</i>	<i>CONSUMER GOODS</i>
179	SIMRANJIT KAUR	<i>Wipro Ltd.</i>	<i>IT</i>
180	AGAMYA A KINHAL	<i>Zee Entertainment Enterprises Ltd.</i>	<i>MEDIA ENTERTAINMENT & PUBLICATION</i>



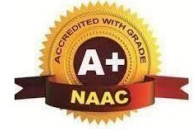


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Mini Project On

“ARBITRAGE in International Finance and the various arbitrage opportunities available to the traders and Corporates in the International Markets”

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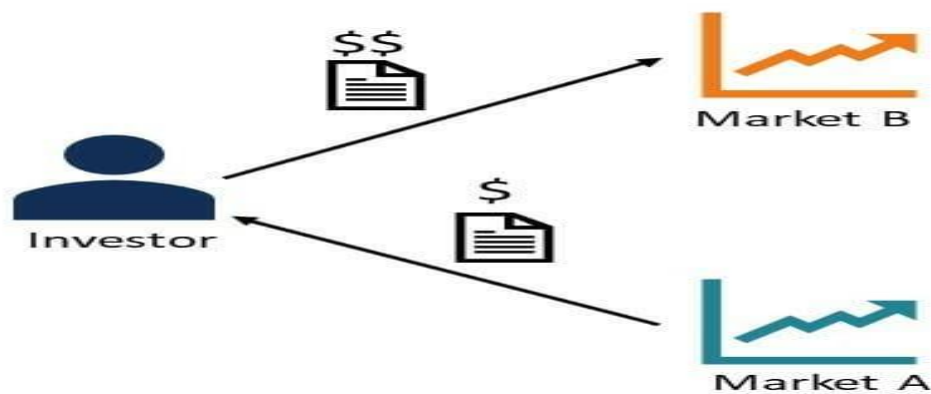
CHAPTER 1

INTRODUCTION

INTRODUCTION TO ARBITRAGE:

Arbitrage trading is a trading strategy that capitalizes on short-term price variations between two identical or equivalent assets in different markets to earn a profit. This is done by buying and selling the two assets simultaneously. Arbitrage trading is a derivative of the oldest trade trick in the book using price differences for the same or similar goods or assets in two independent markets to make money. On the face of it, arbitrage trading sounds exploitative, but in reality, it is considered an effective way to iron out market inefficiencies i.e., ensure that all equivalent assets converge at the same price.

For markets to be perfectly efficient, opportunities for arbitrage trading should not exist, and by encouraging arbitrage trading regulators ensure that the imbalance between prices of the same or similar assets across different markets is forced to reach an equilibrium. Individuals that partake in arbitrage trading are called arbitrageurs.



Examples of Arbitrage Trading:

The easiest way to understand the underlying business acumen of arbitrage trading is through an example. An arbitrageur owns stocks of a cross-border company called XYZ Limited trading at INR 15. The stocks of the same company are listed on another exchange trading at INR 10. The arbitrageur buys the stock of the company trading at INR 10 and sells the stocks he owns at INR 15. In this way, the trader earns INR 5 per stock.

Arbitrage trading is also done in foreign exchange. Using the difference in currency pairs and trading quickly to monetize price variations can yield tidy profits per trade. Again, the key is to act quickly and have a clear strategy formed prior to executing trades.

BENEFITS OF ARBITRAGE

- Low-Risk profit
- Reliable and sophisticated systems manage arbitrage trades
- Safe and swift trades

TYPES OF ARBITRAGES (VARIOUS ARBITRAGE OPPORTUNITIES):

➤ **Pure Arbitraging:**

When an asset is selling at two different prices in two markets, for example, NSE in India and stock exchange in the US, an opportunity of pure arbitraging occurs. These trades are significantly profitable and can happen between any two markets across the world. To cash on these opportunities, large institutional trading firms use sophisticated software that automates the entire process.

➤ **Risk Arbitraging:**

The difference between pure arbitraging and risk arbitraging is the risk factor. In pure arbitraging, the profit gets booked the moment the trade initiates. But during risk arbitraging, the situation can change with the influence of certain market factors. In risk arbitraging, the risk amount is often measured and when done correctly, can work at the trader's benefit.

➤ **Cash-Future Arbitrage:**

Cash-future arbitrage opportunity occurs from an unusual price difference between cash and futures prices in the market. In a cash-future arbitrage, the trader sells a futures contract that is trading at a premium (or buy one which is selling at low) and simultaneously, buys (sells) shares of equivalent quality. The difference between the prices is his profit. How does this difference in price happen? Well, usually at the beginning of the month, cash price

and the futures prices of an underlying vary. This difference in price is called basis (cash price – future price), which traders exploit to create an arbitrage opportunity.

➤ **Retail Arbitrage:**

Retail arbitrage is a fairly common trade practice of buying goods from cheaper markets and reselling them in more expensive markets at a profit.

➤ **Convertible Arbitrage:**

This type of trade involves buying convertible security and short selling the underlying stock in order to earn a profit.

➤ **Negative Arbitrage:**

Negative arbitrage refers to the difference between the interest rate a borrower is paying on debt and the interest rate at which that sum is invested.

➤ **Statistical Arbitrage:**

This is a sophisticated type of arbitrage trading using algorithms to detect arbitrage opportunities between financial instruments in different markets.

CHAPTER 2

LITERATURE REVIEW

1. **(Bergfjord, Kildal, McPherson, Loftaas & Valvik, 2013)**, This paper using data from five similar prediction market (PM) contracts on the 2008 American presidential election in two different market places targeted at investors of different nationalities, we investigate whether arbitrage opportunities across borders and market places exist in these markets. We find that arbitrage opportunities are rare and difficult to exploit. Markets in these political events seem to be fairly efficient, even if they are located in different countries, time zones and are relatively small. However, inter-market arbitrage opportunities exist, and we hypothesize that this can be explained by differences in political opinion between the US and other countries.
2. **(Cui, Qian, Taylor & Zhu, 2019)**, this study proposes a theoretical framework for the detection and identification of triangular arbitrage opportunities between currency exchange rates in the spot foreign exchange market. We obtain sufficient conditions for the exclusion of triangular arbitrage opportunities in the setting of non-trivial transaction costs in terms of the currency rates of the market under consideration. Then we propose an efficient computational approach which can detect triangular arbitrage opportunities in real time. Finally, we consider numerical studies that utilize spot currency exchange rate quotes to substantiate and present applications of the theoretical findings as well as to demonstrate the efficiency of the proposed computational arbitrage detection and identification methods.
3. **(Bansal, Hsieh & Viswanathan, 1993)**, This paper uses a nonlinear arbitrage-pricing model, a conditional linear model, and an unconditional linear model to price international equities, bonds, and forward currency contracts. Unlike linear models, the nonlinear arbitrage-pricing model requires no restrictions on the payoff space, allowing it to price payoffs of options, forward contracts, and other derivative securities. Only the nonlinear arbitrage-pricing model does an adequate job of explaining the time series behaviour of a cross section of international returns.

4. **(Redfern, 2015)**, This chapter discusses the development of international arbitration over time. One of the most characteristic features of this development has been the professionalization of international arbitration, which is evident in legal education, with international arbitration now being taught in various universities; in the way law firms organize themselves in international arbitration groups; in the practice of international arbitration institutions; and in the increasing activity of professional organizations. This development not only leads to an increasing institutionalization, but has also had the effect that arbitration increasingly resembles the judicial process that we are accustomed to from the domestic context.

5. **(Cavinder Bull, 2019)**, This paper discusses how international arbitration institutions have been innovating and improving rapidly in the last few years in order to meet the needs of users. Institutional rules have introduced provisions for emergency arbitrators, expedited proceedings and summary dismissal, just to name a few. Whilst there is still room for improvement, such innovations have helped to keep arbitration relevant and effective. The competition between various arbitral institutions has also contributed positively to spur arbitral institutions to do better. The beneficiaries of this dynamic are the parties that use international arbitration for dispute resolution as well as international trade more generally.

6. **(Alford, Balta, E.K. Hall & Sassoon, 2022)**, The empirical research in this article relies on a data set including all national court decisions on recognition, enforcement and setting aside (vacatur) of international commercial arbitration awards available in the Kluwer database that were rendered from 1 January 2010 to 1 June 2020. Within the time parameters of this study, there were 504 vacatur actions and 553 offensive recognition and enforcement actions. Those decisions were rendered by national courts in 74 different jurisdictions. The research coded every argument raised by defendants challenging the recognition and enforcement of awards based on grounds set forth in Article V of the United Nations Convention on the Recognition and Enforcement of Foreign Arbitral Awards, as well as every argument raised by claimants to challenge awards based on the grounds set forth in Article 34 of the United Nations Commission on International Trade Law (UNCITRAL) Model Law on International Commercial Arbitration.

CHAPTER 3

RESEARCH METHODOLOGY:

The aim of the study is to find the best investment schemes for investors. During this process, study is conducted along with relevant ideas, and information is gathered to determine which topic is the most suitable for investment. The data was gathered from a variety of places, including journals, websites, research papers and magazines.

Methodology refers to a systematic and theoretical method of analysing the methods used and used to collect information. It includes a theoretical analysis of the physiological mechanisms and various types of principles related to the research branch. Here the accepted method of obtaining information is the method of direct communication.

RESEARCH DESIGN:

- **Type of Research:** Descriptive research
- **Secondary data:** This study involves data collection from various sources like newspapers, published books, magazines, articles, journals, and internet.
- **Sampling techniques:** Convenient and exploratory research sampling procedures.

PLAN OF ANALYSIS:

Data representation using various statistical tools and analysis for understanding its growth and progress aspects in the schemes, right from the initial stages.

OBJECTIVES OF THE STUDY:

- To study the concept Arbitrage in International Finance and the various arbitrage opportunities available to the traders and Corporates in the International Markets.
- To determine how an Arbitrage is likely to perform and how suitable it is for a particular traders and Corporates.
- To study the risk and return perspective of Arbitrage as one of the investment platforms.

NEED AND SCOPE OF THE STUDY:

This study is based on the arbitrage opportunities in the international financial market and how it will applicable in real time situation. This study also focuses on two type or arbitrage opportunity those are Covered interest arbitrage and triangle arbitrage. Taking real time trading value of various currency, this study focused on getting arbitrage result and testing whether these methods are works in real time.

LIMITATIONS OF THE STUDY:

- The time period of the study is very limited. The mini project is conducted within a limited period which is not adequate to complete the study.
- The returns on funds are subject to change based on its performance and price fluctuations.
- It involves only the recent trends and advancements collected from various sources.
- The study is not biased and is not a recommendation of any specific trade.
- This study is pertinent to data collected from specified sources.

CHAPTER-4

DATA ANALYSIS

COVERED INTEREST ARBITRAGE: -

1. The following information is available:

- You have Moroccan Dirham 500,000 to invest.
- The current spot rate of the Moroccan dirham is \$10.
- The 60-day forward rate of the Moroccan dirham is \$8.
- The 60-day interest rate in the U.S. is 1 percent.
- The 60-day interest rate in Morocco is 2 percent.

Would covered interest arbitrage be possible for a Moroccan investor in this case?

Solution:

INTEREST RATE DIFFERENCE: HIGHEST INTEREST RATE – LOWEST INTEREST RATE

$$\text{IRD} = 2 - 1 = 1\%$$

$$\text{FRD} = \text{FORWARD RATE} - \text{SPOT RATE} / \text{SPOT RATE} * 100 * 360 / N$$

$$\text{FRD} = 8 - 10 / 10 * 100 * 360 / 60$$

$$\text{FRD} = 120$$

IRD < FRD: BORROW MONEY FROM MOROCCO WHERE INTEREST RATE IS HIGH AND INVEST IN US WHERE INTEREST RATE IS LOWER.

MOROCCO	US
BORROW: 5,00,000	CONVERTING DIRHAM TO DOLLAR
(+) INTEREST: 2%	USING SPOT RATE
$= 5,00,000 * 2/100 * 60/360$	INVEST: \$50,000
= 1,600	(+) INTEREST: 1%
TOTAL PAYABLE = 5,01,600	$50,000 * 1/100 * 60/360$
TOTAL RECEIVABLE = \$50,080 * 10	= 80
= 5,00,800	TOTAL RECEIVABLE = \$50,080

TOTAL PAYABLE – TOTAL RECEIVABLE = (800)	
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Conclusion: Covered interest arbitrage is not possible for moroccon investor in this case.

TRIANGULAR ARBITRAGE: -

- INR/USD= ₹ 79.79
- INR/POUND= ₹ 93.98
- USD/ POUND= \$ 1.18

Triangle arbitrage opportunity for 20,00,000 units of currency

$$\frac{\$}{\pounds} = \frac{\$}{\text{₹}} * \frac{\text{₹}}{\pounds}$$

$$= 1/79.79 * 93.95/1$$

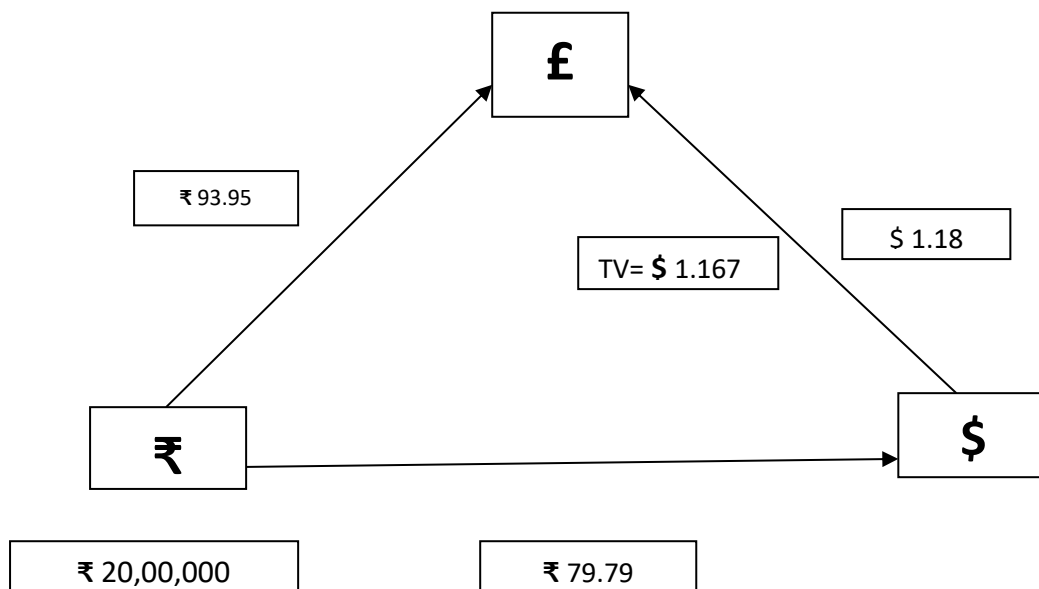
$$= \text{True value} = 1.167$$

$$= \text{True value} < \text{Market value} = \text{Sell}$$

$$= 2000000 / 93.95 = \pounds 21287.9$$

$$= 21287.9 * 1.18 = \$25119.744$$

$$= 25119.744 * 79.79 = \text{₹}2004304.4$$



Arbitrage=20,04,304.

Arbitrage=₹2004304.4-₹ 20,00,000= ₹4304.4

Conclusion: - True value is less than market value. so, the decision is selling the currency.
In this situation we have taken 20,00,000 unit. finally, we got 4304 of arbitrage profit.

CHAPTER – 5

FINDINGS AND CONCLUSION

FINDINGS:

- Study is done using two methods that are Covered interest and triangle arbitrage
- We got a negative result in covered interest method, by taking Moroccan Dirham and USD as currencies
- In triangle arbitrage method arbitrage profit we got is 4304. By taking INR, USD and POUND.
- It's hard-to-get arbitrage opportunity from different markets. but inter-market arbitrage opportunities exist.
- Triangular arbitrage opportunities are more efficient in real market.

CONCLUSION:

To book a decent profit in arbitrage, you need to act fast and trade in large volumes which requires the movement of large amounts of capital. In theory, retail traders can arbitrage stocks or other financial instruments across different brokers but for all practical purposes, such trades are difficult to execute. There is a reason why highly intelligent software systems are deployed to detect and carry out such trades which are used by even professionals and experts in the field.

For retail investors in India who don't have the experience to execute arbitrage trades, there is an opportunity to invest nonetheless by placing money in arbitrage funds that participate in arbitrage but also invest in equity-based stocks. Such funds are treated as equity mutual funds (65% or more of the fund invest in equity) and are treated as such for the purpose of taxation.

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6. Alford, R., Baltag, C., E.K. Hall, M., & Sasson, M. (2022). Empirical Analysis of National Courts Vacatur and Enforcement of International Commercial Arbitration Awards. *Journal Of International Arbitration*, 39(Issue 3), 299-330. doi: 10.54648/joia2022013



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Mini Project On

“ARBITRAGE in International Finance and the various arbitrage opportunities available to the traders and Corporates in the International Markets”

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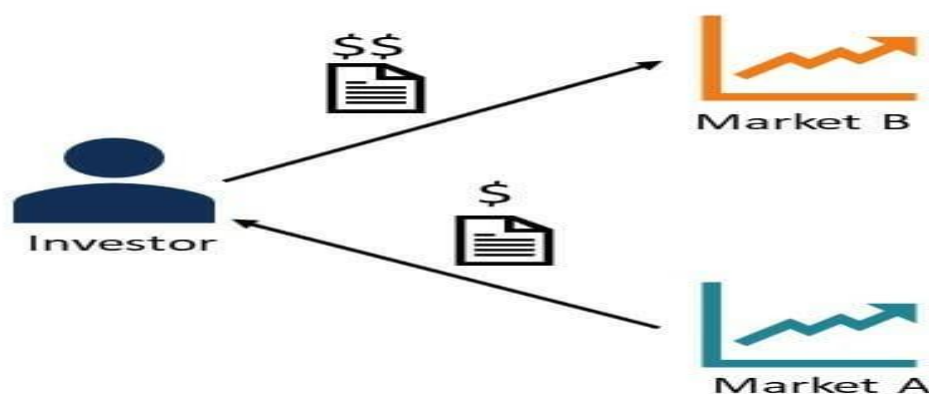
CHAPTER 1

INTRODUCTION

INTRODUCTION TO ARBITRAGE:

Arbitrage trading is a trading strategy that capitalizes on short-term price variations between two identical or equivalent assets in different markets to earn a profit. This is done by buying and selling the two assets simultaneously. Arbitrage trading is a derivative of the oldest trade trick in the book using price differences for the same or similar goods or assets in two independent markets to make money. On the face of it, arbitrage trading sounds exploitative, but in reality, it is considered an effective way to iron out market inefficiencies i.e., ensure that all equivalent assets converge at the same price.

For markets to be perfectly efficient, opportunities for arbitrage trading should not exist, and by encouraging arbitrage trading regulators ensure that the imbalance between prices of the same or similar assets across different markets is forced to reach an equilibrium. Individuals that partake in arbitrage trading are called arbitrageurs.



Examples of Arbitrage Trading:

The easiest way to understand the underlying business acumen of arbitrage trading is through an example. An arbitrageur owns stocks of a cross-border company called XYZ Limited trading at INR 15. The stocks of the same company are listed on another exchange trading at INR 10. The arbitrageur buys the stock of the company trading at INR 10 and sells the stocks he owns at INR 15. In this way, the trader earns INR 5 per stock.

Arbitrage trading is also done in foreign exchange. Using the difference in currency pairs and trading quickly to monetize price variations can yield tidy profits per trade. Again, the key is to act quickly and have a clear strategy formed prior to executing trades.

BENEFITS OF ARBITRAGE

- Low-Risk profit
- Reliable and sophisticated systems manage arbitrage trades
- Safe and swift trades

TYPES OF ARBITRAGES (VARIOUS ARBITRAGE OPPORTUNITIES):

➤ **Pure Arbitraging:**

When an asset is selling at two different prices in two markets, for example, NSE in India and stock exchange in the US, an opportunity of pure arbitraging occurs. These trades are significantly profitable and can happen between any two markets across the world. To cash on these opportunities, large institutional trading firms use sophisticated software that automates the entire process.

➤ **Risk Arbitraging:**

The difference between pure arbitraging and risk arbitraging is the risk factor. In pure arbitraging, the profit gets booked the moment the trade initiates. But during risk arbitraging, the situation can change with the influence of certain market factors. In risk arbitraging, the risk amount is often measured and when done correctly, can work at the trader's benefit.

➤ **Cash-Future Arbitrage:**

Cash-future arbitrage opportunity occurs from an unusual price difference between cash and futures prices in the market. In a cash-future arbitrage, the trader sells a futures contract that is trading at a premium (or buy one which is selling at low) and simultaneously, buys (sells) shares of equivalent quality. The difference between the prices is his profit. How does this difference in price happen? Well, usually at the beginning of the month, cash price

and the futures prices of an underlying vary. This difference in price is called basis (cash price – future price), which traders exploit to create an arbitrage opportunity.

➤ **Retail Arbitrage:**

Retail arbitrage is a fairly common trade practice of buying goods from cheaper markets and reselling them in more expensive markets at a profit.

➤ **Convertible Arbitrage:**

This type of trade involves buying convertible security and short selling the underlying stock in order to earn a profit.

➤ **Negative Arbitrage:**

Negative arbitrage refers to the difference between the interest rate a borrower is paying on debt and the interest rate at which that sum is invested.

➤ **Statistical Arbitrage:**

This is a sophisticated type of arbitrage trading using algorithms to detect arbitrage opportunities between financial instruments in different markets.

CHAPTER 2

LITERATURE REVIEW

1. **(Bergfjord, Kildal, McPherson, Loftaas & Valvik, 2013)**, This paper using data from five similar prediction market (PM) contracts on the 2008 American presidential election in two different market places targeted at investors of different nationalities, we investigate whether arbitrage opportunities across borders and market places exist in these markets. We find that arbitrage opportunities are rare and difficult to exploit. Markets in these political events seem to be fairly efficient, even if they are located in different countries, time zones and are relatively small. However, inter-market arbitrage opportunities exist, and we hypothesize that this can be explained by differences in political opinion between the US and other countries.
2. **(Cui, Qian, Taylor & Zhu, 2019)**, this study proposes a theoretical framework for the detection and identification of triangular arbitrage opportunities between currency exchange rates in the spot foreign exchange market. We obtain sufficient conditions for the exclusion of triangular arbitrage opportunities in the setting of non-trivial transaction costs in terms of the currency rates of the market under consideration. Then we propose an efficient computational approach which can detect triangular arbitrage opportunities in real time. Finally, we consider numerical studies that utilize spot currency exchange rate quotes to substantiate and present applications of the theoretical findings as well as to demonstrate the efficiency of the proposed computational arbitrage detection and identification methods.
3. **(Bansal, Hsieh & Viswanathan, 1993)**, This paper uses a nonlinear arbitrage-pricing model, a conditional linear model, and an unconditional linear model to price international equities, bonds, and forward currency contracts. Unlike linear models, the nonlinear arbitrage-pricing model requires no restrictions on the payoff space, allowing it to price payoffs of options, forward contracts, and other derivative securities. Only the nonlinear arbitrage-pricing model does an adequate job of explaining the time series behaviour of a cross section of international returns.

4. **(Redfern, 2015)**, This chapter discusses the development of international arbitration over time. One of the most characteristic features of this development has been the professionalization of international arbitration, which is evident in legal education, with international arbitration now being taught in various universities; in the way law firms organize themselves in international arbitration groups; in the practice of international arbitration institutions; and in the increasing activity of professional organizations. This development not only leads to an increasing institutionalization, but has also had the effect that arbitration increasingly resembles the judicial process that we are accustomed to from the domestic context.

5. **(Cavinder Bull, 2019)**, This paper discusses how international arbitration institutions have been innovating and improving rapidly in the last few years in order to meet the needs of users. Institutional rules have introduced provisions for emergency arbitrators, expedited proceedings and summary dismissal, just to name a few. Whilst there is still room for improvement, such innovations have helped to keep arbitration relevant and effective. The competition between various arbitral institutions has also contributed positively to spur arbitral institutions to do better. The beneficiaries of this dynamic are the parties that use international arbitration for dispute resolution as well as international trade more generally.

6. **(Alford, Balta, E.K. Hall & Sassoon, 2022)**, The empirical research in this article relies on a data set including all national court decisions on recognition, enforcement and setting aside (vacatur) of international commercial arbitration awards available in the Kluwer database that were rendered from 1 January 2010 to 1 June 2020. Within the time parameters of this study, there were 504 vacatur actions and 553 offensive recognition and enforcement actions. Those decisions were rendered by national courts in 74 different jurisdictions. The research coded every argument raised by defendants challenging the recognition and enforcement of awards based on grounds set forth in Article V of the United Nations Convention on the Recognition and Enforcement of Foreign Arbitral Awards, as well as every argument raised by claimants to challenge awards based on the grounds set forth in Article 34 of the United Nations Commission on International Trade Law (UNCITRAL) Model Law on International Commercial Arbitration.

CHAPTER 3

RESEARCH METHODOLOGY:

The aim of the study is to find the best investment schemes for investors. During this process, study is conducted along with relevant ideas, and information is gathered to determine which topic is the most suitable for investment. The data was gathered from a variety of places, including journals, websites, research papers and magazines.

Methodology refers to a systematic and theoretical method of analysing the methods used and used to collect information. It includes a theoretical analysis of the physiological mechanisms and various types of principles related to the research branch. Here the accepted method of obtaining information is the method of direct communication.

RESEARCH DESIGN:

- **Type of Research:** Descriptive research
- **Secondary data:** This study involves data collection from various sources like newspapers, published books, magazines, articles, journals, and internet.
- **Sampling techniques:** Convenient and exploratory research sampling procedures.

PLAN OF ANALYSIS:

Data representation using various statistical tools and analysis for understanding its growth and progress aspects in the schemes, right from the initial stages.

OBJECTIVES OF THE STUDY:

- To study the concept Arbitrage in International Finance and the various arbitrage opportunities available to the traders and Corporates in the International Markets.
- To determine how an Arbitrage is likely to perform and how suitable it is for a particular traders and Corporates.
- To study the risk and return perspective of Arbitrage as one of the investment platforms.

PROBLEM STATEMENT: International arbitrage is the act of buying and selling the same quantity of an asset in two different markets simultaneously. International arbitrage works on the principle of price differential created due to the inefficiencies of the market. This study is carried to understand the following aspect:

- To know how arbitrage trades are made in stocks, commodities, and currencies.
- To know how arbitrage takes advantage of the inevitable inefficiencies in markets.
- To understand how arbitrage simultaneously purchases and sells an asset in different markets to exploit tiny differences in their prices.

NEED AND SCOPE OF THE STUDY:

This study is based on the arbitrage opportunities in the international financial market and how it will be applicable in real time situation. This study also focuses on two types of arbitrage opportunities: covered interest arbitrage and triangle arbitrage. Taking real time trading value of various currencies, this study focused on getting arbitrage results and testing whether these methods work in real time.

LIMITATIONS OF THE STUDY:

- The time period of the study is very limited. The mini project is conducted within a limited period which is not adequate to complete the study.
- The returns on funds are subject to change based on its performance and price fluctuations.
- It involves only the recent trends and advancements collected from various sources.
- The study is not biased and is not a recommendation of any specific trade.
- This study is pertinent to data collected from specified sources.

CHAPTER-4**DATA ANALYSIS****COVERED INTEREST ARBITRAGE: -**

1. The following information is available:

- You have Moroccan Dirham 500,000 to invest.
- The current spot rate of the Moroccan dirham is \$10.
- The 60-day forward rate of the Moroccan dirham is \$8.
- The 60-day interest rate in the U.S. is 1 percent.
- The 60-day interest rate in Morocco is 2 percent.

Would covered interest arbitrage be possible for a Moroccan investor in this case?

Solution:

INTEREST RATE DIFFERENCE: HIGHEST INTEREST RATE – LOWEST INTEREST RATE

$$\text{IRD} = 2 - 1 = 1\%$$

$$\text{FRD} = \text{FORWARD RATE} - \text{SPOT RATE} / \text{SPOT RATE} * 100 * 360 / N$$

$$\text{FRD} = 8 - 10 / 10 * 100 * 360 / 60$$

$$\text{FRD} = 120$$

IRD < FRD: BORROW MONEY FROM MOROCCO WHERE INTEREST RATE IS HIGH AND INVEST IN US WHERE INTEREST RATE IS LOWER.

MOROCCO	US
BORROW: 5,00,000	CONVERTING DIRHAM TO DOLLAR
(+) INTEREST: 2%	USING SPOT RATE
$= 5,00,000 * 2/100 * 60/360$	INVEST: \$50,000
= 1,600	(+) INTEREST: 1%
TOTAL PAYABLE = 5,01,600	$50,000 * 1/100 * 60/360$
TOTAL RECEIVABLE = \$50,080 * 10	= 80

=5,00,800	TOTAL RECEIVABLE =\$50,080
TOTAL PAYABLE – TOTAL RECEIVABLE = (800)	

Conclusion: Covered interest arbitrage is not possible for moroccon investor in this case.

AMULYA

TRIANGULAR ARBITRAGE: -

- INR/USD= ₹ 79.79
- INR/POUND= ₹ 93.98
- USD/ POUND= \$ 1.18

Triangle arbitrage opportunity for 20,00,000 units of currency

$$\frac{\$}{\pounds} = \frac{\$}{\text{₹}} * \frac{\text{₹}}{\pounds}$$

$$= 1/79.79*93.95/1$$

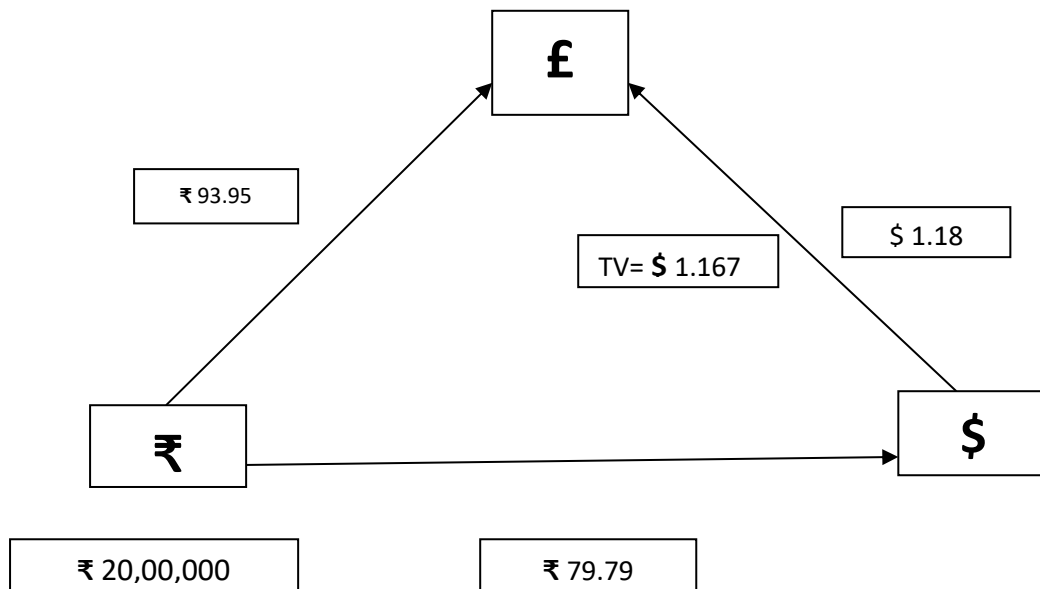
$$= \text{True value}=1.167$$

$$= \text{True value}<\text{Market value}= \text{Sell}$$

$$=2000000/93.95 = \pounds 21287.9$$

$$=21287.9*1.18=\$25119.744$$

$$=25119.744*79.79= ₹2004304.4$$



Arbitrage=20,04,304.

Arbitrage=₹2004304.4-₹ 20,00,000= ₹4304.4

Conclusion: - True value is less than market value. so, the decision is selling the currency.

In this situation we have taken 20,00,000 unit. finally, we got 4304 of arbitrage profit.

CHAPTER – 5

FINDINGS AND CONCLUSION

FINDINGS:

- Study is done using two methods that are Covered interest and triangle arbitrage
- We got a negative result in covered interest method, by taking Moroccan Dirham and USD as currencies
- In triangle arbitrage method arbitrage profit we got is 4304.By taking INR,USD and POUND.
- It's hard-to-get arbitrage opportunity from different markets. but inter-market arbitrage opportunities exist.
- Triangular arbitrage opportunities are more efficient in real market.

CONCLUSION:

To book a decent profit in arbitrage, you need to act fast and trade in large volumes which requires the movement of large amounts of capital. In theory, retail traders can arbitrage stocks or other financial instruments across different brokers but for all practical purposes, such trades are difficult to execute. There is a reason why highly intelligent software systems are deployed to detect and carry out such trades which are used by even professionals and experts in the field.

For retail investors in India who don't have the experience to execute arbitrage trades, there is an opportunity to invest nonetheless by placing money in arbitrage funds that participate in arbitrage but also invest in equity-based stocks. Such funds are treated as equity mutual funds (65% or more of the fund invest in equity) and are treated as such for the purpose of taxation.

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Mini Project On

“Exchange rate changes are induced by changes in the relative price levels between two countries which allow for comparison of purchasing power of various world currencies”.

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CHAPTER 1

INTRODUCTION

INTRODUCTION TO PURCHASE POWER PARITY:

Purchasing power parity (PPP) is an economic theory of exchange rate determination. It states that the price levels between two countries should be equal. This means that goods in each country will cost the same once the currencies have been exchanged. For example, if the price of a Coca Cola in the UK was 100p, and it was \$1.50 in the US, then the GBP/USD exchange rate should be 1.50 (the US price divided by the UK's) according to the PPP theory.

However, look at the market exchange rate of the GBP/USD pair, it is actually closer to 1.25. The discrepancy occurs because the purchasing power of these currencies is different. As with any asset, there is the real value of a currency and the notional value, which financial markets trade at. The aim of the PPP measurement is to make comparisons between two currencies more valid, by adjusting for local purchasing power differences.

PPP measures are widely used by global institutions, such as the World Bank, United Nations, International Monetary Fund and European Union.

The economic theory is often broken down into two main concepts:

1. Absolute purchasing power parity
2. Relative purchasing power parity

1. Absolute parity

Absolute purchasing power parity (APPP) is the basic PPP theory, which states that once two currencies have been exchanged, a basket of goods should have the same value. Usually, the theory is based on converting other world currencies into the US dollar.

For example, if the price of a can of Coca Cola was \$1.50, APPP would suggest that a can of Coca Cola in any other country should cost \$1.50 after you've converted USD into the local currency.

If this does not hold true, then APPP suggests that the currency exchange rate will change over time until the goods are of equal value – as without any barriers to trade, there should be an equilibrium in the price of goods. This is a completely price-level theory, which only looks at the exact same basket of goods in each country, with no other factors included.

However, the theory ignores the existence of inflation and consumer spending, as well as transportation costs and tariffs, which can impact the short-term exchange rate. Without these inclusions, a currency's power is poorly represented.

2. Relative parity

Relative purchasing power parity (RPPP) is an extension of APPP and can be used in tandem with the first concept. While it maintains that the value of the same good in different countries should equal out over time, RPPP suggests that there is a correlation between price inflation and currency exchange rates. It looks at the amount of a good or service that one unit of currency can buy, which can change over time as inflation rates alter. The theory suggests that inflation will reduce the real purchasing power of a currency, so in order to properly adjust the PPP, inflation must be taken into account.

For example, if the UK had an annual inflation rate of 2%, then one unit of pound sterling would be able to purchase 2% less per year.

One we add this concept onto APPP, we can see that inflation rates will account for part of the change in the power of currencies. So suppose that the UK has a 2% inflation rate, while Brazil has a 5% inflation rate. This means that after one year, the price of a basket of goods in Brazil has increased by 5%, while the same basket of goods in the UK has only increased by 2%.

The PPP formula :

The PPP formula calculation will vary depending on what you are trying to achieve and which PPP you want to use.

The absolute PPP calculation is calculated by dividing the cost of a good in one currency, by the cost of a good in another currency (usually the US dollar).



Then, to calculate the relative PPP rate, you'd simply assume that the ratio of price levels was equal to the exchange rate from one currency to another, adjusted for the inflation rate. This would give you the rate of depreciation for one currency compared to another, and an estimate of the future exchange rate.

