

SUPPORTING DOCUMENTS

**CRITERION 1**

**1.1.3. Average percentage of courses having focus on employability/ entrepreneurship/ skill development offered by the institution during the last five years**

SUBMITTED TO

NATIONAL ASSESSMENT AND ACCREDITATION COUNCIL

BY



***N. L. Dalmia***<sup>®</sup>

***Institute of Management Studies and Research***

*(A School of Excellence of N. L. Dalmia Educational Society)*

**N. L. DALMIA INSTITUTE OF  
MANAGEMENT STUDIES AND RESEARCH**

FOR

**NAAC ACCREDITATION SECOND CYCLE 2022**



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**MOU's with organizations to conduct  
courses having focus on employability/  
entrepreneurship/ skill development**



## Supporting Documents

### 1.1.3. Average percentage of courses having focus on employability/ entrepreneurship/ skill development offered by the institution during the last five years

Sr. No.	Details
	<b>MOU's with organizations to conduct courses having focus on employability/ entrepreneurship/ skill development</b>
1	MOU with Forevision for Certificate Program in Business Analytics - Advanced Excel
2	MOU with Business Think Learning Solutions for Capstone Business Simulation Certification
3	MOU with ForeVision for Data Analytics with Python & R
4	MOU with ForeVision for Data Visualization with Tableau & Power Bi Certification
5	MOU with Bloomberg for Certification Programs



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**MOU with Forevision for Certificate Program in  
Business Analytics - Advanced Excel**



**FOREVISION**

# BUSINESS ANALYTICS – ADVANCED EXCEL FOR MANAGERS

“ The goal is to turn data into information, and information into INSIGHT”

- Carly Fiorina, Former CEO of HP



# Business Analytics – Advanced Excel for Managers

## ForeVision Corporate Profile

### About ForeVision

- ❑ Skills Enhancement **Training & Consulting** Organization
- ❑ Enhancing Performance by **Developing Competencies**
- ❑ **Hands-on, Practical & Activity Based Learning** with **Industry Exposure**
- ❑ **Trainer Pool** of Working Professionals from Leading Organizations & Top Institutes
- ❑ Customized Trainings with Online Support
- ❑ ForeVision Training Centers in Mumbai, Delhi & Bengaluru
- ❑ High quality Learning experience with **80% repeat customers**

### Few of Our Clients



9+

Years of Training  
Experience

80+

Institutes & Corporate  
Clients

18000+

Happy & Satisfied  
Learners

4.6+ / 5

Avg Feedback Rating

# Business Analytics – Advanced Excel for Managers

## Case study based approach and hands-on experience

### Course Module & Features

- ❑ Excel Overview & Basic Excel tools
- ❑ Basic & Advanced Excel Formulae
- ❑ Nested & Dynamic Formulas
- ❑ Charts – Basic, Multi Axis, Advanced & Dynamic
- ❑ Pivot Table, Pivot Charts & Pivot Dashboards
- ❑ Business Simulations – Sensitivity Analysis / Scenario Manager / Solver
- ❑ Management Dashboards
- ❑ Macro Recording, Macro Objects & VBA Coding
- ❑ Shortcut techniques for easy working
- ❑ Case Study based extensive hands on learning
- ❑ Wide range of managerial examples
- ❑ Access to Online Course

### Overview

- ❑ Excel is one of the most widely used tool in corporates across sectors and across functions
- ❑ It has always been user friendly and feature rich and now has been expanded to provide an even wider array of tools helping businesses right from simple work to complex problem solving and decision making
- ❑ Excel has become an integral part of everyday operations, making it a necessity for continuous flow of business

### Why Excel?

- ❑ Corporates feel that a proper understanding of an Analytical tool like Excel helps in better **Conceptualization of Business Problems** and helps one to provide better solutions to companies
- ❑ Corporates also believe that they will **Save a lot of time, cost and energy** if new recruits are well versed with Excel
- ❑ In an online B-School Survey we found that only 15% of the students were confident about Excel Skills
- ❑ Students felt that a hands on experience in Excel is a must and it is very important to know the various features that a tool like Excel can provide and how the same can be used to provide effective and efficient solutions to Business Problems

# Business Analytics – Advanced Excel for Managers

Training workshop full of practical case studies, exercises & live demos for maximum benefit

## Module 1 – Excel Overview, Basic Excel Tools

- ❑ Introduction to Excel - Menu commands / Formatting functions
- ❑ Cell Referencing - Relative / Absolute / Mixed
- ❑ Conditional Formatting - Basic rules / Advanced Formula based rules for different applications / Managing rules / Data Bars / Colour Scales / Icon Sets
- ❑ Paste special - Basic / Operations
- ❑ Data Sort & Filter - Basic & Multiple

## Module 2 - Basic & Advanced Formulae

- ❑ Basic & Logical Functions – IF / AND / OR
- ❑ Nesting of Formulas – NESTED IF
- ❑ Numeric & Statistical Functions – COUNT / COUNTA / SUMIF / SUMIFS / CORRELATION /
- ❑ Lookup Functions – VLOOKUP / HLOOKUP
- ❑ Dynamic Lookups - MATCH & INDEX
- ❑ Date & Text Functions – EDATE / EOMONTH / UPPER / CONC
- ❑ Trace Precedents & Dependents / Formula Evaluation
- ❑ Name Manager & Application of defining names

## Module 3 - Advanced Excel Tools, Business Analytics & Simulation

- ❑ Data Validation – Creating dynamic Data
- ❑ What if Analysis - Goal Seek / Sensitivity Analysis
- ❑ Protection of worksheet & workbook with exceptions

## Module 4 - Visualization Charts, Pivot Tables & Management Dashboards

- ❑ Creating Chart and Graphs - Bar Charts, Line Charts, Scatter Charts, etc.
- ❑ Designing charts / Modifying chart options
- ❑ Special Charts – Candle Stick / Bubble / Waterfall / Gantt / Radar / Pareto
- ❑ Pivot Tables - Creating & updating Pivot Tables / Performing Calculation / Grouping options / Value Field Settings / Sorting & Filters in pivot tables
- ❑ Pivot Charts / Slicer / Timelines / Linking Multiple Pivot Tables
- ❑ Management Dashboards



# Business Analytics – Advanced Excel for Managers

## Preview

### CONDITIONAL FORMATTING

Sr. no.	Name of the assessee	Net Taxable Income (Rs.)	Tax slabs	
1	Aarti	2,89,533	Upto 2,50,000	No tax
2	Aarushi	3,72,731	2,50,001 - 5,00,000	5%
3	Abha	8,60,478	5,00,001 - 10,00,000	20%
4	Abhash	3,01,988	More than 10,00,000	30%
5	Abhilash	12,51,998		
6	Abhinandan	7,28,912		
7	Aditi	1,27,520		
8	Aditya	4,42,571		
9	Ahmed	9,84,741		
10	Aishwarya	4,28,411		
11	Akansha	5,93,856		
12	Aksha	15,54,716		
13	Amey	9,84,842		
14	Amruta	8,15,491		
15	Anahita	4,22,169		
16	Anant	3,27,520		

Use Conditional Formatting to easily Group Data for better analysis and data management

# Business Analytics – Advanced Excel for Managers

## Preview

### FORMULAE – BASICS TO ADVANCED

Absolute & Mixed Referencing to ease calculations

	10%	20%	30%
100	=H\$17*\$G18		30
200	20	40	60
300	30	60	90

IF & NESTED IF

Employee Name	Salary p.m.	Grade
Salman	45000	=IF(I6>100000,\$I\$15,IF(I6>50000,\$I\$14,\$I\$13))

