CRITERION 1

1.3.2. Number of value-added courses for imparting transferable and life skills offered during last five years

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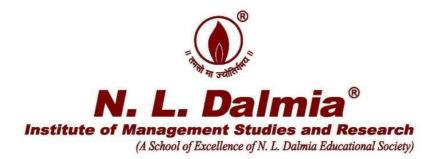
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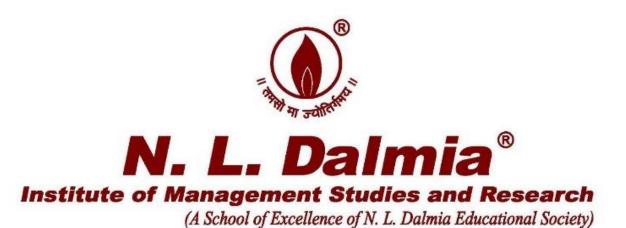
FOR

NAAC ACCREDITATION SECOND CYCLE 2022

Number of value-added courses for imparting transferable and life skills offered during A.Y.2018-19

Supporting Documents

1.3.2. Number of value-added courses for imparting transferable and life skills offered during last five years

Sr. No.	Details
Number of value-added courses for imparting transferable and life skills offered during A.Y.2018-19	
1	Program on Equity Research and Valuation
2	Certificate Program in Technical Analysis
3	Executive Coaching
4	Bloomberg Market Concepts
5	MarkStat
6	Bloomberg Training (a) Bloomberg Market Concepts (BMC) Certificate (b) Bloomberg Analyst Certificate
7	Certificate program in Investment Banking

A.Y.2018-19
Certificate Program on Equity Research and Valuation

Report on Value Added Course

Title of the course- "Equity Research and Valuation"

Venue- N.L. Dalmia Institute of Management Studies and Research

Dates- 13th January 2019 to 10th March 2019

Duration of the course -30 hours

Timings – 13th January 2019,20th January 2019, 3rd February 2019,10th February 2019,10th March 2019 (All Sundays 10am to 5pm)

Resource Persons

Mr. Vinit Bollinjkar, Head of Equities, Ventura Securities

Brief Description-

There was 30 hour value added program conducted by Mr. Vinit Bollinjkar between 13th January 2019 to 10th March 2019 on Equity Research and Valuation with topics such as Introduction to Valuations, Approaches to Valuation, Understanding Financial Statements, Basics of risk, Estimating Risk Parameters, Calculating Earnings and Cash Flows, Earnings Growth, Estimating terminal value, various discounted cash flow models, relative valuation, Valuing financial firms, startups, intangibles etc. Topics such as Behavioural Aspects of Finance, Analysts Approach to Markets, Analysts Approach to Markets, Fund Managers and Advisors Approach to Markets were also covered. It was competed by all the 49 students who had enrolled for the course.

Comprehensive course on Equity Research and Investment Valuations

1) Introduction to Valuation
   a. Philosophical basis of Valuation
   b. Role of Valuation
2) Approaches to Valuation
   a. DCF
   b. Relative valuation
   c. Contingent Claim Valuation
3) Understanding Financial Statements
   a. Basic Accounting
   b. How to read Balance Sheet
   c. How to read P/L
   d. How to read cash flows
   e. Analyzing Financial Statements
   f. Forensic Accounting methods
   g. Case studies
4) Basics of risk
   a. What is Risk
   b. Equity risk and Expected Returns
   c. Riskless rates and Risk premiums
   d. Case studies
5) Estimating Risk Parameters
   a. Cost of Equity
   b. Cost of Capital
   c. Case studies
6) Calculating Earnings and Cash Flows
   a. Adjusting earnings
   b. Tax Effects
   c. Reinvestments
   d. Case Studies
7) Earnings Growth
   a. Importance of Earning Growth
   b. Historical Growth
   c. Estimates of Growth
   d. Determinants of Growth
   e. Qualitative Aspects of Growth
   f. Case Studies
8) Estimating terminal value
9) Models
   a. DDM
   b. FCFE
   c. FCFF – Cost of Capital Approach
   d. FCFF – APV Approach
   e. Effects of Leverage on Firm

  f. APV and Financial Leverage

  g. Case Studies

10) Relative valuation

  a. Use of Relative Valuation

  b. Basic steps to using Multiples

  c. Reconciling Relative and DCF Valuations

  d. PE Ratio-

  e. PEG Ratio

  f. PBV

  g. Revenue multiples

  h. Ebitda multiples

  i. Other sector specific multiples

  j. Case Studies

11) Valuing Financial Firms

  a. Case Studies

12) Valuing Firms with negative earnings

  a. Case Studies

13) Valuing Startups

  a. Case Studies

14) Valuing Private firms

  a. Case Studies

15) Takeover and M&A Valuation

  a. Case Studies

16) Valuing Real Estate

  a. Case Studies

17) Valuing Intangibles

  a. Case Studies

18) Valuing various Options in Business

  a. Case Studies

19) Valuing Distressed Firms

  a. Case Studies

20) Value Enhancements

  a. EVA

  b. CFROI

  c. Case Studies

21) Choices on Valuation Models

  a. Which Model, which approach?

  b. Case Studies

22) Behavioural Aspects of Finance

  a. Biases and Heuristics

  b. Mental Models

23) Analysts Approach to Markets

24) Fund Managers Approach to Markets

25) Advisors Approach to Markets

  26) Investors Approach to Markets

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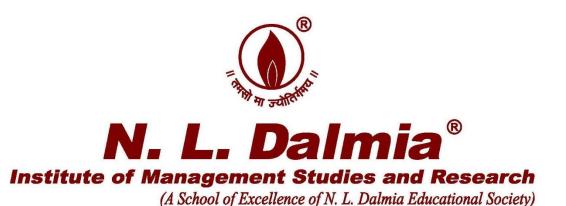*(A School of Excellence of N. L. Dalmia Educational Society)*