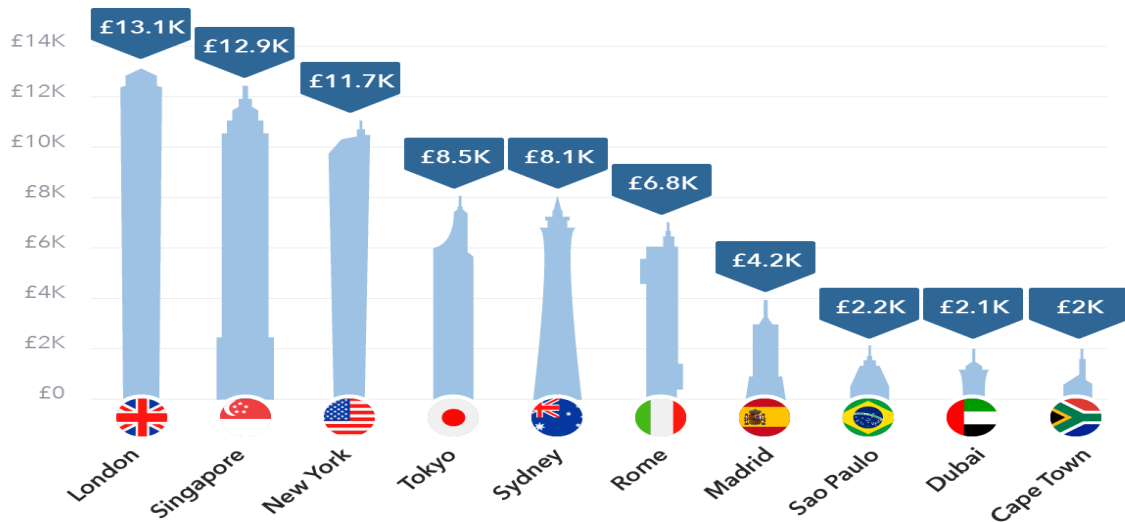
$$S_t = S_0 \left[\frac{1 + \text{inflation}_A}{1 + \text{inflation}_B} \right]^t$$

S_0 = initial spot rate
 t = periods into the future
 S_t = estimate future spot rate

PPP in everyday life

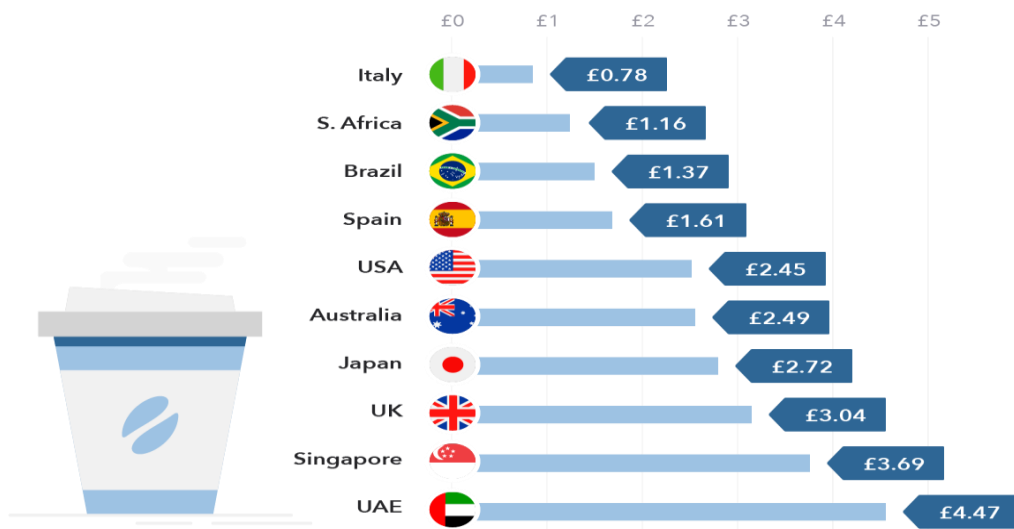
In everyday life, the concept of purchasing power parity might more commonly be known as the cost of living. The measure enables people to look at various aspects of consumerism and make comparisons between locations and over time.

The below graph looks at the average cost of an apartment or flat in the centre of a major global city, per square metre. Using the data, we can estimate that – at the average flat size of 70 square metres – a flat in central London would cost £917,000, while a flat in central Cape Town would cost just £140,000.



As another example, we can look at coffee prices. A cup of coffee will have the same basic makeup regardless of where you buy it – coffee, water and milk – however the cost of each cup can vary hugely depending on where you buy it.

Traditionally, coffee in the United Arab Emirate (UAE) was all imported, which goes some way to explain why – on average – it has the most expensive cup of coffee. In the UAE, a cup of coffee would set you back £4.47, compared to just £0.78 in Italy.



Especially with commodities like coffee, the purchasing power of a particular currency comes into play. Commodities are normally denominated in the US dollar, so any currency appreciation or depreciation will lead to a change in the amount of coffee you can buy.

CHAPTER 2

LITERATURE REVIEW

- ❖ **(Widoyoko, Siswanto&Murwani, 2018)**,This study sought to investigate how inflation affected the setting of the forward exchange rate for the RMB (Renminbi) to Rupiah exchange rate. Due to its strong connection to PPP (purchasing power parity) theory, inflation was chosen as an independent variable. In this study's analyses, time series data were employed in conjunction with logistic analysis. The data that were used include exchange rate data with a sample size of 132 data for the years 2007 to 2017. The findings of this study have demonstrated that the exchange rate is effectively determined by inflation.

- ❖ **(Abudalu, 2008)**, This study examines the real effective exchange rates of the ASEAN-5 currencies in the long- and short-term forcing variables of purchasing power parity (PPP) for the US dollar (REER). The time period covered by this study is 1991:Q1–2006:Q2, and it employs a recently created autoregressive distributed lag (ARDL) approach to co-integration (Pesaran et al., 2001). Our empirical findings indicate that the domestic money supply (M1) is a significant long run forcing variable of PPP for countries' REER in Malaysia in the long run only, while in Indonesia, Philippines, and Singapore in the long and short runs. However, the findings indicated that for Malaysia, the Philippines, Singapore, and Thailand REERs, the domestic interest rate (R) is a long run and short run forcing component of PPP.The monetary authorities in these ASEAN-5 nations may be affected by the findings in terms of policy.

- ❖ **(Al-Zyoud, 2015)**, This study looks at the long-term trends in the exchange rates between the Canadian and US dollars. Using monthly data from 1995:01 to 2008:08, the Engle-Granger cointegration test is used in the study. According to our analysis, there is no long-term correlation between the observed exchange rate and purchasing power parity (PPP) rate, showing that the absolute purchasing power parity (PPP) does not hold. The outcome indicates that there is no cointegration between the actual exchange rate and the PPP rate, indicating that there is no long-term correlation between the exchange rates of the Canadian and US dollars. Analyzing the data in-depth reveals that production prices fluctuate more slowly, which is evidence against PPP in the short term. We are aware that the study period may not have been long enough to detect the existence of a long-term association. However, according to our regression research, the relative price changes have a substantial role in determining the real exchange rate between the US and Canada.

- ❖ **(Alan C. Stockman, 2020)**, In this study, an equilibrium model for setting exchange rates and product pricing is developed. Exchange rates alter and departures from purchasing power parity result from variations in relative pricing of items brought on by changes in supply or demand. There may be a correlation between the exchange rate and the conditions of trade as a result of these changes, but the government cannot use foreign exchange market activities to manipulate the terms of commerce.

- ❖ **(Vo, H., & Vo, 2022)**, According to this study, the value of a nation's currency is frequently regarded as the most significant price in the economy. Changes in exchange rates can have a big impact on how profitable exporters are, how much consumers pay, and how difficult it is to compare the economies of other nations. With cross-country data spanning the 50 years after the breakdown of the Bretton Woods monetary system, we demonstrate the practical application of the purchasing power parity (PPP) and explain how it works in this article. Despite the protracted fluctuations in currency values and the wide variety of trade restrictions, we find that many of these distortions can be addressed over time by the forces of resource reallocation and arbitrage. We also offer a thorough overview of other important topics in international economics that emphasise the significance of the connection between exchange rates and prices, both established and emerging.

❖ **(Ukdiss.com, 2022According to purchasing power parity (PPP),**According to this study, the nominal exchange rate between two nations should be equal to the total level of prices in the respective countries in the absence of transaction costs and trade obstacles. Since its first presentation in 1918 by Gustav Cassel to help stabilise the main countries' exchange rates after World War One, PPP theory has been closely examined and researched by academics to assess its applicability as a practical theory in the determination of exchange rates.The results acquired from the extensive literature have not been consistent, starting with the examination of the most fundamental PPP relationship in the 1970s to the more recent usage of more advanced econometric approaches like Co-integration or Fractional Integration.

CHAPTER 3

RESEARCH METHODOLOGY

The study is of the descriptive variety, which evaluates the available facts and figures to reach specific conclusions.

Data sources and data gathering methods:

Information Gathering and Data Sources: Secondary data were a source for this study. The website of the Association of Websites, as well as journals, research papers, books on international finance, import and export regulations, and other sources, are used to collect secondary data.

RESEARCH DESIGN:

- ❖ **Type of Research:** Descriptive research
- ❖ **Secondary data:** This study involves data collection from various sources like newspapers, published books, magazines, articles, journals, and internet.
- ❖ **Sampling techniques:** Convenient and exploratory research sampling procedures.

PLAN OF ANALYSIS:

Data representation using various statistical tools and analysis for understanding its growth and progress aspects in the schemes, right from the initial stages.

OBJECTIVES OF THE STUDY:

- On what basis exchange rate will fix.
- By ensuring that market corrections of exchange rates are carried out in an organised and calibrated manner, it is possible to reduce the volatility of exchange rates.
- Help maintain a sufficient level of foreign exchange reserves; Stop speculative activities from causing instability...
- Macroeconomic analysts frequently use the purchasing power parity (PPP) metric to compare the currencies of various nations using a "basket of goods" method.
- Comparing economic productivity and living standards across nations is made possible by purchasing power parity (PPP).
- How PPP is taken into account when calculating a country's gross domestic product (GDP).

NEED AND SCOPE OF THE STUDY:

- ❖ In order to create economic statistics that can be used to compare the market conditions of various nations, purchasing power parity is crucial.
- ❖ To make a meaningful comparison of prices across countries.
- ❖ wide range of goods and services must be considered.
- ❖ Economic Cooperation and Development (OECD) use weights based on PPP metrics to make predictions and recommend economic policy.
- ❖ PPP can be used to identify currencies that may be overvalued or undervalued.
- ❖ PPP figures are used to forecast how exchange rate fluctuations will affect a country's economy and, consequently, how those changes will affect investment.

LIMITATIONS OF THE STUDY:

- The time period of the study is very limited. The mini project is conducted within a limited period which is not adequate to complete the study.
- The returns on funds are subject to change based on its performance and price fluctuations.
- It involves only the recent trends and advancements collected from various sources.
- The study is not biased and is not a recommendation of any specific trade.
- This study is pertinent to data collected from specified sources.

CHAPTER-4

DATA ANALYSIS

Silver spot rate in US	\$611.17
Silver spot rate in India	Rs.54900
Exchange rate	79.84
US silver price in rupee	48795.81
Difference of silver price	6104.19

- Exchange rate =79.84/1 dollar
- Cost of silver per kg in us= $611.17\$=48795.81$
- But today at present in India silver costs at 54900
- This means, Silver is costlier in India & in US its cheaper.
- As a result people tend to purchase more at US, where for demand for the US dollars increase.
- Now suppose assume US dollar has increased to 1USD=85, &Then the silver Price increased to 130 USD which equals to 11050 INR
- Now if you see $\$130=11050$ & relative price of Silver is same in both the nations.
- As a result, there is neither a benefit nor a drawback if you purchase a Silver by exchanging currencies in the US or India. This is referred to as currency purchasing power parity.
- We discussed just one item, however when there are hundreds of items , prices and exchange rate depend on many other factors.
- According to the hypothesis, exchange rates will vary until the purchasing power of all currencies are in equilibrium.

- **Large Investors** – The silver market is smaller than that of the gold market. The value for silver may be influenced by significant traders or investors. Warren Buffet bought 130 million troy ounces of silver in 1997 for \$4.50 per ounce, which had an effect on market prices.
- **Oil prices** - The mining of silver requires a lot of energy. Oil is the primary source of energy for the globe nowadays, hence the price of oil does have an impact on silver rates. A reliable logistical system requires for the imported silver, and this platform must be supported by an ongoing oil supply. The volatile price of gold and silver is also a result of changes in the price of oil.
- **Industrial Demand** - As our nation moves toward more industrialisation, there has recently been an increase in demand for silver, particularly as an industrial product. This thus results in an increase in silver prices.
- **Import Duties** - As silver being imported to India, the application of import taxes directly influence the costs of silver. In India, greater import taxes result in higher silver prices.
- **US Dollar Fluctuation:** The US Dollar Index has an effect on silver prices. It implies that an increase in the US dollar can cause silver prices in India to decrease, and a decrease in the dollar can cause silver prices to rise. Silver prices typically move in tandem with the rising or negative trend of gold prices. Silver will increase in price in tandem with gold if demand for the metal increases. Similar to how any decline in gold rates will result in a decline in silver rates.
- **Trade Deficit** - A country's trade deficit increases with the amount of imported goods it imports. The government may take action to limit the import of those items in light of the growing trade deficit. The government took similar action against gold imports in recent years.
- **Inflation** - Today's inflation has a negative impact on the price of silver. Silver prices rise when inflation is high because clients prefer commodities like silver and gold to hedge their funds during times of financial hardship brought on by inflation.
- **Large Consolidated Short Position:** At the moment, the top 3–4 silver traders hold 90% of all short silver futures. Short-term and long-term effects of this type of concentration on the price of silver are significant, particularly when it involves a publicly traded product.

CHAPTER – 5

FINDINGS AND CONCLUSION

FINDINGS:

1. Silver is costlier in India & in US its cheaper.
2. As a result people tend to purchase more at US, where for demand for the US dollars increase.
3. The US Dollar Index has an effect on silver prices. It implies that an increase in the US dollar can cause silver prices in India to decrease, and a decrease in the dollar can cause silver prices to rise.
4. According to the hypothesis, exchange rates will vary until the purchasing power of all currencies are in equilibrium
5. There is neither a benefit nor a drawback if you purchase a Silver by exchanging currencies in the US or India. This is referred to as currency purchasing power parity.
6. If we consider interest rates as a factor to change in the price of Silver then there is High inflation in the US market s a result prices of the product increase at a faster phase compared to the India rate

CONCLUSION:

The existence of these price level differences implies that when expenditure or output data for different countries are converted into a common currency by means of exchange rates, the ensuing differences in widely used comparative statistics such as per capita GDP are liable to reflect differences in price levels as much as differences in volumes. For this reason, data converted at exchange rates cannot be interpreted as if they measured real differences only, and it is necessary to use the price data collected in the PPP enquiries to calculate constant price data across countries if genuine volume comparisons are desired. One of the principal reasons for engaging in the PPP project was to make it possible to calculate such volume measures in order to be able to compare productivity levels or living standards between countries.

There is now overwhelming evidence to demonstrate that exchange rate converted data should not be used for purposes of volume comparisons despite the fact that they continue to be so used by many authorities.

There are also important differences in the patterns of relative prices between countries and the high price levels observed in high income countries are linked to the fact that services, including government services, are relatively more expensive in those countries.

REFERENCE:

- WIDOYOKO, B., SISWANTO, E., & MURWANI, F. (2018). Determining the Exchange Rate: Purchasing Power Parity – PPP. *Expert Journal Of Finance*, 6(1)pp.(12-15), 1-47. Retrieved from <https://finance.expertjournals.com/23597712-602/>
- Abudalu, A. (2008). The Determinants of Exchange Rate on ASEAN-5 Countries: An Evidence of Purchasing Power Parity. *SSRN Electronic Journal*. doi: 10.2139/ssrn.1278784
- Al-Zyoud, H. (2015). An Empirical Test of Purchasing Power Parity Theory for Canadian Dollar-US Dollar Exchange Rates. *International Journal Of Economics And Finance*, 7(3). doi: 10.5539/ijef.v7n3p233
- Alan C. Stockman. (2020). A Theory of Exchange Rate Determination. University Of Chicago Press Journals, Volume 88(4). Retrieved from <https://www.journals.uchicago.edu/doi/abs/10.1086/260897>
- Vo, H., & Vo, D. (2022). The purchasing power parity and exchange-rate economics half a century on. *Journal Of Economic Surveys*. doi: 10.1111/joes.12504
- Ukdiss.com. (2022). Purchasing Power Parity (PPP) Theory and Exchange Rates. Retrieved 23 August 2022, from <https://ukdiss.com/litreview/analysing-the-dollar-and-pound-exchange-rate.php#:~:text=Purchasing%20Power%20Parity%20%28PPP%>

RV Institute of Management



Rashtreeya Sikshana Samithi Trust

Subject: INTERNATIONAL FINANCIAL MANAGEMENT (4.2.2) MINI RESEARCH PROJECT

Title of the project:

.....

Chapter	Content	Marks
1	Introduction	1
2	Literature Review (at least 5)	1
3	Research methodology Objectives of the study Need for the study Scope of the Study Limitation	2
4	Analysis	3
5	Findings and Conclusion	1
	Viva Voce	2
	Total Marks	10

Note:

1. Students must conduct research on the assigned topic in groups of six.
2. The research paper should not exceed 12 pages.

3. The research paper will be checked for plagiarism, and a score of 20% is acceptable.
4. Everyone in the group should put in the same amount of effort.

Course Facilitators: Prof. Somashekar V

TOPICS

Sl. No	USN	Name	Topic
1	MB207601	A B GANAPATHY	"The International Monetary System is a set of internationally agreed rules, conventions and supporting institutions that facilitate International Trade and Cross border investments. Group to make a presentation on the above statement bringing out the essence of the above statement carving out the functions of the World Bank and IMF".
2	MB207602	ABHILASH K	
3	MB207604	ABHISHEK SHANTINATH UPADHYE	
4	MB207607	ADITYA S SHETTAR	
5	MB207608	AFEFAH BAKHTAR MAJUMDAR	
6	MB207610	AISHWARYA .K.M	
7	MB207611	AISHWARYA S K	"International Finance is the study of monetary interactions between two or more countries focusing on areas like foreign direct investment and currency exchange rates". Group to make a presentation on the above statement elaborating with examples from the latest developments in the world of International Finance.
8	MB207621	ANUSHA RAGHAVENDRA HEGDE	
9	MB207624	APOORVA RAGHU RAO	
10	MB207628	BHARATH.C	
11	MB207629	BHAVANI VISHWAKARMA	
12	MB207630	C. PRASANTH KUMAR	
13	MB207631	C.PRANATHI	" Exchange rate regime is a way of Monetary authority of a Country or a Currency Union manages their currencies vis-à-vis international currencies and the foreign exchange markets". Group to make a presentation on the above statement bringing out the evolution of Exchange rate regime viz., the Fixed Exchange rate v/s Flexible Exchange rate regime.
14	MB207632	CAROL SWETHA NORONHA	
15	MB207637	CHANDANA.T	
16	MB207638	CHETANA. S	
17	MB207643	DELSON GLAN D SILVA	
18	MB207646	DISHA SANTOSH NAIK	
19	MB207661	KARUNA V DIVATE	The exchange rate regime of a country depends on the manner in which the currency of the country is managed with respect to other country's currency". Group to make a presentation on the above statement narrating the history of exchange rate regime in India by analysing the various exchange rate regimes that India has been through during the period 1947 to 1992.
20	MB207663	KAVYA GANAPATI HEGDE	
21	MB207666	KOUNDINYA.R	
22	MB207669	M JANANI PRIYA	
23	MB207671	MAHIMA HARISH BHAT	
24	MB207678	MISHANA MOTESH DSOUZA	
25	MB207689	NIRANJAN M	" Monetary policy is the process by which the Monetary Authority of the Country, generally, the Central Bank controls the supply of Money in the economy". Group to make a presentation on the above statement examining the statement bringing out the role of the RBI in controlling the supply of Money and the latest developments in this regard.
26	MB207690	NISHA T	
27	MB207693	PHALGUNI P	
28	MB207694	PRAJNA	
29	MB207695	PRAJNA SHETTY	
30	MB207697	PRARTHANA UPADHYAYA	
31	MB207704	PUNITHA K	" FED keeps tapering schedule. concerned about Inflation". Group to make a presentation on the above statement bringing out the latest developments in the FED Policy in
32	MB207705	RACHANA D	
33	MB207707	RACHANA KUMARI	

34	MB207708	RAGHAVENDRA J.P	controlling Inflation and how such developments in the US is impacting the Indian markets.
35	MB207710	RAHUL YALAVATTI	
36	MB207711	RAKESH	
37	MB207713	RAKSHITH HEGDE	“ Post pandemic, all countries need to keep a close watch on Balance of Payments Position to accumulate as much reserves as possible. Group to make a presentation on the above statement explaining the concept and components of the Balance of payments position and the relationship of BOP with other economic variables.
38	MB207715	RAKSHITH T G	
39	MB207722	SAHANA M S	
40	MB207724	SAMIKSHA S SHETTY	
41	MB207727	SARIKA MALLYA U	
42	MB207729	SHARAN BANDRAD	
43	MB207730	SHARVANI M S	“ Currencies of Countries with negative BOP are expected to experience a discount in their forward currency rates “. Group to make a presentation on the various policy options that could be exercised by the government so as to avoid fluctuations in the value of the domestic currency with emphasis on the measures taken by the Indian Government to come out of the crisis.
44	MB207731	SHASHANK Y	
45	MB207732	SHETTY LAVANYA SHEKHAR	
46	MB207735	SHIVASUBRAMANYAM S PATANGI	
47	MB207737	SHRESTA B BHAT	
48	MB207739	SHRUTHI.R	
49	MB207741	SINDHU L DABEER	“Full Convertibility is the ability or freedom of the country to convert domestic currency for current account and capital account transactions”. However, India is still a country under partial convertibility. Group to make a presentation on the above statement elaborating the statement and bringing out clearly what is in store with regard to full convertibility.
50	MB207742	SIRISHA K J	
51	MB207743	SNEHA GOWDA R	
52	MB207746	SRILAXMI	
53	MB207747	SRIPOORNA INDURKAR	
54	MB207748	SRUSHTI B R	
55	MB207753	SUJAY SHAH	The Foreign Exchange Market is the largest investment market in the World and continues to grow annually at USD 4 to USD 5 trillion annually”. Group to make a presentation on the above statement detailing the role played by the Indian Foreign Exchange markets and their contribution to the world Forex trade.
56	MB207755	SUKANNYA DALAL	
57	MB207759	SURAJ HS	
58	MB207760	SURAJ.S.P	
59	MB207763	TEJAS ROHIDAS BHANDARI	
60	MB207764	TEJASHREE R	
61	MB207765	TEJASHWINI LOKAPURAMATH	The foreign exchange market is the over-the-counter market for trading and settlement of foreign currencies against the home currency”. Group to make a presentation on the structure of the foreign exchange market and also the various types of settlement of transactions.
62	MB207766	TEJASVI GANGADHAR ANGADI	
63	MB207771	ULLAS SHRIPAD SHET	
64	MB207772	VAIBHAV MALAVIYA	
65	MB207773	VARSHA BIRADAR	
66	MB207774	VARSHA K	
67	MB207775	VELUGU SUJANI KRISHNA	

The deadline for submission in Quiklrn LMS is August 20, 2022. Any one student in the group must upload the report.

RV Institute of Management



Rashtreeya Sikshana Samithi Trust

Subject: INTERNATIONAL FINANCIAL MANAGEMENT (4.2.2) MINI RESEARCH PROJECT

Title of the project:

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Chapter	Content	Marks
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Note:

1. Students must conduct research on the assigned topic in groups of six.
2. The research paper should not exceed 12 pages.

3. The research paper will be checked for plagiarism, and a score of 20% is acceptable.
4. Everyone in the group should put in the same amount of effort.

Course Facilitators: Prof. Dileep

TOPICS

Sl. No	USN	Name	Topic
1	MB207609	AIJAZ MUJAWAR	Group to make a presentation on the concept " Arbitrage " in International Finance and the various arbitrage opportunities available to the traders and Corporates in the International Markets.
2	MB207612	AJEY M	
3	MB207616	AMOGHA HEGDE	
4	MB207617	AMULYA H R	
5	MB207618	ANAGHA HEGDE	
6	MB207619	ANANYA .C. SHIEH	
7	MB207627	ASHADEEP M HEGDE	"Exchange rate changes are induced by changes in the relative price levels between two countries which allow for comparison of purchasing power of various world currencies". Group to make a presentation bringing out the ingredients of the PPP theory and validate the above statement.
8	MB197627	BHARATH P	
9	MB207640	CHINMAY HEGDE	
10	MB207641	DARSHINI G	
11	MB207647	DIVESH	
12	MB207650	ESHWAR DARSHAN.K.M	
13	MB207654	H R RITHESHA	"Though corporates cannot control the fluctuation of exchange rates, they can manage the risks by using proper hedging tools". Group to make a presentation on the above statement elaborating with examples the tools available for the Corporates to manage their risks in foreign exchange
14	MB207658	K KIRTHAN	
15	MB207660	KARTHIK.M.S	
16	MB207662	KAUSHIK CB	
17	MB207670	MAHESH S	
18	MB207672	MALENDER S DEYANNAVAR	
19	MB207673	MANOJ K B	"India has been positioning itself as a favourable destination to attract foreign direct investment from Overseas Investors in the last few years, especially, post COVID pandemic. Group to make a presentation analysing the trends in FDI and FPI in the last 3 years along with the challenges that the country faces from other competitor countries.
20	MB207674	MANOJ.M	
21	MB207677	MEGHANA VINAYAK HEGDE	
22	MB207679	MOHAMADASADIQ MULLA	
23	MB207683	MRUTYUNJAYA SANGRESAKOPPA	

24	MB207686	NEHA CHIDAMBAR KULKARNI	
25	MB207685	NAVANDHAR NIKHIL MANISH	"Liberalization in the country's regulatory guidelines have increased the opportunities for the Corporates to raise funds from abroad". Group to make a presentation on the above statement by bringing out the concepts relating to External Commercial Borrowings and Foreign Currency Convertible Bonds.
26	MB207687	NIKHIL S KOTIAN	
27	MB207696	PRARTHANA SINGRI	
28	MB207698	PRASHANTH	
29	MB207700	PRATEEKSHA R CHUNGANI	
30	MB207702	PRINSON DLIMA	
31	MB207709	RAHUL MONDAL	"WTO is the right forum to address the grievances of the International Trade Community Group to make a presentation on the impact of WTO with specific reference to the major issues that are affecting India. Also, provide the latest developments on the WTO impacting India.
32	MB207692	P RAHUL SINGH	
33	MB207712	RAKSHITH	
34	MB207720	S.CHETHAN	
35	MB207721	SACHITH KUMAR	
36	MB207725	SANDEEP H S	
37	MB207726	SANTHOSH KIRAN S	" Corporates have enormous opportunities to lend and borrow in the International markets as long as they are able to measure and manage the risks involved". Group to make a presentation on the risks involved and what are the mitigating techniques
38	MB207733	SHISHIR.S.ACHARYA	
39	MB207744	SOUBHAGYA BHAT	
40	MB207749	SUBHASHINI K N	
41	MB207752	SUHAS N K	
42	MB207758	SURAJ G S	
43	MB207761	SWATI VINAYAK HEGDE	A global company can leverage its experience to expand its global operations and needs global orientation to survive in the international markets ". Make a presentation on the rationale for going global, economies of globalization, and strategic decisions in international business in the context of Indian experience
44	MB207770	TRIVADAN M HEGDE	
45	MB207736	SHREE VAISHNAVI SUTRAVE	
46	MB207777	VINAY KUMAR G S	
47	MB207779	VINAYAK SUBRAY BHAT	

The deadline for submission in Quiklrn LMS is August 20, 2022. Any one student in the group must upload the report.



2.3.1 STUDENT CENTRIC METHODS

LAB BASED TEACHING

List of Subjects where Lab Based Pedagogy Followed

S.No	Name of the Course	Semester	Attached Document
1	Business Statistics	I	Syllabus
2	Business Research Methods	I	Syllabus
3	IT Skills	I	Syllabus
4	Production and Operations Research	II	Syllabus
5	Investment Analysis and Portfolio Management	III	Syllabus
6	Corporate Valuation and Financial Modelling	III	Syllabus
7	Predictive Analytics Using R	III	Session Plan
8	Data Warehousing and Data Mining	III	Syllabus
9	Risk Management and Derivatives	IV	Session Plan
10	Big Data Analytics	IV	Syllabus
11	Data Visualization and Business Reporting Using Tableau	IV	Syllabus
12	Emerging Technologies and Future Skills for Business Leaders	IV	Syllabus



Course Title	IT SKILLS
Term/Semester	I
Course ID	21MBA711
Credits	2

Introduction:

This course aims to increase student's computer knowledge and skills so as to develop attributes that enhance an individual's interactions and job performance. The objective of the course is to inculcate potential skills in the student's to prepare them to deal with the external world in a collaborative manner, take initiative, solve problems, and demonstrate a sound IT skills so as to hold a good impression and positive impact

Course Outcomes (COs):

After successful completion the course the students will be able to:

- CO1:** Understand and apply various tools and techniques embedded in MS-Word
- CO2:** Understand and apply various tools and techniques embedded in MS-excel
- CO3:** Understand and apply various tools and techniques embedded in PowerPoint
- CO4:** Understand and apply various online tools for information exchange, collaborative working environment and other presentation tools.

Course content and Structure:

(24 hours)

Module 1: Building basic proficiency in MS Word

6 Hours

- Getting Started With Word: Navigate in Microsoft Word; Create and Save Word Documents; Manage Your Workspace; Edit Documents; Preview and Print Documents
- Formatting Text and Paragraphs: Apply Character Formatting; Control Paragraph Layout; Align Text Using Tabs; Display Text in Bulleted or Numbered Lists; Apply Borders and Shading
- Managing Lists: Sort a List; Format a List
- Adding Tables: Insert a Table; Modify a Table; Format a Table; Convert Text to a Table
- Inserting Graphic Objects: Insert Symbols and Special Characters; Add Images to a Document.
- Controlling Page Appearance: Apply a Page Border and Color; Add Headers and Footers; Control Page Layout; Add a Watermark
- Preparing To Publish a Document: Check Spelling, Grammar, and Readability; Use Research Tools; Check Accessibility; Save a Document to Other Formats

Module 2: Building basic proficiency in MS-Excel

(6 Hours)

- Getting started with Excel: The Ribbon; The Work Surface; Navigation; Formatting; Basic Math
- Understanding Formulas: Formula Anatomy; Cell Referencing; Math Functions(SUM, ROUND and SUBTOTAL); Basic Statistics (COUNT, COUNTA, AVERAGE, MAX, MIN, MEDIAN and MODE); Logic Functions; Text Functions; Understanding Dates and time
- Intermediate Formula Knowledge: Conditional Math (SUMIF and COUNTIF); External Links; Lookup
- Data Analysis: Creating PivotTables; Formatting PivotTables

- Presenting and Reporting: Cell Formatting; Outlining; Custom Number Formats; Conditional Formats; Building Charts.

Module 3: Building basic proficiency in PowerPoint

(6 Hours)

- Modifying the PowerPoint Environment: Customize the User Interface; Set PowerPoint Options
- Customizing Design Templates: Modify Slide Masters and Slide Layouts; Add Headers and Footers; Modify the Notes Master and the Handout Master
- Adding SmartArt and Math Equations to a Presentation: Create SmartArt; Modify SmartArt; Write Math Equations
- Working With Media and Animations: Add Audio to a Presentation; Add Video to a Presentation; Customize Animations and Transitions
- Collaborating on a Presentation: Review a Presentation; Store and Share Presentations on the Web
- Customizing a Slide Show: Annotate a Presentation; Set Up a Slide Show; Create a Custom Slide Show; Add Hyperlinks and Action Buttons; Record a Presentation

Module 4: Building basic proficiency in using Social media, E-mail and other online tools

(6 Hours)

- Creating and updating profiles on various social media platforms (Facebook, LinkedIn, Instagram, YouTube and Twitter); etiquettes to be followed.
- Email etiquettes.
- Online Tools: Google: Drive, Scholar, Classrooms, Current, Slides, Calendar, Groups, Forms, Keeps; Zoom; Microsoft teams etc.
- Prezi: Interactive power point slide
- Canva- Creating Brochure, Logos, Business Card, Business Presentation, Info graphs.

Pedagogy:

- 1) Practice Based Teaching
- 2) Lab Based teaching
- 3) Classroom Discussion
- 4) Project based teaching

Teaching Learning Resources:

Essential readings-

1. Paul Mc Fedries, "My Office 2016", Pearson education. ISBN: 9789332582781
2. Learn Microsoft Office 2019: Comprehensive Guide to Getting Started with Word, PowerPoint, Excel, Access, and Outlook, By Linda Foulkes. 2020
3. Learning Computer Fundamentals, MS Office and Internet & Web Tech. By Dinesh Maidasani · 2005. ISBN:9788170087809



Course Title	DATA WAREHOUSING AND DATA MINING
Term/Semester	III
Course ID	21MBA536
Credits	3

Introduction:

Data mining is the computational process of discovering patterns from large data sets. This course discusses concepts and techniques of data warehousing and mining. Data mining is one of the most advanced tools used by IT industries. The topics covered include introduction to data warehousing, data pre-processing and foundational data mining techniques such as supervised learning including regression and classification, and unsupervised learning such as clustering and association rules. Students are introduced to design data warehouse and perform data mining tasks with neural networks, as well as exposed to open-source data mining software.

Course Outcomes (COs):

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

CO1: Design a Data warehouse system and perform business analysis with OLAP tools

CO2: Understand Architecture of a Data Mining System.

CO3: Apply frequent pattern and association rule mining techniques for data analysis

CO4: Apply appropriate classification and clustering techniques for data analysis

CO5: Understand the latest trends in Data warehousing and data mining

Course content and Structure:

(36 hours)

Module 1: Data Warehousing, Business Analysis and OL

12 Hours

- Basic Concepts: Data Warehousing Components; Building a Data Warehouse
- Database Architectures for Parallel Processing; DBMS Schemas for Decision Support
- Data Extraction; Cleanup and Transformation tools; Meta data; reporting
- Query tools and Applications
- Multidimensional Data Model
- Data Warehouse Schemas for Decision Support; Concept Hierarchies; Characteristics of OLAP Systems
- Typical OLAP Operations, OLAP and OLTP.
- Planning Data Warehouse and Key Issues
- Planning and Project Management in constructing Data warehouse
- Data Warehouse Project
- Data Warehouse Development Life Cycle, Kimball Lifecycle Diagram
- Requirements Gathering Approaches: Team organization; Roles; and Responsibilities
- Data Warehouse Architecture: MOLAP, ROLAP, HOLAP
- ETL Overview or Introduction to ETL: ETL requirements and Steps

Module 2: Introduction to WEKA and Applications

6 Hours

- Downloading and/or installation of WEKA data mining toolkit
- Understand the features of WEKA toolkit such as Explorer, Knowledge Flow interface, Experimenter, command-line interface.

- Navigate the options available in the WEKA (ex. Select attributes panel, Preprocess panel, Classify panel, Cluster panel, Associate panel and Visualize panel) Study the arff file format
- Explore the available data sets in WEKA.

Module 3: Introduction to Data Mining and Applications 4 Hours

- Introduction to Data Mining, Importance of Data Mining, Challenges in Data Mining, Data Mining functionalities
- Classification of Data mining systems, Data Mining architecture, Knowledge Discovery in Databases(KDD), CRISP- DM.
- Ethical issues in Data Mining and their Analysis; Global issues in Data Mining
- Data Mining Applications: Risk management and targeted marketing; Health Care Sector; Retail Sector; Financial Services and other sectors

Module 4: Data Mining Techniques: an Overview 10 Hours

- **Classification and Prediction:** Issues Regarding Classification and Prediction; Classification by Decision Tree Introduction; Bayesian Classification – Rule Based Classification; Classification by Back propagation; Support Vector Machines; Associative Classification; Lazy Learners; Other Classification Methods; Prediction; Accuracy and Error Measures; Evaluating the Accuracy of a Classifier or Predictor; Model Selection.
- **Cluster Analysis:** - Types of Data in Cluster Analysis; A Categorization of Major Clustering Methods; Partitioning Methods; Hierarchical methods; Density-Based Methods; Grid-Based Methods; Model-Based Clustering Methods; Clustering High-Dimensional Data; Constraint-Based Cluster Analysis; Outlier Analysis.

Module 5: Emerging Trends 4 Hours

- Multimedia Data Mining
- Text Mining
- Web Mining
- Data Warehouse Services (e.g. Amazon Red Shift, Azure SQL Data Warehouse.).

Pedagogy:

- 1) Classroom discussion
- 2) Case based teaching (Text and Multimedia)
- 3) Project based teaching
- 4) Practice based learning
- 5) Software linked Practice based Teaching
- 6) Industry expert interaction

Teaching Learning Resources:

Essential readings-

1. M.H. Dunham, "Data Mining Introductory and Advanced Topics", Pearson Education, ISBN : 978-8177587852
2. Ralph Kimball and Margy Ross, "The Data Warehouse Toolkit: The Definitive Guide to Dimensional Modeling", (Third Edition). John Wiley and Sons, ISBN : 978-1118530801
3. J. Han and M. Kamber, "Data Mining: Concepts and Techniques", Morgan Kaufman, 3/E, 2011, ISBN: 978-0-12-381479-1.
4. Vaisman, Alejandro; Zimanyi, Esteban, "Data Warehouse Systems", Springer, 2014, ISBN : 978-3-642-54655-6
5. Paulraj Ponniah, –Data Warehousing: Fundamentals for IT Professionals, Wiley India, ISBN : 0-471-41254-6

6. Han, Kamber, "Data Mining Concepts and Techniques", Morgan Kaufmann 3rd edition, ISBN : 978-0-12-381479-1
7. Reema Theraja –Data warehousing, Oxford University Press, ISBN : 978-0195699616
8. Introduction to data mining by Tan, Steinbach & Kumar, ISBN : 978-0133128901
9. Instant Weka : How to , Bostjan Kaluza, Packt Publishing Limited

References-

1. Vaisman, Alejandro; Zimanyi, Esteban, "Data Warehouse Systems", Springer, 2014, ISBN : 978-3-642-54655-6
2. Golfarelli, Matteo; Rizzi, Stefano, "Data Warehouse Design : modern principles and methodologies", McGraw Hill, 2009, ISBN : 978-0071610391
3. Jensen, Christian S; Pedersen, Torben Bach; Thomsen, Christian W, Morgan & Claypool, "Multidimensional Databases and Data warehousing", cop. 2010, ISBN : 9781608456017
4. Kimball, Ralph, "The Data warehouse lifecycle toolkit: expert methods for designing, developing, and deploying data warehouses", John Wiley & Sons, 1998, ISBN : 0471255475
5. Alex Berson, StephenJ. Smith, "Data Warehousing, Data Mining, and OLAP", MGH, 1998. ISBN : 0-201-177-676
6. Learn By Examples – A Quick Guide to Data Mining with Rapidminer and Weka, Eric Goh, SV Book Pte. Ltd.