Date Formulae

PROJECT FINANCING		
Start of construction	01-10-15	01-10-15
Construction Period (months)	18	18
Project Completion Date	31-03-17	=EDATE(U5,U6)
Rupee Term Loan - Start Date	01-10-15	=U5
Tenor (years)	7	7
Rupee Term Loan - End Date	30-09-22	=EOMONTH(U8,U9*12)

VLOOKUP – Simple to Complex

Date	ICIC Bank	HDFC Bank
5-Feb-16	1073.3	643.4
5-Mar-16	1021.65	632.5
5-Apr-16	945.45	621.2
5-May-16	806.7	681.05
5-Jun-16	952.85	688.05
5-Jul-16	1010.65	665.45

=VLOOKUP(V7,\$B\$5:\$Q\$255,5,TRUE)

Using Formulae for Basic to Advanced Operations and eliminating human error. Thus improving efficiency and effectiveness

# Business Analytics – Advanced Excel for Managers

## Preview

### FORMULAE – NEXT LEVEL

#### INDEX & MATCH

Scrip code	Company	Beta Values	Returns (1 year) (%)	Weightage (%) in SENSEX as on 31/12/2016	Rank by Return
500875	ITC LTD.	0.5	27.92%	9.25%	5
500325	RELIANCE	1.25	-24.11%	9.24%	25
500209	INFOSYS LTD	0.97	-15.26%	8.28%	17
500180	HDFC BANK	0.92	18.26%	7.00%	6
532174	ICICI BANK	1.52	-20.89%	7.00%	21
500010	HDFC	0.93	-4.48%	6.84%	11
532540	TCS LTD.	0.95	6.99%	5.03%	8

Rank	Company Name
24	=INDEX(\$A\$42:\$F\$71, MATCH(H49,\$F\$42:\$F\$71,0),2)
19	BHARTI ARTL
3	SUN PHARMA.
28	STERLITE IN

#### Complex Formulae for Easy Solutions

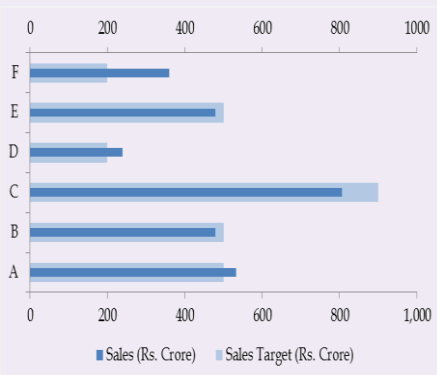
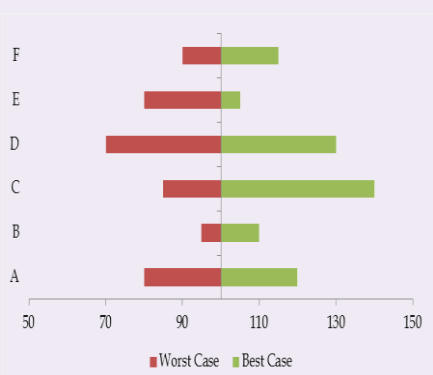
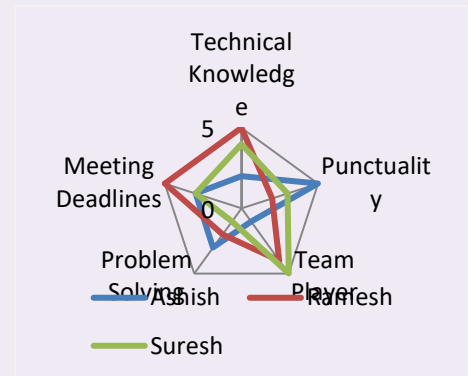
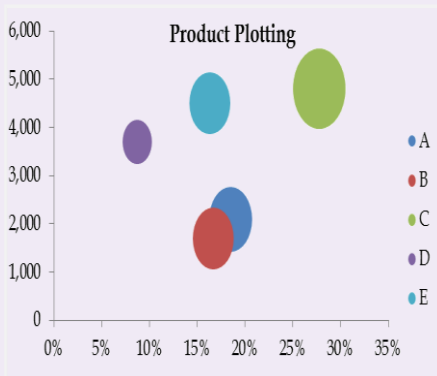
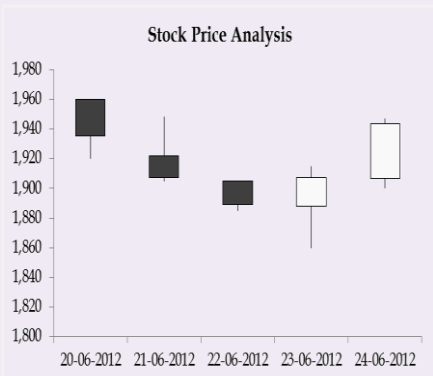
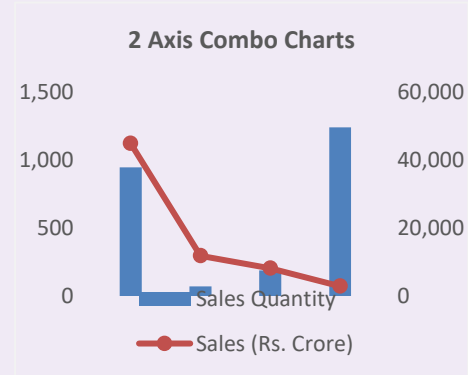
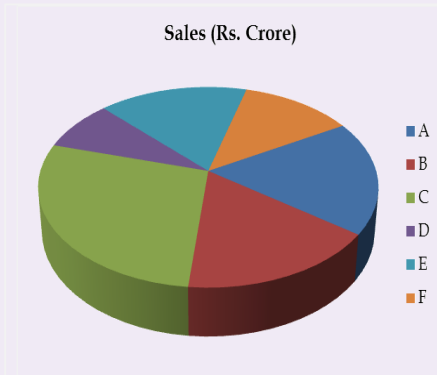
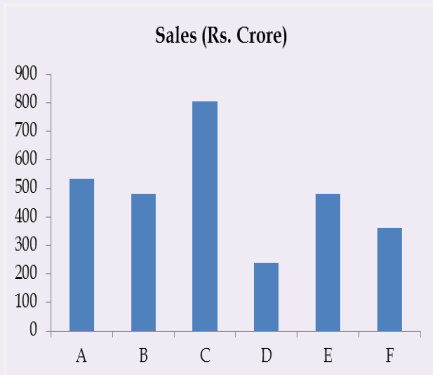
SIP			
Date	Close Price	High PP	Traded Qty
1-Jan-16	=VLOOKUP(\$K6,'Lookup Data'!\$A\$6:\$H\$255,		
5-Feb-16	MATCH(Lookup!L5,'Lookup Data'!\$A\$6:\$H\$6,		
5-Mar-16	0),FALSE)		
5-Apr-16	945	970	3,26,098
5-May-16	807	820	3,59,631
5-Jun-16	953	973	3,04,407
5-Jul-16	1,050	1,053	6,32,748

Using Formulae for Basic to Advanced Operations and eliminating human error. Thus improving efficiency and effectiveness