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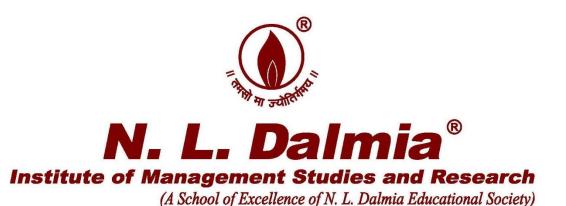*(A School of Excellence of N. L. Dalmia Educational Society)*

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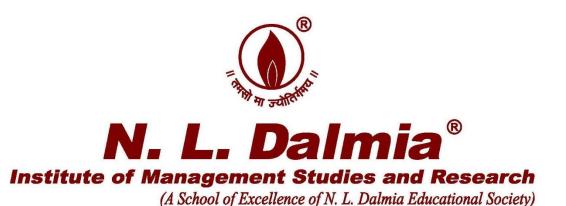Program Head

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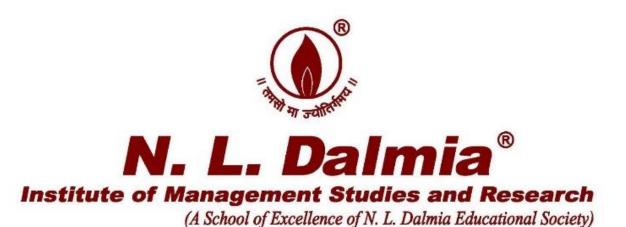in **January, February and March 2019**

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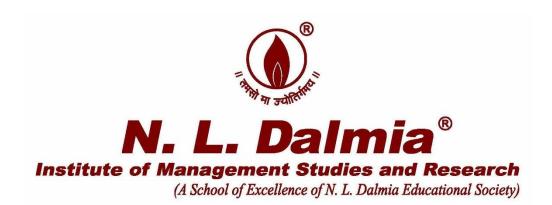
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Certificate Program in Technical Analysis

Report on Value Added Course

Title of the course- **"Technical Analysis"**

Venue- N.L. Dalmia Institute of Management Studies and Research

Dates- 12th May 2019 to 2nd June 2019

Duration of the Course -28 to 30 hours

Timings - 12th May 2019, 19th May 2019,26th May 2019 and 2nd June 2019 (All Saturdays 10am to 5pm)

Resource Person- Mr. Vishal Dalvi, Founder & CEO, Waves Advisory

Brief Description-

There was 30 hour value added program conducted by Mr. Vishal Dalvi (Aluminous of NLDIMSR) between 12th May 2019 to 2nd June 2019 on technical analysis with topics such as Dow theory, Classical price patterns, Candle sticks patterns, Momentum indicators, Elliot wave Principle, Fibonacci Retracements and Projections, Practical application and forecasting on Index Nifty/ Sensex various stocks and Designing an Algorithm Trading System using Technical Analysis. It was competed by all the 28 students who had enrolled for the course.

Course Structure of Technical Analysis program

By Vishal Dalvi

at

N. L. Dalmia Institute Of Management Studies And Research

Days	Particulars
Day 1	**Introduction to Technical Analysis** - Why Technical Analysis? - Fundamental Analysis vs Technical Analysis - Types of charts **Dow theory** **Classical price patterns** - Rectangle, Head & Shoulder, Double triple tops and bottoms, triangles, Flags, Rounding bottom, Cup and Handle, Island reversals - Application and Trading/Investing using Price patterns
Day 2	**Candle sticks patterns** **Momentum indicators** - (RSI, MACD, ADX, Bollinger, Stochastic and many more). - Moving averages and its variations **Trend lines & channels**
Day 3	**Elliot wave Principle** **Fibonacci Retracements and Projections** **Introduction to Harmonic Trading Patterns** **Practical application and forecasting on Index Nifty/ sensex various stocks**
Day 4	**Designing an Algorithm Trading System using Technical Analysis**

2018-19

Technical Analysis Program in May-June

Vishal Dalvi <vishaldalvi@wavesresearch.com>

Thu 5/2/2019 11:10 AM

To: ANIL GOR <goranil@yahoo.co.in> GOR <goranil@yahoo.co.in>; Anil Gor <agor@nldalmia.in>; Anil Gor <anil.gor@nldalmia.edu.in>

Dear Sir,

We will start the Technical Analysis program from 12th May 2019.
Below is the schedule with topics we will be covering.

We will have sessions on 12th May, 18th May, 26th May, 2nd June

Day 1
Introduction to Technical Analysis
- Why Technical Analysis?
- Fundamental Analysis vs Technical Analysis
- Types of charts

Dow theory

Classical price patterns
- Rectangle, Head & Shoulder, Double triple tops and bottoms, triangles, Flags, Rounding bottom, Cup and Handle, Island reversals
- Application and Trading/Investing using Price patterns

Day 2
Candlesticks patterns
Momentum indicators
- (RSI, MACD, ADX, Bollinger, Stochastic and many more).
- Moving averages and its variations
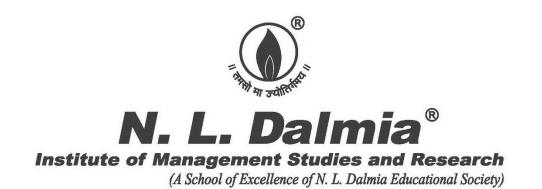**Trend lines & channels**

Day 3
Elliot wave Principle
Fibonacci Retracements and Projections
Introduction to Harmonic Trading Patterns
Practical application and forecasting on Index Nifty/ sensex various stocks