Supplementary Resources

Students will use supplementary resources such as online videos, NPTEL videos, e-courses, Virtual Laboratory and Impartus – LCS

1. <https://nptel.ac.in/courses/106/105/106105174/>
2. Andrew Moore's Data Mining Tutorials (See tutorials on Decision Trees and Cross Validation)
3. Decision Trees (Source: Tan, MSU) Tom Mitchell's book slides (See slides on Concept Learning and Decision Trees)
4. <https://www.cs.waikato.ac.nz>
5. <https://jgateplus.com>
6. <https://search.ebscohost.com>
7. <https://www.guru99.com>
8. <https://www.javapoint.com>
9. <https://www.kaggle.com>
10. <https://www.github.com>
11. Coursera course on "Data Warehousing for Business Intelligence Specialization" by Michael Mannino and Jahangir Karimi offered by the University of Colorado System
12. Coursera course on "Data Mining" by John C. Hart offered by the University of Illinois at Urbana-Champaign
13. <https://elibrary.in.pearson.com>

Capstone project:

Each group of 3 Students (max) assigned one topic for this; A Data Warehouse and Data Mining report must be prepared outlining the following steps:

- a) Problem definition, identifying which Data Warehouse and data mining task is needed.
- b) Identify and use a standard data mining dataset available for the problem

- c) Interpret and visualize the results.
- d) Provide clearly the Data Mining decision that is to be taken as a result of mining.

Lab Exercises

1. Explore and compare various data mining tools
2. Preparing data sets for WEKA.
3. Application of pre-processing methods on data sets using WEKA
4. Preprocessing on real and synthetic datasets.
5. Apply filters on the customer dataset using WEKA.
6. To predict with the smallest total error using rules based on One attribute
7. Apply classification technique to find association rules.
8. Demonstration of various classification algorithms.
9. Performance measurement of various classification algorithms
10. Demonstration of Clustering methods



4.7.2. DATA VISUALIZATION AND BUSINESS REPORTING USING TABLEAU

1.GENERAL INFORMATION

No.of.Credits : 4

No.of Hours Per Week : 4

2.COURSE PERSPECTIVE

This course will help students to learn one of most user-friendly and straight forward visualization tool Tableau. Tableau is considered to be the market leader when it comes to Data Visualization. It allows users for the production of interactive data visualization in a very effective manner at fast speed. Complicated charts and graphs can be easily created in Tableau Software.

3.COURSE OBJECTIVES AND OUTCOMES

OBJECTIVES

1. To enable the students to be able to understand and describe the main concepts of data visualization.
2. To enable the students with best practices of data visualization and how to apply them to solve analytics problems
3. To enable them to Create ad-hoc reports, data visualizations, and dashboards in Tableau
4. To enable them to be able to apply business analytics using tableau that support the decision making in business operations

OUTCOMES

By successfully completing the course the students will be able to:

Understand and describe the main concepts of data visualization

Understand the best practices of data visualization and how to apply them to solve analytics problems.

Create ad-hoc reports, data visualizations, and dashboards in Tableau

Apply business analytics using tableau that support the decision making in business operations

4.COURSE CONTENT AND STRUCTURE

MODULE1:INTRODUCTION AND GETTING STARTED WITH TABLEAU 10 HOURS

The Advantages of a modern Analytics platform, Types of Tableau, The Tableau application suite, Installing Tableau Desktop, Data Preparation, the sample dataset, The Tableau workspace, working with measures and dimensions, Working with marks, Saving, Opening and sharing workbooks

MODULE 2 : CONNECTING TO DATA 10 HOURS

Setting up a data connector, selecting data tables, Data cleaning and formatting, Joins and Unions, data extracts and Live Connections, Editing the model's Meta data, Data Types, Adding hierarchies, Calculated Fields and table calculations and Data Collection, Checklist for increasing performance.

MODULE 3: BUILDING FIRST VISUALIZATION USING VARIOUS FEATURES OF TABLEAU 10 HOURS

Chart types, Ready, Set, Show Me, Bar charts, Legends, Sorting, Totals, Sub Totals, Data Spotighting, Sets, Groups, Bins Filters And Hierarchies Line Charts, Highlight Tables, Heat Maps, Sankey charts, Bullet Charts, Cumulative sums with waterfall charts, Market Basket Analysis and Pareto Analysis

MODULE 4: ANALYSIS USING TABLEAU 10 HOURS

Aggregate functions, aggregate in calculated fields, Text operators, Date fields, Logical functions in calculated fields Parameters, Searching text fields.

Symbol maps, Filled maps, Density maps, Map Layers, Maps with Pie charts Viz in Tooltip, Overview of the Tableau analytics Pane, Constant, Average, and reference lines, Trend lines, Forecasts, Cluster Analysis and R.

MODULE 5: CREATING DASHBOARDS

8 HOURS

Creating a new dashboard, the dashboard Pane, Placing charts on the Dashboard, Dashboard titles, Navigation buttons, Dashboard actions, Dashboard Best Practices and Inspiration.

MODULE 6: CONTEMPORARY DEVELOPMENTS IN VISUALIZATION AND BUSINESS REPORTING

8 HOURS

Introduction to other visualizations tools: Fusion charts, Highcharts, Datawrapper, and Power BI, etc. Creating story point, reporting in video format, Marketing reporting, Finance reporting, HR reporting, Supply chain reporting, Production and Operations reporting.

Data Visualization and Business Reporting using Tableau – Laboratory

PART - A

1. Importing data set into Tableau, Data Cleaning and Tooltip option
2. Demonstration of types of joins and unions
3. Demonstration of Normal Distribution
4. Demonstration of Calculated Fields and Table calculations
5. Demonstration of Ratios and Blending of Data sources
6. Demonstration of Logical functions and Aggregate functions
7. Demonstration of Reference lines Forecasting and Trend lines
8. Demonstration of Heat Maps, Sankey charts
9. Demonstration of sorting, filtering and types of charts
10. Demonstration of Market Basket Analysis and Pareto analysis
11. Creating Dashboards in Tableau
12. Designing and engaging stories in Tableau

PART - B

1. Demonstration of Sales and Marketing Analytics
2. Demonstration of Human Resource Analytics
3. Demonstration of Financial Analytics
4. Demonstration of Supply Chain Analytics
5. Demonstration of Production and Operations Analytics

Examples of Data sets: Purchase of office supplies, Bank Customers, Health and Hospitals Corporation (HHC) facilities, US Cities Population, Finance entities, online purchase, Airline revenue, Election result, PC, iPhone sales, Data for a Superstore, Financial data, Supply chain data, Human Resource data, Production and Operations data for any business firm.

Note :

- For all the above Exercises Students can use their own datasets and Use Cases
- For all Exercises taking final print of the output and Writing Interpretation is compulsory in the Lab Journal
- In the practical Examination student are expected to execute and write Interpretation for one or more exercises from Part A out of 12 exercises using Tableau.

- In the practical Examination student are expected to execute and write Interpretation for one or more exercise from Part B out of 5 exercises using Tableau.
- Change of exercise is not permitted in the Practical Examination.

PEDAGOGY

Hands-On Demonstration using Tableau

- Lectures and discussions
- Group Assignments and presentations
- Use cases
- Talk by the industry experts and industrial visits
- Assignment and Projects

SCHEME OF EXAMINATION - LABORATORY

The components of Laboratory 70 Marks are as follows:

Details	Marks
Execution of the program and drawing insights from any one exercise Part A	20
Execution of the program and drawing insights from any one exercise Part B	20
Viva Voice	10
Lab Journal	20
Total	70

EXAMINER PROFILE

A person should be proficient in Tableau and should have some experience in analytics using Tableau. BOE Chairperson will have discretion of selecting examiners.

TEACHING/LEARNING RESOURCES

1. Ryan Sleeper ,Practical Tableau: 100 Tips, Tutorials, and Strategies from a Tableau Zen Master 1st Edition, OREILLY publication
2. Daniel G. Murray, Tableau Your Data!: Fast and Easy Visual Analysis with Tableau Software 2nd Edition, WILEY publication
3. Joshua N. Milligan, Learning Tableau: Tools for Business Intelligence, data prep, and visual analytics, 3rd Edition, Packt publication
4. Jane A Crofts, Tableau Desktop: A Practical Guide for Business Users [Print Replica] Kindle Edition
5. Alexander Loth ,Visual Analytics with Tableau 1st Edition, Kindle Edition
6. Learning Tableau by Joshua Milligan.
7. Tableau Your Data!: Fast and Easy Visual Analysis with Tableau Software by Daniel G. Murray.
8. Communicating Data with Tableau by Ben Jones.
9. Tableau Dashboard Cookbook by Jennifer Jane Stirrup.



1.5 BUSINESS STATISTICS

COURSE OBJECTIVES

60 Hours

1. To elevate students' awareness of data in everyday life and prepare them for a career in today's age of information. To develop statistical literacy skills in students in order to comprehend and practice statistical ideas to solve problems.
2. To promote the practice of the scientific method in our students: the ability to identify questions, collect evidence (data), discover and apply tools to interpret the data, and communicate and exchange results.

LEARNING OUTCOMES

1. At the end of this course, students will achieve statistical literacy and will be able to find ways to move beyond the-what of statistics to the how and why of statistics.
2. The techniques and tools used to come at different decisions.
3. The various analytical techniques that can be for decision making.

MODULE 1: INTRODUCTION TO STATISTICS:

12 Hours

Definition, Importance of Statistics; Statistical Data – Sources and Types - Classification of data, Frequency Distribution, Diagrammatic and Graphic Representation - Histograms, Frequency Polygon, Cumulative Frequency Curves or Ogives, Numerical descriptive techniques: Measures of Central Tendencies. Measures of Variability - Range, Standard Deviation, Variance, and Coefficient of Variance; Skewness—Karl Pearson's Co-efficient of Skewness, Bowley's Co-efficient of Skewness.

MODULE 2: TIME SERIES ANALYSIS AND INDEX NUMBERS

10 Hours

Time Series: Introduction, Objectives of Time Series, Identification of Trend - Methods of measuring: Semi averages, Moving averages, Method of Least squares, Non-linear trend. Application of time series in business.

Index numbers: Meaning, types and uses of Index numbers, Construction of Price, Quantity and Value indices, fixed base and Chain base method. TRT& FRT test. Consumer price index.

MODULE 3: CORRELATION AND REGRESSION ANALYSIS

10 Hours

Introduction and significance, Scatter diagram, Karl Pearson's coefficient of Correlation for Uni-variate and Bi-variate series, Spearman's Rank Correlation. Regression analysis: Regression equations.

MODULE 4: HYPOTHESIS TESTING, PARAMETRIC & NON PARAMETRIC TESTS

14 Hours

Hypothesis Testing, Formulation of Hypotheses, Type I and II error, z-test, t-test, f-test and Chi-Square test, Analysis of Variance(ANOVA) -one and two way. Design of experiments, Non-parametric tests – Sign test, Wilcoxon test, Mann-Whitney U test, Median test, Run test and Kolmogorov –Smirnov one sample test

MODULE 5: THEORY OF PROBABILITY

08 Hours

Concept and Definition - Relevance to Management Decisions law of independence - Sample Space and Events – Union of events, Relevance of Permutations and Combinations to Probability - Rules of Probability, Bayes' theorem & its applications, basics of Random Variables and Concept of Probability Distribution. Theoretical Probability Distributions: Binomial, Poisson and Normal.

MODULE 6: DECISION THEORY

Decision Theory – Decision under certainty, Decision making under risk (EMV criteria) and Decision making under uncertainty. Decision tree (Problems).

SKILL DEVELOPMENT EXERCISES

Students are expected to perform these activities or find the following parameters for a given dataset using MS Excel and SPSS.

Exp 1. Draw all types of Diagrams and Graphs

Exp 2. Construction of one way and two way tables

Exp 3. Arithmetic Mean

Exp 4. Geometric Mean

Exp 5. Harmonic Mean

Exp 6. Median, Mode

Exp 7. Minimum, Maximum, Range

Exp 8. Quartile Deviation, Mean Deviation, Standard Deviation, Variance, Coefficient of Variance

Exp 9. Co-efficient of Skewness: - Karl- Pearson, Bowley, Kelly,

Exp 10. Correlation coefficient

Exp 11. Regression coefficient - Slope (b in $y = a + bx$)

Exp 12. Regression Constant - Intercept (a in $y = a + bx$)

RECOMMENDED BOOKS (Latest Editions)

1. James R. Evans, "Business Analytics – Methods, Models and Decisions", Prentice Hall
2. T N Srivastava, Shailaja Rego, "Statistics for Management", Tata McGraw Hill
3. SP Gupta, "Statistical Methods", Sultan Chand & Sons
4. Glynn Davis and Branko Pecar, "Business Statistics using excel", Oxford University Press
5. J K Sharma, "Fundamentals of Business Statistics", Vikas Publication

REFERENCE BOOKS (Latest Editions)

1. Keller/Arora, "BSTAT: A South-Asian Perspective", Cengage Learning
2. S C Gupta, "Fundamentals of Statistics", Himalaya Publications
3. N D Vohra, "Business Statistics", Tata McGraw Hill
4. Levin & Rubin, "Statistics for Management", Prentice-Hall
5. Richard I. Levin, David S. Rubin, Masood H. Siddiqui, Sanjay Rastogi, "Statistics for Management", Pearson India
6. Amir D Aczel, Jayavel Sounderpandian, Palaniswamy Saravanan, Rohit Joshi, "Complete Business Statistics", McGraw Hill Education

2.2 BUSINESS RESEARCH METHODS

COURSE OBJECTIVES

60 Hours

1. To enable students acquire thought process in research,
2. To imprint on them the paradigm of research in business & to make them use research as base for decisions

LEARNING OUTCOMES

1. Demonstrate proficiency in defining a research problem, identifying variables or phenomena, identifying research designs, and developing purpose statements, research questions, hypotheses, and data collection.
2. Demonstrate proficiency in developing a research methodology for qualitative or quantitative designs, using appropriate statistical methods for data analysis.

MODULE 1: INTRODUCTION TO BUSINESS RESEARCH

06 Hours

Nature and role of Business Research, Types of Research based on Purpose, Process, Outcome, Nature, Action and Logic, Theory Building – constructs, propositions, variables and hypotheses, Features of a good Research Study, Research Process, Internet and research

MODULE 2: RESEARCH PROBLEM, HYPOTHESIS AND DESIGN

10 Hours

Identification and Selection of the Problem, Definition and Statement of the Problem, Evaluation of the Problem, Criteria and sources for identifying the problem, process of defining the problem. Nature, Definition and Characteristics of Good Hypothesis & types of hypotheses, Formulation and testing of hypothesis, The Design of Research, Meaning, Need, dimensions, types of research design.

MODULE 3: DATA COLLECTION AND MEASUREMENT

15 Hours

Primary Data Collection, Classification of Survey methods, Evaluation Criteria for Survey Methods; Observation Techniques, Classification of Observation Methods, Advantages and Limitations of Observation Techniques, Secondary Data Collection, Classification of Secondary Data Sources, Evaluation of Secondary Data, Roadmap to use Secondary Data & Benefits and Drawbacks of Secondary data. Qualitative methods, Observational Methods, Focus Group Method, Personal Interview Method and Projective Techniques

Scales of Measurement, Classification of Scales - Single Item v/s Multi Item Scales, Comparative v/s Non-Comparative scales, Continuous Rating Scales; Criteria for Good Measurement, Criteria for Questionnaire Designing; Types of Questionnaire; Questionnaire Design Procedure, Pilot test, validity and reliability of Questionnaire, Cronbach's alpha, interview schedule.

MODULE 4: SAMPLING AND DATA PREPARATION

10 Hours

Sampling, Concept of Sample and Target Population, Census and Sampling, Sample frame, Sample unit and sample element, Sample size, Determination of Sample Size, Characteristics of a Good Sample, Sampling Design; Probability and Non Probability, Sampling v/s Non-Sampling Error

Data Preparation, Field Validation, Data editing, Coding, Content Analysis, Classification and Tabulation of Data, data transformation

MODULE 5: DATA ANALYSIS

14 Hours

Basic data analysis: Descriptive Statistics, Univariate and Bivariate, Parametric & Non-Parametric Tests; Null & Alternative Hypothesis, Error in Testing of Hypothesis, Critical Region, Degrees of Freedom, One Tailed & Two Tailed Tests, Standard Error; Procedure for Testing of Hypothesis. Parametric test, Non parametric test (Conditions for applicability, practical applicability, Implementation and statistical Inference of all the above tests)

MODULE 6: RESEARCH REPORT

05 Hours

Types of Research Report, Report Format, Report Writing – Insight from the communication models, Report Formulation, Guidelines for effective Documentation and visual representation and Research Briefing –Oral Presentation, reports on the internet

SKILL DEVELOPMENT EXERCISES

Using MS Excel, SPSS/SYSTAT/MINITAB for Data Analysis: Entering data from questionnaire, types of analysis, types and applicability of graphs. Advanced tools of analysis: Concepts of discriminant analysis - factor analysis - cluster analysis - conjoint analysis - multi dimensional scaling - perceptual mapping to be taught through practical/real business problems

Exp 1. Z-Test, t-test, F-test Values

Exp 2. Chi-Square test Values

Exp 3. Analysis of Variance (ANOVA) Values

Exp 4. Research Proposal writing

Exp 5. Data Interpretation and report writing: Short and Long reports:

Exp 6. Report presentation methods, ex: Power Point Presentation, etc.

RECOMMENDED BOOKS (Latest Editions)

1. Zikmund/Adhikari, “Business Research Methods: A Soith-Asian Perspective”, Cengage
2. Deepak Chawla & Neena Sondhi, “Research Methodology-Concepts & Cases”, Vikas Publishing House
3. Donald R Cooper, Pamela S Schneider, J K Sharma, “Business Research Methods”, McGraw Hill Education

REFERENCE BOOKS (Latest Editions)

1. Naval Bajpai, “Business Research Methods”, Pearson India
2. Rummel & Ballaine, “Research Methodology in Business”, Harper & Row Publishers
3. C.R.Kothari , “Research Methodology (Methods and Techniques)”, New Age International
4. R.Pannerselvam, “Research Methodology”, Prentice-Hall of India

2.6 PRODUCTION AND OPERATIONS RESEARCH

COURSE OBJECTIVES

60 Hours

1. To provide a formal quantitative approach to problem solving and an intuition about situations where such an approach is appropriate.
2. To introduce some widely-used mathematical models. The understanding of these models will allow the students derive solutions by logic demonstrated through numbers & equip them with techniques for finding solutions.

LEARNING OUTCOMES

1. The students acquire quantitative tools, and use these tools for the analysis and solution of business problems.
2. The emphasis will be on the concepts and application rather than derivations.

MODULE 1: PRODUCTION AND OPERATIONS MANAGEMENT

10 Hours

Functions of Production and material management, Types of production Systems.

Forecasting – Forecasting types, Exponential smoothening, Measurement of errors, Box-Jenkins Method.

Facility Planning – Facilities location decisions

Facility layout planning: Layout, types of plant layouts – product layout, process layout, fixed position layout, cellular manufacturing layouts, hybrid layouts

Quality – Six Sigma, and elimination of 7 wastes (Mudas), Lean operations, JIT, KANBAN

MODULE 2: FACILITY MANAGEMENT

10 Hours

Productivity and types of productivity

Materials Management – Purchase functions, Procurement procedures including bid systems, Vendor selection and development, Vendor rating, ethics in purchasing.

Concepts of lead time, purchase requisition, purchase order, amendments, forms used and records maintained.

Inventory Management: Classification, ABC, VED and FSN analysis. Inventory costs, Inventory models – EOQ, safety stocks, Re order point, Quantity discounts

Maintenance: TPM, breakdown maintenance, continuous maintenance.

MODULE 3: INTRODUCTION AND LINEAR PROGRAMMING TECHNIQUES

10 Hours

Introduction Decision Making, Quantitative Approach to Decision Making, Nature and Significance of OR in Decision Making, Scientific Methods in Operations Research, Models in Operations Research, Application Areas of OR in Management.

Linear Programming: Model Formulation, Graphical Methods, Simplex Method, Maximization and Minimization of L.P.P, Degeneracy in L.P.P.

MODULE 4: TRANSPORTATION MODELS

10 Hours

General Structure; Various methods for finding initial solution: North West Corner Method, Least Cost Method, Vogel's Approximation Method; Test for optimality (MODI method only) Alternate Optimal solutions. Variations: Balanced Transportation Problem, Maximization problem, Degenerate Solution.

MODULE 5: ASSIGNMENT PROBLEMS

10 Hours

Concepts, Mathematical Formulation of an Assignment Problem, The Assignment Algorithm (Hungarian Assignment method), Balanced and Unbalanced Assignment Problems, Travelling Salesman Problem as an Assignment Problem.

Sequencing: Terminology and notations, types of sequencing problems, processing n jobs through 2 machines, processing N jobs in N Machine.

MODULE 6: NETWORK ANALYSIS

10 Hours

Terminology; Networking Concepts; Rules for drawing network diagram; CPM Computations: CPM Terminology, Finding critical path – Different Floats; PERT Computations: Probability of meeting the scheduled dates; difference between PERT and CPM, Crashing of a Project.

Replacement Models Types of Failure, Replacement of Items whose efficiency deteriorates with Time, Replacement of Items that Fail Completely

SKILL DEVELOPMENT EXERCISES

1. Linear programming is a general method usable for a wide range of problems. Visit any nutrition center which sells health-food. Bring into play the applications of LP in formation and building
2. Transportation programming techniques facilitates in maintaining traffic rules. Apply with the help of illustrations
3. Visit your nearest fast moving consumer goods manufacturing company like LG, Samsung, Videocon etc. and apply the concept of assignment model to increase its produce line.
4. Visit one of the construction companies and analyze its modus-operandi to function. Apply the concept of network model (PERT and CPM) to proper completion of work in time
5. Apply the queueing theory to regulate the problem of huge waiting lines at the railway reservation counters

PEDAGOGY

Use of case studies and Methods to solve the problems of OR using MS Excel or TORA.

RECOMMENDED BOOKS (Latest Editions)

1. Hillier, Lieberman, Nag & Basu, "Introduction to Operations Research", McGraw Hill Education(India)
2. Ravindran, Phillips & Solberg , "Operations Research – Principles & Practice", Wiley India
3. Hamdy A. Taha, "Operations Research: An Introduction", Pearson
4. H.M. Wagner, "Principles of Operations Research with Application to Managerial Decisions" , Prentice Hall of India

REFERENCE BOOKS (Latest Editions)

1. Srinivas Reddy, "Operations Research", Cengage Learning
2. J. K. Sharma, "Operations Research-Theory & Applications", MacMillan. India Ltd
3. V. K. Kapoor, "Operations Research-Techniques for Management", Sultan Chand & Sons
4. Hiller & Lieberman, "Introduction to Operations Research-Concepts & Cases", Tata-McGraw Hill
5. Gupta & Hira , "Operations Research", S.Chand& Co

6. Chawla, "Operation Research", Kalyani Publishers
7. Mahadevan B, "Production and Operations Management", Pearson Education India, 2010
8. J.P Saxena, "Production and Operations Management", Tata Mcgraw-Hill Education Pvt Ltd.,
9. Ajay K.Garg, "Production and Operations Management", Tata McGraw-Hill Education Pvt Ltd.,
10. Norman Gaither and Greg Frazier, "Operations Management", South – Western College Pub.1999
11. Clifford Gray and Larson, "Project Management", MC Graw-Hill/Irwin,2008.

ELECTIVE SUBJECTS	
3.2	FINANCE 3.2.1 INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT 3.2.2 CORPORATE TAXATION FOR MANAGERS 3.2.3 CORPORATE VALUATION AND FINANCIAL MODELLING

3.2.1. INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT

1. GENERAL INFORMATION

No. of Credits per week 4

No. of Hours per week 4

2. PERSPECTIVE OF THE COURSE

Good return is the hallmark of a good investment. Investing surplus funds for generating some returns is common among individuals and organizations. When a business enterprise has idle funds for a certain period of time, it is prudent on the part of the enterprise to invest it wisely and generate decent returns, the onus of which lies on finance manager. Hence, it is essential for finance professional to have knowledge on the process of making and managing investments.

3. COURSE OBJECTIVES AND OUTCOMES

OBJECTIVES

To provide knowledge and skill in identifying various investment alternatives and choosing the suitable one.

To orient on the procedures and formalities involved in investing.

OUTCOME

By the end of this course, a student would learn

- Identifying investment goals and constraints
- Identifying investment alternatives
- Choosing the best / suitable alternatives
- Portfolio Management

4. COURSE CONTENT AND STRUCTURE

MODULE1: THE INVESTMENT BACKGROUND AND FINANCIAL MARKETS

6 HOURS

Concepts of Investments, Investment objectives, Process, Planning, Investment Vs Speculation, Gambling and Arbitrage: investment alternatives, Macro economic factors influencing investment, Investment environment in India : Individual Investment Life Cycle, the need for Investment Policy Statement. Approaches to Investment Decisions: Code of Ethics and Standards for investment professionals.

Financial Markets and Participants in Securities Market in India, New issue Market, Secondary market, Stock market Indices, Debt market, Money market Instruments and Recent development in Indian capital markets

MODULE 2: RISK AND RETURN ANALYSIS

6 HOURS

Concept of Realised and Expected Return. Real and Nominal rate of return Required return, Excess Return and holding period return ,Measurement of Ex -post and Expected Return, Continuous probability Distribution, Concept of Risk, Upside and Downside Risk, Sources of Risk, Types of Risk-Systematic and unsystematic Risk; Risk Aversion. Measurement of Risk of individual security, Standard Deviation, Coefficient of variation; Beta as a measure of Risk.

Module3: PORTFOLIO ANALYSIS: THE MECHANICS OF INVESTMENT

12 HOURS

Modern Portfolio Theory: Conceptual framework, Diversification and Portfolio Risk; Markowitz Risk Return optimization: The Mathematical Model, Quantification of Portfolio Risk and Return: Effect of combining securities in Portfolio, Efficient Frontier, Computing Utility and Selection of Optimal Portfolio. Single Index Model- Concept of alpha and Beta- Corner Portfolio, Sharpe's Portfolio Risk and Return, Security Characteristics line, Portfolio optimization and selection

MODULE 4: CAPM AND ARBITRAGE PRICING THEORY**10 HOURS**

Capital Asset Pricing Model, Construction of optimal portfolio with Risky and riskless assets ,The separation Theorem, Capital Market Line and Security Market Line - Applications of Security Market Line, Empirical Evidence of Capital Asset Pricing Model, Beta of CAPM.

Arbitrage Pricing Theory, Building of Arbitrage Portfolio, Return Generating process, Factor Model for Security Return volatility.

MODULE 5: PERFORMANCE EVALUATION AND REVISION OF PORTFOLIOS**10 HOURS**

Performance Evaluation- Sharpe's Performance Index, Treynor's Performance Index and Jensen's Measure to identify the predictive ability, Information Ratio, Sortino's Ratio, Challenges in Performance management .

Portfolio Revision Methods- Investment Timing, Formula Plans Constant Dollar Value Plan, Constant Ratio Plan, Variable Ratio Plan

MODULE 6: SECURITY ANALYSIS AND BEHAVIOURAL FINANCE**12 HOURS**

Fundamental Analysis: E-I-C approach. Variables used in E-I-C analysis. Technical Analysis Vs Fundamental Analysis. Efficient Market Hypothesis; Concept and Forms of Market Efficiency.

Technical Analysis: Basic tenets and Premises of Technical Analysis; Dow Theory, Price and volume charts, Moving Averages, Relative Strength Index, Rate of change, Stochastic Oscillators .

Behavioural finance and Technical Analysis, Introduction to Behavioural finance and how it differs from the tenets of traditional finance, Assumptions, Biases, Errors and Irrationalities that can affect Investment Behaviour, Takeaway from Behaviourist arguments.

5. PEDAGOGY

- a) Lectures
- b) Demonstrations using Excel
- c) Practical Exercises – Individual and Group
- d) Case Studies

6. TEACHING/LEARNING RESOURCES**ESSENTIAL READINGS**

1. Shalini Talwar –Security Analysis and Portfolio Managementl, CENGAGE
2. Punithavathy Pandian, —Security Analysis and Portfolio Managementl, Vikas Publishing House Private Limited, Fifth Reprint Edition.
- 3.Fischer, E Donald and Jordan, J Ronald (2005); –Security Analysis and Portfolio Managementl, Prentice Hall of India Private Ltd., 6th Edition.
- 4.Bodie, Kane, Marcus and Mohanty (2009); –Investmentsl, McGraw Hill Education (India) Private Limited, 8th Edition.
- 5.Ranganatham and Madhumathi (2005); –Investment Analysis and Portfolio Managementl, Pearson Education, First Edition.
- 6.Chandra, Prasanna , –Investment Analysis and Portfolio Managementl, McGraw Hill Education (India) Private Limited, 4th Edition.

REFERENCES

- 1.Haugen Robert (2003); –Modern Investment Theoryl, Pearson Education, 5th Edition.
- 2.Bhalla, V.K. (2006); –Investment Managementl, S. Chand; 12th Edition.
- 3.Hirschey and Nofsinger (2008); –Investments – Analysis and Behaviourl, Tata McGraw Hill Publishing Company Limited, Special Indian Edition.
- 4.Avadhani V.A (2006), –Securities Analysis and Portfolio Managementl, Himalaya Publishing House, Eighth Revised Edition.
- 5.Sharpe, Alexander and Bailey (1996); –Investmentsl, Prentice Hall of India Private Limited, 5th Edition.
- 6.Kevin (2008); –Security Analysis and Portfolio Managementl, Prentice Hall of India Private Limited, First Reprint Edition.
- 7.Maheshwari, Yogesh (2008); –Investment Managementl, PHI Learning Private Limited, First Edition.
- 8 Indian Institute of Banking and Finance (2004); –Technical and Fundamental Analysis of Companiesl, Taxmann Publications, First Edition.
9. Stock Market Bookl (2005); Dalal Street Journal.
- 10.–Survey of Indian Industry (2008); The Hindu.
- 11.–The Layman's Guide to Mutual Fundsl (2004), Outlook Publishing (India) Private Limited, First Edition

LAB BASED LEARNING



SESSION PLAN
RISK MANAGEMENT & DERIVATIVES

MODULE 1: RISK ANALYSIS IN CAPITAL BUDGETING

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
1	Meaning of Risk and types of Risks of a Business Enterprise	Classroom discussion	Book "Project Appraisal" by Prasanna Chandra
2	Risk Analysis in Capital Budgeting	Classroom discussion	Book "Project Appraisal" by Prasanna Chandra
3	Risk measurement : 1. Standard Deviation 2. Co-efficient of Variation,	Solving Problems in classroom	Book "Project Appraisal" by Prasanna Chandra And CA Material
4	Risk measurement : Sensitivity Analysis,	Solving Problems in classroom	Book "Project Appraisal" by Prasanna Chandra And CA Material
5	Risk measurement : Scenario Analysis & Simulation	Solving Problems in classroom	Book "Project Appraisal" by Prasanna Chandra And CA Material
6	Risk Evaluation Adjusted Discount Rate Method	Solving Problems in classroom	Book "Project Appraisal" by Prasanna Chandra And CA Material
7	Risk Evaluation Certainty Equivalent Co-efficient Method	Solving Problems in classroom	Book "Project Appraisal" by Prasanna Chandra And CA Material
6	Risk Evaluation Decision Tree Analysis	Solving Problems in classroom	Book "Project Appraisal" by Prasanna Chandra And CA Material
7	Risk Evaluation Probability Distribution	Solving Problems in classroom	Book "Project Appraisal" by Prasanna



	Method Variation		Chandra And CA Material
8	Risk Evaluation Probability Distribution Method Variation	Solving Problems in classroom	Book "Project Appraisal" by Prasanna Chandra And CA Material

MODULE 2: INVESTMENT RISK AND DERIVATIVES

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
9	Meaning of Derivatives. Types of Derivatives	Classroom discussion	Book "Futures and Other Derivatives Options" by Hull J
10	Forward Agreements, Future Contracts	Classroom discussion with practical exposure of NSE India Website	Book "Futures and Other Derivatives Options" by Hull J
11	Terms associated with Futures Stock Futures and Index Futures	Classroom discussion with practical exposure of NSE India Website	Book "Futures and Other Derivatives Options" by Hull J
12	Differences between Forwards and Futures	Classroom discussion	Book "Futures and Other Derivatives Options" by Hull J
13	Margin and Settlement Mechanism of Futures	Classroom discussion and solving basic problems on Margin	Book "Futures and Other Derivatives Options" by Hull J
14	Margin and Settlement Mechanism of Futures	Classroom discussion and solving basic problems on Margin	Book "Futures and Other Derivatives Options" by Hull J

MODULE 3: FUTURE CONTRACT HEDGING AND TRADING

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
15	Hedging with Futures Stock Hedging	Stock Hedging (When there is a future contract available on the stock)	Book "Futures and Options" by Vohra, and Bagri
	Hedging with Futures	Stock Hedging (When	Book "Futures and Options"



16	Stock Hedging	there is no future contract available on the stock)	by Vohra, and Bagri
17	Hedging with Futures Stock Hedging	Stock Hedging (When there is no future contract available on the stock)	Book "Futures and Options" by Vohra, and Bagri
18	Portfolio Hedging: Adjusting Portfolio Risk,	Hedging Calculation and solving basic problems	Book "Futures and Options" by Vohra, and Bagri And CA material
19	Portfolio Hedging: Adjusting Portfolio Risk,	Hedging Calculation and solving basic problems	Book "Futures and Options" by Vohra, and Bagri And CA material
17	Pricing of Futures	Solving basic problems based on – No income	Book "Futures and Options" by Vohra, and Bagri And CA material
18	Pricing of Futures	Solving basic problems based on - Income in terms of amount.	Book "Futures and Options" by Vohra, and Bagri And CA material
19	Pricing of Futures	Solving basic problems based on –Income in terms yield.	Book "Futures and Options" by Vohra, and Bagri And CA material

MODULE 4: OPTIONS- BASICS AND STRATEGIES

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
20	Option Contracts Meaning	Classroom discussion on Options with practical exposure with NSE India website	Book "Futures and Options" by Vohra, and Bagri
21	Types of Option – Call, Put, American, European.	Classroom discussion on Options with practical exposure with NSE India website	Book "Futures and Options" by Vohra, and Bagri
22	Pay-off and Pay-off Diagrams	Classroom discussion on Options with practical exposure with NSE India website Calculation by using MS-Excel	Book "Futures and Options" by Vohra, and Bagri
	Hedging Strategies	Classroom discussion on	Book "Futures and



23	Protective Put Strategy and Covered Call Strategy.	Options with practical exposure with NSE India website (ITM, ATM, OTM) Calculation by using MS-Excel	Options" by Vohra, and Bagri
24	Hedging Strategies Protective Put Strategy and Covered Call Strategy.	Classroom discussion on Options with practical exposure with NSE India website (ITM, ATM, OTM) Calculation by using MS-Excel	Book "Futures and Options" by Vohra, and Bagri
25	Hedging Strategies Protective Put Strategy and Covered Call Strategy.	Classroom discussion on Options with practical exposure with NSE India website (ITM, ATM, OTM) Calculation by using MS-Excel	Book "Futures and Options" by Vohra, and Bagri
26	Trading Strategies with Options – Basic Spread Long and Short	Classroom discussion on Problems on Long and Short Positions Calculation by using MS-Excel	Book "Futures and Options" by Vohra, and Bagri and Book "Futures and Other Derivatives Options" by Hull J
27	Trading Strategies with Options – Long Straddle Short Straddle	Classroom discussion on Options with practical exposure with NSE India website (ITM, ATM, OTM) Calculation by using MS-Excel	Book "Futures and Options" by Vohra, and Bagri and Book "Futures and Other Derivatives Options" by Hull J
28	Trading Strategies with Options – Strip, Strap,	Classroom discussion on Options with practical exposure with NSE India website (ITM, ATM, OTM) Calculation by using MS-Excel	Book "Futures and Options" by Vohra, and Bagri and Book "Futures and Other Derivatives Options" by Hull J
29	Trading Strategies with Options – Long Strangle and Short Strangle	Classroom discussion on Options with practical exposure with NSE India website (ITM, ATM, OTM) Calculation by using MS-Excel	Book "Futures and Options" by Vohra, and Bagri and Book "Futures and Other Derivatives Options" by Hull J
30	Trading Strategies with Options – Spreads	Classroom discussion on Options with practical exposure with NSE India	Book "Futures and Options" by Vohra, and Bagri and Book "Futures



		website (ITM, ATM, OTM) Calculation by using MS-Excel	and Other Derivatives Options” by Hull J
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MODULE 5: OPTION PRICING