# Business Analytics – Advanced Excel for Managers

## Preview

### CHARTS – BASIC TO CREATIVE

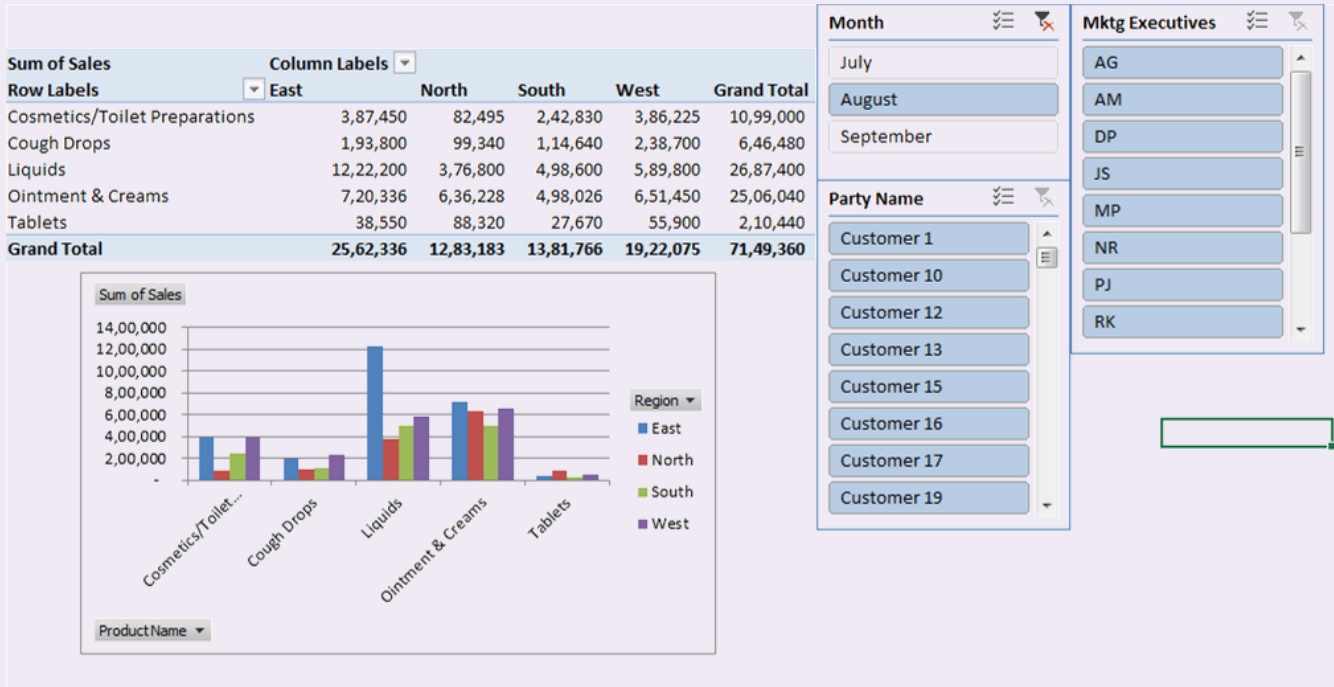


Business Presentations is all about Charts. Stand out by making creative charts

# Business Analytics – Advanced Excel for Managers

## Preview

### PIVOT TABLES

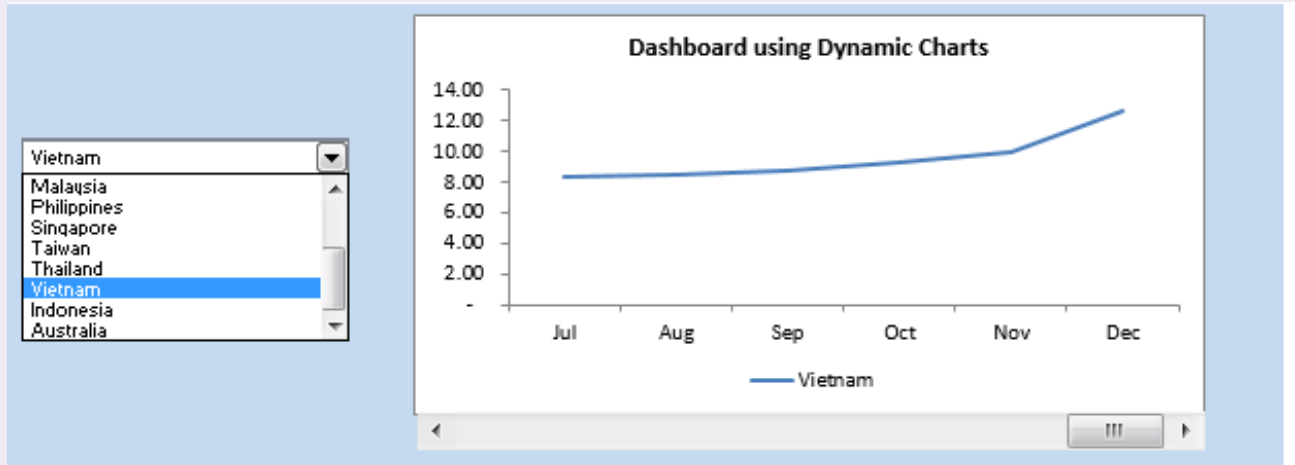


Create Instant Dashboard for Data Analytics using Pivot Tables.  
*(P.S. – Data currently represents performance of August month)*

# Business Analytics – Advanced Excel for Managers

## Preview

### CREATING MANAGEMENT DASHBOARDS



You have approached a bank for a Business Loan. The following is quoted by the bank.

Loan	50,00,000
Interest	12% per annum
Tenure	3 years
EMI	1,66,072 Rs.

		Interest Rate					
		1,66,072	11.00%	11.50%	12.00%	12.50%	13.00%
Years	2.5	1,91,390	1,92,563	1,93,741	1,94,922	1,96,108	
	3.0	1,63,694	1,64,880	1,66,072	1,67,268	1,68,470	
	4.0	1,29,228	1,30,445	1,31,669	1,32,900	1,34,137	
	4.5	1,17,807	1,19,041	1,20,283	1,21,532	1,22,788	
	5.0	1,08,712	1,09,963	1,11,222	1,12,490	1,13,765	

You are not sure, if the EMI above suits your budget. You want to try different combinations of loan tenures and interest rate to find the EMI that suits your budget.

Create Dashboards for Higher Management - make analysing data flexible to make informed business decisions  
Build Business Scenarios instantly using Data Tables.

# Business Analytics – Advanced Excel for Managers

## Preview

### BUSINESS SIMULATIONS

#### ROYAL ENFIELD - BUSINESS PROJECTIONS

Bike	Cost	Delivery	Total Cost		Q1	Q2	Q3	Q4	Yearly Sales
Bullet 350	120,000	15000	135,000	Qty	12	24	20	34	90
				Sales	1,620,000	3,240,000	2,700,000	4,590,000	12,150,000
ThunderBird 350	155000	15000	170,000	Qty	6	31	26	16	79
				Sales	1,020,000	5,270,000	4,420,000	2,720,000	13,430,000
Himalayan	170000	15000	185,000	Qty	15	28	18	8	69
				Sales	2,775,000	5,180,000	3,330,000	1,480,000	12,765,000
Desert Storm	185000	15000	200,000	Qty	8	15	7	2	32
				Sales	1,600,000	3,000,000	1,400,000	400,000	6,400,000
<b>Total Units Sold</b>					<b>41</b>	<b>98</b>	<b>71</b>	<b>60</b>	<b>270</b>
<b>Quarterly Sales</b>					<b>7,015,000</b>	<b>16,690,000</b>	<b>11,850,000</b>	<b>9,190,000</b>	<b>44,745,000</b>
<b>Grand Total</b>					<b>44745000</b>				

Sales Trip				
	A	B	C	D
Km	30	12	6	21
Deliveries	2	1	3	2
Stops	2	1	1	2
Sales Point	3	4	1	2
Cost	100	87	65	90

Hypothetical Trip (Decision Variable)				
# of Trips	1	1	0	1

Cost (Objective Function)				
# of Trips	1	1	0	1
Cost	100	87	65	90
<b>Total</b>	<b>277</b>			