Day 4
Designing an Algorithm Trading System using Technical Analysis
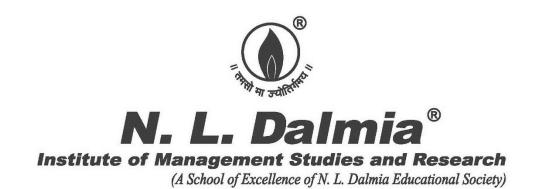
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Best regards,
Vishal Dalvi

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S.No.	PGDM/ MMS	Name of the Candidate

S.No.	PGDM/ MMS	Name of the Candidate

Following students attended Certificate Program in Technical Analysis		
For the Academic Year 2018-19		
S.No.	**PGDM/ MMS**	**Name of the Candidate**
1	MMS	Garg Jatin Yashodhan
2	MMS	Jaibhagwan Jyoti Porriya
3	MMS	Jain Annie Mukesh
4	MMS	Jaju Bharat Gopaldas
5	MMS	Thorat Shristi Nishikant
6	PGDM	Badwane Sumit Vitthal
7	PGDM	Hayatnagarkar Vallabh Dayanand
8	PGDM	Shetty Vaishnavi Satyadev
9	PGDM	Wankhade Prasad Suresh
10	MMS	Rajeev Arjun Sudarshan
11	MMS	Bhelkar Shubham Ramkrushnarao
12	PGDM	Soi Shikha Ajay
13	MMS	Gosai Bhavesh Krishnakumar
14	MMS	Gupta Saurav Pradeep
15	PGDM	Jain Sreyaa Rakesh
16	MMS	Muley Rajas Sanjay
17	MMS	Sharma Ashmita Shailesh
18	MMS	Dave Mohit Sanjaykumar
19	MMS	Palkhe Namita Nitin
20	MMS	Khursankar Karan Vinod
21	MMS	Thakur Pratik Shyamshingh
22	MMS	Shaikh Shahjadalam Shasid
23	MMS	Ansari Yasir Aliahtad
24	MMS	Sharma Anurag Prabhunath
25	MMS	Ramanathan Raam Ramasamy
26	PGDM	Lalwani Sagar Prem
27	MMS	Jaiswal Ankit Dinesh
28	MMS	Arya Udayan Yashpriya

Signature:

Program Head: Dr. Jyoti Nair

Technical Analysis Program in May-June

Vishal Dalvi <vishaldalvi@wavesresearch.com>
Thu 5/2/2019 11:10 AM
To: ANIL GOR <goranil@yahoo.co.in> GOR <goranil@yahoo.co.in>; Anil Gor <agor@nldalmia.in>; Anil Gor <anil.gor@nldalmia.edu.in>

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Day 4
Designing an Algorithm Trading System using Technical Analysis

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Best regards,
Vishal Dalvi

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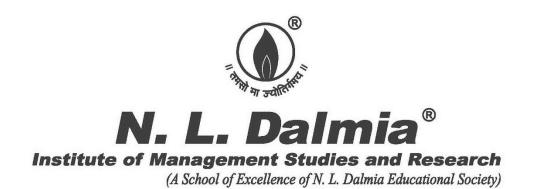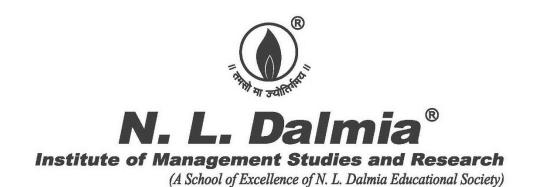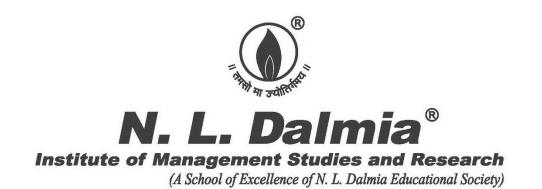
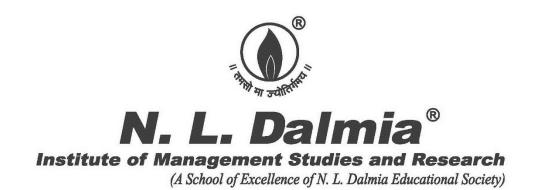in **May 2019**

Dr. Jyoti Nair
Program Head

Prof. Seema Saini
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This is to certify that **Ms. Jaibhagwan Jyoti Porriya** has participated in 32 hours Technical Analysis Course organized by

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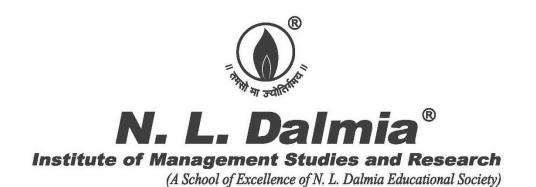in **May 2019**

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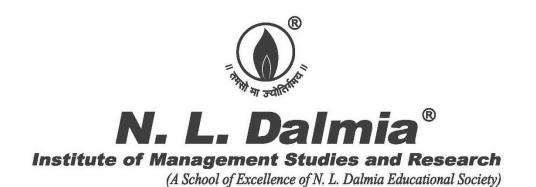
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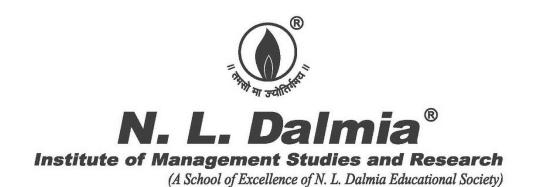
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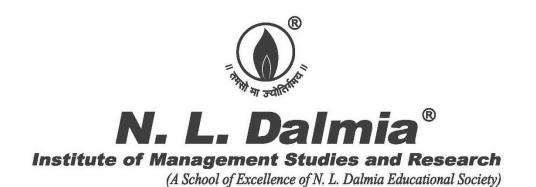in **May 2019**