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
31	Put-Call Parity Theory	Solving Problems on put-call parity by using MS Excel	Book “Futures and Options” by Vohra, and Bagri and Book “Futures and Other Derivatives Options” by Hull J and also CA Material
32	Risk Neutralization Method of Option Valuation	Classroom discussion and solving basic problems on Risk Neutralization Method	Book “Futures and Options” by Vohra, and Bagri and Book “Futures and Other Derivatives Options” by Hull J and also CA Material
33	Portfolio Replication Method of Option Valuation	Solving Problems on Portfolio Replication Method	Book “Futures and Options” by Vohra, and Bagri and Book “Futures and Other Derivatives Options” by Hull J and also CA Material
34	Portfolio Replication Method of Option Valuation	Solving Problems on Portfolio Replication Method	Book “Futures and Options” by Vohra, and Bagri and Book “Futures and Other Derivatives Options” by Hull J and also CA Material
35	Binomial Method of Option Valuation	Solving Problems on Binomial Method	Book “Futures and Options” by Vohra, and Bagri and Book “Futures and Other Derivatives Options” by Hull J and also CA Material
36	Black-Scholes Method of Option Valuation	Solving Problems on Black-Scholes Method	Book “Futures and Options” by Vohra, and Bagri and Book “Futures

		Using Software model on Black-Scholes	and Other Derivatives Options” by Hull J and also CA Material
37	Option Greeks	Solving Problems on Option Greeks (Delta, Gamma, Theta, Rho Vega) Using Software model of Vega, Gamma, Theta, Delta, Rho	Book “Futures and Options” by Vohra, and Bagri and Book “Futures and Other Derivatives Options” by Hull J and also CA Material

MODULE 6: COMMODITY RISK AND COMMODITY DERIVATIVES

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
38	Commodity Markets	Classroom discussion Practical exposure of Multi Commodity Exchange(MCX)	Book “Commodity Markets – Operations, Instruments and Applications” by Chatnani, Niti and CA material
39	Commodity Derivatives	Classroom discussion Practical exposure of Multi Commodity Exchange(MCX)	Book “Commodity Markets – Operations, Instruments and Applications” by Chatnani, Niti and CA material
40	Revision of the syllabus and Discussion on Case Study		



PART B
SESSION PLAN

MODULE 1: INTRODUCTION TO PREDICTIVE ANALYTICS

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
1	Introduction to R <ul style="list-style-type: none">• Applications of R• Basic Programing Terminology• R Environment WalkThrough	Classroom discussion with PPT	Rstudio Documentation Article https://data-flair.training/blogs/r-applications/
2	Installing R software	Classroom discussion with PPT Lab Session	Video https://youtu.be/NZxSA80IF11
3	Vector Manipulation	Classroom discussion with PPT Lab Session	Website www.datacamp.com
4	Factors - Categorical Variable Analysis Business Decision Matrix Manipulation of a Business Decision Matrix	Classroom discussion with PPT Lab Session	Website www.datacamp.com
5	Lists and Data Frames	Classroom discussion with PPT Lab Session	Website www.datacamp.com
6	Introduction to Data Visualization Ggplot2 package Types of Graphical Representation.	Classroom discussion with PPT Lab Session	Rstudio Documentation ggplot2 official documentation Data Inbuilt





MODULE 2: EXPLORATORY DATA ANALYSIS

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
8	Data Cleaning	Classroom discussion with PPT	Book R Cookbook Paul Teetor
9	Data Cleaning: Simple Method of Imputation	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor
10	Data Cleaning: Mean Imputation	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor
11	Data Cleaning: Median Imputation	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor
12	Data Cleaning: Mode Imputation	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor
13	Data Cleaning: Imputation Through Package- MICE	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor
14	Outliers : Graphical Method of Identification of Outliers	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor





15	Outliers : Min-Max Method of Outliers Manual Treatment of Outliers	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor
16	Univariate Analysis	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor Data Kaggle
17	Time Series Modeling	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor Data Inbuilt
18	Autocorrelation Factor Partial Autocorrelation Factor	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor Data Inbuilt
20	ARIMA Modelling	Classroom discussion with PPT Lab Session	RStudio Documentation Book R Cookbook Paul Teetor Data Inbuilt





MODULE 3: PREDICTION- LINEAR REGRESSION

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
21	Linear Regression	Classroom discussion with PPT Lab Session	RStudio Documentation Books Statistics For Management David S. Rubin and Levin R Cookbook Paul Teetor Data Kaggle
22	Residuals	Classroom discussion with PPT Lab Session	RStudio Documentation Books Statistics For Management David S. Rubin and Levin R Cookbook Paul Teetor Data Kaggle
23	Ordinary Least Squares	Classroom discussion with PPT Lab Session	RStudio Documentation Books Statistics For Management David S. Rubin and Levin R Cookbook Paul Teetor Data Kaggle
24	P Value	Classroom discussion with PPT Lab Session	RStudio Documentation Books Statistics For Management David S. Rubin and Levin Data Kaggle
25	T Test	Classroom discussion with PPT Lab Session	RStudio Documentation Books Statistics For Management David S. Rubin and Levin R Cookbook Paul Teetor Data Kaggle
26	F Test	Classroom discussion with PPT Lab Session	RStudio Documentation Books Statistics For Management David S. Rubin and Levin R Cookbook





			Paul Teetor Data Kaggle
27	R Squared	Classroom discussion with PPT Lab Session	RStudio Documentation Books Statistics For Management David S. Rubin and Levin R Cookbook Paul Teetor Data Kaggle
28	R Squared	Classroom discussion with PPT Lab Session	RStudio Documentation Books Statistics For Management David S. Rubin and Levin R Cookbook Paul Teetor Data Kaggle
29	Multiple Regression Analysis	Classroom discussion with PPT Lab Session	Books Statistics For Management David S. Rubin and Levin
30	Residual Analysis	Classroom discussion with PPT Lab Session	RStudio Documentation Data Kaggle
31	Residual Analysis	Classroom discussion with PPT Lab Session	RStudio Documentation Data Kaggle
32	Variance Inflation Factor	Classroom discussion with PPT Lab Session	RStudio Documentation Data Kaggle
33	Variance Inflation Factor	Classroom discussion with PPT Lab Session	RStudio Documentation Data Kaggle





MODULE 4: DECISION TREES & LOGISTIC REGRESSION

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
34	Decision Trees	Classroom discussion with PPT Lab Session , Board Work	RStudio Documentation
35	ID3 method	Classroom discussion with PPT Lab Session , Board Work	RStudio Documentation
36	ID3 method	Classroom discussion with PPT Lab Session , Board Work	RStudio Documentation
37	Gini Index	Classroom discussion with PPT Lab Session , Board Work	RStudio Documentation Video https://youtu.be/7VeUPuFGJHk
38	Logistic Regression	Classroom discussion with PPT Lab Session , Board Work	RStudio Documentation Video https://youtu.be/yIYKR4sgzI8
39	Akaike Information Criteria	Classroom discussion with PPT Lab Session , Board Work	RStudio Documentation Book R Cookbook Paul Teetor
40	Interpretation	Classroom discussion with PPT Lab Session , Board Work	RStudio Documentation Book R Cookbook Paul Teetor
41	Interpretation	Classroom discussion with PPT Lab Session , Board Work	RStudio Documentation Book R Cookbook Paul Teetor





42	P Value	Classroom discussion with PPT Lab Session . Board Work	RStudio Documentation Book R Cookbook Paul Teetor
43	F statistic	Classroom discussion with PPT Lab Session . Board Work	RStudio Documentation Book R Cookbook Paul Teetor
44	Predicting Logistic Equations	Classroom discussion with PPT Lab Session . Board Work	RStudio Documentation Book R Cookbook Paul Teetor

MODULE 5: NEURAL NETWORKS

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
45	Artificial Neural Network	Classroom discussion Board Lab Session	RStudio Documentation Book Machine Learning: A Guide to Current Research Tom M .Mitchelle Video https://youtu.be/aircArUvnKk
46	Structure of neural networks	Classroom discussion Board Lab Session	RStudio Documentation Book Machine Learning: A Guide to Current Research Tom M .Mitchelle



47	Information Flow	Classroom discussion Board Lab Session	RStudio Documentation Book Machine Learning: A Guide to Current Research Tom M .Mitchelle
48	Hidden Layers	Classroom discussion Board Lab Session	RStudio Documentation Book Machine Learning: A Guide to Current Research Tom M .Mitchelle
49	Training a Neural Network	Classroom discussion Board Lab Session	RStudio Documentation Book Machine Learning: A Guide to Current Research Tom M .Mitchelle
50	Backpropagation	Classroom discussion Board Lab Session	RStudio Documentation Book Machine Learning: A Guide to Current Research Tom M .Mitchelle
51	Interpreting a Neural Network	Classroom discussion Board Lab Session	RStudio Documentation Book Machine Learning: A Guide to Current Research Tom M .Mitchelle





52	Interpreting a Neural Network	Classroom discussion Board Lab Session	RStudio Documentation Book Machine Learning: A Guide to Current Research Tom M .Mitchelle
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MODULE 6:INTRODUCTION TO OTHER REGRESSION ANALYSIS

Session	Coverage of the Key Concept	Pedagogy/Activity (Discussion Points)	Reading material to be Referred
53	Introduction to other regression anal	Classroom discussion, Study Material	Book Statistics For Management David S. Rubin and Levin
54	Polynomial Regression	Classroom discussion, Study Material	Book Statistics For Management David S. Rubin and Levin
55	Poisson Regression	Classroom discussion, Study Material	Book Statistics For Management David S. Rubin and Levin
56	Non Linear Regression	Classroom discussion, Study Material	Book Statistics For Management David S. Rubin and Levin
57	Non Parametric Tests	Classroom discussion, Study Material	Book Statistics For Management David S. Rubin and Levin
58	Non Parametric Tests	Classroom discussion, Study Material	Book Statistics For Management David S. Rubin and Levin





WORKSHOP ON APPLICATION OF MACHINE LEARNING ALGORITHMS USING R

Date: 11 th – 12 th January 2022	Venue: Digital Lab
Time: 2.30 pm to 5.00 pm	Event Coordinator: Dr. Jahnvi M, Prof. N Nagasubba Reddy
No. of Participant: 55 All students of Business Analytics and Teaching Staff	

Objectives of the Workshop:

The overall objective of this workshop is to cover the fundamentals of machine learning. It provides an overview of machine learning techniques and their uses by using a practice-based approach

About the Resource Person:

Prof. Chandrika P V, is an Academician, Data Analyst and Consultant. She is the University Rank Holder in MBA (HR & Finance) and in M.SC (Applied Mathematics). She holds a diploma in Business Analytics from Harvard Business School, USA. She has designed and organized research and data analytics workshops and trained participants across the globe. She has conducted MDPs for MNCs like IOCL & Philips. She is a renowned resource person for the workshops in the area of research analytics in Python, R, SPSS, Tableau and Microsoft Azure.

About the Program:

Machine Learning is one of the most recent developments in the domain of Business Analytics, which is a technique designed where the Machine is made to think and process like Human beings were well narrated by Prof. Chandrika who gave detailed information on different techniques and methodologies employed across various business analytic tools like R, Python of that emphasizing highly on R-Programming Prof. Chandrika demonstrated how machine learning algorithms help in finding out the optimal solution for the problem with a unique set of specifications.

Begin with, the session started with a brief overview of - Introduction of Data, Data Types: Structured, Un-Structured, Qualitative, Quantitative along with Types of Analytics such as Predictive, Prescriptive, Descriptive was well demonstrated with suitable examples

Overview of Machine Learning Algorithms along with its types named as Supervised, Unsupervised learning was explained and the sub-categories of supervised learning such as: - Classification and Regression along



with techniques under each of the sub-type and clear differentiation between the Classification and Regression was specified with examples and Unsupervised learning of Clustering techniques was illuminated with appropriate examples which created a strong base to the participants.

Decision Tree Classifiers were Thought to Code and Execute using Purchase Order Data, where the Dependent Variable was purchasing decision while the set of Independent variables were Asset Classes, Gender, Period of holding, No. of Assets, Price the decision tree was thought to be pruned/ trimmed as per the most significant variables and the model designed was thought to be tested using confusion matrix and misclassification error and the model generated was tested with new data to test whether the decision tree was efficient enough in predicting the new customer preference.

On Day two, Neural Networks Were Practically demonstrated with the help of a Loan Data Base. During the session, neural network functioning was explained and how the neurons work, and how the inter-neural communication and connection were well-demonstrated.

Overall the two-day workshop was thoroughly informative and introduced students to the machine learning algorithms using R-programming, which made them comfortable in learning. The workshop demonstrated, efficient flow right from the basics of data to advance machine learning algorithms and understanding them, which made it easy for all the participants to learn Machine Learning systematically.

We thank Prof. Chandrika for her tremendous effort to help us understand Machine Learning using R-programming and help us gain a strong base in Business Analytics.

Outcome Achieved:

The participants gained in-depth knowledge of machine learning, which they can use in practice or as a foundation for further research in this field. They are in a position to apply the methods to a real-world situation, optimize the models they have learned, and report on the model's expected accuracy.

Annexure 2	Brochure of the event
Annexure 3	Attendees list



Annexure 1

Brochure of the Event

RV INSTITUTE OF MANAGEMENT
Department of Business Analytics

Presents
Workshop
On
**APPLICATION OF MACHINE LEARNING
ALGORITHMS USING R**

By
Ms. Chandrika P V
Department of Research & Business Analytics
Welingkar Institute of Management Studies, Mumbai

DEEP LEARNING



Annexure 2

Name List of the Students

S.No	Reg No	Name of the Student	S.No	Reg No	Name of the Student	S.No	Reg No	Name of the Student
1	MB207604	ABHISHEK SHANTINATH UPADHYE	22	MB207689	NIRANJAN M	43	MB207741	SINDHU L DABER
2	MB207606	ADARSHIA K	23	MB207695	PRAJNA SHETTY	44	MB207747	SRIPOORNA INDURKAR
3	MB207610	AISHWARYA .K.M	24	MB207697	PRARTHANA UPADHYAYA	45	MB207750	SUHAS H
4	MB207620	ANOOOP BHARGAV M	25	MB207701	PRATIK	46	MB207753	SUJAY SHAI
5	MB207628	BHARATH C	26	MB207703	PRIYANKA A	47	MB207754	SUJAYA BHAT
6	MB207630	C. PRASANTH KUMAR	27	MB207704	PUNITHA K	48	MB207755	SUKANNYA DALAL
7	MB207632	CAROL SWETHA NORONHA	28	MB207705	RACHANA D	49	MB207756	SUMIT NAGANATHI
8	MB207643	DELSON GLAN D SILVA	29	MB207708	RAGHAVENDRA J.P	50	MB207759	SURAJ H S
9	MB207645	DIANASHRI SUBHASH KABRA	30	MB207710	RAHUL YALAVATTI	51	MB207760	SURAJ S P
10	MB207651	GAUTHAM M	31	MB207711	RAKESH	52	MB207763	TEJAS ROHIDAS BHANDARI
11	MB207657	JANAK KARKERA J	32	MB207713	RAKSHITH HEGDE	53	MB207766	TEJASVI GANGADHAR ANGADI
12	MB207661	KARUNA V DIVATE	33	MB207714	RAKSHITH S	54	MB207771	ULLAS SHRIPAD SHET
13	MB207663	KAVYA GANAPATI HEGDE	34	MB207716	ROHAN R R	55	MB207776	VIKAS SHETI
14	MB207665	KOPPOLU SUDARSAN RAHUL	35	MB207719	RUBINA AFREEN			
15	MB207666	KOUNDINYA.R	36	MB207722	SAHANA M S			
16	MB207671	MAHIMA HARISH BHAT	37	MB207730	SHARVANI M S			
17	MB207678	MISHANA MOLISHI DSOUZA	38	MB207731	SHASHANK Y			
18	MB207680	MOHAMED SAFUDDIN F	39	MB207734	SHIVAKUMAR C H			
19	MB207681	MOHAMMED MOHASIN YARNAL	40	MB207735	SHIVASUBRAMANYAM S PATANGI			
20	MB207682	MONISHA M	41	MB207738	SIRUTHI G			
21	MB207684	N PRATHIBHA	42	MB207740	SIDDHANT BIARAT MUCHAKANI			

Kyabari
Event Coordinators:

[Signature]
Director:



A Report and Relevant documents of Workshop on 'Data Analysis through SPSS'

Date: 15th September, 2021

Venue: Online via Zoom and offline at Seminar hall

<https://zoom.us/j/50455746132?pwd=OEI5VGFXL1llb0dGM2tndE90TG9rZz09>

Time: 9:00am to 12:00 noon

Semester & Section/: II semester B

No. of Participant: 59

Event Coordinator: Dr. Noor Firdoos Jahan

Objectives

This workshop aims to train students in data analysis through SPSS skills and make them capable of analyzing any type of research data independently.

Brief Profile of the Resources Person: Mr. Satish Kumar S, Research Consultant, Bengaluru.

Mr. Satish Kumar has completed post graduate diploma in business management in finance and marketing from Xavior school of management.

He has done UG in metallurgical engineering

Sir has cleared UGC NET in the year 2017

He has been working as partner in Markhow Consulting since 1996.

He has trained many organisations like IBM, ACCENTURE, WIPRO, INFOSYS, HP, etc. where he has trained them in data science and statistics.

Sir has taught research for PG in health care at admin staff College

He has 7 years of experience working as area manager at Forbes group in Bangalore.

Apart from all these he is also an expert in many IT skills like advanced level Excel, SPSS software, data science, R programme, power bi, SAS, etc.

Outcome Achieved/ Attained: Workshop on 'Data Analysis through SPSS'

The Workshop was very well conducted delivered by the resource person, Mr. Satish Kumar was very much beneficial for our students as:

- The workshop was organized as a value addition to the subject Business Research Methods to provide students with the knowledge, skills, and abilities to analyze data using SPSS software.
- The learning of the students about the subject was very well explained by the resource person in practice as all the students were given access to SPSS software and they also had data sheet containing the data collected by them for their project work in BRM subjects.
- During the workshop, all the students were made to clean their data and carry on various types of analysis based on their objectives of the study on SPSS.
- The session was very interactive as the students had many doubts and same were very nicely answered by the resource person.

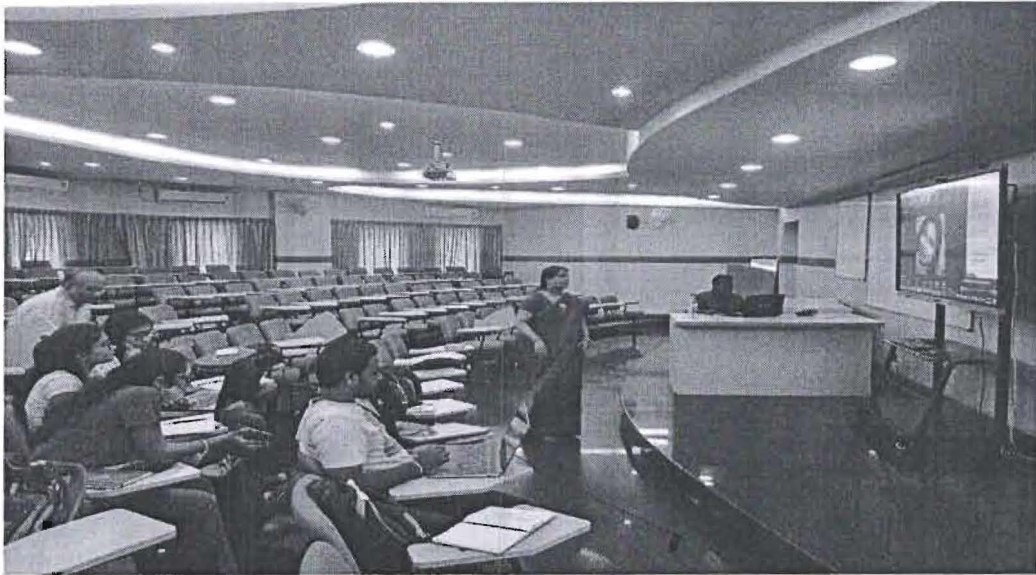
- Overall the learning of the students was very good and objectives of arranging this workshop were very much achieved.
- Due to pandemic, the workshop was conducted in hybrid mode. Students were performing required role both physically and virtually. The resource person was kind enough to conduct in Zoom as well as in seminar hall.
- At the end of the workshop, our director, Dr. Purushottam Bung also visited the seminar hall and has given some important inputs about other software's that can be used to analyze data in present era.
- The workshop was concluded by our vote of thanks from the faculty and coordinator, Dr. Noor Firdoos Jahan.

List of Participant:

1	MB207601	A B GANAPATHY	31	MB207708	RAGHAVENDRA J.P
2	MB207603	AHBISHEK KUMAR	32	MB207709	RAHUL MONDAL
3	MB207605	ABISHEK K N (absent)	33	MB207710	RAHUL YALAVATTI
4	MB207610	AISHWARYA .K.M	34	MB207711	RAKESH
5	MB207611	AISHWARYA S K	35	MB207714	RAKSHITH S
6	MB207621	ANUSHA RAGHAVENDRA HEGDE	36	MB207715	RAKSHITH T G
7	MB207624	APOORVA RAGHU RAO	37	MB207719	RUBINA AFREEN
8	MB207626	ARVIND RAJ V	38		
9	MB207628	BHARATH.C	39	MB207724	SAMIKSHA S SHETTY
10	MB207647	DIVESH	40	MB207726	SANTHOSH KIRAN S
11	MB207666	KOUNDINYA.R	41	MB207727	SARIKA MALLYA U
12	MB207667	KRITIKA SHANTHARAM SHENOY	42	MB207728	SATISHKUMAR K PILLE
13	MB207671	MAHIMA HARISH BHAT	43	MB207730	SHARVANI M S
14	MB207672	MALENDER S DEYANAVAR	44	MB207732	SHETTY LAVANYA SHEKHAR
15	MB207674	MANOJ.M	45	MB207734	SHIVAKUMAR C H
16	MB207676	MAYUR K.S	46	MB207746	SRILAXMI
17	MB207677	MEGHANA VINAYAK HEGDE	47	MB207748	SRUSHTI B R
18	MB207678	MISHANA MOTESH DSOUZA	48	MB207749	SUBHASHINI K N
19	MB207679	MOHAMADASADIQ MULLA	49	MB207750	SUHAS H
20	MB207686	NEHA CHIDAMBAR KULKARNI	50	MB207752	SUHAS N K
21	MB207687	NIKHIL S KOTIAN	51	MB207754	SUJAYA BHAT
22	MB207688	NIKITA	52	MB207755	SUKANNYA DALAL
23	MB207689	NIRANJAN M	54	MB207756	SUMIT NAGANATH

24	MB207690	NISHA T	55	MB207758	SURAJ G S
25	MB207693	PHALGUNI P	56	MB207762	TALWAR PRAVEEN GUDDAPPA
26	MB207697	PRARTHANA UPADHYAYA	57	MB207763	TEJAS ROHIDAS BHANDARI
27	MB207701	PRATIK	58	MB207766	TEJASVI GANGADHAR ANGADI
28	MB207704	PUNITHA K	59	MB207776	VIKAS SETH
29	MB207705	RACHANA D	60	MB207778	VINAYAK GOLIHALLI
30	MB207705	RACHANA KUMARI			

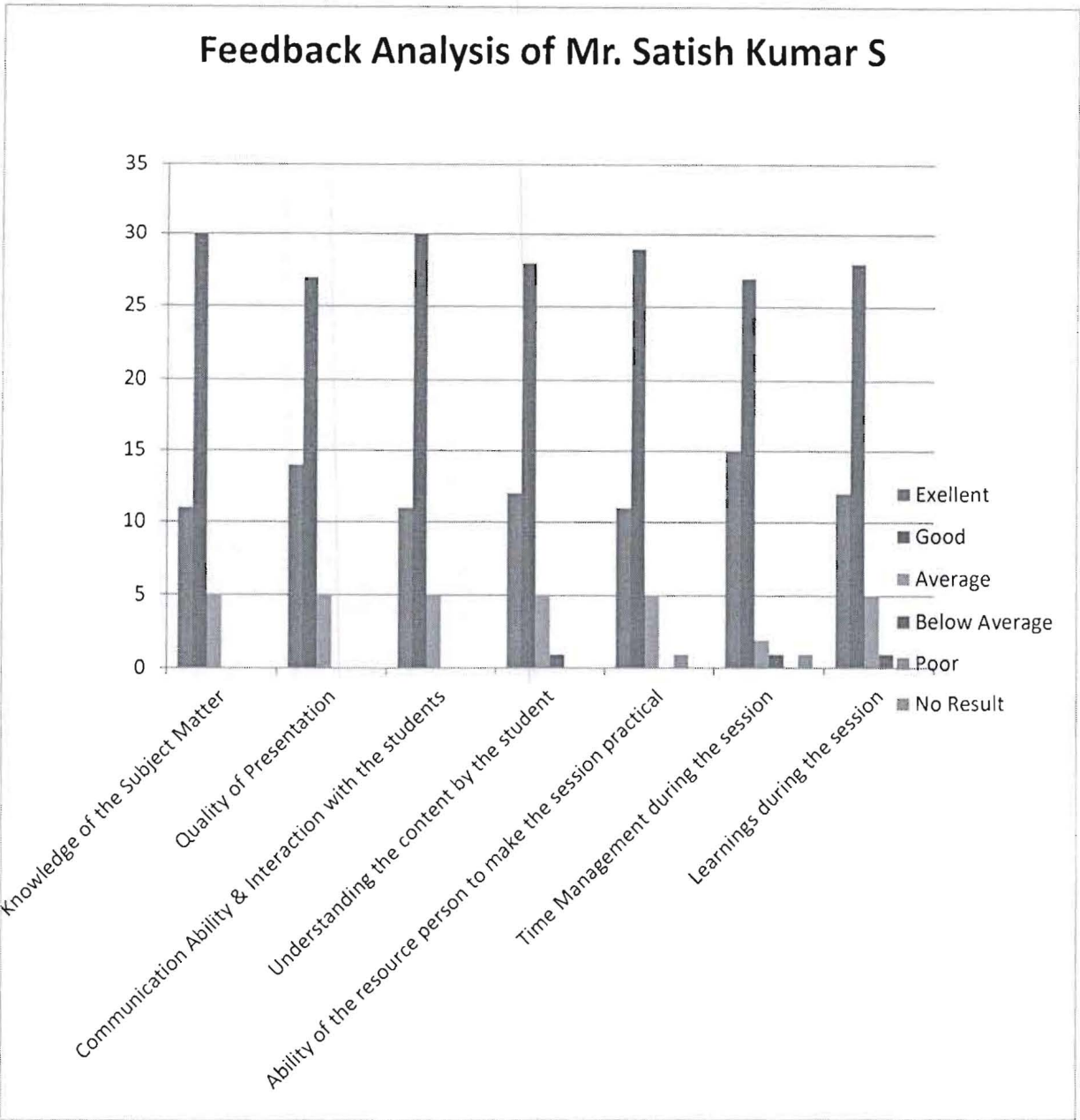
Photo Gallery



Students attending workshop in hybrid mode

Feedback/ Coordinators Comment:

The workshop was very useful to the students as they got very good learning about digital marketing. At the end of the workshop, the feedback was collected from the students in the Google form. The summary of the same is provided here:



Event Coordinator

Director





WORKSHOP ON DATA ANALYSIS USING SPSS

Date: 15 th May, 2022	Venue: Seminar Hall
Time: 10.30 am to 1.30 pm	Event Coordinator: Dr. Santosh, Dr. Jahnavi and Dr. Suresh
No. of Participant: 180 All students of the First Semester	Resource Person: Dr. Jahnavi M
Objectives The objective of the workshop is to provide practical knowledge about Statistical Package for Social Science and to render the usefulness of SPSS in increasing academic and industrialist research performance. This workshop is planned to acquaint the students with the tools, techniques, and practices of SPSS. By using SPSS one can make a better analysis and presentation of the data.	
A workshop on SPSS was organized for first-year MBA students on 16 th May 2022. SPSS is a powerful tool used by market researchers, survey companies, health researchers, government entities, marketing organizations, education researchers, and data miners. Working on data is a complex and time-consuming process, but this software can easily handle and operate information with the help of various techniques. These techniques are used to analyze, transform and produce a characteristic pattern between different variables under the study. In addition to it, the output can be obtained through graphical representation so that a user can easily understand the results. One of the intentions behind this workshop is to introduce students to one of the most popular statistical packages which are used to perform highly complex data manipulation and analysis with ease with hands-on experience. The session started with a brief introduction to the software and its uses. Later moved on to practical aspects of it. The main objective of the program was to analyze variables under measure and obtain valuable information from them for better decision-making. This program helped in training the students on gaining practical knowledge on how to summarize data into meaningful information by exposing them to various statistical tools. Having such knowledge of these statistical and econometric tools helps students to meet international standards at their various levels. To make the contents more understandable even to pioneers in the subject. the queries put up on the discussion forum and provide a practical opportunity to handle the SPSS package for further data driving techniques. The topics covered during the session are Frequency distribution, Descriptive statistics, Correlation, Regression, Normality, and Hypothesis testing with detailed output analysis.	

Outcome Achieved:

This enables the students with effective data management and offers control to better data organization. It helps with quick data analysis and having information related to variables and cases. This helps the students easily understand the data and compute the analysis and can change their strategy accordingly.

Attendees list

S.No	Name of the Student	Section	S.No	Name of the Student	Section
1	ABHISHEK SHENOY	A	61	ADITI RANI	B
2	ABHITA K	A	62	AISHWARYA.G	B
3	ADITYA UDAY HEGDE	A	63	AISHWARYA.P	B
4	AKANKSH K G	A	64	AMITH BHAT	B
5	AKASH RACHAPPA KHANAGAVI	A	65	ANIRUDH.K	B
6	AMIT KAMADOLLISHETTARU	A	66	ANJANA KSHIRASAGAR	B
7	ANIKET SANJAY REVANKAR	A	67	ANNASAGARAM RAGHAVENDRA	B
8	ANKITA GAJANAN NAIK	A	68	B SHASHANK	B
9	ANUSHA	A	69	CHAVI JAGADEESH	B
10	ANVITH KUMAR	A	70	CHEZHAN KUMAR V A	B
11	ASHUTOSH KUMAR	A	71	CHIDRI BALAJI	B
12	BASAVARAJ	A	72	DEEPAK GOPALAKRISHNAN	B
13	BERNARD FERNANDES	A	73	DHIRAJKUMAR BELVADI	B
14	BHASKARA PRABHU	A	74	GURU VARUN G	B
15	BHUVANES P	A	75	HEGDE PAVANA GANAPATHI	B
16	CHAITANYA KAMATAGI B	A	76	JENISHA MENEZES	B
17	CHETAN SINGH M	A	77	LOYSTON CRASTA	B
18	D SURIYA PRIYASREE	A	78	M RITISH	B
19	DEEPAK GIRISH KALYANI	A	79	MADHUSUDAN G	B
20	DINAH NEETHA NORONHA	A	80	MAHANTH GOWDA K C	B
21	GAGANDEEP V N	A	81	MALLESH S	B
22	GIRISH N NASHI	A	82	MEGHA U JOSHI	B
23	GURUBASAVARAJ K M	A	83	MUCHELI SUBBARAJU	B
24	HARSHITHA SRINIVAS	A	84	NAGARAJ GAJANAN HEGDE	B
25	HEMA S	A	85	NAMRATHA.N	B
26	ISAAC JESSE K	A	86	NANDAGOPAL.B.R	B
27	JATIN ARUN DESAI	A	87	NAVEEN C	B
28	KALAVALA ABHISHTA	A	88	NAVEEN SETTY N A	B
29	KAPARTHI BHAVANA	A	89	NAYANA	B
30	KAUSTUBH LACHAPPANAVAR	A	90	NEELAMMA M K	B
31	KAVYAPRIYA J	A	91	NIRANJAN JANARDHAN HEGDE	B

32	KOKILA KULKARNI	A	92	NUTHANA.U	B
33	KSHITIJ.P.L	A	93	OLETI SAI SREENITHYA	B
34	LIKHITHA L	A	94	PAVAN KUMAR M	B
35	LILIMA DASH	A	95	POOJA VALLUR	B
36	M LUQMAN NAWAZ	A	96	POORNAPRAJNYA.K.M	B
37	M M JABEZ	A	97	POORNIMA L	B
38	MADHURA A	A	98	PRAJWALA	B
39	NAYAN KUMAR	A	99	PREETHAM.D.VARMA	B
40	NEETHA KAMATH	A	100	RAKSHITH R T	B
41	PAULOMEE BARUAH	A	101	RAMANUJAM .H.J	B
42	POOJARANI TALAWAR	A	102	RAVISHA RAMACHANDRA HEGDE	B
43	PRAJWAL S N	A	103	REHAN FAISAL QADRI	B
44	PRAKASH	A	104	RICHA FLORINADA FERNANDES	B
45	RAHUL RAM BHAT	A	105	SALMAN FAISAL QADRI	B
46	RAHUL S SANGOLLI	A	106	SAMEEKSHA.M.P	B
47	RAMANABOINA ANAND KUMAR	A	107	SHASHI KUMAR R	B
48	SAGI SAMPI	A	108	SHUBHA R	B
49	SANKET SURESH SHIRSAT	A	109	SMITHA M	B
50	SHREEVATSA.H.V	A	110	SRAVANI SUNIL MHALSEKAR	B
51	SHREYAS G A	A	111	SRINIDHI KOMMULA	B
52	SNEHA U	A	112	SUPRIYA GOVIND BELSARE	B
53	SRUJANA S	A	113	SYED MUSSAVEERULLA.A	B
54	SUCHITRA G	A	114	SYED SAMEER	B
55	SUTOPA DEB	A	115	TANUSHREE R	B
56	TEJAS N	A	116	TEJAS H P	B
57	TRUPTHI CHANDRAHAS SHETTY	A	117	VINIT SIDDHARTH SHAH	B
58	VARSHA	A	118	VISHAL	B
59	VINAYAK RAO GAIKWAD	A	119	YASHASWINI.P	B
60	VIOLA PINTO	A	120	YASHWANTH R	B
S.No	Name of the Student	Section	S.No	Name of the Student	Section
1	ABHIJEETH MASHETTY	C	61	MADHAN KUMAR C S	C
2	AKANKSH P	C	62	MANOJ .N.S	C
3	AKHILA H	C	63	MANOJ RAKSHATH	C
4	AMITH C	C	64	MEHUL .V . BHASKAR	C
5	AMOGHA.Y.G	C	65	NALASANI VARSHITHA	C
6	ANANYA.P.HEGDE	C	66	NEHA.H.V	C
7	ANUSHA PRAKASH	C	67	NIKHIL S ANJANALLI	C
8	B.S.SUSHEN	C	68	NIKITHA.J.SHANBHOG	C
9	BHARATH.K.S	C	69	NISHANTH KRISHNA	C
10	BHOOMIKA BHAT	C	70	NIVEDITHA K SWAMY	C
11	CHARANA.T.U	C	71	P.T.KIRTI	C
12	DHANUSH.K V	C	72	PRAJWALA.H	C
13	DHANYA SHARMA	C	73	PRAMOD K L	C
14	DIVYASHREE.M	C	74	PRANITH KUMAR.S	C
15	GANESH HEGDE	C	75	S SHREYAS	C

16	JAGADISH SHENOY.R	C	76	SAAHIL SRIKANT KULLOLI	C
17	KARTHIK P SHETTY	C	77	SACHITH B K	C
18	KARTHIK S	C	78	SANKALP.V	C
19	KOTHA KEERTHANA	C	79	SATHYA B NAYAKA	C
20	LIKITHA.A	C	80	SAURABH BHUPALI	C
21	M PRANEETH KUMAR REDDY	C	81	SHEEBAL M S	C
22	M.S.SUKRUT	C	82	SHIVAM ANVEKAR	C
23	ABHIJEETH MASHETTY	C	83	SHREEKRISHNA	C
24	AKANKSH P	C	84	SHRI HARI L	C
25	AKHILA H	C	85	SHUBHAM RAJENDRA REVENKAR	C
26	AMITH C	C	86	SHUBHAM SINGH	C
27	AMOGHA.Y.G	C	87	SHUBIKSHA S	C
28	ANANYA.P.HEGDE	C	88	SIMRANJIT KAUR	C
29	ANUSHA PRAKASH	C	89	SOUMYA GANAPATI HEGDE	C
30	B.S.SUSHEN	C	90	SOURAV SADANAND SWAR	C

Event Coordinators:

Director:



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WORKSHOP ON
DATA ANALYSIS FROM 18TH APRIL'22 to 20TH APRIL'22

For First year MBA students	
Date: 18TH APRIL'22 to 20TH APRIL'22	Venue: Computer Lab -1 and 2
Time: 2.30 to 5.00	State level / PG Dept. Faculty
No. of Participant: 173	Event Coordinator Dr Padmalini and Uma Sharma
Objectives: <ul style="list-style-type: none">▪ Workshop was organized as part of the course Business Research Methods▪ Data analysis tools and the methods of interpretation session for the Business Research Reports were delivered by the resource person.▪ Lab- sessions were held to make students learn the Data analysis using EXCEL and SPSS	
Brief Profile of the Resources Person: <ul style="list-style-type: none">• Mr. Satish Kumar S.BE.PGDBM(XLRI) (PhD). Partner-Markhow, Experience in industry and training.	