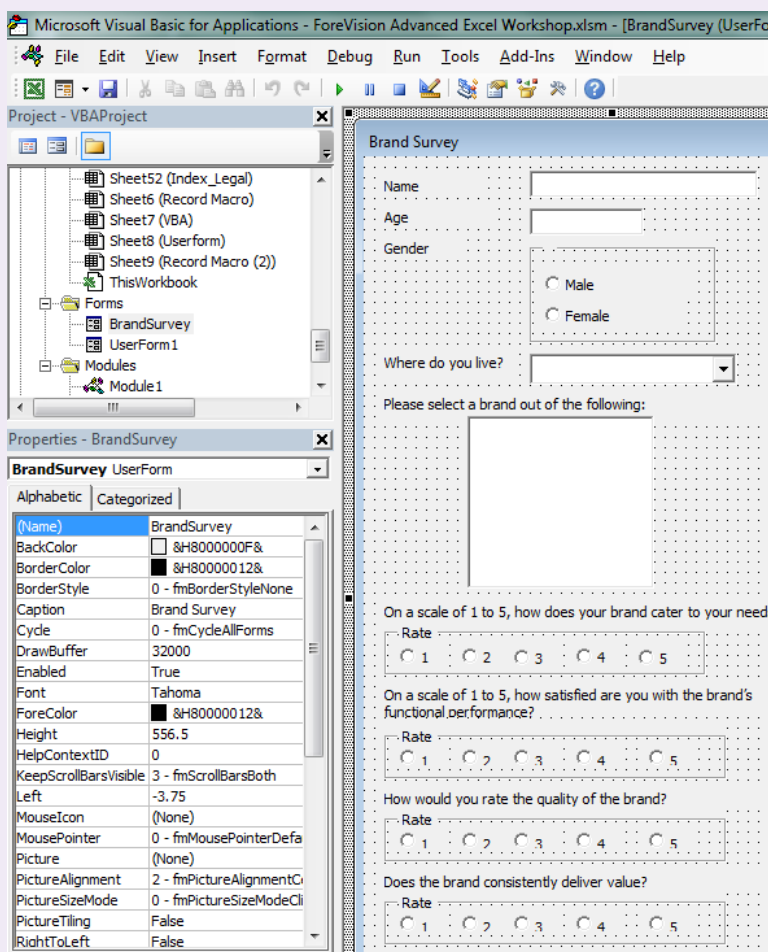
Constraints							
	A	B	C	D	Total	Condition	Required
Km	30	12	6	21	63	<=	45
Deliveries	2	1	3	2	5	>=	2
Stops	2	1	1	2	5	<=	3
Sales Point	3	4	1	2	9	>=	2
Cost	100	87	65	90	277	<=	175

Business simulations using Scenario Manager and Analysis Toolpak Solver.

# Business Analytics – Advanced Excel for Managers

## Preview

### AUTOMATION USING EXCEL – MACROS AND VBA



```

Sub taxcalc()
Dim income As Double
Dim tax As Double
income = Sheets("Sheet4").Range("A13").Value
Select Case income
Case Is <= 250000
tax = 0
Case Is <= 500000
tax = 0.05 * (income - 250000)
Case is <=1000000
tax = 0.05 * 250000 + 0.2 * (income - 500000)
Case Else
tax = 0.1 * 250000 + 0.2 * 500000 + 0.3 *
(income - 1000000)
End Select
Sheets("Sheet4").Range("B13").Value = tax
End Sub
    
```

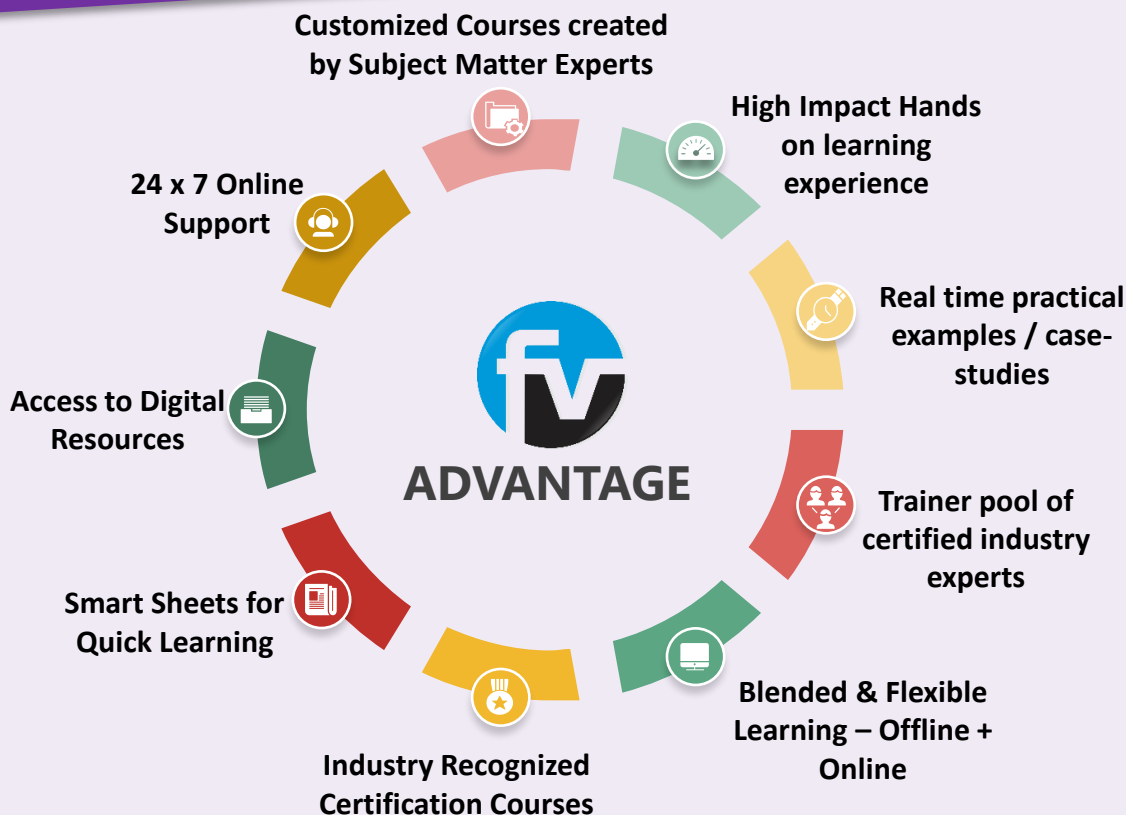
Invoice	Date	SalesRep	Product	Price	Units	Sales(cr)
10500	01/05/2012	Joe	Majestic	30	25	750
10501	01/05/2012	Moe	Majestic	30	9	270
10501	01/05/2012	Moe	Quad	32	21	672
10501	02/05/2012	Moe	Alpine	22	7	154
10501	02/05/2012	Moe	Carlota	25	11	275
10502	02/05/2012	Moe	Majestic	30	5	150
10502	02/05/2012	Moe	Carlota	25	25	625

Automate Mundane tasks by Recording Macros for Scorecard and MIS preparation by integrating with backend systems along with basic level VBA coding



# Business Analytics – Advanced Excel for Managers

## Advantage & Testimonials



## Testimonials

- “Kudos, keep up the good work, loved the session by sir. He has a very simple and student friendly way of teaching” – **Saurabh Dhaniwal, NMIMS**
- “The workshop was very helpful as it covered concepts from the basics upto the advanced level”. – **Harishma, IIM Trichy**
- “It was a good workshop and the delivery was even better !” - **Adil Jain, SIMSREE**
- “The workshop was very useful and gave us a lot of information. A lot of topics were covered and the trainers were very helpful” – **Jaydeep, SJMSOM**
- “Cost effective and interesting session.Got to learn a lot” – **Ankita, Amity**
- "Practical approach to Microsoft Excel. Brought the theory alive with practical examples and applications“ - **Akshay Jain, Sr. Analyst, Sushil Finance**
- “The faculty was very good. He was able to relate each concept to a real life situation. Would like to hear him again” - **Aditya Khema, WeSchool**
- "Good workshop to understand Excel with good number of examples. Examples were well covered, helps to understand the concept better“ - **Priyanka Sharma, JBIMS**