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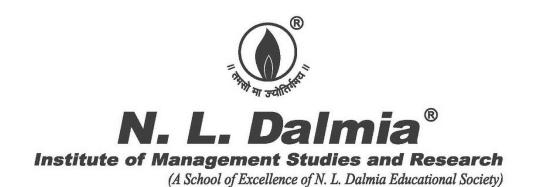in **May 2019**

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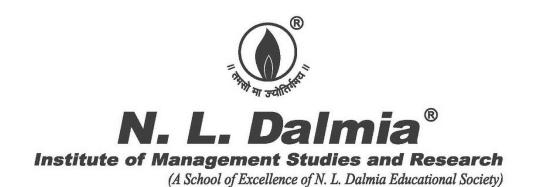
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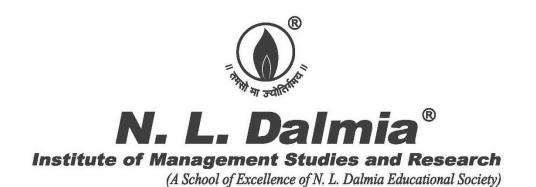
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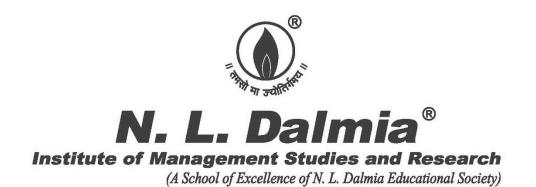
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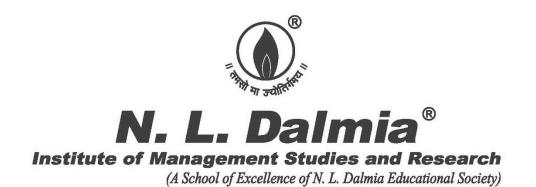in **May 2019**

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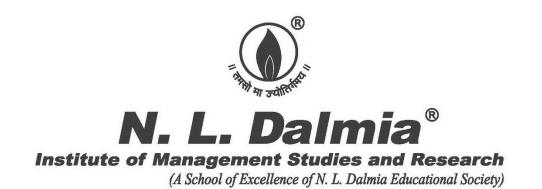
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This is to certify that **Mr. Gosai Bhavesh Ajay** has participated in 32 hours Technical Analysis Course organized by

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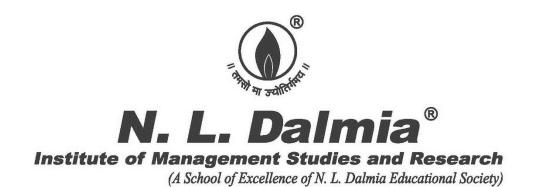
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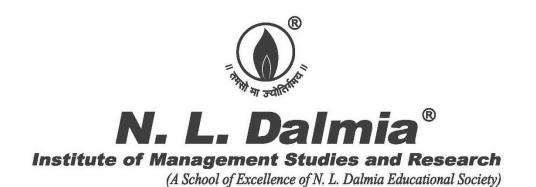
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This is to certify that **Ms. Jain Sreyaa Rakesh** has participated in 32 hours Technical Analysis Course organized by

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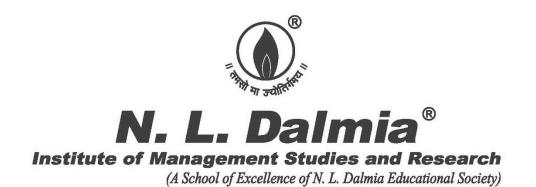
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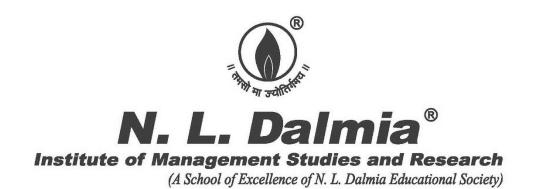
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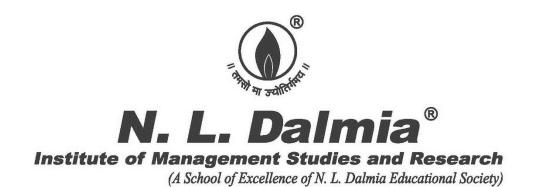
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This is to certify that **Mr. Dave Sanjaykumar** has participated in 32 hours Technical Analysis Course organized by

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This is to certify that **Ms. Palkhe N Nitin** has participated in 32 hours Technical Analysis Course organized by

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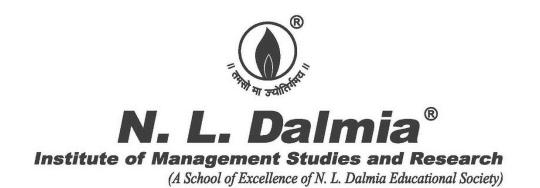in **May 2019**

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This is to certify that **Mr. Khursankar K Vinod** has participated in 32 hours Technical Analysis Course organized by