Flow of the session in the workshop:

The workshop was held at the computer lab, all sessions were hands-on practical sessions for three hours for each of the three sections.

The sessions included step by step instruction in the session. Topics included use of EXCEL and SPSS for data analysis using on data –set. This step by step practice session allowed the students to do the exercises along with the resource person and learn by doing.

Photo showing the student's in the Lab Session.

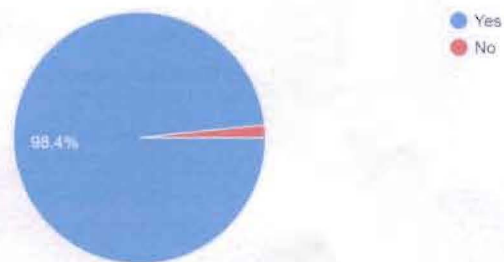


Students Feedback of the session:

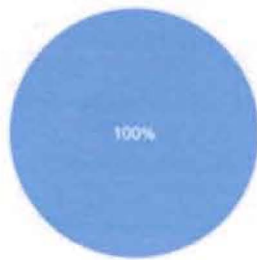
Students from the workshop sessions were able to get an understanding of the means and methods of using the software for data analysis as they learnt in a lab driven session they had the practice of using the software for data analysis

The Guest Speaker of the Workshop explained and demonstrated the ways of data collection and Data Analysis

61 responses



The content of the workshop was relevant
60 responses



● Yes
● No

Workshop Co-ordinator

Dr. Padmalini Singh
Prof. Uma Sharma

Dr. Purushottam Bung
Professor & Director-RVIM



A Workshop on “Search Engine Marketing”

Date: 10 th July, 2021	Venue: Webinar / Zoom meeting
Time: 11:00 AM to 12:30 PM	Event : Webinar
No. of Participant: 100	Event Convener: Dr. Padmalini Singh

Objectives

- The webinar was organized to bring insights from industry about SMM and SEM for students to learn practical aspects of digital marketing.

Agenda/Flow of the Event



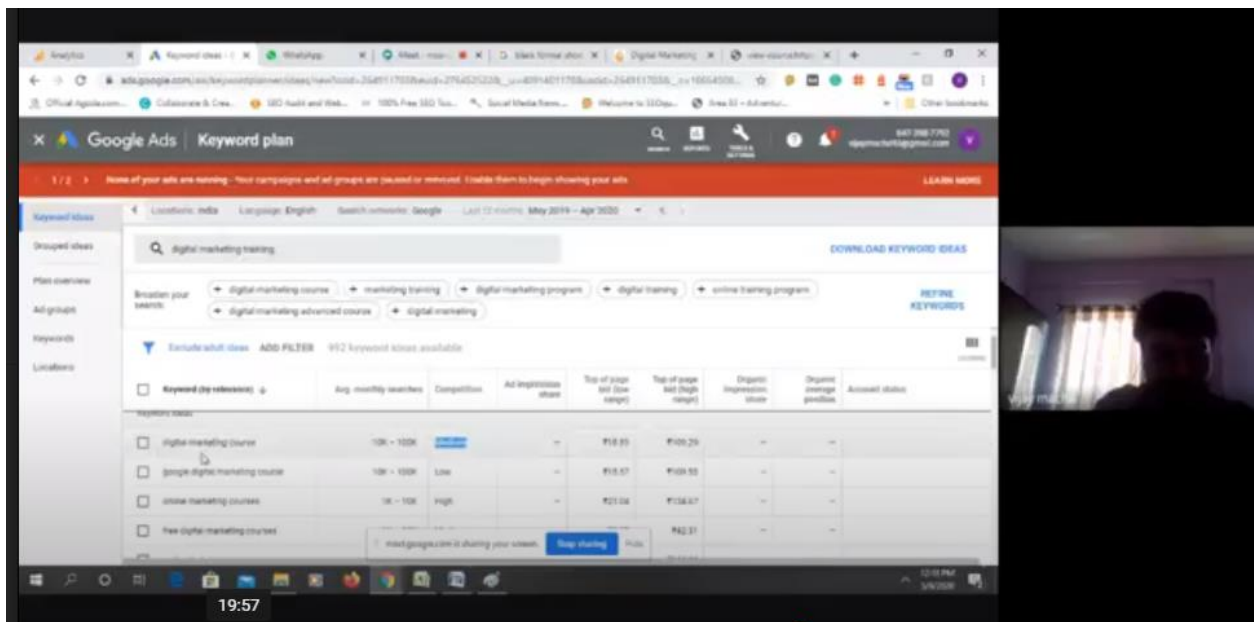
Resource Person:

Shashank Singh

Designation -SEO Head, Sportskeeda

Sportskeeda is a sports and esports news website, founded in 2009. It is No. 1 personalized Sports App. The website has news, features, commentary and videos on sports like Cricket, Football, WWE, Tennis, NFL, NBA, and also video games such as Minecraft, Fortnite, PUBG, Valorant, CS:GO, Free Fire and GTA.

Online Workshop on “Search Engine Optimization & Social Media Marketing” on 10th July, 2021.

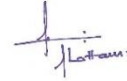


Feedback & Coordinator Comment:

The webinar was appreciated by the students and faculty members as it brought hands on experience in Search Engine Marketing for all the participants.

Event Convener:

Padmalini



Event Coordinator

Dr. Padmalini Singh

Director



A Workshop on “Social Media Marketing & Search Engine Marketing”

Date: 8 th , 9 th & 10 th July, 2021	Venue: Webinar / Zoom meeting
Time: 11:00 AM to 12:30 PM	Event : Webinar
No. of Participant: 100	Event Convener: Dr. Padmalini Singh

Objectives

- The webinar was organized to bring insights from industry about SMM and SEM for students to learn practical aspects of digital marketing.

Agenda/Flow of the Event



Resource Person:

Ms. Soumi Das
 Performance Marketing Manager, Flobiz.

Working closely with Growth, Product and Customer Success Teams in building India's No.1 Accounting Software for SMBs. Major work areas include - Customer Acquisition through Paid Media, Customer Retention, Understanding Consumer Behaviour and Journey.

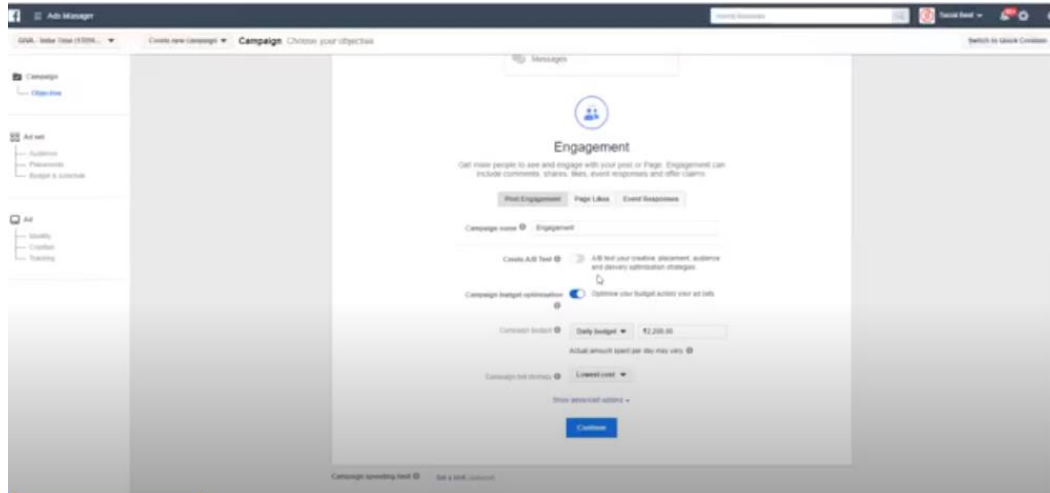


Resource Person:

Shashank Singh
 Designation -SEO Head, Sportskeeda

Sportskeeda is a sports and esports news website, founded in 2009. It is No. 1 personalized Sports App. The website has news, features, commentary and videos on sports like Cricket, Football, WWE, Tennis, NFL, NBA, and also video games such as Minecraft, Fortnite, PUBG, Valorant, CS:GO, Free Fire and GTA.

Online Workshop on “Social Media Marketing” on 7th, 8th & 9th July, 2021.

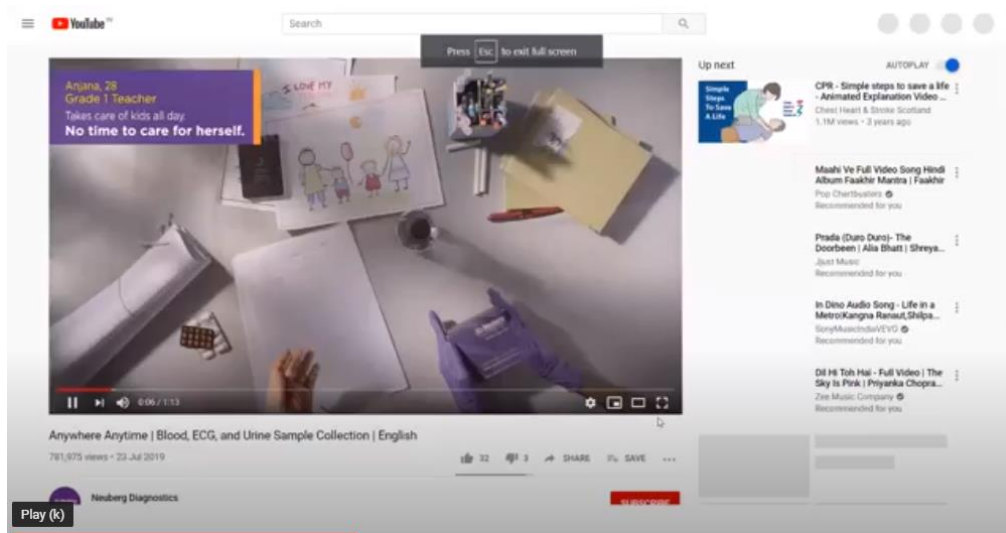


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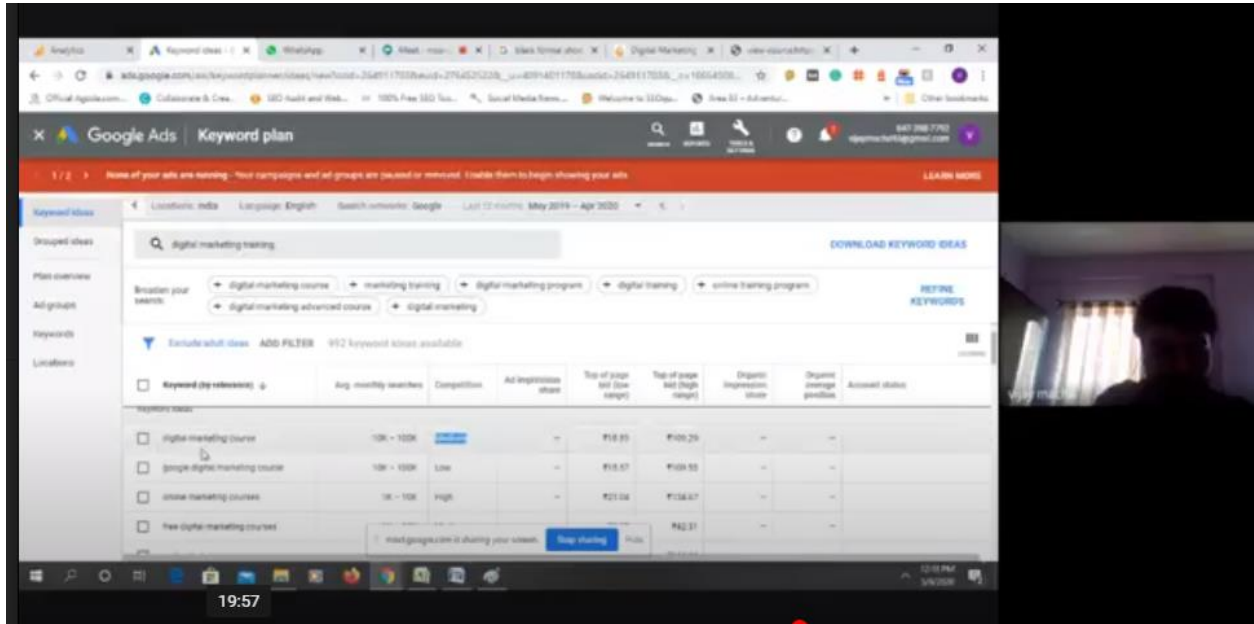
Liv.52 - Media Plan

Last edit was on 3 December 2019

Branded KWs				Keyword
Keywords	Avg. monthly searches	Top of page bid (low range)	Top of page bid (high range)	
liv 52	33100	1.56	8.12	liv amrit
liv 52 ds	18100	2.16	10.43	patanjali liv amrit
liv 52 syrup	9900	0.8	7.12	liv amrit tablet
himalaya liv 52	8100	2.06	10.18	nutrilite milk thistle
liv 52 tablet	6600	1.11	7.1	nutrilite milk thistle plus
liv 52 price	3600	1.42	3.61	patanjali liv amrit tablet
liver 52	2900	1.46	3.57	liv amrit patanjali
liv 52 benefits	2400	5.45	7.15	liv d 38
himalaya liv 52 ds	1900	1.68	8.92	liv amrit syrup
liv 52 ds tablet	1900	1.12	7.09	patanjali liv d 38
liv 52 ds syrup	1600	0.79	7.14	patanjali liv amrit syrup
liv 52 side effects	1600			patanjali liv amrit syrup benefits
liv 52 dosage	1300	5.15	7.14	liv amrit benefits
liv 52 syrup price	1300	1.36	2.55	patanjali liver medicine
liv 52 tablet price	1300	1.39	3.32	patanjali liv amrit tablet benefits
liv 52 tablet uses	1300	1.3	5.81	liv amrit tablet patanjali
liv 52 for fatty liver	1000	0.6	31.11	patanjali liver
liv 52 ds price	1000	1.42	4.37	organic india liver kidney care capsules
liv 52 syrup uses	1000	1.39	7.12	patanjali liver syrup
himalaya liv 52 syrup	1000	2.55	8.26	liv amrit syrup patanjali
liv 52 ds uses	1000	2.96	7.15	liv d 38 tablet



Online Workshop on “Search Engine Optimization & Social Media Marketing” on 10th July, 2021.



Feedback & Coordinator Comment:

The webinar was appreciated by the students and faculty members as it bought hands on experience in Social Media marketing and Search Engine Marketing for all the participants.

Event Convener:

Padmalini

Event Coordinator

Dr. Padmalini Singh

A handwritten signature in black ink, appearing to read 'Hartmann'.

Director



Workshop by Ms. Mitchell Dudani on Social Media Tools for 1st Semester MBA students held at RVIM on 4th, 5th 6th May 2022

Date: 4 th , 5 th 6 th May 2022	Venue: Computer Lab
Time: 4 th May between 2:30pm to 5:30pm 5 th May between 9:30am to 12:30pm 6 th May between 2:30pm to 5:30pm	To : 1 st Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma

Objectives:

To facilitate the students to understand the practical implications on Social Media Tools

Workshop by Ms. Mitchell Dudani on Social Media Tools for 1st Semester MBA students held at RVIM on 4th, 5th 6th May 2022

Agenda/Flow of the Event

Marketers are faced with an ever-growing list of responsibilities. From social media marketing to customer experience and advertising, it can be a challenge to stay on top of everything.

A social media report offers a means of extracting value from data based on various social networks (Facebook, Twitter, LinkedIn, YouTube, etc.) and metrics (follows, likes, reach, growth, awareness, post-performance, engagements, etc.) over various time frames.

Social media is a collective term for websites and applications that focus on communication, community-based input, interaction, content-sharing and collaboration.

People use social media to stay in touch and interact with friends, family and various communities. Businesses use social applications to market and promote their products

and track customer concerns.

Business-to-consumer websites include social components, such as comment fields for users. Various tools help businesses track, measure and analyse the attention the company gets from social media, including brand perception and customer insight.

Social media has enormous traction globally. Mobile applications make these platforms easily accessible. Some popular examples of general social media platforms include Twitter, Facebook and LinkedIn.

Social media provides several benefits, including the following:

- User visibility. Social platforms let people easily communicate and exchange ideas or content.
- Business and product marketing. These platforms enable businesses to quickly publicize their products and services to a broad audience. Businesses can also use social media to maintain a following and test new markets. In some cases, the content created on social media is the product.
- Audience building. Social media helps entrepreneurs and artists build an audience for their work. In some cases, social media has eliminated the need for a distributor, because anyone can upload their content and transact business online. For example, an amateur musician can post a song on Facebook; get instant visibility among their network of friends, who in turn share it on their networks.

Some examples of popular web-based social media platforms:

- Facebook is a free social networking website where registered users create profiles, upload photos and video, send messages and keep in touch with friends, family and colleagues.
- LinkedIn is a social networking site designed for the business community. Registered members can create networks of people they know and trust

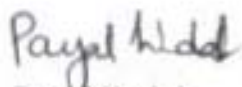
professionally.

- Pinterest is a social curation website for sharing and categorizing images found online. The main focus of Pinterest is visual, though it does call for brief descriptions of images. Clicking on an image will take a user to the original source. For example, clicking on a picture of a pair of shoes might redirect a user to a purchasing site; an image of blueberry pancakes might redirect to the recipe.
- Twitter is a free micro blogging service for registered members to broadcast short posts called tweets. Twitter members can broadcast tweets and follow other active users' tweets using several platforms and devices.
- Wikipedia is a free, open content encyclopedia created through a collaborative community. Anyone registered on Wikipedia can create an article for publication; registration is not required to edit articles.

Take away from the session:

Social media is everywhere. Individuals and businesses of all sizes and types use it. It's a critical resource for engaging with customers, getting customer feedback and expanding company visibility.

An effective social strategy can enhance an organization's reputation and build trust and awareness among a growing network of connections. While some are more tailored to B2B promotion, no platforms are off limits.



Payal Jindal

Center for Career Development



Dr. Purushottam Bung

Director-RVIM







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 1_

Introduction To Sales
Management

MODULE 4_

Relationship Between Buyers And
Sellers

MODULE 7_

Sales Force Management II

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

Sl. No	University Registration Number	Name of the Student	Sl. No	University Registration Number	Name of the Student
1	MB197604	ABHISHEK JAGADISH JOSHI			
2	MB197609	AKSHATHA K M	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.

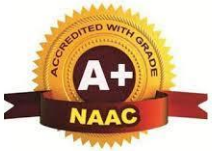

Event Coordinator




Director



RASHTREEYA SIKSHANA SAMITHI TRUST
R V INSTITUTE OF MANAGEMENT
 CA 17, 26 Main, 36th Cross, 4th T Block, Jayanagar
 Bengaluru, Karnataka 560 041
4th Dissertation Title
Batch 2020-22



Sl. No	Reg. No	Students Name	Specialization	Title	Guide Name
1	MB207601	A B GANAPATHY	FINANCE	TESTING OF OPTIMIZED PORTFOLIO DEVELOPED USING SHARPE’S INDEX MODEL CONSISTING OF SELECTED STOCKS FROM SINGAPORE AND INDIAN IT SECTOR	DR. PURUSHOTTAM BUNG
2	MB207603	AHBISHEK KUMAR	MARKETING	A STUDY ON THE IMPACT OF DIGITAL MARKETING STRATEGIES ADOPTED ON THE GROWTH OF SALES AT LEARNOVATE ECOMMERCE	DR. PURUSHOTTAM BUNG
3	MB207608	AFEFAH BAKHTAR MAJUMDAR	HUMAN RESOURCES	“A STUDY ON THE EFFECTIVENESS OF EMPLOYEE LEARNING AND DEVELOPMENT PRACTICES FOLLOWED IN NARAYANA HRUDAYALAYA”.	DR. PURUSHOTTAM BUNG
4	MB207611	AISHWARYA S K	FINANCE	A COMPARATIVE STUDY ON OVERALL PERFORMANCE OF SELECTED COMPANIES FROM AUTOMOBILE SECTOR: PRE & POST PANDEMIC.	DR. PURUSHOTTAM BUNG
5	MB207623	APOORVA M	MARKETING	A STUDY ON MARKETING TO DETERMINE THE BUSINESS POTENTIAL WITH RESPECT TO ENGINEERING R&D IN AUTOMOTIVE AND EMBEDDED ELECTRONICS INDUSTRY- SPECIAL REFERENCE TO AXISCADES TECHNOLOGIES LTD”.	DR. PURUSHOTTAM BUNG
6	MB207626	ARVIND RAJ V	MARKETING	A STUDY ON MARKETING STRATEGIES ADOPTED BY VODAFONE IDEA LIMITED TO OVERCOME COMPETITION IN THE TELECOM INDUSTRY POST-MERGER	DR. PURUSHOTTAM BUNG
7	MB207638	CHETANA. S	FINANCE	"A STUDY ON FUNDAMENTAL ANALYSIS OF SELECTED PUBLIC AND PRIVATE SECTOR BANKS WITH SPECIAL REFERENCE TO SBI, ".	DR. PURUSHOTTAM BUNG



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8	MB207652	GOKUL NAYAK	HUMAN RESOURCES	A STUDY ON EMPLOYEES PERCEPTION ABOUT ORGANISATIONAL HR PRACTICES WITH REFERENCE TO T.M.A PAI POLYTECHNIC COLLEGE, MANIPAL	DR. PURUSHOTTAM BUNG
9	MB207666	KOUNDINYA.R	FINANCE	A STUDY ON FINANCIAL PERFORMANCE OF ARUNA COOPERATIVE BANK USING CAMELS MODEL	DR. PURUSHOTTAM BUNG
10	MB207671	MAHIMA HARISH BHAT	FINANCE	A STUDY ON FACTORS INFLUENCING THE FINANCIAL PERFORMANCE OF KVG BANK	DR. PURUSHOTTAM BUNG
11	MB207708	RAGHAVENDRA .J.P	FINANCE	"A COMPARATIVE STUDY ON PERFORMANCE OF MORGAN STANLEY STOCK USING ARBITRAGE PRICING THEORY AND CAPITAL ASSET PRICING MODEL"	DR. PURUSHOTTAM BUNG
12	MB207724	SAMIKSHA S SHETTY	FINANCE	A STUDY ON THE PERFORMANCE OF INITIAL PUBLIC OFFERING OF SELECTED COMPANIES LISTED IN NSE.	DR. PURUSHOTTAM BUNG
13	MB207602	ABHILASH K	FINANCE	A STUDY ON THE EVALUATION AND FORECASTING OF THE VOLATILITY OF THE MAJOR FOREIGN CURRENCIES AGAINST THE INDIAN RUPEE	DR. NOOR FIRDOOS JAHAN
14	MB207606	ADARSHA K	MARKETING	EVALUATION OF CUSTOMERS' LOYALTY AT MYSORE MYLARI, MYSURU	DR. NOOR FIRDOOS JAHAN
15	MB207617	AMULYA H R	FINANCE	A STUDY ON RISK AND RETURN ANALYSIS OF SELECTED HEALTHCARE STOCKS IN INDIAN CONTEXT	DR. NOOR FIRDOOS JAHAN
16	MB207627	ASHADEEP M HEGDE	MARKETING	A STUDY ON THE CUSTOMERS' AWARENESS TOWARDS PINAKA PVT. LTD IN BANGALORE	DR. NOOR FIRDOOS JAHAN



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17	MB207648	DRINYA K CHANDRAN	MARKETING	A STUDY ON CUSTOMERS' EXPECTATIONS FROM TEST YANTRA SOFTWARE SOLUTIONS INDIA PVT. LTD., BANGALORE	DR. NOOR FIRDOOS JAHAN
18	MB207654	H R RITHESHA	MARKETING	A STUDY ON THE EFFECTIVENESS OF MARKETING STRATEGIES ADOPTED BY SRI SAI RAM MOTORS - HERO MOTO CORP, BENGALURU	DR. NOOR FIRDOOS JAHAN
19	MB207670	MAHESH S	FINANCE	CONSTRUCTION OF OPTIMUM PORTFOLIO FOR SELECTED PHARMACEUTICAL COMPANIES LISTED IN NSE USING SHARPE'S SINGLE INDEX MODEL	DR. NOOR FIRDOOS JAHAN
20	MB207677	MEGHANA VINAYAK HEGDE	FINANCE	A STUDY ON THE INTRINSIC VALUE OF SMALLCAP STOCKS LISTED IN BSE BY USING DIVIDEND DISCOUNT MODEL	DR. NOOR FIRDOOS JAHAN
21	MB207685	NAVANDHAR NIKHIL MANISH	MARKETING	VENDOR'S SATISFACTION TOWARDS THE PRODUCT AND SERVICES PROVIDED BY GAJANAN PACKWELL PVT. LTD, PUNE	DR. NOOR FIRDOOS JAHAN
22	MB207730	SHARVANI M S	FINANCE	A STUDY ON PERFORMANCE EVALUATION OF SELECTED FINTECH COMPANIES LISTED IN NSE	DR. NOOR FIRDOOS JAHAN
23	MB207738	SHRUTHI G	MARKETING	A STUDY ON THE CUSTOMERS' SATISFACTION TOWARDS INTERIOR DESIGNS OF SSC WOOD DESIGNERS, BANGALORE	DR. NOOR FIRDOOS JAHAN
24	MB207604	ABHISHEK SHANTINATH UPADHYE	FINANCE	Not – Well & Not Submitted	DR. ANUPAMA K MALAGI
25	MB207619	ANANYA .C. SHIEH	FINANCE	AN EMPIRICAL STUDY ON TECHNICAL ANALYSIS OF SELECTED BANKING SECTOR STOCKS IN BANK NIFTY	DR. ANUPAMA K MALAGI



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26	MB207625	APOORVA SUNIL PATIL	HUMAN RESOURCES	"A STUDY ON CHALLENGES FACED IN EMPLOYEE RETENTION WITH REFERENCE TO MICROCHIP TECHNOLOGY"	DR. ANUPAMA K MALAGI
27	MB207646	DISHA SANTOSH NAIK	HUMAN RESOURCES	A STUDY ON NEED OF AUTOMATED RECRUITMENT IN MICROCHIP TECHNOLOGY	DR. ANUPAMA K MALAGI
28	MB207655	INDRANEEL DAS	HUMAN RESOURCES	A STUDY ON ORGANIZATION EFFICIENCY POST COVID WRT TO LUMINOUS EDUCATION TRAINING CENTRE PVT. LTD (LETC), BANGALORE	DR. ANUPAMA K MALAGI
29	MB207672	MALENDER S DEYANNAVAR	FINANCE	SCENARIO ANALYSIS OF VARIOUS PRODUCTS AT VIJAYKANT DAIRY AND FOOD PRODUCTS PVT LTD	DR. ANUPAMA K MALAGI
30	MB207686	NEHA CHIDAMBAR KULKARNI	FINANCE	CYBER SECURITY ISSUE AFFECTING ONLINE BANKING AND ONLINE TRANSACTIONS WITH REFERENCE TO UNION BANK OF INDIA	DR. ANUPAMA K MALAGI
31	MB207694	PRAJNA	HUMAN RESOURCES	A STUDY ON CHALLENGES IN RECRUITMENT AND SELECTION PROCESS IN MICROCHIP TECHNOLOGY	DR. ANUPAMA K MALAGI
32	MB207699	PRATEEK PRABHU RAMANNAVAR	HUMAN RESOURCES	A STUDY ON ORGANISATIONAL PERFORMANCE MEASUREMENT AT SPM CONTROLS, BELGAUM	DR. ANUPAMA K MALAGI
33	MB207723	SAKSCHI SINGH	HUMAN RESOURCES	A STUDY ON CHALLENGES OF HR OUTSOURCING PRACTICES WITH IN AMBROS RETAIL INDIA PRIVATE LIMITED	DR. ANUPAMA K MALAGI
34	MB207732	SHETTY LAVANYA SHEKHAR	FINANCE	A STUDY ON EQUITY AND DEBT MUTUAL FUND IN BSE	DR. ANUPAMA K MALAGI



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35	MB207607	ADITYA S SHETTAR	FINANCE	A STUDY ON PORTFOLIO CONSTRUCTION AND INVESTMENT DECISION AT JMARATHON ADVISORY SERVICES PVT LTD	DR. SANTHOSH M
36	MB207609	AIJAZ MUJAWAR	FINANCE	A STUDY ON INVESTMENT AND SAVING BEHAVIOR OF SALARIED CLASS FOR TAX DEDUCTION	DR. SANTHOSH M
37	MB207610	AISHWARYA .K.M	BUSINESS ANALYTICS	A STUDY ON PREDICTIVE ANALYSIS OF NIFTY 50 AND BANK NIFTY BY USING ML ALGORITHMS	DR. SANTHOSH M
38	MB207621	ANUSHA RAGHAVENDRA HEGDE	FINANCE	A STUDY ON PREDICTION OF MID CAP STOCK PRICES USING ARIMA MODEL	DR. SANTHOSH M
39	MB207628	BHARATH.C	BUSINESS ANALYTICS	A STUDY ON SERVICES PROVIDED BY B - INFORMATIVE IT SERVICES PVT LTD AND ITS IMPACT ON ITS CLIENTS	DR. SANTHOSH M
40	MB207634	CHAKRAVARTHY BM	MARKETING	A STUDY ON RETAILER BUYING BEHAVIOR TOWARDS ITC BINGO OVER OTHER POTATO CHIPS AVAILABLE IN THE MARKET	DR. SANTHOSH M
41	MB207656	JAGRITY	MARKETING	A STUDY ON CRM WITH SPECIAL REFERENCE TO MARUTI SUZUKI AT VARUN MOTORS PVT LTD (NEXA)	DR. SANTHOSH M
42	MB207657	JANAK KARKERA J	MARKETING	A STUDY ON THE INFLUENCE OF SOCIAL MEDIA MARKETING ON FILM PROMOTIONS WITH REFERENCE TO BREWED MEDIA , BANGALORE	DR. SANTHOSH M
43	MB207674	MANOJ.M	MARKETING	A STUDY ON SUPPLY AND TRANSPORTATION PROBLEMS FACED BY VASAVI MARKETING	DR. SANTHOSH M



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44	MB207690	NISHA T	FINANCE	STUDY ON SEASONALITY IN FINANCIAL MARKET	DR. SANTHOSH M
45	MB207736	SHREE VAISHNAVI SUTRAVE	FINANCE	A STUDY ON IMPACT OF INTRODUCTION OF 5G ON THE STOCK PRICES OF TELECOMMUNICATION SECTOR	DR. SANTHOSH M
46	MB207612	AJEY M	MARKETING	A STUDY ON EFFECTIVENESS OF PRICING STRATEGIES ADOPTED BY TITAN WORLD SHOWROOM WITH REFERENCE TO SHIMOGA.	DR. PADMALINI SINGH
47	MB207616	AMOGHA HEGDE	FINANCE	A STUDY ON PERFORMANCE EVALUATION OF TSS LTD SIRSI USING DU POINT ANALYSIS	DR. PADMALINI SINGH
48	MB207624	APOORVA RAGHU RAO	FINANCE	AN EMPIRICAL STUDY ON CAPM FOR SELECTED PUBLIC BANKS WITH SPECIAL REFERENCE TO SBI BANK, BANGALORE.	DR. PADMALINI SINGH
49	MB207653	GURU RAGHAVENDRA S	MARKETING	A STUDY ON CONSUMER BEHAVIOR TOWARDS E-TOURISM WITH REFERENCE TO TRAVEL PARKZ TOURS AND TRAVELS PVT LTD.	DR. PADMALINI SINGH
50	MB207658	K KIRTHAN	MARKETING	A STUDY ON CONSUMER PERCEPTION OF EDTECH SERVICES AND ITS ASSOCIATION WITH CHOICE OF EDTECH COMPANIES WITH SPECIAL REFERENCE TO VERZEO EDUTECH PRIVATE LIMITED	DR. PADMALINI SINGH
51	MB207659	KARNIKA MRIDUL	MARKETING	A STUDY ON SHOWROOMING , WEBROOMING AND USER GENERATED CONTENT OF CLOUD KITCHEN ON CONSUMER BUYING BEHAVIORS WITH SPECIAL REFERENCE TO RED JINNI PRIVATE LIMITED	DR. PADMALINI SINGH
52	MB207679	MOHAMADASADI Q MULLA	FINANCE	AN IN-DEPTH STUDY ON FUNDAMENTAL ANALYSIS OF SELECTED OIL COMPANIES	DR. PADMALINI SINGH



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53	MB207691	NISHANT KUMAR SHARMA	MARKETING	A STUDY ON CUSTOMER PERCEPTION TOWARDS FOUR WHEELERS WITH SPECIAL REFERENCE TO MARUTI SUZUKI AT "VARUN MOTORS PVT LTD (NEXA)	DR. PADMALINI SINGH
54	MB207693	PHALGUNI P	FINANCE	A STUDY ON THE OVERALL FINANCIAL PERFORMANCE OF SRI KAUSHIK ENTERPRISE USING DUPONT MODEL	DR. PADMALINI SINGH
55	MB207737	SHRESTA B BHAT	FINANCE	AN EMPIRICAL STUDY ON KARNATAKA BANK LTD USING CAMELS MODEL	DR. PADMALINI SINGH
56	MB207756	SUMIT NAGANATH	MARKETING	A STUDY ON FACTORS AFFECTING THE ADOPTION OF INSTAGRAM REELS AMONG YOUTH	DR. PADMALINI SINGH
57	MB207618	ANAGHA HEGDE	FINANCE	AN IN-DEPTH STUDY ON COMPARATIVE ANALYSIS OF L&A OF VARIOUS SECTORS AND CRITERIA WITH SPECIAL REFERENCE TO KDCC BANK LTD. SIRSI	DR. JAHNAVI M
58	MB207629	BHAVANI VISHWAKARMA	FINANCE	A STUDY ON RETAIL INVESTOR BEHAVIOUR ON FINANCIAL DERIVATIVES IN INDIA	DR. JAHNAVI M
59	MB207645	DHANASHRI SUBHASH KABRA	BUSINESS ANALYTICS	AN ANALYTICAL STUDY ON PREDICTING FLIGHT FARE PRICES AND PRICING STRATEGIES USING MACHINE LEARNING ALGORITHM	DR. JAHNAVI M
60	MB207680	MOHAMED SAIFUDDIN F	BUSINESS ANALYTICS	A STUDY ON TIMELINE ANALYSIS OF COVID 19 USING ANALYTICS	DR. JAHNAVI M
61	MB207683	MRUTYUNJAYA SANGRESAKOPPA	FINANCE	AN EMPIRICAL STUDY ON EFFICIENCY EVALUATION OF SELECTED PRIVATE AND PUBLIC SECTOR BANKS IN INDIA	DR. JAHNAVI M
62	MB207695	PRAJNA SHETTY	FINANCE	A DESCRIPTIVE STUDY ON SALARIED TAX PAYER'S PERCEPTION ON INCOME	DR. JAHNAVI M



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				TAX SYSTEM & ITS FILLING PROCESS	
63	MB207709	RAHUL MONDAL	FINANCE	A STUDY ON INVESTOR PERCEPTION TOWARDS AVENUES OF INVESTMENT AND EQUITY TRADING	DR. JAHNAVI M
64	MB207719	RUBINA AFREEN	BUSINESS ANALYTICS	AN INCLUSIVE STUDY ON USAGE OF CREDIT CARDS & ITS IMPLICATIONS ON PURCHASING BEHAVIOR OF CUSTOMERS USING PREDICTIVE ANALYTICS	DR. JAHNAVI M
65	MB207720	S.CHETHAN	FINANCE	AN EMPIRICAL STUDY ON PERFORMANCE OF SELECTED SECTORAL INDICES IN INDIAN STOCK MARKET, BSE INDIA	DR. JAHNAVI M
66	MB207731	SHASHANK Y	FINANCE	EVALUATION AND ANALYSIS OF FINANCIAL INCLUSIONS IN COOPERATIVE BANKS WITH SPECIAL REFERENCE TO RAJAPURA SARASWATA CREDIT COOPERATIVE SOCIETY KARKALA	DR. JAHNAVI M
67	MB207739	SHRUTHI.R	FINANCE	COMPARATIVE STUDY ON PERFORMANCE EVALUATION OF EQUITY AND DEBT BASED MUTUAL FUNDS IN INDIAN MARKET	DR. JAHNAVI M
68	MB207761	SWATI VINAYAK HEGDE	FINANCE	EMPIRICAL STUDY ON THE IMPACT OF PRE AND POST COVID ON PROFITABILITY ANALYSIS OF AALGRO FOOD	DR. JAHNAVI M
69	MB207630	C. PRASANTH KUMAR	FINANCE	A STUDY ON THE IMPACT OF GOLD PRICES, SILVER PRICES AND EXCHANGE RATES ON BSE SENSEX	PROF. ANITH BM D'SILVA
70	MB207631	C.PRANATHI	FINANCE	A STUDY ON THE FINANCIAL PERFORMANCE POST AMALGAMATION WITH REFERENCE TO CANARA BANK	PROF. ANITH BM D'SILVA