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**Institute of Management Studies and Research**  
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# Certificate of Training


*This is to certify that*

*Mr/Ms* DEDHIA SHUBH VIPUL

*has successfully completed a* 30 *hours*

*training on* BUSINESS ANALYTICS - ADVANCED EXCEL

*held for* NLDIMSR *on* JULY 28, 2021

  
Dr. M. A. Khan  
Director, NLDIMSR

  
Mr. Abhisek Salecha  
Director, FOREVISION



Certificate No.- FV / 2021 / 19750

[www.forevision.thinkific.com](http://www.forevision.thinkific.com) | [manager@forevision.co.in](mailto:manager@forevision.co.in)



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**MOU with Business Think Learning Solutions for  
Capstone Business Simulation Certification**

ORIGINAL

Bond



Indian-Non Judicial Stamp  
Haryana Government



Date : 03/08/2021

Certificate No. GOC2021H1233



Stamp Duty Paid : ₹ 500

GRN No. 79916576



(Rs. Only)

Penalty : ₹ 0

(Rs. Zero Only)

Deponent

Name : Businessthink Learning Solutions

H.No/Floor : 1001/t4

Sector/Ward : Na

Landmark : South close nirvana country

City/Village : Gurugram

District : Gurugram

State : Haryana

Phone : 97\*\*\*\*\*48



Purpose : CONTRACT AGREEMENT to be submitted at Concerned office

The authenticity of this document can be verified by scanning this QRCode Through smart phone or on the website <https://egrashry.nic.in>

**AGREEMENT FOR TRAINING SERVICES**

Between

N. L. Dalmia Institute of Management Studies and Research, Mumbai

and

Business Think Learning Solutions, Gurgaon

This Agreement for Training Services ("Agreement") is entered into on this 4th day of Aug 2021, between:

**N. L. Dalmia Institute of Management Studies and Research**, Srishti, Sector 1, Mira Road East, Metropolitan Region, Maharashtra 401107, INDIA, established by the Niranjanlal Dalmia Educational Society, which is a 'public charitable trust' registered under the Maharashtra Public Trusts Act, 1950 and a 'Society' under the Societies Registration Act, 1860, hereinafter called "**NLDIMSR**", which, expression unless it is repugnant to the context or meaning thereof, shall be deemed to mean and include its successors, representatives and permitted assigns) of the ONE PART;

and

**Business Think Learning Solutions**, a sole proprietorship having its office at 1001-4 South Close, Nirvana Country, Gurgaon, Haryana - 122018, India, hereinafter called "**BTL**" of the SECOND PART

WHERE AS:



BusinessThink Learning Solutions

Authorised Signatory



- A. BTL has represented to NLDIMSR that it is engaged in providing learning & development services to various companies, which includes the Capstone Business Simulation Program, more particularly described in Annexure 1 hereto.
- B. BTL has further represented to NLDIMS that it is duly authorized by Capsim Management Simulations USA to offer and deliver the Capstone Business Simulation Program in India for commercial consideration.
- C. BTL has further represented to NLDIMS that it has the required expertise, skill and manpower to provide and deliver the Capstone Business Simulation Program and is desirous of providing and delivering the same to NLDIMSR.
- D. Based on the above representations made by BTL, NLDIMSR is desirous of availing from BTL the Capstone Business Simulation Program for its students on the terms and conditions stipulated herein.

**NOW IN CONSIDERATION** of the mutual covenants hereinafter contained IT IS HEREBY AGREED AS FOLLOWS

**Delivery Format and Detailed Schedule for the Capstone Business Simulation Program** (*to be delivered in online mode*):

The Parties agree that that the Capstone Business Simulation Program shall be delivered online as per the programme structure / content and programme schedule more particularly described in Annexure 2 hereto. The Parties agree that the programme schedule shall be indicative and is subject to change as per mutual convenience.

Capstone Certificates: Capstone Certificates, soft copies would be issued by BTL to NLDIMSR for all students passing the exam under the Capstone Business Simulation Program.

Delivery Period. The first instance of Capstone Business Simulation Program will be decided mutually by the Parties.

Changes to Delivery Schedule: The Capstone Business Simulation Program delivery schedule may be amended and changed based on NLDIMSR students and / or faculty needs in consultation with BTL and as mutually agreed by the Parties.

**Student Pre-Requisites and Text**

- Students should have finished the compulsory core courses.



Handwritten signature in black ink.

- All materials for the Capstone Business Simulation Program (i.e. program training materials, texts and guides) will be provided by BTL to the students online before commencement of the programme.

#### **Administration and Logistics**

- All students to have a computer with internet connection for the entire program.
- All Classes will be held online.

#### **Financial Terms**

- The cost of the program would be INR 5425 per student plus GST as applicable at the time of raising Invoice to NLDIMSR by BTL.
- Minimum single batch size for running the Capstone business simulation is 200 students.

#### **Payment Terms:**

- No advance payment would be required or made. NLDIMSR will pay the cost of the program to BTL.
- Invoice: The soft copy of the invoice will be presented by BTL to NLDIMSR after the program is concluded. The program conclusion happens when the mark sheet is submitted by BTL to NLDIMSR.
- Payment period shall be within four calendar weeks of receipt of invoice, subject to statutory deduction of taxes as per Indian Laws.

#### **The above cost includes:**

- Capstone Business Simulation license and usage cost for all students
- Individual Final Exam (Business Competency Assessment) license and usage cost for all students
- Complete program delivery by facilitator Mr Veer Mehta of BTL
- Capstone Business Simulation Program Certificate for eligible students
- All program training materials, texts and guides.
- Technical support, troubleshooting and all clarifications/doubts related to the Capstone Business Simulation Program.



*Veer Mehta*

- Live what'sapp text support from 8:00 AM to 9:00 PM on all days during the duration of the course.

### **Force Majeure**

Neither party shall be responsible for delays or failure of performance resulting from acts beyond the reasonable control of such party. Such acts include, but are not limited to, acts of God, strikes, walkouts and riots, acts of war, acts of terrorism, epidemics, governmental regulations, power failures, earthquakes, or other disaster.

### **Indemnity**

NLDIMSR hereby agrees jointly and severally to indemnify BTL, their representatives, administrators and properties from and against all action, demands, proceedings, prosecutions, attachments, and the like arising out of its liabilities and all charges, taxes, etc.

Similarly, BTL hereby agrees jointly and severally to indemnify NLDIMSR, its trustees, officers, representatives, administrators and properties from and against all action, demands, proceedings, prosecutions, attachments, and the like arising out of its liabilities and all charges, taxes, etc.

### **Arbitration**

Any dispute arising with regard to any aspect of this Agreement shall be first settled through mutual consultations and agreements by the parties to the contract. If the dispute is not resolved through such mutual consultations within thirty (30) days from the date of commencement of discussions or such longer period as the Parties agree in writing, the dispute shall be referred to mutually agreed and appointed independent Arbitrator as per provisions of Arbitration & Conciliation Act 1996. The Decision of the Arbitrator shall be final & binding on the both the parties. The place of arbitration will be Mumbai, India.

### **Governing Law & Jurisdiction**

This Agreement shall be governed by the laws of India. Subject to Arbitration clause above, the courts of Mumbai shall have the exclusive jurisdiction for any litigation that may arise out of this MOU.

### **Breach of Agreement**



NLDIMSR shall have the right to terminate the agreement with the BTL, in case BTL either fails to provide the services successfully as mentioned in the agreement, or violates any of the clauses mentioned in the MOU, in any way.

**Amendment to the Agreement**

This Agreement supersedes all prior representations, negotiations, and agreements concerning the subject matter hereof and may not be modified except in a writing signed by both parties. This Agreement may not be amended except by a document in writing signed by both Parties. Invalidity or unenforceability of one or more provisions of this Agreement shall not affect any other provision herein.