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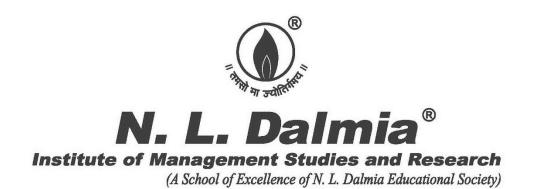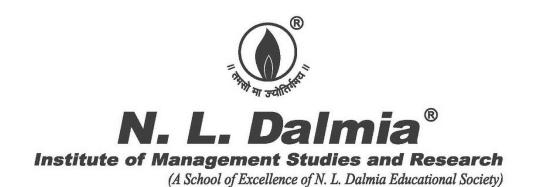
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This is to certify that **Mr. Thakur Pratik Shyamshingh** has participated in 32 hours Technical Analysis Course organized by

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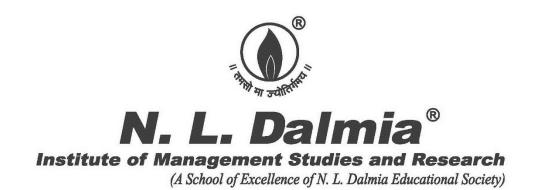in **May 2019**

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This is to certify that **Mr. Shaikh Shahjadalam Shasid** has participated in 32 hours Technical Analysis Course organized by

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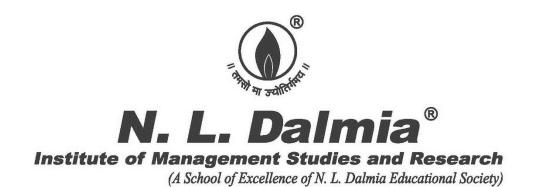in **May 2019**

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This is to certify that **Mr. Ansari Yasir Aliahtad** has participated in 32 hours Technical Analysis Course organized by

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in **May 2019**

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Prof. Seema Saini
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This is to certify that **Mr. Sharma Anurag Prabhunath** has participated in 32 hours Technical Analysis Course organized by

N. L. Dalmia Institute of Management Studies and Research

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Prof. Seema Saini
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This is to certify that **Mr. Ramanathan R Ramasamy** has participated in 32 hours Technical Analysis Course organized by

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in **May 2019**

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Program Head

Prof. Seema Saini
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This is to certify that **Mr. Lalwani Sagar Prem** has participated in 32 hours Technical Analysis Course organized by

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in **May 2019**

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Program Head

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This is to certify that **Mr. Jaiswal Ankit Dinesh** has participated in 32 hours Technical Analysis Course organized by

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This is to certify that **Mr. Arya Udayan Yashpriya** has participated in 32 hours Technical Analysis Course organized by

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A.Y. 2017-18
Executive Coaching
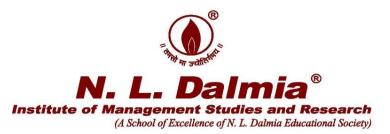
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GRADE "A" ACCREDITED - NAAC

Post Graduate Diploma in Management (PGDM)

Guest Session

AY 2018-19

Date	8-08-2018
Specialization	Human Resource
Topic	Executive Coaching
Place	N. L. Dalmia Institute of Management Studies and Research University in Mumbai, Maharashtra
Name of the Guest	Mudit Yadav
Designation	founder of MY Success Coaching, TedX Speaker
Name of the Organisation	MY Success Coaching
Invited By	Expert Talk – Students

Mr. Yadav is a founder of MY Success Coaching and also a Co-Founder at E3 Academia of life skills. He is a motivational speaker and a success coach. He coaches executives, professionals, entrepreneurs and students to help them establish clear goals, how to function at peak potential, enhance their leadership skills, empower them to come out of cycles of depression and achieve higher levels of success.

The session mainly focused on **"Executive Coaching"** and his experience as a success coach. It started with the effectiveness of a question in starting a conversation and its relation with coaching.

The session was full of experiences shared by the guest, faculty and students. A few cases with role plays were discussed. The session ended with a guidance to take coaching as a career option which was then followed by questions from the students.

The session was very inspirational and helpful for the students who are soon going to step into the corporate world.

Executive Coaching workshop

List of the students

Sr. no	Name
1	POOJA SHARAD DESHPANDE
2	SAKSHI KIRITBHAI GOHIL
3	SHREYA VIRENDRA KATAKWAR
4	SHRUTI MURLIDHAR KUNDER
5	MANASWI NARESH MULCHANDANI
6	ALIFIYA YUSUF NASIKWALA
7	TANUSHREE PAL
8	REETIKA YASHWANT PATIL
9	SHREYA PRAMOD RANKA
10	ANUPAMA RAMESH SHETTY
11	YUDEN ALEXANDER SHYODHI
12	DISHA AJAY SOI
13	AASHNA DHARMESH THAWRANI
14	ANAYA TRIPATHI
15	KIRAN PYARELAL YADAV

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This is a certificate presented to Mr./Ms. _____

for active participation in the 3-day workshop on, 'Introduction to Executive Coaching'
offered by the institute in the academic year 2018-19.

Mudit Yadav	**Prof. Dr. Rima. G. Chowdhury**	**Dr. Dinesh Hegde**
Founder, MY Success Coach	HOD Human Resource	Dean Academic, Head
		Research & Consulting