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71	MB207687	NIKHIL S KOTIAN	FINANCE	ANALYTICAL STUDY ON THE PERFORMANCE OF SELECTED GILT FUNDS	PROF. ANITH BM D'SILVA
72	MB207697	PRARTHANA UPADHYAYA	FINANCE	A STUDY OF FUNDAMENTAL PERFORMANCE USING DUPONT ANALYSIS OF JM FINANCIAL SERVICES LTD	PROF. ANITH BM D'SILVA
73	MB207710	RAHUL YALAVATTI	FINANCE	A STUDY ON RELATIVE STRENGTH INDEX AS A TECHNICAL OSCILLATOR FOR SELECTED COMPANIES IN NSE	PROF. ANITH BM D'SILVA
74	MB207721	SACHITH KUMAR	FINANCE	ANALYTICAL STUDY OF SBI USING CAMEL MODEL	PROF. ANITH BM D'SILVA
75	MB207733	SHISHIR.S.ACHARY A	FINANCE	COMPARATIVE ANALYSIS ON RISK AND RETURNS OF SELECTED STOCKS IN STEEL AND AUTOMOBILE SECTOR IN NSE	PROF. ANITH BM D'SILVA
76	MB207741	SINDHU L DABEER	FINANCE	A STUDY ON TECHNICAL ANALYSIS OF SELECTED STOCKS OF PHARMACEUTICAL SECTOR LISTED IN BSE	PROF. ANITH BM D'SILVA
77	MB207753	SUJAY SHAH	FINANCE	COMPARATIVE STUDY OF SELECTED BANKING EQUITY STOCKS OF BSE BANKEX AND NEPSE BANKING SUB INDEX	PROF. ANITH BM D'SILVA
78	MB207764	TEJASHREE R	FINANCE	A STUDY ON SELECTED NIFTY MID CAP STOCKS USING DIVIDEND DISCOUNT MODEL	PROF. ANITH BM D'SILVA
79	MB207771	ULLAS SHRIPAD SHET	FINANCE	TECHNICAL ANALYSIS ON THE SELECTED METALS AND MINING COMPANIES LISTED IN NSE	PROF. ANITH BM D'SILVA



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80	MB207775	VELUGU SUJANI KRISHNA	FINANCE	PERFORMANCE SCRUTINY OF VELUGU AQUATECH USING DUPONT ANALYSIS	PROF. ANITH BM D'SILVA
81	MB207613	AKHILSHYAM K B	MARKETING	A STUDY ON FACTORS INFLUENCING CONSUMER PURCHASE DECISION PROCESS OF MARUTI CARS AT INDUS MOTORS	PROF. N NAGASUBBA REDDY
82	MB207636	CHANDAN S	MARKETING	A STUDY ON BRAND LOYALTY OF CONSUMERS TOWARDS ASIAN PAINTS	PROF. N NAGASUBBA REDDY
83	MB207665	KOPPOLU SUDARSAN RAHUL	MARKETING	A STUDY ON CONSUMER PERCEPTION TOWARDS WINUALL PRODUCTS, BANGALORE	PROF. N NAGASUBBA REDDY
84	MB207667	KRITIKA SHANTHARAM SHENOY	MARKETING	A STUDY ON CUSTOMER SATISFACTION TOWARDS THE SERVICES PROVIDED BY SHREE MARUTI COURIERS	PROF. N NAGASUBBA REDDY
85	MB207678	MISHANA MOTESH DSOUZA	BUSINESS ANALYTICS	A STUDY ON ANALYSIS OF THE SALES AND PURCHASE REPORTS OF SOFTMUSK INFO PVT.LTD USING TIME SERIES	PROF. N NAGASUBBA REDDY
86	MB207692	P RAHUL SINGH	MARKETING	A STUDY ON ROLE OF SOCIAL MEDIA INHEIGHTENING BRAND AWARENESS OF SMART PHONES AMONGST YOUTH WITH SPECIAL REFERENCE TO PAI MOBILES, BENGALURE	PROF. N NAGASUBBA REDDY
86	MB207714	RAKSHITH S	MARKETING	A STUDY ON IMPACT OF SOCIAL MEDIA TOOLS IN CUSTOMER RELATIONSHIP MANAGEMENT WITH REFERENCE TO OUT OF THE BOX SOLUTIONS	PROF. N NAGASUBBA REDDY
87	MB207740	SIDDHANT BHARAT	MARKETING	A STUDY ON CUSTOMER BUYING BEHAVIOURTOWARDS TVS VEHICLE WITH	PROF. N NAGASUBBA



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		MUCHAKANI		SPECIAL PREFERENCE TO HI-TECH MOTORS, BELGAUM	REDDY
88	MB207749	SUBHASHINI K N	MARKETING	A STUDY ON EFFECTIVENESS OF SOCIAL MEDIA MARKETING ON PURCHASING DECISION OF CUSTOMERS WITH REFERENCE TO MEDWISER, BENGALURU	PROF. N NAGASUBBA REDDY
89	MB207759	SURAJ HS	BUSINESS ANALYTICS	APPLICATION OF ANALYTICS ON ANALYZING SHARE PRICE OF SELECTED IT COMPANIES IN INDIAN CONTEXT	PROF. N NAGASUBBA REDDY
90	MB207613	AKHILSHYAM K B	MARKETING	A STUDY ON FACTORS INFLUENCING CONSUMER PURCHASE DECISION PROCESS OF MARUTI CARS AT INDUS MOTORS	PROF. N NAGASUBBA REDDY
91	MB207614	AKSHAY H S	MARKETING	A STUDY ON CONSUMER'S POV(POINT OF VIEW) TOWARDS DIGITAL ADVERTISING	PROF. A CHANDRAN
92	MB207639	CHETHAN S	MARKETING	A STUDY ON CONSUMER BUYING BEHAVIOUR OF FMCG PRODUCTS	PROF. A CHANDRAN
93	MB207668	LIKHITH H K	MARKETING	A STUDY ON APPLICATION OF SEO TECHNIQUES BY DANGURA DIGITAL FOR CUSTOMER ATTRACTION	PROF. A CHANDRAN
94	MB207684	N PRATHIBHA	MARKETING	A STUDY ON CUSTOMER SATISFACTION ON PRODUCTION PROCESS OF SHRIMPS AT A.S.R HATCHERIES	PROF. A CHANDRAN
95	MB207696	PRARTHANA SINGRI	MARKETING	A STUDY OF CRM IMPLEMENTATION AT TEST YANTRA SOFTWARE SOLUTIONS INDIA PVT LTD.	PROF. A CHANDRAN
96	MB207716	ROHAN R R	MARKETING	A STUDY ON EFFECTIVENESS OF LEAD GENERATION TOWARDS SALES	PROF. A CHANDRAN



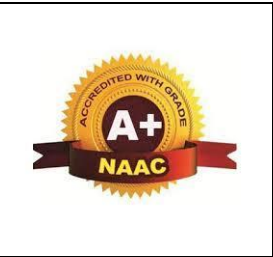
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				CONVERSION AT TATA POWER SOLAR SYSTEMS	
97	MB207750	SUHAS H	MARKETING	A STUDY ON CUSTOMER ATTITUDE TOWARDS INVESTING IN CHIT FUNDS AT SURABHI CHIT LTD.	PROF. A CHANDRAN
98	MB207762	TALWAR PRAVEEN GUDDAPPA	MARKETING	A STUDY ON APPLICATION OF SEO TECHNIQUES FOR ENHANCING THE E COMMERCE EXPERIENCE AT UNBXD	PROF. A CHANDRAN
99	MB207770	TRIVADAN M HEGDE	MARKETING	A STUDY ON IMPACT OF PROMOTIONAL STRATEGY ON SALES WITH SPECIAL REFERENCE TO TSS PVT.LTD.,SIRSI	PROF. A CHANDRAN
100	MB207780	YASHASWINI V	MARKETING	A MARKET STUDY OF POWER ELECTRIC VEHICLE INDUSTRY AND THEIR BUSINESS POTENTIAL ,ACROSS THE APPLICATIONS WITH A SPECIFIC FOCUS WITH RESPECT TO ER&D FROM AXISCADES	PROF. A CHANDRAN
101	MB207633	CHAITHANYA BK	HUMAN RESOURCES	A STUDY ON ONLINE JOB PORTAL AND SOCIAL MEDIA ON RECRUITMENT AT EVE	PROF. SOWMYA D S
102	MB207647	DIVESH	FINANCE	FINANCIAL PERFORMANCE ASSESSMENT USING DUPONT MODEL: A STUDY ON ITC AND HUL LTD	PROF. SOWMYA D S
103	MB207649	ESHANYA M	HUMAN RESOURCES	A STUDY ON MOTIVATIONAL TECHNIQUES AND ITS IMPACT ON EMPLOYEES PERFORMANCE AT AXISCADES TECHNOLOGIES LIMITED, BANGALORE	PROF. SOWMYA D S
104	MB207675	MANU KIRAN H K	MARKETING	A STUDY ON BRAND PERCEPTION OF CONSUMERS WHILE PURCHASING AN ELECTRIC BIKE AT VIRAJ SUPER E-BIKES, BANGALORE	PROF. SOWMYA D S



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105	MB207705	RACHANA D	FINANCE	A STUDY ON FINANCIAL PERFORMANCE ANALYSIS OF PRIVATE SECTOR BANKS IN INDIA USING ALTMAN Z SCORE MODEL	PROF. SOWMYA D S
106	MB207706	RACHANA H GOWDA	HUMAN RESOURCES	A STUDY ON E-RECRUITMENT AND ITS EFFECTIVENESS ON ORGANISATIONAL PERFORMANCE AT CODECRAFT TECHNOLOGIES PVT. LTD	PROF. SOWMYA D S
107	MB207727	SARIKA MALLYA U	HUMAN RESOURCES	A STUDY ON IMPACT OF PERFORMANCE APPRAISAL ON EMPLOYEE GOAL SETTING AT RV COLLEGE OF ENGINEERING, BANGALORE	PROF. SOWMYA D S
108	MB207743	SNEHA GOWDA R	HUMAN RESOURCES	A STUDY ON IMPACT OF HYBRID WORK ENVIRONMENT ON EMPLOYEE WELLBEING WITH REFERENCE TO FINANCIAL SERVICE SECTOR	PROF. SOWMYA D S
109	MB207748	SRUSHTI B R	HUMAN RESOURCES	A STUDY ON HR PRACTICES AND ITS IMPACT ON ORGANISATIONAL PERFORMANCE AND EMPLOYEE WELL-BEING AT SCIENS SOFTWARE TECHNOLOGIES, HYDERABAD.	PROF. SOWMYA D S
110	MB207751	SUHAS M	HUMAN RESOURCES	A STUDY ON IMPACT OF LEARNING AND DEVELOPMENT PROGRAMMES ON EMPLOYEE EFFICIENCY AT RV INFORMATION CENTRE, BANGALORE	PROF. SOWMYA D S
111	MB207637	CHANDANA.T	FINANCE	A STUDY ON COMPARITIVE ANALYSIS OF FINANCIAL SOUNDNESS USING BANKOMETER ON SBI AND ITS SELECTED COMPETITORS	PROF. RASHMI SHETTY
112	MB207642	DEEKSHA BOPAIAH	HUMAN RESOURCES	A STUDY ON SOURCING MIX AT ARCOLAB PVT. LTD	PROF. RASHMI SHETTY
113	MB207643	DELSON GLAN D SILVA	FINANCE	A STUDY ON PERFORMANCE OF IPOS OF 2021 IN INDIA WITH REFERENCE TO NSE	PROF. RASHMI SHETTY



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114	MB207669	M JANANI PRIYA	HUMAN RESOURCES	A STUDY ON EFFICIENCY OF THE RECRUITMENT PROCESS FOLLOWED AT SPOTTABL, BANGALORE	PROF. RASHMI SHETTY
115	MB207676	MAYUR K.S	HUMAN RESOURCES	IMPACT OF ARTIFICIAL INTELLIGENCE ON HUMAN RESOURCE ACTIVITIES WITH REFERENCE TO QUESS CORP BANGALORE	PROF. RASHMI SHETTY
116	MB207704	PUNITHA K	FINANCE	A STUDY ON PERFORMANCE OF SELECTED TYPES OF CRYPTO CURRENCIES 7 THEIR IMPACT ON INDIAN STOCK EXCHANGE	PROF. RASHMI SHETTY
117	MB207717	ROSHANI	HUMAN RESOURCES	A STUDY ON THE IMPACT OF THE WORKING CONDITIONS PREVALENT AT CORNER TREE CONSULTING ON THE JOB SATISFACTION OF THE EMPLOYEES	PROF. RASHMI SHETTY
118	MB207742	SIRISHA K J	HUMAN RESOURCES	A STUDY ON THE IMPACT OF EXIT INTERVIEWS ON ATTRITION RATES AT CODE CRAFT TECHNOLOGIES, BANGALORE	PROF. RASHMI SHETTY
119	MB207745	SPARSHA S	HUMAN RESOURCES	A STUDY ON EFFECTIVENESS OF RECRUITING USING ONLINE PORTAL AT RSST	PROF. RASHMI SHETTY
120	MB207767	TEJASWINI PRASANNA HEGDE	HUMAN RESOURCES	A STUDY ON EMPLOYEE MOTIVATION AND RETENTION IN EARLY STARTUP	PROF. RASHMI SHETTY
121	MB207778	VINAYAK GOLIHALLI	HUMAN RESOURCES	A STUDY ON EFFECTIVE ENGAGEMENT ACTIVITIES ON EMPLOYEE PERFORMANCE AT PVR, BANGALORE	PROF. RASHMI SHETTY
122	MB207632	CAROL SWETHA NORONHA	FINANCE	STUDY ON PRE AND POST-MERGER PERFORMANCE OF SBI BANK WITH SPECIAL REFERENCE TO SBI BANK, UDUPI	PROF. DILEEP



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Bengaluru, Karnataka 560 041
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123	MB207640	CHINMAY HEGDE	FINANCE	AN EMPIRICAL STUDY ON CO-INTEGRATION TEST OF BRICS COUNTRIES STOCK EXCHANGES	PROF. DILEEP
124	MB207682	MONISHA M	BUSINESS ANALYTICS	AN EMPIRICAL STUDY ON PREDICTION OF GOLD AND SILVER PRICES AND ITS IMPACT ON INDIAN STOCK MARKET	PROF. DILEEP
125	MB207689	NIRANJAN M	FINANCE	A STUDY ON COINTEGRATION OF STOCK MARKET AND SELECTED COMMODITIES IN INDIA	PROF. DILEEP
126	MB207700	PRATEEKSHA R CHUNGANI	FINANCE	AN EMPIRICAL STUDY ON BUBBLE DETECTION IN THE INDIAN AND US STOCK MARKETS	PROF. DILEEP
127	MB207711	RAKESH	FINANCE	APPLICABILITY OF CAPITAL ASSET PRICING MODEL FOR SELECTED STOCKS IN INDIA	PROF. DILEEP
128	MB207725	SANDEEP H S	FINANCE	AN EMPIRICAL STUDY ON INFLUENCE OF VOLATILITY INDEX (VIX) ON SELECTED COMPANY'S STOCKS WITH SPECIAL REFERENCE TO PURPLE TRADE, BENGALURU	PROF. DILEEP
129	MB207735	SHIVASUBRAMAN YAM S PATANGI	FINANCE	TESTING OF SINGLE INDEX MODEL IN INDIAN CONTEXT FOR SELECTED COMPANIES WITH SPECIAL REFERENCE TO SHAREKHAN LTD.	PROF. DILEEP
130	MB207744	SOUBHAGYA BHAT	FINANCE	A STUDY ON WORKING WOMEN'S PERCEPTION OF THE STOCK MARKET AND THEIR PREFERENCE TOWARDS INVESTMENT AVENUES	PROF. DILEEP
131	MB207760	SURAJ.S.P	FINANCE	A STUDY ON PERCEPTION OF THE PUBLIC ON STOCK MARKET AND INVESTMENT AWARENESS IN BANGALORE	PROF. DILEEP



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132	MB207765	TEJASHWINI LOKAPURAMATH	FINANCE	A STUDY ON INVESTIGATION OF INTERDEPENDENCY BETWEEN THE STOCK MARKET AND SELECTED EXCHANGE RATES IN THE INDIAN CONTEXT	PROF. DILEEP
133	MB207772	VAIBHAV MALAVIYA	FINANCE	AN EMPHERICAL STUDY ON WILLIAM SHARPE'S SINGLE INDEX MODEL FOR SELECTED COMPANIES IN US STOCK MARKET WITH REFERENCE TO MORGAN STANLEY, BANGALORE	PROF. DILEEP
134	MB207615	AKSHAY.G.S	MARKETING	A STUDY ON EFFECTIVE MARKETING STRATEGIES FOR PROMOTING HEALTH CARE SERVICES AT NARAYANA HRIDHAYALAYA,BENGALURU.	PROF. UMA SHARMA
135	MB207641	DARSHINI G	FINANCE	A STUDY ON PERFORMANCE OF SELECTED EXCHANGE TRADED FUNDS	PROF. UMA SHARMA
136	MB207644	DHANANJAY DURVE	MARKETING	IMPACT ON SALES OF PRINT MAGAZINES IN THE DIGITAL ONLINE MEDIA ERA- A STUDY AT OUTLOOK PUBLISHERS PVT LTD.	PROF. UMA SHARMA
137	MB207650	ESHWAR DARSHAN.K.M	FINANCE	A STUDY ON CONSTRUCTION OF OPTIMUM PORTFOLIO ON SELECTED BANKING STOCKS,USING SHARPE'S INDEX MODEL	PROF. UMA SHARMA
138	MB207673	MANOJ K B	MARKETING	A STUDY OF INVESTOR AWARENESS OF E TRADING -AT SHAREKHAN PVT LTD.	PROF. UMA SHARMA
139	MB207688	NIKITA	MARKETING	A MARKET STUDY ON POWER ELECTONICS INDUSTRY AND ITS MARKET POTENTIAL -WITH REFERENCE TO AXIESCADES PVT LTD.	PROF. UMA SHARMA
140	MB207701	PRATIK	MARKETING	A STUDY OF FACTOR INFLUENCING TO PURCHASE DECISION OF SAVLON SOAP	PROF. UMA SHARMA
141	MB207728	SATISHKUMAR K	MARKETING	A STUDY ON EFFECTIVENESS OF EMAIL MARKETING IN INCREASING THE	PROF. UMA SHARMA



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		PILLE		TRAFFIC FOR BUILDING CUSTOMER RELATION.	
142	MB207754	SUJAYA BHAT	MARKETING	A STUDY ON CONSUMER PERCEPTION TOWARDS PURCHASES ON E COMMERCE STORE	PROF. UMA SHARMA
143	MB207757	SUPREETH S	MARKETING	MARKET STRATEGY FOR DEVELOPING THE INTERNATIONAL BUSINESS -A STUDY WITH REFERENCE TO IBIS MEDICAL PVT LTD	PROF. UMA SHARMA
144	MB207660	KARTHIK.M.S	FINANCE	A STUDY ON ENTERPRISE RESOURCE PLANNING (ERP) SYSTEM PERFORMANCE MEASUREMENT USING THE BALANCED SCORECARD APPROACH WITH REFERENCE TO EMPOWERING PEOPLE KNOWLEDGE.	PROF. RAJKUMAR CHAVAN
145	MB207661	KARUNA V DIVATE	FINANCE	TESTING THE BUBBLES AND FORECASTING THE STOCK PRICES USING ARIMA MODEL IN TOP TEN PHARMACEUTICAL COMPANIES	PROF. RAJKUMAR CHAVAN
146	MB207698	PRASHANTH	FINANCE	APPLICATION OF GRANGER CAUSALITY TEST IN STOCK MARKET, EXCHANGE RATE AND CRUDE OIL.	PROF. RAJKUMAR CHAVAN
147	MB207703	PRIYANKA. A	BUSINESS ANALYTICS	APPLICATION OF EXTRAPOLATION TECHNIQUE IN FORECASTING THE REVENUE AND COST WITH REFERENCE TO ATB BRICKS	PROF. RAJKUMAR CHAVAN
148	MB207707	RACHANA KUMARI	FINANCE	PERFORMANCE EVALUATION IN NSE MARKET WITH SPECIAL REFERENCE TO IT SECTOR	PROF. RAJKUMAR CHAVAN
149	MB207713	RAKSHITH HEGDE	FINANCE	TESTING THE HYPOTHESIS THAT EARNING AND DIVIDEND ANNOUNCEMENT HAVE NO EFFECT ON SHARE PRICE	PROF. RAJKUMAR CHAVAN



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150	MB207726	SANTHOSH KIRAN S	FINANCE	TESTING THE EFFICIENCY OF CAPM MODEL IN FMCG, IT AND BANKING SECTOR	PROF. RAJKUMAR CHAVAN
151	MB207746	SRILAXMI	FINANCE	PRE AND POST MERGER PERFORMANCE ANALYSIS WITH REFERENCE TO UNION BANK, CORPORATION BANK AND ANDHRA BANK	PROF. RAJKUMAR CHAVAN
152	MB207747	SRIPOORNA INDURKAR	FINANCE	A STUDY ON IMPACT OF LOANS AND ADVANCES ON FINANCIAL PERFORMANCE AT HDFC BANKS	PROF. RAJKUMAR CHAVAN
153	MB207763	TEJAS ROHIDAS BHANDARI	FINANCE	OPTIMAL PORTFOLIO CONSTRUCTION USING SHARPE'S SINGLE INDEX MODEL ON BSE 30 STOCKS	PROF. RAJKUMAR CHAVAN
154	MB207773	VARSHA BIRADAR	FINANCE	A STUDY ON IMPACT OF CAPITAL STRUCTURE ON PROFITABILITY OF KARNATAKA STATE CO-OPERATIVE APEX BANK: AN EMPIRICAL STUDY	PROF. RAJKUMAR CHAVAN
155	MB207777	VINAY KUMAR G S	FINANCE	EMPIRICAL STUDY ON SIGNIFICANT DIFFERENCE BETWEEN PERFORMANCE OF THE GROWTH SCHEMES AND BALANCED SCHEMES OF MUTUAL FUNDS	PROF. RAJKUMAR CHAVAN
156	MB207662	KAUSHIK CB	FINANCE	A STUDY ON IMPACT OF SILICON CHIP INDUSTRY ON SHARE PRICES AND PERFORMANCE OF AUTOMOBILE INDUSTRY	PROF. POOJA R TAKALKAR
157	MB207663	KAVYA GANAPATI HEGDE	FINANCE	A STUDY ON PERFORMANCE EVALUATION OF TOP 5 EQUITY LINKED SAVING SCHEME MUTUAL FUNDS OF INDIA	PROF. POOJA R TAKALKAR
158	MB207702	PRINSON DLIMA	FINANCE	A STUDY ON THE EVALUATION OF THE SOLVENCY OF SELECTED NATIONALIZED BANKS IN INDIA USING ALTMAN Z SCORE MODEL	PROF. POOJA R TAKALKAR



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159	MB207715	RAKSHITH T G	FINANCE	A STUDY ON IMPACT OF MERGERS AND ACQUISITION OF SELECTED PUBLIC COMPANIES STOCK PRICE IN INDIA	PROF. POOJA R TAKALKAR
160	MB207722	SAHANA M S	FINANCE	A STUDY ON INVESTMENT LITERACY AMONG WORKING WOMEN IN INDIA (BANGALORE REGION)	PROF. POOJA R TAKALKAR
161	MB207729	SHARAN BANDRAD	FINANCE	A STUDY ON NPA AND CHALLENGES FACED IN LOAN RECOVERY PROCESS AT KARNATAKA STATE APEX COOPERATIVE BANK LTD.	PROF. POOJA R TAKALKAR
162	MB207752	SUHAS N K	FINANCE	A STUDY ON IMPACT OF IPO ON SELECTED COMPANIES IN INDIA.	PROF. POOJA R TAKALKAR
163	MB207755	SUKANNYA DALAL	FINANCE	A STUDY ON TESTING THE CAPM & APT MODEL IN DECIDING ASSET RETURN PRE & POST COVID PERIOD IN BANKING SECTOR IN INDIA.	PROF. POOJA R TAKALKAR
164	MB207766	TEJASVI GANGADHAR ANGADI	FINANCE	A STUDY ON CORRELATION BETWEEN PRICES OF SELECTED ALT COINS AND BITCOIN.	PROF. POOJA R TAKALKAR
165	MB207774	VARSHA K	FINANCE	A STUDY ON BALANCE OF TRADE OF INDIA DUE TO INCREASED IMPORT OF CRUDE OIL AND PETROLEUM PRODUCTS, AND ITS IMPACT ON INDIAN ECONOMY	PROF. POOJA R TAKALKAR
166	MB207779	VINAYAK SUBRAY BHAT	FINANCE	A STUDY ON COMPARATIVE ANALYSIS OF SELECTED COMMERCIAL BANKS IN INDIA USING CAMEL MODEL	PROF. POOJA R TAKALKAR
167	MB197627	BHARATH P	FINANCE	A STUDY ON PERFORMANCE EVALUATION OF SELECTED LARGE CAP MUTUAL	PROF. POOJA R



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				FUNDS IN INDIA	TAKALKAR
168	MB207620	ANOOP BHARGAV M	MARKETING	A STUDY ON EFFECTS OF BRAND RECALL ON CONSUMERS IN E-LEARNING SECTOR	PROF. VENKATESH
169	MB207635	CHANDAN N H	MARKETING	A STUDY ON MEASURING THE EFFECTIVENESS OF DIGITAL MARKETING STRATEGIES IMPLEMENTED BY WODO AGENCY ON BEHALF OF THEIR CUSTOMERS	PROF. VENKATESH
170	MB207651	GAUTHAM M	MARKETING	A STUDY ON THE ROLE OF SERVICE QUALITY IN CUSTOMER RELATIONSHIPS WITH REFERENCE TO GEETA ASSOCIATES	PROF. VENKATESH
171	MB207681	MOHAMMED MOHASIN YARNAL	MARKETING	A STUDY ON MEASURING CUSTOMER SATISFACTION AND HOW IT AFFECTS CUSTOMER LOYALTY AT UK27 THE FERN, BELAGAVI	PROF. VENKATESH
172	MB207712	RAKSHITH	MARKETING	A STUDY ON SALES PROMOTION STRATEGIES AND ITS IMPACT ON CUSTOMER SALES WITH REFERENCE TO PRAKASH RETAIL PVT LTD, UDUPI	PROF. VENKATESH
173	MB207718	ROSHNI MUTHRAJ	MARKETING	A STUDY ON FACTORS AFFECTING THE PRODUCT DIFFERENTIATION AND SALES PERFORMANCE OF COMPLAN.	PROF. VENKATESH
174	MB207734	SHIVAKUMAR C H	MARKETING	A STUDY OF GLUCON D, FEATURES BENEFITS AND COMPARISON WITH COMPETITOR PRODUCTS	PROF. VENKATESH
175	MB207758	SURAJ G S	MARKETING	A STUDY ON DEVELOPING BRAND LOYALTY OF CUSTOMERS WITH REFERENCE TO RAINBOW PROPERTIES	PROF. VENKATESH



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176	MB207769	TRIPURESH TIWARI	MARKETING	A STUDY ON ANALYSIS OF SALES AND MARKETING WITH SPECIAL REFERENCE TO KRIYAANVAN FOUNDATION	PROF. VENKATESH
177	MB207776	VIKAS SETH	MARKETING	A STUDY ON THE IMPACT OF SOCIAL NETWORKING SITES ON CUSTOMER PURCHASING BEHAVIOUR WITH RESPECT TO LERNOVATE E-COMMERCE	PROF. VENKATESH
178	MB197699	PRATHEEK BHAT	FINANCE	A STUDY ON THE FINANCIAL PERFORMANCE AND INVESTMENT MADE BY KARNATAKA POWER CORPORATION LIMITED	PROF. ANITH BM D'SILVA

COMPANY CERTIFICATE



VIJAYKANT DAIRY AND FOOD PRODUCTS LTD.

Reg. Office : LIG - 159, M. M. Extension, Mahantesh Nagar, Belagavi-590016.

Dairy : Neginhal, Tq. Bailhongal, Dist. Belagavi. Ph : 08288-252516

www.adityaamilk.com

Email : adityaamilk@vijaykantdairy.com

CIN : U51201KA2004PLC034702

Ref. No. : VDFPL - 2022 - 23 / 318


Date :

06.08.2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. MALENDER S DEYANNAVAR, student of MBA 4th semester REG. No. MB207672 from RV INSTITUTE OF MANAGEMENT, BENGALURU has successfully completed his project work / internship on "SCENARIO ANALYSIS OF VARIOUS PRODUCTS AT VIJAYKANT DAIRY AND FOOD PRODUCTS LTD" from 1st May 2022 to 30th June 2022.

During his training he was found to be sincere and hard working. We wish him all the success in his future endeavors.


H R Manager,
A N Pathan.



INTERNSHIP CERTIFICATE



एचडीएफसी स्टेट बँक ऑफ
भारतीय स्टेट बँक
STATE BANK OF INDIA



HR-4/12-/2022-23/7

Date: 15/06/2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms.Chandana T** student of **RV Institute of Management Bengaluru** has successfully completed her internship in our organization for a period from **01/05/2022 TO 15/06/2022**

She has completed the internship in our **SBI HOSUR ROAD (10514) Bangalore**

Thanks & Regards

(RAGHU IDHYA)
HR MANAGER
STATE BANK OF INDIA
BANGALORE

☎ +91 80 2594 4224
☎ +91 80 2594 4228
✉ hr14@sbiltd.com

राज्य बैंक ऑफ इंडिया
एचआर विभाग, 10514, होसूर रोड,
बंगलूरु, कर्नाटक, भारत
एचआर ईमेल: hr14@sbiltd.com

एचआर बिजनेस बिसेस
एचआर विभाग, 10514, होसूर रोड,
बंगलूरु, कर्नाटक, भारत
एचआर ईमेल: hr14@sbiltd.com

REGIONAL BUSINESS OFFICE - 4
KOL - SBI - New
SBI Building, 4th Floor
Newer Bank Colony
K. G. Road, Bangalore - 560009



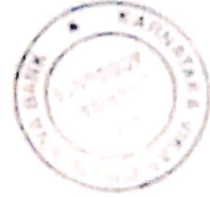


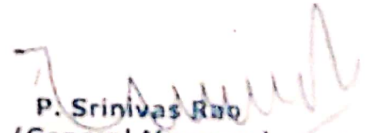
ಕರ್ನಾಟಕ ವಿಕಾಸ ಗ್ರಾಮೀಣ ಬ್ಯಾಂಕ್
ಕರ್ನಾಟಕ ರಾಜ್ಯದ ಗ್ರಾಮೀಣ ಸಂವಹನ ಮತ್ತು ಸ್ವಯಂಸಹಾಯ ಬ್ಯಾಂಕ್

Karnataka Vikas Grameena Bank

LETTER OF ASSURANCE

This is to certify that Ms. Mahima Harish Bhat bearing Reg No. MB207671, 2nd year MBA student of RV Institute of Management has successfully undertaken dissertation work on A topic "A STUDY ON FACTORS INFLUENCING THE FINANCIAL PERFORMANCE OF KVG BANK" in KVG Bank Sirsi main Branch during the period 1/05/22 to 15/06/22




P. Srinivas Rao
(General Manager)



Date: 11th August, 2022

This is to certify that **Ms. Janani Priya**, Register No. **MB207669**, student of MBA of Department of Management Studies, RV INSTITUTE OF MANAGEMENT, BENGALURU has completed the Project work Entitled “ A Study on Efficiency of the Recruitment Process Followed at Spottabl, Bangalore ”.

She has completed the project within stipulated time period and with genuine interest during the project work.

Signed for and on behalf of

Spottabl Technologies Private Limited

Satheesh

Signer ID: XYBVYPSYX8...

Satheesh K V

Co-founder & COO

Spottabl Technologies Pvt Ltd

No. 2907, Club Rd, 687, 22nd Cross Road, 2nd Sector, Parangi Palaya, Sector-2 HSR Layout, Bengaluru - 560102

Document ID: a5d57951692201a2482df63b6842931b845a241fc1321a16509998847617ea64



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INTERNSHIP CERTIFICATE

This is to certify that Mr. Likhith H K bearing register number MB207668 of R V Institute of Management, Bengaluru, had undertaken an internship project at our organization from 01/05/2022 to 30/06/2022.

He has completed internship and organization study successfully and his conduct during the internship at the organization was good.

We wish success for all his future endeavors.

For: **DANGURA DIGITAL**

For Dangura Digital

Proprietor

Shrikrishna Sharma,
Proprietor



CERTIFICATE FROM COMPANY



We Value your Time
**SHREE
MARUTI[®]
COURIER SERVICES PVT. LTD.**

Date: 12/07/2022

Internship Certificate

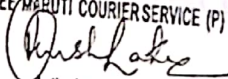
This is to certify that Mrs. Kritika Shantharam Shenoy, student of Master of Business Administration (Marketing) of RV Institute of Management has successfully completed an internship as a marketing intern from 2nd May 2022 to 15th June 2022 under the guidance of Mr. Kishore Lakan.

During the period of her internship programme with us she was found responsible, punctual and hardworking.

We wish her luck for her future endeavours.

With Best Wishes,

For SHREE MARUTI COURIER SERVICE (P) LTD.


Authorised Signatory

Shree Maruti Courier Service Pvt. Ltd

816/1, 17Fth Main Road, 5th Block, Rajaji Nagar, near SVC Bank, Bengaluru, 560010

Phone: 080 2311 9371



ORGANISATION CERTIFICATE



ARUNA SAHAKARA BANK NIYAMITHA

708, 15th Main Road, 'A' Sector, 3rd Phase, L.I.C. Office Road, Yelahanka New Town,
Bangalore - 560 084. E-Mail : arunabank@gmail.com
(RBI Licence No. UBD. KAN.0008P)
(Sl. No. ARB 45: Reg:24898:1999-2000)

☎: 28565336

Ref. No. *809/ASBN/2022-23*

Date *26/08/22*

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr.Koundinya R (MB207666), student of R V Institute of Management, Jayanagar, Bengaluru has successfully completed his internship in our Bank as part fulfillment of the academic requirement. The internship project titled. "A STUDY ON FINANCIAL PERFORMANCE OF ARUNA COOPERATIVE BANK USING CAMELS MODEL" was carried out in the Yelahanka Branch from 01.05.2022 to 15.06.2022 under guidance of Mr. Manjunath B.S. Assistant Manager, His conduct during the period of training is found satisfactory. We wish him all the best for his future.



For Aruna Sahakara Bank Niyamitha

[Signature]
Manager *26/08/2022*



EXTERNAL GUIDE CERTIFICATE



Date – 28 Jun 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Koppolu Sudarsan Rahul** bearing the Register Number **MB207665**, student at **RV Institute of Management** has undertaken an internship project at **Kuzagan Technologies Private Limited** (the 'Company') on the topic of "**A Study on Consumer Perception towards Winuall Product**", during the period **02-May-2022 to 28-Jun-2022**.

For Kuzagan Technologies Private Limited

A handwritten signature in black ink that reads "Chetan Modani".

Chetan Modani
Head of Operations
Kuzagan Technologies Private Limited



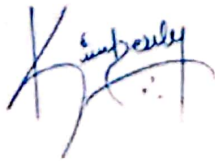
TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. KARTHIK M S** bearing register number: **MB207660** of R.V Institute of management, Bengaluru, had undertaken an internship. Dissertation project at our organization from for 6 weeks. He has successfully completed the internship and the study on **"A Study of Enterprise Resource Planning (ERP) System Performance Measurement Using the Balanced Scorecard Approach With Reference To Empowering People Knowledge"** Successfully and his conduct during the intemship at the organization was good.

We wish him all the very best for his future endeavors

Date: 20/06/2022

Place: Bengaluru



No.9, Rani Mansion, 2nd Floor, 50 Feet Road, 13th Main, Muneshwara Block Srinagar, Near Aiyappa Swamy Temple, above Global Eye Care, Bengaluru, Karnataka 560 050

COMPANY CERTIFICATE

Restroworld

Redjinni Industries Private Limited

CERTIFICATE OF INTERNSHIP

This Is To Certify That

Ms. Karnika Mridul

Has Completed Her 8 Weeks Internship As Social Media Intern At
Restroworld.

The work shows extreme diligence and goes in with all the greater zeal

Tenure: 2nd May to 2nd July


Pooja Agrawal
Executive HR & Admin



Date : 24/08/2022

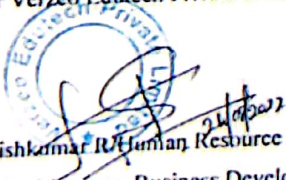
TO WHOMSOEVER IT MAY CONCERN

This is to certify Kirthan K REG NO MB207658 an MBA student of RV Institute of Management, Bangalore, has done an internship/project report entitled " A STUDY ON CONSUMER PERCEPTION OF EDTECH SERVICES AND ITS ASSOCIATION WITH CHOICE OF EDTECH COMPANIES WITH SPECIAL REFERENCE TO VERZEO EDUTECH PRIVATE LIMITED" during the period of 28th April 2022 to 7th July in Verzeo Edutech Private Limited, Bangalore.