**Assignment:**

BTL shall not assign this Agreement (in whole or in part) or any deliverables / obligations hereunder to a third party without the prior written consent of the Service Receiver.

**Period of Validity**

The Term of the Agreement shall be for a period of 1 (one) year commencing from the date of its execution, unless terminated earlier. This Agreement may be renewed for further terms as mutually agreed by the Parties herein. Either party may terminate this Agreement at any time without assigning any reason whatsoever, with prior written notice of 30 days to the other Party.

for Business Think Learning Solutions

**BusinessThink** Learning Solutions



*Veer Mehta*  
Head Facilitator

*[Signature]*  
Authorised Signatory

**BusinessThink** Learning Solutions

*[Signature]*  
Authorised Signatory

for N. L. Dalmia Institute of  
Management Studies and Research,  
Mumbai



*[Signature]*  
Director  
Date:



*[Signature]*



— BLANK —



BusinessThink Learning Solutions  
*Business Think*  
Authorized Signatory



## *Annexure 1*

Capstone® Business Simulation is a rich, complex business simulation designed to teach marketing, strategy, business finance and accounting, cross functional alignment, competitive analysis, teamwork and the selection of tactics to build a successful, focused organization. Participants will face a complex and rapidly evolving scenario in which business acumen is tested and enhanced through modelling, analysis and strategic planning.

In Capstone®, participants will run a simulated \$100 million company for eight years (or rounds) as a team. The company they take over is unfocused and performing poorly. It is trying to support five products in very different market segments and faces constant customer demand for better, faster, cheaper products. There is immediate pressure for the management team to develop a strategy and implement it thoroughly with every decision.

At the end of the capstone business simulation program students do Comp-XM®, an integrated evaluation tool that will assess their business knowledge and business competence

The Capstone Business Simulation Program ties together and gives participants an opportunity to integrate, synthesize and apply all their previous learning both within and outside the classroom. Student teams will be making business decisions over multiple time periods – and examine their impact on the teams' qualitative and quantitative performance.

This will stress a student's and their team's ability to assimilate and analyze information, draw meaningful conclusions, and recommend appropriate courses of actions to resolve complex issues in a changing competitive business environment. Each student be assessed based on their contribution to and their team's performance in the Capstone business simulation. Additionally students will be assessed individually on their business acumen as learned in the simulation along with their business knowledge utilizing the Comp-XM online 'final exam'



## Annexure 2

Grouping : The entire student batch would be divided into teams of six students each. If for example, there are 240 students, then forty student groups will be composed. All the groups will go through the simulation simultaneously. These teams within the simulated industry compete against each other in a dynamic and competitive business environment.

Pre-Simulation Reading: One week before the opening lecture, the students would be emailed instructions by BTL to register for the simulation and create their user name and passwords. There would also be pre-simulation reading and a small exercise. This is approximately 4 hours 'Own Time Work (OTW) and students would have a full week to do it.

Broad scheduling and timelines are given below. (these are approximate and will be time tabled as mutually convenient to both parties)

Day 1 and Day 2: Simulation Opening Lecture Series: (ONLINE). The Day 1 and Day 2 Lectures will be delivered online by BTL facilitator Mr Veer Mehta.

### Day 1:

§ From 8.45 AM to 1 PM. (full batch) This session is to familiarize the students thoroughly with the simulation interface. Post this session the students would do Capstone practice round 1 as *teams*. This practice round is approximately 2~4 hours work.

### Day 2:

§ From 9 AM to 1 PM. This is to debrief the students on Capstone practice round 1 (done on Day 1) and clear queries.

Day 3 till Approximately Day 55: Simulation Practice and Competition Rounds: These are done by the students as team OTW (own time work). Details as below.

§ Students will now do Practice Rounds 2, 3 and 4. Practice rounds are *not* graded and are simply to enhance the student's understanding and generate greater confidence in handling multiple business functions and variables concurrently. Each round takes 2~4 hours 'OTW i.e own time work.. Generally a 5 day window (a 20 hour window) is given to do each round (i.e., 2~ 4 hours OTW). Hence, this provides flexibility to students to work at their own pace and convenience. For each Round students



would receive a customized, detailed online debrief, detailing their business performance along with detailed analysis and critique.

§ After Practice Round 4, students begin Competition rounds. These are Competition Rounds 1 to 8. These *are graded*. Once again, for each Round students would receive a customized, detailed online debrief, detailing their business performance along with detailed analysis and critique.

§ These 11 rounds (three practice and eight competition) will take approximately 50~ 55 days (at the pace of one round every 4~5 days). The pace / intensity could be varied as per need and context.

§ This pace can also be one round per 2 or 4 or 5 days as per student convenience and commitments or as decided between BTL and NLDIMSR.

NOTE: After finishing the Capstone rounds, students are well prepared, ready and eager for this individual exam.

Any Day from Day 55 to Day 58 : Individual Final Business Competency Examination:

§ Suggested Time: A 4 day window can be provided to the students to complete the exam. The exam needs 6-7 hours working time.

§ NOTE: After finishing the Capstone rounds, students are well prepared, ready and eager for this individual exam.

§ This examination is:

- Individual
- Online (students have to login to the Capstone website and take the exam)
- Self-paced
- Open-book with calculators permitted
- Single sitting.
- Non- proctored

Any One Day from Day 59 to Day 60 : Final Consolidation and Debrief Lectures  
Online by BTL facilitator. This is a two hour online session. Here students will be



provided an exhaustive and consolidated analysis of their business performance along with reflection and lessons learnt.

Final  
Results

Compiled marks of Capstone (done as a team) and final exam (done individually) would be submitted by BTL to NLDIMSR within 7 working days of the final lecture.

There will be 50% weightage to each- team work and the final exam.

Grading would be done by NLDIMSR as per their grading policy.





# CERTIFICATE OF COMPLETION

THIS IS TO CERTIFY THAT

**PRATIK JADHAV**

**HAS SUCCESSFULLY COMPLETED  
THE CAPSTONE® BUSINESS SIMULATION OF  
CAPSIM® MANAGEMENT SIMULATIONS, INC., USA**

We congratulate you on your achievements and welcome you to the  
impressive community of CAPSTONE® alumni globally

**Given this**

06TH OF OCTOBER 2021

A handwritten signature in blue ink, appearing to read "Veer Mehta".

**Veer Mehta**

PROGRAM DIRECTOR



**N. L. Dalmia**<sup>®</sup>

**Institute of Management Studies and Research**

*(A School of Excellence of N. L. Dalmia Educational Society)*

# MOU with ForeVision for Data Analytics with Python & R



# DATA ANALYTICS WITH EXCEL, PYTHON & R

“ The goal is to turn data into information, and information into  
INSIGHT”

- Carly Fiorina, Former CEO of HP





# Data Analytics with Excel, Python & R

## ForeVision Corporate Profile

### About ForeVision

- ❑ Skills Enhancement **Training & Consulting** Organization
- ❑ Enhancing Performance by **Developing Competencies**
- ❑ **Hands-on, Practical & Activity Based Learning** with **Industry Exposure**
- ❑ **Trainer Pool** of Working Professionals from Leading Organizations & Top Institutes
- ❑ Customized Trainings with Online Support
- ❑ ForeVision Training Centers in Mumbai, Delhi & Bengaluru
- ❑ High quality Learning experience with **80% repeat customers**

### Few of Our Clients



9+

Years of Training  
Experience

80+

Institutes & Corporate  
Clients

18000+

Happy & Satisfied  
Learners

4.6+ / 5

Avg Feedback Rating

# Data Analytics with Excel, Python & R

Training workshop full of practical case studies, exercises & live demos for maximum benefit