A.Y. 2017-18
Bloomberg Market Concepts

Following Students Attended Bloomberg Market Concepts Cetificate Course

Sr. No.	Year of enrollment	Name	Student enrollment number
1	2018-2019	Abhishek Suhas Sawant	PF1820-D47
2	2018-2019	Akanksha Jitendra	PF1820-D09
3	2018-2019	Akash Ashok Agarwal	PF1820-D01
4	2018-2019	Ameya Rajesh Chandak	PF1820-D12
5	2018-2019	Aniket Pramod Daiv	PF1820-D13
6	2018-2019	Austin Dominic D'sa	PF1820-D18
7	2018-2019	Bhavya Bharat Shah	PF1820-D49
8	2018-2019	Brandon Conrad Dsouza	PF1820-D19
9	2018-2019	Chinmay Kamlesh Mandawat	PF1820-D36
10	2018-2019	Dhiren Mahesh Dhameja	PF1820-D17
11	2018-2019	Harsh Rashmin Shah	PF1820-D50
12	2018-2019	Hersh Vijay Patel	PF1820-D43
13	2018-2019	Ishita Vikas Grover	PF1820-D22
14	2018-2019	Jhanvi Parimal Devani	PF1820-D16
15	2018-2019	Kajal Mr. Deepak Agarwal	PF1820-D02
16	2018-2019	Karishma Mahesh Bathija	PF1820-D06
17	2018-2019	Keshav Omprakash Bhattad	PF1820-D08
18	2018-2019	Kevin Mathai Madapally	PF1820-D35
19	2018-2019	Kriti Harish Wadhwa	PF1820-D59
20	2018-2019	Megha Manoj Bhatia	PF1820-D07
21	2018-2019	Meghna Ajay Ashtekar	PF1820-D04
22	2018-2019	Mehakpreet Harshaminder Singh	PF1820-D30
23	2018-2019	Molisha Naresh Jain	PF1820-D24
24	2018-2019	Neha Jeevan Deshmukh	PF1820-D15
25	2018-2019	Nishank Pratap Rathod	PF1820-D46
26	2018-2019	Nishi Ajay Kumar Srivastava	PF1820-D56
27	2018-2019	Nupur Sushil Agrawal	PF1820-D48
28	2018-2019	Payal Anil Singh	PF1820-D53
29	2018-2019	Prabhuti Bhushan Ojha	PF1820-D41
30	2018-2019	Pranav Sangam Lohare	PF1820-D34
31	2018-2019	Prasad Suresh Wankhade	PF1820-D60
32	2018-2019	Priya Prem Mariwala	PF1820-D37
33	2018-2019	Raushni Debasis Bose	PF1820-D11
34	2018-2019	Ravi Ashok Kumar Kant	PF1820-D29
35	2018-2019	Riddhi Bharat Gandhi	PF1820-D21
36	2018-2019	Riddhi Mukesh Shah	PF1820-D51
37	2018-2019	Ruchi Vinod Agrawal	PF1820-D03

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38	2018-2019	Runali Ravi Naik	PF1820-D40
39	2018-2019	Ruthuja Shivaji Patil	PF1820-D44
40	2018-2019	Sachin Vinod Nahar	PF1820-D39
41	2018-2019	Sagar Prem Lalwani	PF1820-D32
42	2018-2019	Sakshi Sanjay Jaiswal	PF1820-D27
43	2018-2019	Sarthak Naveen Kumar Srivastava	PF1820-D57
44	2018-2019	Saurabh Kailashchandra Paliwal	PF1820-D42
45	2018-2019	Sayali Rajendra Vartak	PF1820-D58
46	2018-2019	Shikha Ajay Soi	PF1820-D55
47	2018-2019	Shivani Anish Dave	PF1820-D14
48	2018-2019	Shubendra Jagvir Singh	PF1820-D54
49	2018-2019	Shubham Datta Kadam	PF1820-D28
50	2018-2019	Siddharth Dilip Jain	PF1820-D25
51	2018-2019	Siddhika Vidyadhar Kore	PF1820-D31
52	2018-2019	Sreyaa Rakesh Jain	PF1820-D26
53	2018-2019	Suchi Bhavesh Mehta	PF1820-D38
54	2018-2019	Sumit Vitthal Badwane	PF1820-D05
55	2018-2019	Vaibhav Vijaykumar Bobade	PF1820-D10
56	2018-2019	Vaishnavi Satyadev Shetty	PF1820-D52
57	2018-2019	Vallabh Dayanand Hayatnagarkar	PF1820-D23
58	2018-2019	Venkatachalam Ramachandran	PF1820-D45
59	2018-2019	Vrinda Mukesh Lohana	PF1820-D33
60	2018-2019	Wayne Lubin D'souza	PF1820-D20
61	2018-2019	Aashna Dharmesh Thawrani	PH1820-E18
62	2018-2019	Aishwarya Sanjay Salkute	PH1820-E12
63	2018-2019	Alifiya Yusuf Nasikwala	PH1820-E08
64	2018-2019	Anaya Arun Dev Tripathi	PH1820-E19
65	2018-2019	Anupama Ramesh Shetty	PH1820-E14
66	2018-2019	Aparna Satish Kulkarni	PH1820-E05
67	2018-2019	Disha Ajay Soi	PH1820-E17
68	2018-2019	Kiran Pyarelal Yadav	PH1820-E20
69	2018-2019	Manaswi Naresh Mulchandani	PH1820-E07
70	2018-2019	Parth Sunil Ahuja	PH1820-E01
71	2018-2019	Pooja Sharad Deshpande	PH1820-E02
72	2018-2019	Priya Tushar Sayani	PH1820-E13
73	2018-2019	Reetika Yashwant Patil	PH1820-E10

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Institute of Management Studies and Research

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Following Students Attended Bloomberg Market Concepts Cetificate Course