He has completed the project work and submitted the same.

We wish him all the best for future endeavours.

For Verzeo Edutech Private Limited, Bangalore


Nitish Kumar R Human Resource Manager.
Senior Manager, Business Development.

support@verzeo.in

+91 8360682123

675, 3rd Floor, 9th Main Rd, Opp HDFC Bank, Sector 7,
HSR Layout, Bengaluru, Karnataka 560102.

CIN : U80900KA2018PTC109500 GSTN : 29AAGCV2536B1ZG, PAN : AAGCV2536B



10th August 2022

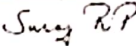
TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Janak Karkera from RV Institute of Management has done a project on "A STUDY ON THE INFLUENCE OF SOCIAL MEDIA MARKETING IN FILM PROMOTIONS WITH REFERENCE TO BREWED MEDIA"

The period of his study was for 2 months from 06th May, 2022 to 06th July, 2022. He has done a good job in completing the project within the stipulated period.

We would take this opportunity to wish Mr. Janak Karkera all the very best in his future endeavours.

Yours Faithfully,

DocuSigned by:

01.11.2022 09:44:17
Suraj RP
Director



+91 9738501201



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No.40, 2nd Floor, 1st Cross,
3rd Main, Domtur 2nd Stage,
Bangalore - 560031



NEXA

Date-15-06-2022

Certificate

This is to certify that Jagrity has successfully completed the internship from 2nd May 2022 to 14th June 2022 and completed everything within the required timeframe.

During her period of internship, she has shown keen interest in her work and her conduct was found good.

For Varun Motors Pvt Ltd



Varun Motors Pvt Ltd.

#123 West of Chord Road, Next to Big Bazar ISCKON Temple Road, Raja Nagar, Bangalore-560010 Ph: 8884000096 Web: www.nexaexperience.com



COMPANY CERTIFICATE



L.E.T.C

Luminous Educational Training Centre Pvt.Ltd.,

Head Office No. 6, Kabbalier Building, Gangamma Circle, Bangalore - 560 013

Ph: 080-32477282 / 285-23450397

E-mail: info@letc.com Visit us at www.letceducation.com

INTERNSHIP CERTIFICATE

DATE: 16 JUNE 2022

This is to certify that Mr. INURANIEL DAS, Student of 4th Semester, B.V Institute of Management, Bangalore, bearing Register Number: 580207675 has successfully completed his internship as part of his Dissertation Project from 01-May 2022 to 13 June - 2022.

During the internship, his conduct was found to be good.

We wish him all the Good luck and success in his future endeavor.

Thank you

Luminous Educational Training Center Pvt. Ltd.,

Aneesa Bi

(Director)

LET C PV. LTD.,



OUR BRANCH

134, Opp. Bus Stand, Dewaraka Nagar, Rajajinagar Main Road, Yelahanka, Bangalore - 560 061 / 01570 53334
1500, Jai Mahalaxi, Above Dhruvendra, Hansa Show Road, H.H. Road, Yelahanka Bangalore - 560 094 / 28097 23334



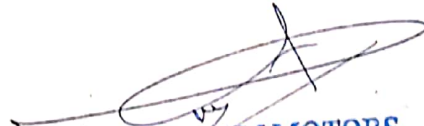


CERTIFICATE

This is to certify that Mr. H.R RITHESHA bearing register number: MB207654 of R.V Institute of management, Bengaluru, had undertaken an internship. Dissertation project at our organization from 1st May 2022 to 15 June 2022. He has Completed the internship and the study on " A Study on the Effectiveness of Marketing Strategies Adopted by Sri Sai Ram Motors – Hero MotoCorp, Bengaluru" Successfully and his conduct during the internship at the organization was good.

Date: 18/08/2022

Place: Bengaluru


SRI SAI RAM MOTORS
8/2, M.V. Towers, S.G, Palya,
B.G. Road, BANGALORE-560 029.
Ph: 78996 36988, 96321 40321

SRI SAI RAM MOTORS

HERO MOTOCORP AUTHORIZED DEALERS
BANNERGHATTA MAIN RD, OPP.
SG PALYA, BENGALURU, 560029
Email: srisairamsales@gmail.com
Mob: 7899368988, 9591783214





TRAVEL PARKZ


TO WHOM IT MAY CONCERN

This letter is to certify that **MR. GURU RAGHAVENDRA S** has successfully completed internship program of 45 days at TRAVEL PARKZ. His internship tenure was from 1st May, 2022 to 15th June, 2022 on "A STUDY ON CONSUMER BEHAVIOR TOWARDS E-TOURISM WITH REFERENCE TO TRAVEL PARKZ TOURS AND TRAVELS PVT LTD".

During the span, we found his punctual and attentive person. His learning powers are good and pick up swiftly. His feedback and evaluation proved that he learned keenly. Moreover, his interpersonal and communication skills are brilliant.

We wish him a bright future.

Sincerely,

For Travel Parkz (Mysore)

R.A. Jayakumar

R A JAYAKUMAR
Proprietor
TRAVEL PARKZ PVT LTD.

TRAVEL PARKZ PVT LTD

Airlines Hotel Complex, Jayalaxmi Vilas Road, Chamarajapuram,, Mysuru, Karnataka 570005
Contact Number: [0821 233 3999](tel:08212333999)



ORGANIZATION CERTIFICATE



GEETHA ASSOCIATES

Ph. : 080 23390494

HR Management Consultants

23, 2nd Floor, ISEC Main Road, Nagarbhavi,
Bengaluru - 560 072. E-mail : geethaassociates.hr@gmail.com

Date:14.08.2022

CERTIFICATE OF INTERNSHIP

This is to certify that **Mr. Gautham M** (Reg No: MB207651) student of **RV Institute of Management**, Bangalore has successfully completed his internship in our organization under the guidance of **Mr. Ravikiran**, Manager, **M/s Geetha Associates**, Nagarabhavi, Bangalore-560072 from 01.05.2022 to 15.06.2022.

He has showed extensive interest during his internship and completed the given task within scheduled time which is worthy of appreciation.

We wish him all the best for his future endeavors.

Best Regards,

For **GEETHA ASSOCIATES**


Manager
(Ravikiran)

August 24, 2022

CERTIFICATE

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **MS. APOORVA M**, Student of **R V INSTITUTE OF MANAGEMENT, BENGALURU**, bearing **Registration Number: MB207623**, has successfully completed her dissertation project titled "**A study on Marketing to determine the business potential with respect to Engineering R&D in Automotive and Embedded Electronics Industry - special reference to AXISCADES Technologies Limited**", towards partial fulfillment of her MBA degree, at **AXISCADES Technologies Limited, Bengaluru** for a period of 3 Months as under:

Start Date: 1- May -2022

End Date: 31-July-2022

Sincerely,

For **AXISCADES Technologies Limited**



Gairik Ghosh
General Manager – Learning & Development

AXISCADES Technologies Limited

CIN No.: L72200KA1990PLC084435

Reg. Office: Block C, Second Floor, Kirloskar Business Park, Bengaluru - 560024, Karnataka, INDIA
Ph: +91 80 4193 9000 | Fax: +91 80 4193 9099 | Email: info@axiscades.com | www.axiscades.com

ORGANISATION CERTIFICATE:



ಭಾರತೀಯ ಸ್ಟೇಟ್ ಬ್ಯಾಂಕ್
भारतीय स्टेट बैंक
STATE BANK OF INDIA



HR-4/12-/2022-23/8

Date: 15/06/2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms.Apoorva Raghu Rao** student of **RV Institute of Management Bengaluru** has successfully completed her internship in our organization for a period from **01/05/2022 TO 15/06/2022**

She has completed the internship from our **SBI Mission Road Bangalore (60133)** with full dedication and within timelines.

Thanks & Regards

STATE BANK OF INDIA

(RAGHU IDHYA)
HR MANAGER
STATE BANK OF INDIA
BANGALORE

bank.sbi
+91-80 2594 4229
+91-80-2594 4328
hr4.cobesthen@sbi.co.in

ಕರ್ನಾಟಕ ಸ್ಟೇಟ್ ಬ್ಯಾಂಕ್ - 4
ಸಿ.ಆರ್. ಮಿಷನ್ ರೋಡ್, ಬೆಂಗಳೂರು 60133
ಕರ್ನಾಟಕ ಸ್ಟೇಟ್ ಬ್ಯಾಂಕ್
ಸಿ.ಆರ್. ಮಿಷನ್ ರೋಡ್
ಬೆಂಗಳೂರು - 560 009

ಕರ್ನಾಟಕ ಸ್ಟೇಟ್ ಬ್ಯಾಂಕ್ - 4
ಸಿ.ಆರ್. ಮಿಷನ್ ರೋಡ್, ಬೆಂಗಳೂರು
ಕರ್ನಾಟಕ ಸ್ಟೇಟ್ ಬ್ಯಾಂಕ್
ಸಿ.ಆರ್. ಮಿಷನ್ ರೋಡ್
ಬೆಂಗಳೂರು - 560 009

REGIONAL BUSINESS OFFICE - 4
AO1 BES, HW 1
SBI Building, 4th Floor,
Mysore Bank Circle,
K G Road, Bengaluru - 560009





Date: 20 June, 2022

To whom it may concern

This letter is to certify that Arvind Raj V has successfully completed his internship as a customer relationship executive of 45 days with Vodafone idea LTD. His Internship tenure was from the date 2nd May 2022 - 18th June 2022.

During the span, we found him punctual and hardworking person. His learning powers are great and he picks up swiftly. Moreover, His interpersonal and communication skills are brilliant.

We wish him a bright future.

Warm Regards



Arun Kumar

Business Development Manager

Bangalore and ROK

myvi.in

Vodafone Idea store ground floor, Suraj towers 27th cross road, Jayanagar 3rd block, Bengaluru Karnataka 560011



B-INFORMATIVE IT SERVICES PVT. LTD. (BITS)



INTERNSHIP CERTIFICATE

THIS IS TO CERTIFY THAT

Mr. Bharath. C

Has completed his internship at **B-Informative IT Services Pvt. Ltd**
from 01-05-2022 to 15-06-2022

This training program was aimed at "A Study on services provided by B-Informative IT Services Pvt. Ltd. & its impact on its clients". During his internship, the candidate demonstrated his self-motivation skills to learn new skills.

We wish him all the best for his upcoming career.

Valaya Bank Layout, Bilekahalli,
Bangalore, Karnataka - 560076

<https://bitsinc.com/>

B-INFORMATIVE IT SERVICES PVT. LTD.
Director
Girish Raju
Director
&
Chief Financial Officer



STUDY ON PRE AND POST-MERGER PERFORMANCE OF SBI BANK WITH
SPECIAL REFERENCE TO SBI BANK, UDUPI

ORGANISATION CERTIFICATE



कार्यक्रम पूर्ण हुआ
भारतीय स्टेट बैंक

DATE:

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Carol Swetha Noronha has successfully completed the below mentioned project as an Intern :

"Study On Pre and Post-Merger Performance of SBI BANK With Special Reference To SBI BANK, Udupi"

The duration of the project was from May 1, 2022 ,to June 15, 2022.

During her internship, we found her sincere and hard working. We wish her all the success in her future endeavors.



SRINIVASA MURTHY DEPUTY MANAGER
STATE BANK OF INDIA UDUPI

INTERNSHIP CERTIFICATE

This is to certify that Mr. Chandan NH, Regd. No: MB207635 has completed his internship project "A STUDY ON MEASURING THE EFFECTIVENESS OF DIGITAL MARKETING STRATEGIES IMPLEMENTED BY WODO AGENCY ON BEHALF OF THEIR CUSTOMERS" from 1st of May 2022 to 15th of September 2022 under the guidance of Mr. Suhas KA, Head of Marketing, WODO - Bangalore.

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

We wish him all the best for his future endeavors.

Date: 17th September, 2022

Best regards,



Shyam Singh
Co-Founder
WODO



Asian Paints Limited
No 7, 3rd Floor,
EDA Industrial Layout,
77th Cross, KR Road,
Near Uma Maheshwara Temple
Banashankari, 2nd Stage,
Bangalore - 560 070
Ph: 080 49416000
www.asianpaints.com

20/07/2022

To Whosoever It May Concern

This is to certify that Mr. Chandan S, student R V Institute of Management, Bangalore has successfully completed his summer training in our organization from 2nd May 2022 - 20th June 2022

His Project details are as follows:

Project Title: A STUDY ON BRAND LOYALTY OF CONSUMERS TOWARDS ASIANPAINTS

Project Guide: Mr. B Bhaskar

Location: Bangalore

We wish him all the best in his career ahead.


Asian Paints Limited

Siddharth Mathur

Manager –Human Resources

Registered Office: Asian Paints House , 6A, Shanthinagar, Santacruz(East), Mumbai-400 055. T:(022) 62181000 F : (022) 6218 1111

Corporate Identification Number (CIN) : L24220MH1945PLC004598
For shares related queries, email to investor.relations@asianpaints.com
For consumer queries email to customercare@asianpaints.com

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R V INSTITUTE OF MANAGEMENT

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



Project and Dissertation Committee

III Semester- Project Work Titles 2021-22

Sl.No	Name of the Student	Register Number	Title	Project Guide
1	BHARATH P	MB197627	A STUDY ON ANALYSIS OF INVESTORS RETENTION PRACTICES FOLLOWED AT IIFL SECURITIES LTD, BELLARY	Dr. Purushottam Bung
2	A B GANAPATHY	MB207601	A STUDY ON THE PROBLEMS FACED BY UMEED - A DROP OF HOPE (NGO) IN EXPANDING THEIR SERVICES ACROSS PAN INDIA	Dr. Noor Firdoos Jahan
3	ABHILASH K	MB207602	A STUDY ON CHALLENGES FACED BY BHOOMI SOUHARDA CREDIT CO-OPERATIVE SOCIETY, KUNDAPUR IN EXTENDING LOAN TO THE PUBLIC	Dr. Noor Firdoos Jahan
4	ABHISHEK KUMAR	MB207603	A STUDY ON CHALLENGES FACED BY SKILLATE PVT LTD., BANGALORE IN THEIR BUSINESS DEVELOPMENT	Dr. Noor Firdoos Jahan
5	ABHISHEK SHANTINATH UPADHYE	MB207604	A STUDY ON ROLE OF CREDIT CO-OPERATIVE SOCIETIES IN SEMI URBAN AND RURAL DEVELOPMENT	Dr. Anupama K Malagi
6	ADARSHA.K	MB207606	A STUDY ON CONSIGNMENT MANAGEMENT IN FLIPKART	Prof. Pooja Takalkar

7	ADITYA.S.SHETTAR	MB207607	STUDY ON FINANCIAL STATEMENTS WITH REFERENCE TO DEBTORS MANAGEMENT IN KMF, HUBLI	Dr. Anupama K Malagi
8	AFEEFAH BAKHTAR MAJUMDAR	MB207608	A STUDY ON THE CHALLENGES FACED BY METAHUB ENTERPRISES WITH RESPECT TO PRICING OF THE PRODUCTS.	Dr. Santhosh. M
9	AIJAZ MUJAWAR	MB207609	A STUDY ON CHALLENGES IN PRODUCTION PROCESS AT M G METALS,BELGAVI	Prof. N. Nagasubba Reddy
10	AISHWARYA .K.M	MB207610	STUDY ON ISSUES AND CHALLENGES FACED ON TRACKING EMPLOYEE'S PERFORMANCE IN L&T TECHNOLOGY SERVICES	Prof. Rajkumar Chauhan
11	AISHWARYA S.K	MB207611	A STUDY ON SALIENT FEATURES OF YONO SBI APP FOR NETBANKING SERVICES	Dr. Santhosh. M
12	AJEY M	MB207612	A STUDY ON ANALYSIS OF INVESTMENT AVENUES FOR THE RETAIL INVESTORS USING RISK RETURN TRADEOFF MATRIX AT SKW INVESTMENT ADVISORY, BANGALORE	Dr. Purushottam Bung
13	AKHILSHYAM.K.B	MB207613	A STUDY ON EFFECTIVENESS OF MARKETING STRATEGIES OF TOYOTA TOWARDS LAUNCHING ELECTRIC CARS	Dr. Santhosh. M
15	AKSHAY.H.S	MB207614	A STUDY ON DISTRIBUTION CHANNEL SYSTEM OF ITC LTD. IN RURAL MARKETS	Prof. A.Chandran

14	AKSHAY.G.S	MB207615	A STUDY ON ANALYSIS OF DISTRIBUTION STRATEGY OF FMCG IN S.S.PANDIAN AND SONS	Dr. Padmalini Singh
16	AMOGHA HEGDE	MB207616	PROBLEM FACED BY THE COMPANY DURING THE PAYMENT PROCESS IN MAGES PVT LTD	Prof. Rajkumar Chauhan
17	AMULYA H R	MB207617	A STUDY ON TAXATION PROCESS ADOPTED BY NAGADEEP AND SATYANARAYAN COMPANY, BANGALORE	Prof. N. Nagasubba Reddy
18	ANAGHA HEGDE	MB207618	A STUDY ON PROBLEMS FACED BY TSS SUPERMARKET DUE TO COVID-19	Dr. Padmalini Singh
19	ANANYA C SHIEH	MB207619	A STUDY ON TAX PLANNING OF INDIVIDUAL ASSESSEES AT VISHWANATH REDDY AND ASSOCIATES- CHARTERED ACCOUNTANTS, GULBARGA	Dr. Purushottam Bung
20	ANOOP BHARGAV .M	MB207620	A STUDY ON PURCHASES SYSTEM FOR HOME DECOR ITEMS AT PEPPERFRY	Prof. A.Chandran
21	ANUSHA RAGHAVENDRA HEGDE	MB207621	A STUDY ON ISSUES & CHALLENGES FACED BY THE AUDITORS FOR THE VERIFICATION OF DOCUMENTS MAINTAINED BY HR DEPARTMENT IN AUMA INDIA PVT. LTD	Prof. Rajkumar Chauhan
22	APOORVA M	MB207623	A STUDY ON FACTORS INFLUENCING ATTRITION RATE AT SILVER SPARK APPAREL LIMITED, BANGALORE	Prof. N. Nagasubba Reddy

23	APOORVA RAGHU RAO	MB207624	A STUDY ON EFFECTIVE MANAGEMENT OF NON-PERFORMING ASSETS AT SBI	Dr. Padmalini Singh
24	APOORVA SUNIL PATIL	MB207625	A WORK CULTURE ASSESSMENT DURING PANDEMIC AT MICROCHIP TECHNOLOGY, INDIA	Prof. Rashmi Shetty
25	ARAVIND RAJ .V	MB207626	PROBLEMS FACED BY THE DELIVERY EXECUTIVES IN FLIPKART	Prof. A.Chandran
26	ASHADEEP.M.HEGDE	MB207627	A STUDY ON REASONS FOR INVENTORY MANAGEMENT PROBLEMS AT SHANKARNARAYA SAHAKARI VYAVASAHIKA SANGHA(R),SHANKARNARAYA	Prof. Ramya S
27	BHARATH.C	MB207628	A STUDY ON PROBLEMS FACED IN ALLOCATION OF THE RESOURCES TO THE DEPARTMENTS DURING PANDEMIC CRISIS AT DYNAMATIC TECHNOLOGIES LIMITED, BANGALORE	Prof. N. Nagasubba Reddy
28	BHAVANI VISHWAKARMA	MB207629	A STUDY ON CHALLENGES FACED IN EMPLOYEE RETENTION STRATEGIES AT SAI LIFE SCIENCES, BIDAR	Prof. Dileep
29	C PRASANTH KUMAR	MB207630	A STUDY ON THE SMARTCARE RANGE PAINTS USING BCG MATRIX AT ASIAN PAINTS	Prof. Anitha BM D'Silva
30	C.PRANATHI	MB207631	A STUDY ON THE EMPLOYEE WELFARE SCHEMES ADOPTED BY MAHINDRA FINANCE.	Prof. Anitha BM D'Silva

31	CAROL SWETHA NORANHA	MB207632	A STUDY ON LOAN RECOVERIES AT SHREE KRISHNA INDUSTRIAL COOPERATIVE SOCIETY LTD	Prof. Uma Sharma
32	CHAITHANYA.B.K	MB207633	A STUDY ON ISSUES AND CHALLENGES FACED IN HIRING PROCESS AT UNSCHOOL, BANGALORE	Prof. Sowmya D S
33	CHAKRAVARTHY B.M	MB207634	A COMPETITIVE ANALYSIS OF STOCK BROKING SERVICES IN INDIA	Prof. Rashmi Shetty
34	CHANDAN N H	MB207635	A STUDY ON PROBLEMS FACED BY MYS AGRO IN INCREASING THEIR SALES OF TENDER COCONUT DRINKS IN MYSORE	Dr. Noor Firdoos Jahan
35	CHANDAN.S	MB207636	A STUDY OF THE MECH TOOLS RANGE, FEATURES BENEFITS AND COMPARISON WITH COMPETITOR PRODUCTS AT ASIAN PAINTS	Prof. Payal Jindal
36	CHANDANA T	MB207637	A STUDY ON SAFETY MEASURES IMPLEMENTED TO REDUCE THE RISK OF INJURIES AT TRINITY NDT ENGINEER, BANGALORE	Prof. Ramya S
37	CHETANA S	MB207638	A STUDY ON IMPORTS AND EXPORTS PROCEDURES WITH SPECIAL REFERENCE TO KRUSH TAR INDUSTRIES PRIVATE LIMITED, BENGALURU.	Prof. Dileep
38	CHETHAN S	MB207639	A STUDY TO IDENTIFY SALES MANAGEMENT AND SALES LEADERSHIP AT STUDIO PEPPERFRY	Prof. Payal Jindal

39	CHINMAY HEGDE	MB207640	MARKETING CHALLENGES OF ORGANIC PRODUCTS -A STUDY AT KADAMBA COOPERATIVE SOCIETY , SIRSI .	Prof. Uma Sharma
40	DARSHINI G	MB207641	STUDY ON CORPORATE TAX RATE AND THE ECONOMICS OF TAX EVASION IN INDIA	Dr. Jahnvi M
41	DEEKSHA BOPAIAH	MB207642	A STUDY ON CHALLENGES FACED BY TECHNIQA IT SOLUTIONS DURING SOURCING CANDIDATES THROUGH ONLINE JOB PORTALS	Prof. Pooja Takalkar
42	DELSON GLAN D SILVA	MB207643	A STUDY ON PROBLEMS FACED BY SIR M VISHWESHWARAIYA CO-OPERATIVE BANK, BTM BRANCH RELATING TO DEPOSITS DURING COVID-19	Dr. Noor Firdoos Jahan
43	DHANANJAY DURVE	MB207644	A STUDY ON THE PROBLEMS FACED BY EMPLOYEES DURING TRAINING IN FLIPKART	Dr. Padmalini Singh
44	DHANASHRI KABRA	MB207645	A STUDY ON LEAVE AND SKILL MANAGEMENT AT M K MARKETING AGENCIES, BIJAPUR	Dr. Anupama K Malagi
45	DISHA SANTOSH NAIK	MB207646	A STUDY ON AUTOMATING RECRUITMENT IN MICROCHIP TECHNOLOGY	Prof. Payal Jindal
46	DIVESH	MB207647	A STUDY ON THE CHALLENGES FACED IN LOAN RECOVERY PROCESS AT CHOLAMANDALAM INVESTMENT AND FINANCE COMPANY LTD, UDUPI	Prof. Anitha BM D'Silva

47	DRINYA .K. CHANDRAN	MB207648	A STUDY ON THE LABOUR RELATED ISSUES OF VIJAYALAKSHMI CONSTRUCTIONS, MYSORE	Dr. Noor Firdoos Jahan
48	ESHANYA .M	MB207649	A STUDY ON THE EVALUATION OF EMPLOYEE WELFARE SCHEMES AT EFEEDOR, BANGALORE	Dr. Santhosh. M
49	ESHWARDARSHAN K M	MB207650	A STUDY ON CHALLENGES FACED IN MARKETING THE PRODUCTS OF SLV TILES PVT LTD, KOLAR	Prof. Rajkumar Chauhan
50	GAUTHAM M	MB207651	A STUDY ON EASI SOFTWARE USED FOR POLICY DOCUMENTATION IN NATIONAL INSURANCE COMPANY LIMITED	Dr. Padmalini Singh
51	GOKUL NAYAK	MB207652	A STUDY ON BUSINESS MODEL OF HORNBILL SOFTECH PRIVATE LIMITED USING BUSINESS MODEL CANAVAS	Dr. Purushottam Bung
52	GURU RAGHAVENDRA S	MB207653	A STUDY ON CUSTOMERS FEEDBACK ON LONGEVITY, COLOUR AND EXPECTATIONS ASSOCIATED WITH ASIAN PAINTS PRODUCTS	Dr. Jahnavi M
53	H.R.RITHESHA	MB207654	A STUDY ON PROCESSING TECHNIQUE FOR CASHEW KERNELS ADOPTED AT TIRUMALA CASHEW INDUSTRIES, UDUPI	Prof. N. Nagasubba Reddy
54	INDRANEEL DAS	MB207655	A STUDY ON SYSTEM ADOPTED BY LEARNOVATE ECOMMERCE TO MANAGE THEIR INTERNS	Prof. Anitha BM D'Silva

55	JAGRITY	MB207656	A STUDY ON PROCESS OF RESOLVING CUSTOMER COMPLAINTS IN TECHVANTO ACADEMY, GURGAON	Prof. Sowmya D S
56	JANAK KARKERA J	MB207657	A STUDY ON WAYS TO IMPROVE THE PRODUCTIVITY LEVEL OF SET DISTRIBUTION PRIORITIES AT BANGALORE BRANCHES OF ITC.	Prof. Rashmi Shetty
57	K.KIRTHAN	MB207658	A STUDY ON REASONS FOR COMMUNICATION BARRIER BETWEEN DEPARTMENTS IN ACTOUCH TECHNOLOGIES PVT. LTD.	Prof. Ramya S
58	KARNIKA MRIDUL	MB207659	A STUDY ON ROLE OF E-BUSINESS IN THE EDUCATION SECTOR WITH REFERENCE TO LEARNOVATE E-COMMERCE, BENGALURU	Prof. Dileep
59	KARTHIK.M.S	MB207660	A COMPARATIVE STUDY ON THE ADHESIVES RANGE OF ASIAN PAINTS WITH THE COMPETITOR PRODUCTS	Prof. Sowmya D S
60	KARUNA V DIVATE	MB207661	A STUDY ON THE STANDARD E-COM PLATFORMS- AT AVETTI COMMERCE, BENGALURU.	Prof. Uma Sharma
61	KAUSHIK C B	MB207662	STUDY ON UPMARKETING OF SAATHI BRAND NOTEBOOKS	Dr. Anupama K Malagi
62	KAVYA GANAPATI HEGDE	MB207663	A STUDY ON DISTRIBUTION NETWORK ADOPTED BY HEGDE FOODS , HUBLI	Prof. Payal Jindal

63	KOPPOLU SUDARSAN RAHUL	MB207665	A STUDY ON FINTECH STARTUPS IN INDIA WITH RESPECT TO SAVEIN,BANGALORE	Prof. Pooja Takalkar
64	KOUNDINYA.R	MB207666	A STUDY ON OPPORTUNITIES AND CHALLENGES FACED IN DIGITAL BANKING WITH SPECIAL REFERENCE TO BANK OF BARODA.	Prof. Sowmya D S
65	KRITIKA SHANTHARAM SHENOY	MB207667	A STUDY ON EFFECTIVENESS OF WAREHOUSE MANAGEMENT SYSTEMS AT LCM LOGISTICS PVT LTD.	Prof. Rashmi Shetty
66	LIKHITH H K	MB207668	A STUDY ON CHALLENGES FACED BY ITC IN IMPLEMENTATION OF THEIR OWN B2B APP WHICH TAKE CARE OF ORDER PLACING AND TRACKING	Prof. Pooja Takalkar
67	M JANANI PRIYA	MB207669	A STUDY ON ONLINE SALES GROWTH ANALYSIS USING ISHIKAWA MODEL AT YOSHOPS, CHENNAI	Dr. Purushottam Bung
68	MAHESH S	MB207670	A STUDY ON ISSUES AND CHALLENGES FACED BY MICROFINANCE COMPANY WITH REFERENCE TO SAGGRAHA MANAGEMENT SERVICES PVT LTD	Dr. Anupama K Malagi
69	MAHIMA HARISH BHAT	MB207671	A STUDY ON ADOPTION OF INVENTORY MANAGEMENT TECHNIQUES FOR "THE ORGANIC WORLD"	Prof. Ramya S
70	MALENDER S DEYANNAVAR	MB207672	A STUDY ON COST AUDIT PROCEDURE FOLLOWED AT VIKAS COMPOSITES, BELGAUM	Prof. Dileep

71	MANOJ.K.B	MB207673	A STUDY ON THE CHALLENGES FACED BY PROFESSORS IN SRI SIDDHARTHA INSTITUTE OF TECHNOLOGY TUMKUR DURING PANDEMIC TIME	Dr. Noor Firdoos Jahan
72	MANOJ.M	MB207674	A STUDY ON LOGISTIC AND TRANSPORTATION PROBLEMS FACED BY VASAVI MARKETING, ISRO LAYOUT, BANGALORE	Prof. Ramya S
73	MANU KIRAN H K	MB207675	A STUDY ON ONLINE SHORTLISTING OF CANDIDATES DURING PANDEMIC AT VEDANTU	Dr. Anupama K Malagi
74	MAYUR.K.S	MB207676	E-MOBILITY AND TRAVEL- A CASE STUDY OF E- BIKES IN BANGALORE	Prof. Uma Sharma
75	MEGHANA VINAYAK HEGDE	MB207677	A STUDY ON THE ANALYSIS OF OVERHEADS IN AUMA INDIA PVT LTD, PEENYA	Dr. Jahnavi M
76	MISHANA MOTESH DSOUZA	MB207678	A STUDY ON GENERATING LEADS FOR LIC POLICIES POST PANDEMIC IN BELGAUM.	Prof. Payal Jindal
77	MOHAMADASADIQ KAYUM MULLA	MB207679	STUDENTS PERCEPTION FOR STOCK MARKET : EVIDENCES FROM MBA STUDENTS IN INDIA	Dr. Jahnavi M
78	MOHAMED SAIFUDDIN F	MB207680	A STUDY ON ANALYSIS OF COVID-19 CASES USING BUSINESS ANALYTICS	Dr. Anupama K Malagi

79	MOHAMMED MOHASIN YARNAL	MB207681	A STUDY ON PROMOTIONAL CHALLENGES AT JSW PAINTS VIJAYAPURA	Prof. Sowmya D S
80	MONISHA.M	MB207682	A STUDY ON HR PRACTICES FOLLOWED AT IFB INDUSTRIES LTD, BANGALORE	Dr. Purushottam Bung
81	MRUTYUNJAYA SANGRESAKOPPA	MB207683	A STUDY ON EFFECT OF COVID 19 PANDAMEIC ON FINANCIAL POSITION OF KMF, DHARWAD	Prof. Rajkumar Chauhan
82	N PRATHIBHA	MB207684	STUDY ON THE AWARENESS CAMPAIGNS OF ORGANIC FARMING IN SINDHANUR TALUK- A CASE STUDY	Prof. Anitha BM D'Silva
83	NAVANDHAR NIKHIL MANISH	MB207685	A STUDY ON PROBLEMS FACED BY LML MEDIA IN DIGITAL MARKETING PLATFORM	Dr. Santhosh. M
84	NEHA CHIDAMBAR KULKARNI	MB207686	A STUDY ON CHALLENGES FACED BY NUVOHELIX BIOINNOVATION (STARTUP) COMPANY PROMOTING PRODUCTS DIGITALLY	Prof. Pooja Takalkar
85	NIKHIL .S.KOTIAN	MB207687	A STUDY ON THE ISSUES FACED BY PRAKASH RETAIL PVT LTD, UDUPI IN GOING DIGITAL	Dr. Noor Firdoos Jahan
86	NIKITA	MB207688	A STUDY ON IMPACT OF REWARDS AND RECOGNITION OF EMPLOYEE IN EVERS E-COMMERCE PVT LTD.	Dr. Anupama K Malagi

87	NIRANJAN M	MB207689	A STUDY ON APPLICATION OF THE PRICING STRATEGY MATRIX FOR MYLAR ARECA PRODUCTS, SHIVAMOGGA	Dr. Purushottam Bung
88	NISHA T	MB207690	A STUDY ON PROBLEMS FACED BY TAXPAYERS WHILE FILING ITR ON E POTRAL AT SRIDEVI AND ASSOCIATES	Dr. Santhosh. M
89	NISHANT KUMAR SHARMA	MB207691	A STUDY ON ISSUES AND CHALLENGES FACED IN CUSTOMER RELATIONSHIP MANAGEMENT AT TECHVANTO ACADEMY, DELHI	Prof. Rajkumar Chauhan
90	P.RAHUL SINGH	MB207692	A STUDY ON PRODUCT PORTFOLIO ANALYSIS OF NANDINI MILK PRODUCTS AT BAMUL, BANGALORE	Dr. Purushottam Bung
91	PHALGUNI.P	MB207693	A STUDY ON ISSUES AND CHALLENGES FACED BY UCIL IN APPRAISING AND DEVELOPING THEIR EMPLOYEES THROUGH TRAINING	Prof. Rajkumar Chauhan
92	PRAJNA NAYAK	MB207694	A STUDY ON THE HIRING CHALLENGES IN MICROCHIP TECHNOLOGY INC	Dr. Padmalini Singh
93	PRAJNA SHETTY	MB207695	IMPLICATION OF GST ON AUTOMOBILE INDUSTRY WITH REFERENCE TO TATA MOTORS	Prof. A.Chandran
94	PRARTHANA SINGRI	MB207696	A STUDY ON CREDIT APPRAISAL PROCESS FOLLOWED AT VAIBHAVGIRI SOUHARDHA CREDIT CO-OPERATIVE BANK LTD,BANGALORE USING SWOC	Dr. Purushottam Bung

95	PRARTHANA UPADHYAYA	MB207697	A STUDY ON IMPACT OF CASH MANAGEMENT TOWARDS BUSINESS ACTIVITY AT PRAKASH RETAIL PRIVATE LIMITED	Dr. Padmalini Singh
96	PRASHANTH Y G	MB207698	A STUDY ON MARKETING CHALLENGES FACED BY SRI VINAYAKA INDUSTRIES, BANGALORE	Prof. Anitha BM D'Silva
97	PRATEEK PRABHU RAMANNAVAR	MB207699	A STUDY ON HR CHALLENGES AT CUREYA, UP	Prof. Sowmya D S
98	PRATEEKSHA R CHUNGANI	MB207700	A STUDY ON ISSUES IN INVENTORY MANAGEMENT PRACTICES AND SUPPLY CHAIN PERFORMANCE AT ANTHARBHAAVA FOUNDATION AN NGO ,BANGALORE	Prof. N. Nagasubba Reddy
99	PRATIK	MB207701	A STUDY ON SUPPLY CHAIN MANAGEMENT STRATEGY ADOPTED DURING BIG BILLION DAYS WITH SPECIAL REFERENCE TO FLIPKART.	Prof. A.Chandran
100	PRINSON DLIMA	MB207702	A STUDY ON THE BUSINESS MODEL OF VV AGRO PRODUCTS AT UDUPI USING BUSINESS MODEL CANVAS	Prof. Anitha BM D'Silva
101	PRIYANKA.A	MB207703	A STUDY ON CHALLENGES RELATED TO BRAND POSITIONING OF HEGDE FOOD PRODUCTS	Prof. Sowmya D S
102	PUNITHA K	MB207704	A STUDY ON ANALYSIS OF PERFORMANCE APPRAISAL PROCESS AND PRACTICES FOLLOWED AT IFB INDUSTRIES LTD, BANGALORE	Dr. Purushottam Bung

103	RACHANA.D	MB207705	A STUDY ON TRENDS AND BEST PRACTICES IN INDIAN AUDITING SYSTEM WITH REFERENCE TO CGS &CO, BANGALORE	Prof. Rashmi Shetty
104	RACHANA H. GOWDA	MB207706	A STUDY ON THE PROCESS OF GENERATING LEADS FOR ISOLATING DNA AS A PART OF GUINNESS RECORD WITH REFERENCE TO CAMBRIONICS LIFE SCIENCE, TAMIL NADU	Prof. Anitha BM D'Silva
105	RACHANA KUMARI	MB207707	A STUDY ON CHALLENGES FACED BY NARAYANA HRUDAYALAYA DURING THE INSURANCE CLAIM OF PATIENTS FINAL BILLING	Prof. Sowmya D S
106	RAGHAVENDRA J P	MB207708	A STUDY ON FACTORS AFFECTING THE PERFORMANCE AT CAREER DREAMS EDUCATION	Prof. Ramya S
107	RAHUL MONDAL	MB207709	A STUDY ON MARKETING STRATEGY ADOPTED DURING COVID-19 WITH SPECIAL REFERENCE TO PADMA INTERIOR DESIGN, BENGALURU	Prof. Dileep
108	RAHUL YALAVATTI	MB207710	A STUDY ON CHALLENGES IN INTERNAL AUDIT PROCEDURE WITH SPECIAL REFERENCE TO CA PADMINI V AND ASSOCIATES, BENGALURU	Prof. Dileep
109	RAKESH	MB207711	A STUDY ON THE CASH AND CARRY MODEL AT METRO CASH AND CARRY CENTER, BENGALURU.	Prof. Uma Sharma
110	RAKSHITH	MB207712	A STUDY ON INNOVATIVE MILESTONES ADOPTED IN THE PRODUCTION PROCESS AT GIRIJA TILES, PVT. LTD	Prof. Rashmi Shetty