## Module 1 – Data Analytics with Excel

- ❑ Statistical Formulas – STDEV, CORREL, SLOPE, COVAR, VAR etc
- ❑ Installing Data Analysis Toolpak
- ❑ Linear Regression
- ❑ Linear Forecasting
- ❑ ANNOVA, T-Test, F-Test
- ❑ Normal Distribution
- ❑ Frequency, Histogram, Pareto etc

## Module 3 – Python Libraries & Data Visualization

- ❑ Numpy library intro and functions
- ❑ Pandas
- ❑ Data frame operators
- ❑ Packages import export and installation
- ❑ Data Visualization with Matplot library & seaborn lib
  - ❑ EDA Analysis and its relevance
  - ❑ Basic codes for EDA along with the library functions of matplotlib and seaborn

## Module 5 – Introduction & Basics of R

- ❑ Introduction to R
- ❑ Variables & Data Types
- ❑ Logical Operators
- ❑ Vectors
- ❑ Lists
- ❑ Matrix
- ❑ Data Frame

## Module 2 – Introduction to Python & Basic Coding

- ❑ Introduction to programming and its pes
- ❑ How to download python and installation
- ❑ Familiarity with the python environment
- ❑ Import and export files and its handling
- ❑ Introduction to basic coding skills and syntax
- ❑ List, Loop, Functions (print, mean median, mode etc)

## Module 4 – Python Implementation

- ❑ Data Indexing
- ❑ Time Series Analysis
- ❑ Web scrapping data / Using API

## Module 6 – R Implementation

- ❑ Functions in R
- ❑ Data Manipulation
- ❑ Data Visualization
- ❑ Time Series Analysis



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**Institute of Management Studies and Research**  
(A School of Excellence of N. L. Dalmia Educational Society)



# Certificate of Training

*This is to certify that*

*Mr/Ms* AGRAWAL NIDHI PRAVIN

*has successfully completed a* 32 *hours*

*training on* DATA ANALYTICS WITH PYTHON & R

*held for* NLDIMSR *on* DECEMBER 15, 2021

  
Dr. M. A. Khan  
Director, NLDIMSR

  
Mr. Abhisek Salecha  
Director, FOREVISION



Certificate No.- FV / 2021 / 21902

[www.forevision.thinkific.com](http://www.forevision.thinkific.com) | [manager@forevision.co.in](mailto:manager@forevision.co.in)



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**Institute of Management Studies and Research**

*(A School of Excellence of N. L. Dalmia Educational Society)*

**MOU with ForeVision for Data  
Visualization with Tableau & Power Bi  
Certification**



**FOREVISION**

# DATA VISUALIZATION – TABLEAU & POWER BI

“ The goal is to turn data into information, and information into  
INSIGHT”

–Carly Fiorina, Former CEO of HP



forevision.thinkific.com | abhisek.salecha@forevision.co.in | +91-9833886559



Scanned with OKEN Scanner

# Data Visualization with Tableau & Power BI

## ForeVision Corporate Profile

### About ForeVision

- ❑ Skills Enhancement Training & Consulting Organization
- ❑ Enhancing Performance by Developing Competencies
- ❑ Hands-on, Practical & Activity Based Learning with Industry Exposure
- ❑ Trainer Pool of Working Professionals from Leading Organizations & Top Institutes
- ❑ Customized Trainings with Online Support
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### Few of Our Clients



9+

Years of Training Experience

80+

Institutes & Corporate Clients

18000+

Happy & Satisfied Learners

4.6+ / 5

Avg Feedback Rating

[forevision.thinkific.com](http://forevision.thinkific.com) | [abhisek.salecha@forevision.co.in](mailto:abhisek.salecha@forevision.co.in) | +91-9833886559

# Data Visualization with Tableau & Power BI

Training workshop full of practical case studies, exercises & live demos for maximum benefit

## Module 1 - TABLEAU Introduction, Basic Tools & Features

- Introduction to Tableau
- Setting up Tableau
- Loading Data into Tableau
- Transforming Data in Tableau
- Data Sorting & Filtering
- Analyzing Data in Tableau
- Dimensions, Measures & Marks
- Defining Connections and Relationships
- Plotting a Bar Graph
- Customizing a Chart
- Analyzing Charts
- Loading Data with an Interpreter

## Module 3 - TABLEAU Visual Dashboards & Story

- Creating Charts for a Dashboard
- Placing Charts in a Dashboard
- Dashboard Objects
- Customizing a Dashboard
- Action in Dashboards
- Building a Story
- Publishing a Story



## Module 2 - TABLEAU Visual Analytics

- Adding Labels to a Chart
- Conveying Multiple Values
- Using Different Charts to Analyze Data
  - Simple Charts - Bar / Column / Line
  - Heat Maps / Tree Maps
  - Location Map Charts
  - Trendline Charts
  - Gantt / Histogram
  - Scatter Plots / Bubble Charts
- Using the Pages Feature
- Defining Hierarchies in Data
- Investigating Incorrect Hierarchies
- Working with Implicit Hierarchies
- Creating a Custom Group
- Analyzing Multi-dimensional Data
- Creating a Combined Field
- Defining a Calculated Field
- Creating a Set
- Cluster Analysis

## Module 4 - POWER BI Introduction, User Interface, Visualization

- Starting with Power BI
- Building Blocks - Visualization / Data Sets / Reports / Dashboards / Tiles
- Joining Data Sources
- Creating Visualization in Power BI
  - Getting used to the User Interface
  - Difference in Tableau & Power BI
  - Additional Tools available in Power BI
- Pin Visuals to Dashboard
- Introduction to DAX formulas
- Publishing Power BI reports



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# Certificate of Training

*This is to certify that*

*Mr/Ms* ABHIJIT CHANDANKAR

*has successfully completed a* 14 *hours*

*training on* DATA VISUALIZATION WITH TABLEAU & POWER BI

*held for* NLDIMSR *on* SEPTEMBER 30, 2021

**Mr. Vijay Ramchandran**  
Director, NLDIMSR

**Mr. Abhisek Salecha**  
Director, FOREVISION

Certificate No.- FV / 2021 / 19429

[www.forevision.thinkific.com](http://www.forevision.thinkific.com) | [manager@forevision.co.in](mailto:manager@forevision.co.in)





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# **MOU with Bloomberg for Certification Programs**



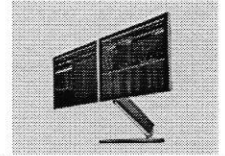
**Bill To:**

NL DALMIA INST OF MGMT STD & RSRC  
 SECTOR 1, SRISHTI COMPLEX,  
 MIRA ROAD (EAST),  
 401104 MUMBAI , MAHARASHTRA 27  
 INDIA  
 Attn : SHAILESH DALMIA

**Customer:**

N.L. DALMIA INSTITUTE OF MANAGEMENT STUDIES AND  
 RESEARCH  
 MIRA ROAD (EAST)  
 SECTOR 1, SRISHTI COMPLEX  
 401104 MUMBAI , MAHARASHTRA 27  
 INDIA  
 Attn: Seema Saini

**SUMMARY BLOOMBERG SERVICES AND NON BLOOMBERG SERVICES**



Description	Bloomberg Services	Non Bloomberg Services	Tax	Total	
<b>Subscription</b>	<b>17,730.00</b>	<b>0.00</b>	<b>3,191.40</b>	<b>20,921.40</b>	<b>USD</b>
Services	17,730.00	0.00	3,191.40	20,921.40	USD
<b>Total</b>	<b>17,730.00</b>	<b>0.00</b>	<b>3,191.40</b>	<b>20,921.40</b>	<b>USD</b>