Sr. No.	Year of enrollment	Name	Student enrollment number
74	2018-2019	Sakshi Kirit Gohil	PH1820-E03
75	2018-2019	Shreya Pramod Ranka	PH1820-E11
76	2018-2019	Shreya Virendra Katakwar	PH1820-E04
77	2018-2019	Shruti Murlidhar Kunder	PH1820-E06
78	2018-2019	Sneha Manoj Singh	PH1820-E16
79	2018-2019	Tanushree Ashok Kumar Pal	PH1820-E09
80	2018-2019	Yuden Alexander Shyodhi	PH1820-E15
81	2018-2019	Aditi S. N. Agrawal	PM1820-C01
82	2018-2019	Aditya Uddhavrao Patil	PM1820-C24
83	2018-2019	Aniruddha Subhash Kadam	PM1820-C12
84	2018-2019	Ashish Ravindra Shetty	PM1820-C32
85	2018-2019	Bharati Bhushan Rupani	PM1820-C29
86	2018-2019	Chaitra Pradeep Gawade	PM1820-C09
87	2018-2019	Chiranjeev V.Chandrasekaran	PM1820-C05
88	2018-2019	Dhawal Daulat Singh Rawat	PM1820-C28
89	2018-2019	Diptarka Mrinmoy Datta	PM1820-C07
90	2018-2019	Gauri Dileep Bhate Bhate	PM1820-C03
91	2018-2019	Gautam Bhupendra Singh	PM1820-C33
92	2018-2019	Hrishikesh Krishnakumar P P Poduval	PM1820-C26
93	2018-2019	Jash Bhupendra Thakkar	PM1820-C35
94	2018-2019	Jayesh Krishnankutty Nair	PM1820-C23
95	2018-2019	Kavyashree Rashmikant Kundalia	PM1820-C18
96	2018-2019	Khushboo Prafull Surana	PM1820-C34
97	2018-2019	Kushal Vishnu Kabra	PM1820-C11
98	2018-2019	Megha Chandraprakash Khaitan	PM1820-C14
99	2018-2019	Mrinal Vijay Gujare	PM1820-C10
100	2018-2019	Mrunal Dipak Kongre	PM1820-C15
101	2018-2019	Nidhi Naresh Kotian	PM1820-C16
102	2018-2019	Nikhil Pawan Sharma	PM1820-C31
103	2018-2019	Omkar Satish Varadkar	PM1820-C37
104	2018-2019	Palak Vijay Lapasia Lapasia	PM1820-C19
105	2018-2019	Prachi Pradeep Vora	PM1820-C38
106	2018-2019	Prachi Sandip Vyas	PM1820-C40
107	2018-2019	Pranav Bharat Dave	PM1820-C08
108	2018-2019	Prathik Ravindra Poojary	PM1820-C27
109	2018-2019	Pratyush Mithilesh Kumar Jha	PM1820-C17

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Following Students Attended Bloomberg Market Concepts Cetificate Course

Sr. No.	Year of enrollment	Name	Student enrollment number
110	2018-2019	Raj Pankaj Vora	PM1820-C39
111	2018-2019	Ruchika Rajesh Gattani	PM1820-C02
112	2018-2019	Rutuj Vishnu Karandikar	PM1820-C13
113	2018-2019	Sanket Chandrakant Patlekar	PM1820-C25
114	2018-2019	Sean Collin Moraes	PM1820-C22
115	2018-2019	Shilpa Kishan Chandani	PM1820-C04
116	2018-2019	Shimoni Sunil Timbadia	PM1820-C36
117	2018-2019	Sumita Rajdeo Lal Das	PM1820-C06
118	2018-2019	Supratik Manas Sarkar	PM1820-C30
119	2018-2019	Vaibhavi Bhupen Mehta	PM1820-C20
120	2018-2019	Xenia Hemendra Mehta	PM1820-C21

Course Plan

Program	PGDM (Finance)
Course Title	Bloomberg
Course Credit	NA
Academic Year	2018-19
Batch	2018-20
Semester	I & II
Duration (Hrs)	90
Name of the Faculty	Prof. Prakash Rathod
HOD	Dr. Anil Gor

1.Course Overview

Universities, colleges and corporates around the globe use Bloomberg to bring the real world of finance into the classroom, providing students with access to the same information platform used by leading decision makers in business, finance and government.

The Bloomberg Professional service and Bloomberg Terminal seamlessly integrate the very best in data, news and analytics. The Terminal is a 24-hour, global financial services system that provides transparent and reliable financial, economic and government information covering all market sectors. It features company financials, market data spanning more than 20 years, charts, statistics, a communications platform and current news reports.

The Bloomberg Terminal brings together real-time data on every market, breaking news, in-depth research, powerful analytics, communications tools and world-class execution capabilities — in one fully integrated solution.

Up-to-the-minute access to the news that matters, that moves markets and that changes the course of a business can make all the difference. News is reported when it happens, from where it happens. With more than 2,700 news professionals in 120 countries, Bloomberg's award-winning coverage of companies, markets, economies, politics and governments ensures that you get the information you need when you need it most.

Bloomberg has a broad range of research offerings including direct access to sell-side and independent research from more than 1,500 sources, as well as proprietary, analyst-driven research that provides a comprehensive view of industries and their key constituents with unsurpassed depth and breadth at the sector, industry and company levels. This course is intended to provide an overview of the Bloomberg Professional service so students can get started using this powerful tool.

N.L. Dalmia Institute of Management Studies and Research is the first Institute to set up the Bloomberg lab in Mumbai to provide students an extremely focused and high end knowledge programs with a high degree of practical learning and on-the-Job applicability especially for finance & research students.