111	RAKSHITH HEGDE	MB207713	A STUDY ON THE RESOLUTION PLANS FOR EMPOWERMENT OF SMES ADOPTED BY KVGB	Prof. Rashmi Shetty
112	RAKSHITH.S	MB207714	A STUDY ON ETHICAL COMMITMENT FOLLOWED AT WIPRO TECHNOLOGIES LTD.,	Dr. Santhosh. M
113	RAKSHITH.T.G	MB207715	A STUDY ON EMPLOYEE RETENTION POLICIES POST PANDEMIC AT SCIENS TECHNOLOGIES, HYDERABAD	Prof. Payal Jindal
114	ROHAN.R.R	MB207716	A STUDY ON FACTORS AFFECTING THE QUALITY OF DELIVERING E-LEARNING SERVICES AT TECH ERA	Prof. Ramya S
115	ROSHANI	MB207717	A STUDY ON CHALLENGES FACED BY THE COMPANY DURING THE UNPAID INTERNSHIPS FOR RECRUITMENT WITH SPECIAL REFERENCE TO TRIVAYU INFOTECH, BENGALURU	Prof. Dileep
116	ROSHANI MUTHRAJ	MB207718	A STUDY ON FACTORS AFFECTING THE RECRUITMENT PROCESS AT NAPROD LIFESCIENCE PVT LTD	Prof. Ramya S
117	RUBINA AFREEN	MB207719	A STUDY ON HONDA USING BUSINESS MODEL CANVAS IN BENGALURU	Dr. Jahnavi M
118	S.CHETHAN	MB207720	A STUDY ON CONFLICT MANAGEMENT SYSTEM FOR CROSS FUNCTIONAL ACTIVITIES AT TRITON VALVES LTD., MYSORE	Prof. Rashmi Shetty

119	SACHITH KUMAR	MB207721	THE CHALLENGES IN PROCESSING DIGITAL PAYMENTS-A STUDY AT SBI INDIA	Prof. Uma Sharma
120	SAHANA .M.S	MB207722	A STUDY ON CHALLENGES FACED FOR ARREARS COLLECTION AND NPA PREVENTION OF SURABHI CHIT LTD	Prof. Pooja Takalkar
121	SAKSCHI SINGH	MB207723	A STUDY ON RECRUITMENT DOCUMENTS PROCEDURE FOLLOWED AT LEARNOVATE, PUNE	Prof. Dileep
122	SAMIKSHA .S.SHETTY	MB207724	A STUDY ON THE PROBLEMS FACED BY MANAGERS AT CANARA BANK MANDAGADDE, SHIMOGA WHILE PROVIDING LOAN TO FARMERS	Dr. Noor Firdoos Jahan
123	SANDEEP H S	MB207725	STUDY OF FINANCIAL PERFORMANCE OF BIG BAZAAR-COMPARATIVE ANALYSIS OF PRE AND POST COVID PERIOD	Dr. Anupama K Malagi
124	SANTHOSH KIRAN.S	MB207726	A STUDY ON ANALYSIS OF BUSINESS MODEL ADOPTED BY EVERS ECOMMERCE PRIVATE LIMITED, PUNE USING LEAN MODEL CANVAS	Dr. Purushottam Bung
125	SARIKA MALLYA .U	MB207727	A STUDY OF LOANS AND ADVANCES OFFERED IN STATE BANK OF INDIA	Prof. A.Chandran
126	SATISHKUMAR K PILLE	MB207728	A STUDY ON THE FACTORS THAT RESULTS IN ATTRITION AT "EVERS E-COMMERCE PRIVATE LTD"	Dr. Santhosh. M

127	SHARAN BANDRAD	MB207729	THE BUSINESS PROCESS OF COOPERATIVE MILK FEDERATION - A STUDY AT KMF, BANGALORE.	Prof. Uma Sharma
128	SHARVANI M S	MB207730	A STUDY ON CHALLENGES FACED WHILE RECOVERING NPA FROM SBI BANK	Prof. Rajkumar Chauhan
129	SHASHANK Y	MB207731	A STUDY ON LOAN DEFAULTS AT COOPERATIVE BANK	Prof. A.Chandran
130	SHETTY LAVANYA SHEKHAR	MB207732	A STUDY ON PROCESSING OF LOANS AT AMPAR COOPERATIVE AGRICULTURAL SOCIETY	Dr. Padmalini Singh
131	SHISHIR S.ACHARYA	MB207733	A STUDY ON ITEM CREATION AND PURCHASE ORDER CREATION AND THE TOOLS USED IN MERCHANDISING AND MARKETING AT HUDSON'S BAY SERVICES PVT LTD	Prof. Payal Jindal
132	SHIVAKUMAR C H	MB207734	STUDY OF THE EXTERIOR EMULSION RANGE , FEATURES BENEFITS AND COMPRESSION WITH COMPETITOR PRODUCTS	Prof. A.Chandran
133	SHIVASUBRAMANYAM S PATANGI	MB207735	A STUDY ON MANUFACTURING AND OPERATIONS PROCESS AT I A METALS, BELAGAVI	Dr. Jahnavi M
134	SHREE VAISHNAVI SUTRAVE	MB207736	A STUDY ON PROJECT PLANNING AND CAPITAL BUDGETING IN KALPAS, HUBLI	Prof. Pooja Takalkar

135	SHRESTA B Bhat	MB207737	A STUDY ON THE RETAIL STORE MANAGEMENT PROCESS AT PRAKASH RETAIL PVT LTD, UDUPI.	Prof. Anitha BM D'Silva
136	SHRUTHI G	MB207738	A STUDY ON THE CHALLENGES FACED BY SAIRON ENGINEERING SOLUTIONS, BANGALORE IN THE GROWTH OF THEIR BUSINESS	Dr. Noor Firdoos Jahan
137	SHRUTHI.R	MB207739	A COMPARITIVE STUDY OF TRADITIONAL METHOD AND APP BASED TRANSACTION AT PCS SECURITIES LTD.	Dr. Anupama K Malagi
138	SIDDHANTH BAHRAT MUCHAKANI	MB207740	AN ORGANISATIONAL STUDY ON VIJAYKANT DAIRY AND FOOD PRODUCT PVT LTD, BELGAUM	Dr. Jahnavi M
139	SINDHU L DABEER	MB207741	A STUDY ON PRODUCTION CRISIS MANAGEMENT DURING THE PANDEMIC OF AN AUTOMOBILE SPARE PART MANUFACTURING COMPANY	Dr. Padmalini Singh
140	SIRISHA.K.J	MB207742	A STUDY ON INVESTOR DOCUMENTATION AND INVESTMENT AVENUES AT MMFSL	Prof. A.Chandran
141	SNEHA GOWDA R	MB207743	A STUDY ON HOW AUTOMOBILE DEALERS ARE HANDLING THE SEMICONDUCTOR CHIP SHORTAGE AT PAVAN HYUNDAI	Prof. Payal Jindal
142	SOUBHAGYA BHAT	MB207744	A STUDY ON TECHNIQUES OF LEAD GENERATION OF CUSTOMERS IN DANGURA DIGITAL, MANGLORE	Dr. Jahnavi M

143	SPARSHA.S	MB207745	A STUDY ON ASSEMBLY LINE OF CUSTOMIZED FURNITURE AT SPACE DESIGN FURNITURE AND FIXTURES INDIA PVT. LTD	Prof. Pooja Takalkar
144	SRILAXMI	MB207746	A STUDY ON RECOVERY OF LOANS AT HEBRI BANTARA SOUHARDA SHAKARI NIYAMITHA HEBRI- CORPORATIVE BANK, UDUPI	Prof. N. Nagasubba Reddy
145	SRIPOORNA INDURKAR	MB207747	A STUDY ON STATUTORY QUALITY REQUIREMENTS FOR PACKAGING OF IDLY AND DOSA BATTER	Prof. A.Chandran
146	SRUSHTI B R	MB207748	A STUDY ON SCREENING PROCESS OF CANDIDATES AT SCIENS TECHNOLOGIES LTD	Prof. Anitha BM D'Silva
147	SUBHASHINI K N	MB207749	A STUDY ON SOCIAL MEDIA MARKETING STRATEGIES AT V5 VD CONSTRUCTIONS PVT LTD, BANGALORE	Prof. Sowmya D S
148	SUHAS H	MB207750	A STUDY ON TIME MANAGEMENT TECHNIQUES FOR QUALITY IN PRODUCTION AT DYNAMATIC TECHNOLOGY, PVT. LTD.	Prof. Rashmi Shetty
149	SUHAS.M	MB207751	A STUDY ON ISSUES PERTAINING TO ATTRITION WITH SPECIAL REFERENCE TO LIVSPACE COMPANY,BANGALORE.	Prof. N. Nagasubba Reddy
150	SUHAS.N.K	MB207752	A STUDY ON COMPETITIVE STRATEGIES FOR CAR PERFUME PRODUCT OF MYSTIC AROMATICS AGAINST A CHINA MANUFACTURERS	Prof. Ramya S

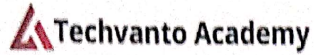
151	SUJAY SHAH	MB207753	A STUDY ON THE CHALLENGES FACED BY BSNL IN SUSTAINING THEIR BUSINESS IN THE TELECOM SECTOR	Dr. Noor Firdoos Jahan
152	SUJAYA BHAT	MB207754	A STUDY ON THE EFFECT OF EFFECTIVE IMPLEMENTATION OF SEO ON E-COMMERCE STORES WITH REFERENCE TO PINAKA PRIVATE LIMITED, BENGALURU	Prof. Dileep
153	SUKANNYA DALAL	MB207755	ANALYSIS OF INVOICE PROCESSING PROCEDURE OF AKTIS ENGINEERING SOLUTIONS PVT. LTD.	Prof. Uma Sharma
154	SUMIT NAGANATH	MB207756	RE-BRANDING STRATEGY OF E-COM COMPANIES - A STUDY AT BYDBYT.	Prof. Uma Sharma
155	SUPREETH.S	MB207757	A STUDY ON CHALLENGES FACED IN THE SALE OF HANDICRAFT PRODUCTS PRODUCED BY DIVYANGJAN	Dr. Anupama K Malagi
156	SURAJ.G.S	MB207758	STUDY ON CHALLENGES AND ISSUES FACED IN CASH MANAGEMENT AT SURABHI CHIT LTD DURING THE COVID-19 PANDEMIC	Prof. Rajkumar Chauhan
157	SURAJ.H.S	MB207759	A STUDY ON MINDSET OF INVESTORS TO INVEST IN CRYPTO CURRENCY IN SHIMOGA TOWN	Prof. Anitha BM D'Silva
158	SURAJ S P	MB207760	A STUDY ON ASSESSMENT SKILLS FOR WORKERS AT BAMUL BANGALORE DAIRY	Prof. N. Nagasubba Reddy

159	SWATI VINAYAK HEGDE	MB207761	A STUDY ON ADOPTION OF ATTENDANCE MANAGEMENT SYSTEM AT CGS & CO CA FIRM	Prof. Sowmya D S
160	TALWAR PRAVEEN GUDDAPPA	MB207762	A STUDY ON SALES AND MARKETING ANALYSIS OF RECRUITMENT MANAGEMENT PLATFORM AT HIREET.COM	Prof. Payal Jindal
161	TEJAS ROHIDAS BHANDARI	MB207763	A STUDY ON INCOME TAX PROCESSES AND EXEMPTIONS IN GURUPRASAD HEGDE AND COMPANY, SIRSI	Dr. Jahnavi M
162	TEJASHREE.R	MB207764	A STUDY ON RESOURCES ALLOCATION FOR SUSTAINABLE MANAGEMENT BY CONCORDE GROUP	Prof. Rashmi Shetty
163	TEJASHWINI LOKAPURAMATH	MB207765	A STUDY ON STRATEGIES FOR ATTRACTING NEW CLIENTS FOR V. G. BODE & CO., BANGALORE	Prof. Ramya S
164	TEJASVI GANGADHAR ANGADI	MB207766	A STUDY ON CHALLENGES FACED BY ANIMAL FEEDS SECTOR DUE TO THE PANDEMIC	Prof. Pooja Takalkar
165	TEJASWINI PRASANNA HEGDE	MB207767	A STUDY ON HR BEST PRACTICES AND CULTURE FOLLOWED AT LOKOZO TECHNOLOGIES PVT. LTD.	Prof. Dileep
166	TRIPURESH TIWARI	MB207769	EDUTECH COMPANIES IN THE POST PANDEMIC MARKET -A STUDY IN BANGALORE	Prof. Uma Sharma

167	TRIVADAN M HEGDE	MB207770	A STUDY ON THE POLICIES OF RETENTION ADOPTED BY TSS LTD, SIRSI	Prof. N. Nagasubba Reddy
168	ULLAS SHRIPAD SHET	MB207771	A STUDY ON MANAGEMENT SYSTEMS FOR ENSURING BETTER FINACIAL PERFORMANCE AT M N CHEMICAL LTD, KUMTA	Prof. Payal Jindal
169	VAIBHAV MALAVIYA	MB207772	A STUDY ON SYSTEM ADOPTED FOR SELECTING MBA INTERNS IN SOUTH BANGLORE	Dr. Jahnavi M
170	VARSHA BIRADAR	MB207773	A STUDY ON PRE AND POST COVID BUSINESS AND COLLECTION PERFORMANCE OF AUTO SECTOR DIVISION OF MMFSL	Prof. Pooja Takalkar
171	VARSHA.K	MB207774	A STUDY ON COMPLIANCE WITH KYC - AML GUIDELINES BY BRANCHES WHILE OPENING ACCOUNTS AT BANK OF BARODA	Dr. Santhosh. M
172	VELUGU SUJANI KRISHNA	MB207775	A STUDY ON PROBLEMS ENCOUNTERED WHILE BUYING PRE -OWNED BOOKS THROUGH E-COMMERCE PLATFORM OF LEARNOVATE.	Dr. Santhosh. M
173	VIKAS SETH	MB207776	A STUDY ON PROBLEMS FACED BY ZARA IN DISPOSING THE REJECTED STOCK	Dr. Santhosh. M
174	VINAY KUMAR G S	MB207777	THE STUDY ON THE PROBLEMS FACED BY MACTECH ENGINEERING RELATED TO DELIVERY OF FOUNDRY PRODUCTS TO ITS CLIENTS DURING THE COVID-19 CRISIS.	Prof. Rajkumar Chauhan

175	VINAYAK GOLIHALLI	MB207778	A STUDY ON PROCESS ADOPTED IN RESOLVING EMPLOYEE GRIEVANCES IN PVR CINEMAS, BANGALORE	Prof. Rajkumar Chauhan
176	VINAYAK SUBRAY BHAT	MB207779	A STUDY ON PROCUREMENT CHALLENGES FOR PRODUCT AND SERVICE AT SALES YARD AND TRADING AT TSS LTD SIRSI	Dr. Padmalini Singh
177	YASHASWINI V	MB207780	A STUDY ON PROBLEMS FACED BY THE EMPLOYEES DURING THE WORKING PERIOD IN TRAVELLERS MIND PRIVATE LIMITED	Dr. Padmalini Singh

INTERNSHIP CERTIFICATE



R-7, Techvanto Pvt. Ltd,
M.G.Road, Ghitorni,
New Delhi, Delhi-110030. India

17th Nov'21

TO WHOMSOEVER, IT MAY CONCERN

This is to certify that **Nishant Kumar Sharma** was employed as a **Business Development Intern** with our Company **Techvanto Private Limited**. We certify that she has worked with the company from Oct 5, 2021, to Nov 11, 2021.

Her contributions to the organization and its success will always be appreciated. We at Techvanto wish her all the best for her future endeavors. Please feel free to contact us for any information.

For Techvanto Private Limited

Sincerely

For Techvanto Private Limited
Hr Department



Techvanto Academy
M.G.Road, Ghitorni, New Delhi 110030
E-mail hr@techvanto.com | M: +91-9392966225
www.techvantoacademy.com

T&C Apply



Date: 26 Oct 2021

EXPERIENCE CERTIFICATE
TO WHOMSOEVER IT MAY CONCERN

Employee No. 2133065

This is to certify that Mr. V Arvindraj was employed with TeamLease Services Limited from 26 Jul 2021 to 25 Oct 2021 FTC Trainer. He was deputed to Instakart Services Pvt Ltd during this period.

He was conscientious and committed to his work during his tenure with us. We wish him very best in all his future assignments.

Yours sincerely,

For TeamLease Services Limited

(Authorized Signatory)

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TeamLease Services Limited, CIN No. U74140MH2000PTC124003





VIJAYKANT DAIRY AND FOOD PRODUCTS LTD

Reg. office : 7309, Anjaneya Nagar, Belagavi -590016
Dairy : Neginhal, Tq : Bailhongal, Dist: Belagavi

www.adityaamilk.com
Email: adityaamilk@vijaykantdairy.com

CIN:U 51201KA2004PLCO34702

Ref.No.:

Date : 31.10.2021

CERTIFICATE

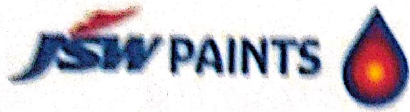
This is to certify that **Mr. Siddhant Muchakani** student of RV Institute of Management studying MBA. First year for the academic year 2020-21 has successfully completed project report on "**ORGANIZATION STUDY**" in our Organization from 01/10/2021 to 31/10/2021

During the course of the project work, we found him to be sincere, efficient and hard working.

We wish him all the best for his future endeavors.

HR Manager,
A N Pathan.





Date: 10th Nov 2021

INTERNSHIP CERTIFICATE LETTER

TO WHOMEVER IT MAY CONCERN

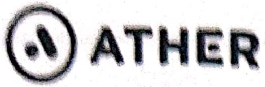
This is to certify that Mr. Mohammed Mohasin Yarnal, Reg no. MB207681, a student from R.V Institute of management, Bangalore has completed one month internship from 1st October 2021 to 31st November 2021. During the period of Internship his character is found good.

We at JSW paints wish her success in all her academic and future endeavours.

Aijaz Ahmed Maniyar

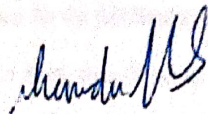
Jsw paints authorized dealer





CERTIFICATE BY EXTERNAL MENTOR

This is to certify that Mr/Mrs Mayur KS (Reg No: MB2076761) of RV Institute of Management College, has undertaken Project on the topic E-Mobility: Challenges and Opportunities for e-Bikes in India between 4-Oct-2021 and 3-Nov-2021 under my mentorship.

Signature: 

Date: 17/01/2022

Seal **BIA VENTURES PRIVATE LIMITED**
No. 292, 15th Cross, 5th Phase, J P Nagar,
Bangalore - 560 078.

Bia Ventures Private Limited

No 292, 15th Cross, 5th Phase, J P Nagar, Bangalore - 560 078.

292, 15th Cross, 5th Phase, J P Nagar, Bangalore - 560 078. Kanakapura Main Road, Rajuvanshalli, Uttarahalli Hobli, Bangalore - 560 062.





Avetti Commerce

IN CLOUD, ON SITE, HYBRID ECOMMERCE & MARKETPLACES

AVETTI COMMERCE PVT LTD

Date: 13-01-22

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Karuna V Divate (USN: MB207661) pursuing MBA from RV Institute of Management, Bangalore, has successfully completed her project report at 'Avetti Commerce Pvt Ltd., Hyderabad', from 1st October 2021 to 30th October 2021 under my mentorship. She has successfully completed the internship and organization study. Her conduct during the Internship Project at our organization was good.

Signature:

Iqbal Ahmed
Program Manager



Company's Certificate



CERTIFICATE OF ACHIEVEMENT

WE PROUDLY AWARD

Karnika Mridul

as participated in the webinar on Compensation structure, Recruitment, Performance Management System, Competency Mapping & HR Policy held by Learnovate Ecommerce during his /her internship period.


RAVI SINGH
FOUNDER



11 NOVEMBER 2021

IOVATE ECOMMERCE

We present this certificate to

Karnika Mridul

in appreciation for your work as a HR (TEAM LEADER) Intern at Learnovate. You have shown true commitment and diligence during the course of this internship and have successfully completed all the assigned tasks.

The internship was conducted between 11/10/2021 to 11/11/2021



11 NOVEMBER 2021


RAVI SINGH
FOUNDER
www.learnovateecommerce.com

VIKAS COMPOSITES
MANUFACTURERS OF FRP COMPONENTS



Ref.

Date : 24/12/2021

CERTIFICATE

This is to certify that Mr. Malender S Deyannavar MBA 3rd Semester student of RV Institute of Management Bangalore has successfully completed project work on "Cost Audit" in our Organization for a period of 10th October 2021 to 24th December 2021.

During his training period, we found him sincere & Hard Working. We wish him all the best for great future ahead.



[Handwritten signature]

INTERNSHIP CERTIFICATE



Padmini V and Associates Chartered Accountants

Email ID: Padminisrao@gmail.com Phone no: +91 98861 96930

Sub: Internship Completion Letter

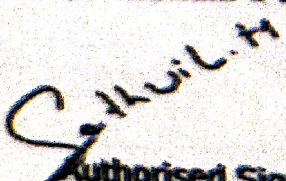
We are glad to inform **Ms Meghana Vinayak Hegde** has successfully completed internship at our firm for the period **01.10.2021 to 31.10.2021**. Her topic of internship was "Analysis of Overheads in Auma India Pvt Ltd, Peenya" at Auma India Pvt Ltd, Bangalore.

During the internship, she was exposed to the various overheads department in Auma India Private limited.

We found her extremely inquisitive and hard working. She was very interested to learn the functions of the work assigned to her and also willing to put her best efforts and get in to the depth of the subject to understand it better

Her association with us was very fruitful and we wish her all the best for her future endeavours.

For Padmini V and Associates


Authorised Signatory
Sathwik Mankari

Place: Bangalore
Date: 02.11.2021



UNIVERSITY CERTIFICATE

Date: 16th Nov 2021

INTERNSHIP CERTIFICATE LETTER

TO WHOMEVER IT MAY CONCERN

This is to certify that Ms. Chaithanya B.K, Reg no. MB207633, a student from R.V institute of management, Bangalore has completed one month inte, from 16th October 2021 to 16th November 2021. During the period of internship her character is found good.

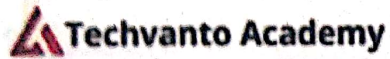
We at Unschool wish her success in all her academic and future endeavours.

Gunveen Kaur

Youth leader

Unschool.in





R-7, Techvanto Pvt. Ltd,
M.G.Road, Ghitori,
New Delhi, Delhi-110030. India

17th Nov'21

TO WHOMSOEVER, IT MAY CONCERN

This is to certify that **Jagrity** was employed as a **Business Development Intern** with our Company **Techvanto Private Limited**. We certify that she has worked with the company from **Oct 5, 2021, to Nov 11, 2021**.

Contributions to the organization and its success will always be appreciated. We wish her all the best for her future endeavors. Please feel free to contact us for more information.

For Techvanto Private Limited

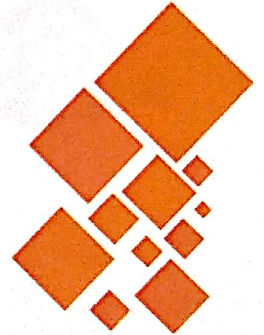
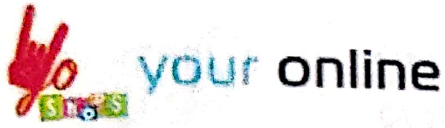
Sincerely

For Techvanto Private Limited

Hr Department



TA



UAM: TN02D0045162

06/11/2021

TO WHOM IT MAY CONCERN

We at Yoshops are glad to inform you that **M JANANI PRIYA** has completed her Human Resource internship from **05/10/2021 to 05/11/2021**.

We found her extremely inquisitive, hard-working, and creative. He was enthusiastic to learn and put in her best efforts to deliver results and in the process gained in-depth knowledge of the subject.

Her association with us was very fruitful and we wish her all the best for her future endeavors.

Prabeen Kumar Patra

Prabeen Kumar Patra

(Independent Director)

DIN: 07718328



Hegde Food Products

No 455, Gangival Village, Raynal Post, Devaragudihal Road
Hubli 580024 Karnataka India Ph: 080-25613112 , 9591496250
website: www.hegdefoodproducts.com
email: customercare@hegdefoodproducts.com

An ISO 9001:2015 & ISO 22000:2005 certified Company , Certified by KVIB

Private & Confidential

Ref : HFP/INT/BLR

Dated : November 7, 2021

Internship Certificate

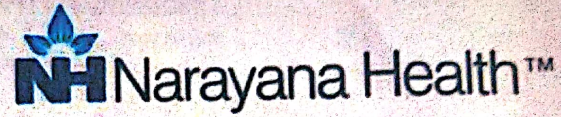
This is to certify that Ms. Priyanka A bearing register number MB207703 of RV Institute of Management-Bengaluru, had undertaken an internship project at our organization from 1-10-2021 to 1-11-2021.

She has completed the internship and organization study successfully and her conduct during the internship at the organization was good.

We wish success for all her future endeavors.

Authorized Signature

HR Dept



Date:2/11/2021

This is to certify that Ms. Rachana Kumari from RV institute of management Bangalore, has completed her project with Narayana Hrudayala. Ltd Bangalore, the duration of project from 1st October 2021 to 31st October.

The project assigned to her was, "A STUDY ON CHALLENGES FACED BY NARAYANA HRUDAYALAYA DURING THE INSURANCE CLAIM OF PATIENTS FINAL BILLING". Under the guidance of Mr. Sirshendu Mookherjee

We appreciate the effects put it.

For Narayana Hrudayalaya Ltd,
Bangalore.

A handwritten signature in black ink, appearing to read 'Sirshendu'.



Sirshendu Mookherjee

Group Head - Human Resource





V5VD Constructions Pvt. Ltd.

Winds of change 2nd cross Jyithipuram, Talaghattapura,
Bengaluru, Karnataka 560062
email - samil@v5virtualdesign.com
Ph. No. - 9686238306

Date: 12/11/2021

TO WHOM SO EVER IT MAY CONCERN

This is to certify that Ms. *Subhashini K N*, 1st year MBA student at RV Institute of Management, Bengaluru has successfully completed the project work entitled "*A Study on Social Media Marketing Strategies at V5VD Constructions Pvt. Ltd.*" at V5VD Constructions Pvt. Ltd., Bengaluru – 560062 during the month of

She studied and analyzed various social media marks used at our organization. Her conduct during and progress during the period was found to be **SATISFACTORY**.

For V5VD CONSTRUCTIONS
PRIVATE LTD.
R. J. B.



CERTIFICATE FROM COMPANY



KTIPL/Internship/2020-21

Date: 01/11/2021

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Chetana S. student of RV Institute of Management, Bengaluru has successfully completed her internship in our organization for a period from 1st October 2021 to 31st October 2021.

She has completed the internship in Krush Tar Industries Pvt. Ltd., Jayanagar branch with full dedication and within timelines.

W.
Krush Tar Industries Pvt. Ltd.,


General Manager

KRUSH TAR INDUSTRIES PVT LTD
Regd. Off : Plot No. 150, survey No. 264/265,
Belur Industrial Area, Dharwad 580011 .
Karnataka, India
E-mail : krushdwd@gmail.com
Cell No. : 8722610222, Phone : 0836 2486656

CORPORATE OFFICE ADDRESS :
KRUSH TAR INDUSTRIES PVT LTD
#289/B, 9th 'A' Main, 5th Block, Jayanagar,
Bangalore - 560 041 .
Website : www.krushindustries.in
Email krushtar@gmail.com Ph : 080 22452424



CA Guruprasad Hegde, B.Com. F.C.A
Guruprasad Hegde & Company
CHARTERED ACCOUNTANT
Chowkimath, Sirsi [N.K.] 581 401

STD: 08384

Office: 227289

Mob: 9538097496

Email: guruprasadahegde@gmail.com

CERTIFICATE

This is to certify that Tejas Rohidas Bhandari Register No MB207763 of R.V. Institute of Management, Bangalore, had undertaken an internship project of our Organization from 1st October 2021 to 31st October 2021. He has completed the internship successfully and conduct during the internship at the Organization was good.

Date : 2/11/2021

Place: Sirsi



FOR GURUPRASAD HEGDE & CO

Guruprasad Hegde
CA GURUPRASAD HEGDE
PROPRIETOR
M.NO. 233148. FRN. 015189





UMEED-A DROP OF HOPE

Registered under Societies Registration Act 1860, 1960 as a National NGO Regn. No. 2/753/Gen. Secy/2012

Ref.No: "UD21/F1-2421"

Date: 29-10-2021

TO WHOM IT MAY CONCERN

This is to certify that **Mr. VAISHAV MALAVIYA SO to: VIPIN KUMAR RAMDAS MALAVIYA** undertook training in "UMEED A DROP OF HOPE" from Sept 30, 2021 to Oct 29, 2021 which works for Education, Human Rights, Women & Child Welfare, Environment & Slum and Rural Development.

As an intern he is prepared himself for the service of beings. The serenity of being an intern is a milestone of marking.

Verified and recognized the successful completion of internship in NGO Management with attainment of proficiency in Media Department, HR, Marketing & Promotion, Environment and Finance. I recommend him at your esteemed organization. He is a team player and would make a great asset to any organization as well as institute. We wish him all the best for his future endeavors.

We are evaluating his work done under the 30 days Internship as under:

(4.7/5)

Sincerely,

Subhrajit Gautam



Dated: 26th November, 2021

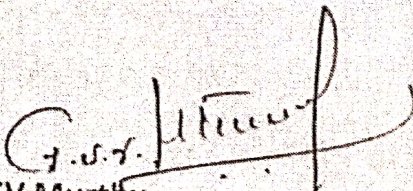
IFB

IFB Industries Limited
18/17, Varadwathi Industrial Estate
Off : Whitefield Road, Mahalingapur Post,
Bangalore - 560 046.
Phone : +91-886-3122 9920
Fax : 080-30589611

INPLANT TRAINEE CERTIFICATE

This is to certify that Ms. Punitha K , Reg. No: MB207704 Student of R V Institute of Management has undergone in plant training in our Organization From 01st -10-2021 to 31st -10-2021 and submitted a report to us. We found her to be Sincere during the above period and shown interest to gain knowledge with guidance of our Staff. We wish her all the success in her academic pursuit & professional Career.

For IFB Industries Limited


GSV Murthy
Head – HR & Admin.



Date: 09.11.2021

CERTIFICATE

TO WHOM SO EVER IT MAY CONCERN

This is to certify that AJEY M, REG. No MB207612 an MBA student of R. V. INSTITUTION OF MANAGEMENT BANGALORE, has done an Internship/Project report entitled "A STUDY ON ANALYSIS OF INVESTMENT AVENUES FOR THE RETAIL INVESTORS USING RISK RETURN TRADEOFF MATRIX WITH REFERENCE TO SKW INVESTMENT ADVISER" at SKW Investment Adviser, Bangalore, during the period 01st OCT 2021 to 31st OCT 2021 in our Wilson Garden branch, Bangalore, under the guidance of Mr. SUMIT WAGHMARE, DIRECTOR of SKW Investment Adviser, Bangalore.

He has completed the project work and submitted on the same.

We wish him all the best for future Endeavors.

FOR SKW INVESTMENT ADVISER, BANGALORE

Sumit Kumar Waghmare

Director





☎ : (08258) 298030/298830

ರಾಜಾಪುರ ಸಾರಸ್ವತ ಕ್ರೆಡಿಟ್ ಕೋ - ಆಪರೇಟಿವ್ ಸೊಸೈಟಿ ಲಿ. ಡಿ. ನಂಬ್ರ, 22291

ಕೇಂದ್ರ ಕಛೇರಿ : 'ಸಾರಸ್ವತ ಸೌಧ', ಜೋಡುರಾಸಿ, ಅಂಚೆ : ಕುಕ್ಕುಂದೂರು - 576117, ಕಾರ್ಕಳ ತಾಲೂಕು, ಉಡುಪಿ ಜಿಲ್ಲೆ.

Rajapura Saraswatha Cr. Co-Op. Society Ltd. Reg. No. 22291.

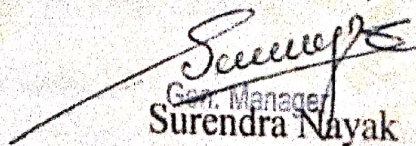
Reg. Off. Saraswatha Soudha, Jodurasihe, P.O. Kukkundoor - 576117, Karkala Tq. Udupi Dist.

CERTIFICATE

This is to certify that **Mr. Shashank Y** having Registration No. MB207731, a MBA student of **R V Institute of Management Bangalore**, had taken up the project titled "A Study on LOAN DEFAULTS AT CO-OPERATIVE BANK" during the academic year 2021-22.

He has been sincere in his efforts to understand the subject and we wish his all the success in his future endeavours.

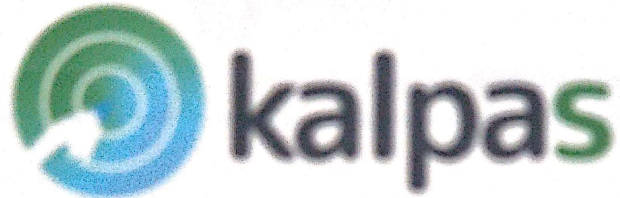
For Rajapura Saraswatha
Credit Co - Op. Society Ltd.


Gen. Manager
Surendra Nayak
(C.E.O.)

Place: Karkala

Date: 06/11/2021

EXTERNAL GUIDE CERTIFICATE



KALPAS Innovations Pvt. Ltd.,
KJ.S.E.C.THE, KJ.A.T.S.U Campus,
Vidyamangal, Hubballi - 580021

CERTIFICATE

This is to certify that, Miss. Shree Vaishnavi Sathara, M.B.A. II Sem, UIN MB207726,
student of RV Instt ~~ant, Bangalore,~~ has undergone ~~STUDY~~
ON PROJECT PLANNING AND CAPITAL BUDGETING AT KALPAS PVT. LTD.,
HUBLI From 05-10-2021 to 05-12-2021. Her work was satisfactory during this period. We
wish her all the very best for her future endeavours.

For Kalpas Innovations Pvt. Ltd.


KISHORE KULKARNI
Director

INTERNSHIP CERTIFICATE



Padmini V and Associates Chartered Accountants

Email ID: Padminisrao@gmail.com Phone no: +91 98861 96930

Sub: Internship Completion Letter

We are glad to inform **Ms Anusha Raghavendra Hedge** has successfully completed internship at our firm for the period 01.10.2021 to 31.10.2021. Her topic of internship was "A study on issues and challenges faced by the auditors for verification of documents maintained by HR department" at Auma India Pvt Ltd, Bangalore.

During the internship, she was exposed to the various activities in Human Resource department and there functioning.

We found her extremely inquisitive and hard working. She was very interested to learn the functions of the work assigned to her and also willing to put her best efforts and get in to the depth of the subject to understand it better

Her association with us was very fruitful and we wish her all the best for her future endeavours.

For Padmini V and Associates

Sathwik Mankari
Authorised Signatory
Sathwik Mankari



CERTIFICATE FROM EXTERNAL MENTOR

Mahindra FINANCE

Mahindra & Mahindra
Financial Services Limited
3rd Floor, Level 4, Rear Block
Carex Centre, New No. 244
(Old No. 713) Mount Road
Thousand Lights
Chennai - 600 006

Phone : 91-44-4227 6000

Date: 20th January 2022

To whom it may concern

This is to certify that Ms. Pranathi C has undertaken an internship in Human Resources Department at Mahindra & Mahindra Financial Services Limited, Bangalore from 4th October 2021 to 31st October, 2021.

During this period, she exhibited great interest and enthusiasm towards carrying out the department related tasks. We wish her all the best for her future endeavors.

We wish her all the success in her future endeavors.

For MAHINDRA AND MAHINDRA FINANCIAL SERVICES LIMITED.



AUTHOR

INTERNSHIP CERTIFICATE



I. A. METALS

Manufacturers Supplier's of Machined Graded Cast Iron,
S. G. Iron & Alloy Steel Castings

E-mail : iametalsbelgaum@gmail.com

Sr. No. 612, Near H. P. Godown, Machhe Industrial Estate, Machhe, Belagavi - 590014

Call : 9822419399
9822419399
9822419399
9822419399

Date : 3/10/2021

Ref. No.

CERTIFICATE

This is to certify that **Mr. Shivasubramanyam S. Patangi** bearing Registration Number MB207735 student of R. V. Institute of Management, Bangalore, has undertaken an internship project at our company on the topic "**A STUDY ON CHALLENGES IN MANUFACTURING AND OPEARATIONS PROCESS AT I. A. METALS BELAGAVI**" during the period from 1.10.21 to 31.10.2021. he has completed his internship successfully under my mentorship.

We wish him all the best in his career ahead



Abdullah Mujawar
(Executive Director)

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