IF ANY PART OF THIS TRANSMISSION IS RECEIVED IN POOR CONDITION OR MISSING PAGES, PLEASE CALL THE PHONE NUMBER ABOVE FOR RETRANSMISSION



Account Number : 30225247

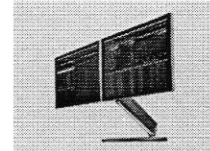
**Bill To:**

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INDIA  
Attn : SHAILESH DALMIA

**Customer:**

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SECTOR 1, SRISHTI COMPLEX  
401104 MUMBAI , MAHARASHTRA 27  
INDIA  
Attn: Seema Saini

### SUMMARY BY BILLING DOCUMENT



DOCUMENT NO	AMOUNT
6750159052 INVOICE	20,921.40 USD
<b>Total</b>	<b>20,921.40 USD</b>

**PLEASE PAY BY WIRE TRANSFER TO:**  
Deutsche Bank, Cash Management - Operations  
Deutsche Bank House, Hazarimal Somani Marg, Fort, Mumbai 400 001  
Beneficiary Name: Bloomberg Data Services (India) PVT LTD  
Account Number: 0525303-00-2  
Bank Branch MICR Code: 400 200 002  
Bank Branch IFSC Code: DEUT0784BBY

**PLEASE REFERENCE  
BILLING DOCUMENT  
NUMBERS WITH PAYMENT**

\* This invoice is due upon receipt. If payment is not received within 28 days of the invoice date, you will receive a late notice. Soon afterward, the Bloomberg users on this account will receive a message on their Bloomberg terminal notifying them that the account is overdue and their service is in jeopardy of suspension. If the invoice remains unpaid for 56 days after the invoice date, the Bloomberg service will be suspended until payment is received, as per the terms of your contract with BDSI. If you have any questions, please call the telephone number on the upper right hand corner of this invoice.

**Please send us the details of the transfer via email to [hkacct@bloomberg.com](mailto:hkacct@bloomberg.com) (account and invoice/credit note numbers, amount in INR as of transfer, amount of withholding tax and the FX rate used).**

**IF ANY PART OF THIS TRANSMISSION IS RECEIVED IN POOR CONDITION OR MISSING PAGES, PLEASE CALL THE PHONE NUMBER ABOVE FOR RETRANSMISSION**

# Bloomberg

**Dear Valued Customer,**

As part of our continuing efforts to enhance your customer service experience and to provide your information in more secure way, you can now manage your accounts via our Bloomberg Customer Service Center. Notable features include: access to review your account balance, Paid and Unpaid Invoices and subscription Identification (SID) reports.

## **Customer Service Center**

Go to <https://service.bloomberg.com>

### **New Users**

- 1) Click Register and Select Billing.
- 2) Proceed with registration using your corporate e-mail address.

### **Existing Users**

- 1) Sign in using your existing information.
- 2) Password reset option is available online.

## **SID Report Access**

- 1) Select Billing Tab within Bloomberg Customer Service Center.
- 2) Select Paid or Unpaid Invoices.
- 3) SID report link can be found under the download column.

The following is a list of reports available:

**Consolidated SID Report** - A text formatted report that includes activity, inventory and exchange charges on the invoice.

**Subscription change activity** - This file tracks all activity from the last invoice to the current.

**Current Subscriptions** - Lists of all SID numbers that are active at the time of invoicing.

**Exchange/Third Party Charges** - Lists all SID numbers associated with each provider.

**Exchange/Third Party Charges with EID** - Includes EID number field in addition to all fields in the above report.

**Pay Per View Details** - Includes billing details of Pay Per View charges.

**App Portal Details** - Includes billing details of App Portal charges.

**Subscription/Change Activity (NEW)** - File showing all SID change activity on this account including additional columns to indicate if a previously billed period was carried forward after a conversion, relocation or swap.

Please note that Bloomberg SID reports have global dates settings that are formatted as follows: MM/DD/YYYY. For example, June 1st, 2012 will be formatted as 06/01/2012. Please ensure your current computer settings support the Bloomberg date format in order to view the dates properly.

If you require further assistance, please contact your local Bloomberg Accounting office.

Bloomberg Accounting

PLEASE SEND ALL CORRESPONDENCE TO:  
**BLOOMBERG DATA SERVICES (INDIA) PVT LTD**  
 16F, Tower 2B, 1 World Ctr, 841 Jupiter Mills,  
 Senapati Bapat Marg, Elphinstone,  
 Mumbai, Maharashtra - 27, India 400 013  
 US OFFICE 731 Lexington Avenue  
 New York, NY 10022

## INVOICE

**Bill To:**  
 NL DALMIA INST OF MGMT STD & RSRC  
 SECTOR 1, SRISHTI COMPLEX,  
 MIRA ROAD (EAST),  
 401104 MUMBAI, MAHARASHTRA 27  
 INDIA

**Attn:** SHAILESH DALMIA

PY 60242155

**Please pay upon receipt**

**Customer:**

N.L. DALMIA INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH  
 MIRA ROAD (EAST)  
 SECTOR 1, SRISHTI COMPLEX  
 401104 MUMBAI, MAHARASHTRA 27  
 INDIA

**Attn:** Seema Saini

**Customer Tax ID #: NA**

INVOICE NUMBER	INVOICE DATE	ACCOUNT NUMBER	GSTIN	FISCAL YEAR
6750159052	05/10/2021	30225247	27AAACB4260E2Z2	Apr 21 - Mar 22

LINE	QTY	CHANGE ACTIVITY	RELATED DESCRIPTION ACCT	HSN	RATE	PERIOD START	PERIOD END	AMOUNT
1	9		Bloomberg Terminal	998439	0.00	05/07/21	08/06/21	0.00
2	9		23" Dual FP	997316	0.00	05/07/21	08/06/21	0.00
3	3		Bloomberg Anywhere	998439	1,970.00	05/07/21	08/06/21	17,730.00

Whether Tax Payable Under Reverse Charges - No.

The daily RBI rate of exchange determined by Bloomberg covering the date of this Tax Invoice is: 73.41350

Charges are payable in Rupees. Bloomberg PAN#AAACB4260 E. CIN#U72300MH1996PTC103206

Rupee Equivalent		
Pre Tax Total		1,301,621.36
CGST	9.00 %	117,145.92
SGST	9.00 %	117,145.92

Tax Total	234,291.84
Invoice Total	1,535,913.20

Payment for the given invoice can also be made through digital modes prescribed under Indian Income tax and Goods and Services Tax regulation. Details can be shared on request.

**Place of Supply : Location of Customer**

"By directing the payment of and/or paying this invoice, you agree that the payment for and use of the products and services listed above do not violate any applicable ERISA or securities laws, breach any fiduciary, contractual, or other obligation of Customer, and, if applicable, satisfy the requirements of Section 28(e) of the Securities Exchange Act of 1934, as amended.

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**Please send us the details of the transfer via email to [hkacct@bloomberg.com](mailto:hkacct@bloomberg.com) (account and invoice/credit note numbers, amount in INR as of transfer, amount of withholding tax and the FX rate used).**

**PLEASE PAY BY WIRE TRANSFER TO:**  
 Deutsche Bank, Cash Management - Operations  
 Deutsche Bank House, Hazarimal Somani Marg, Fort, Mumbai 400 001  
 Beneficiary Name: Bloomberg Data Services (India) PVT LTD  
 Account Number: 0525303-00-2  
 Bank Branch MICR Code: 400 200 002  
 Bank Branch IFSC Code: DEUT0784BBY

DS		
Bloomberg		
Data Services		
India Private		
Limited		
	<b>SUBTOTAL</b>	17,730.00
	<b>18.000% TAX</b>	3,191.40
	<b>TOTAL (USD)</b>	<b>20,921.40</b>

PLEASE REFERENCE INVOICE NUMBER 6750159052 WITH PAYMENT