2.Course Outcomes (CO)

Sr. No	At the end of the course students will be able to :
CO1	Illustrate the world equity Indices, world economic indicators, Statistics, world center banks, Industries and all financial On & Off market instruments. Liquidity, volatility, maturity, and pricing of various financial instruments issued across domestic and foreign markets.
CO2	Provides a comprehensive overview how students can import Bloomberg data into Microsoft Excel. It includes a step-by-step guide, cheat sheets and descriptions of recent enhancements. Will also display information on performing Bloomberg calculations in Excel.
CO3	Analyze Portfolio and risk analytics, monitoring, characteristics, attribution, historical performance & pinpoint the sources of active risk in portfolios with fundamental risk factor Models.
CO4	Get 2 Bloomberg Technical Training Certifications namely Bloomberg Market Concepts (BMC) and Bloomberg Analyst Certification

3. Course Overview

Module No.	Topic	Sessions
1	**Introduction and System Navigation:** Introduction to Bloomberg Key Board navigation Basic commands Understand Bloomberg Terminals, History, founder, Login credentials, Explain the Bloomberg Keyboard The red stop keys, green action keys and yellow market sector keys help you access information quickly and easily. ACCESSING THE APPLICATION; Bloomberg panels, settings, create a login name and password when logging in for the first time & instruction on working on Bloomberg terminal. 1. BU – Bloomberg University 2. MAG – Bloomberg Magazine 3. CN – Current News 4. NI – Search News for Specific Category 5. TNI – Search News by Keyword **Types of Functions** **Non-security functions** - Non-security functions provide information or analysis on an entire market sector and do not require a loaded security. **Security-specific functions** - Security-specific functions analyze a loaded security. **Using Functions** - There are two main way to run functions, depending on whether or not you know the function mnemonic (a short, memorable name or code).	1-3

Module No.	Topic	Sessions
	Economic indicators: Discover the fundamentals of how economic indicators are published and analyzed using various Bloomberg functions. **Illustrate various world & domestic Economic Indicators Bloomberg Commands** 1. WECO - World economic calendar 2. ECST - Macroeconomic parameters 3. EMKT -Emerging Market trends 4. ECOW -World eco stats 5. WEI – World equity Indices 6. World central bank portals. 7. ECO - Economic calendars of countries 8. FCON - Financial condition monitor for a country 9. IFMO - Inflation monitor 10. CENB - Central bank finder (select region -> central bank) 11. ECFC - Economic forecasts & indicators 12. ECTR - Trade flow analysis 13. ECSU - Economic surprise monitor 14. WIRP - World int rate probability 15. ECWB - Economic workbench	4-13
3	**Equities:** A deep immersion into the exciting, volatile world of equity investing, with such sub modules as Introducing the Stock Market, The Nature Of Equities, Equity Research, Absolute Valuation, and Relative Valuation. Many Terminal functions are covered and students will leave course with a deep and robust knowledge base to build upon. **Equity Overview & Illustrate various Equity Bloomberg Commands** 1. DES – Security Description 2. TK – Ticker Symbol lookup 3. SECF – Security Finder 4. MGMT – Company management 5. HP – Historic Price 6. GP – Graph Price 7. HCPI – Historic Open, High, Low and Closing prices 8. DVD – Dividend and Split details 9. CACS – Corporate Action Summary 10. EE – Earnings & Estimates	14-24

Module No.	Topic	Sessions
	1. GIP – Intraday Price Chart 2. GPO – Year to Year Price Chart 3. ANR – Analysts Recommendation 4. RV – Relative Valuation 5. MA – Mergers & Acquisition 6. CNDL – Candlestick Chart 7. COMP – Compare two securities while viewing a graph 8. MOST – Most Active Securities 9. FUND – Mutual Fund Search 10. EVTS – Company Events 11. CN – Current News 12. NI – Search News for Specific Category 13. 23.PORT - portfolio & risk analytics 14. KI - Key insights 15. SPLC- Supply chain analysis 16. TMSG - Trade ideas etc.	
4	**Bloomberg Market Concepts:** Bloomberg Technical Training Certification.	25-32
5	**Money Market:** T-bills, Commercial Paper, Call money market, Commercial Bill Market, Repo and Reverse Repo. function to learn more about money markets **Money market overview & Illustrate various Equity Bloomberg Commands** 1. Treasury and money markets BTMM 2. Multi-asset markets monitor 3. OTC Money market program list PGM 4. Money markets rates MMR **Repo** 1. Repo/Reverse repo analysis RRRA 2. Buy/Sell back repo analysis BSR 3. Bond forward price analysis FPA 4. Cost of carry for a bond COC 5. Cross-Currency repo calculator FE6 **Markets monitoring** 1. World interest rates probabilities WIRP 2. Implied market policy rates MIPR 3. Spot/Forwards monitor FXFR 4. Interest rates swaps monitor IRSB 5. Forward curve matrix FWCM 6. Money market new issuance NIM	32-35

Module No.	Topic	Sessions
	Trading solutions & execution 1. Treasury console TCON 2. Money market offerings ECPX / BOOM 3. Electronic FX trading FXGO 4. Tri-Party/General RPOV 5. collateral repo ticket IB Dealing IBD 6. Tri-Party confirmation ticket TCNF 7. Repo confirmation RRRA 8. Request for repo inquiries RPOQ 9. Excel templates for money market XLPT **Pricing & analysis** 1. Arbitrage opportunities FXFA for deposit rates FX 2. Forward calculator FRD 3. Synthetic FRAs EDSF 4. Swaps calculator SWPM 5. Cross currency funding XCF 6. Liquidity assessment LQA **Additional information** 1. Calendar for all countries CDR 2. Days between dates DCX 3. Money market curves MMCV 4. Global prime rates PRIM 5. Treasury bill auction AUCR 6. Private money market security add DES ADD	
6	**Fixed income securities/ Bond Market:** Deep into the world of Fixed Income, with sub modules including The Roots Of The Bond Market, Bond Valuation. Drivers, Central Bankers & Interest Rates, The Yield Curve & Why It Matters, and Movements In The Yield Curve. A number of key Terminal functions covering FI will be explored. **Bond market overview & Illustrate various Equity Bloomberg Commands** 1. WB - World bond market (select region) 2. SRCH -Fixed income search (ask question -> result) 3. GIQ - intraday market chart 4. BXT -Buy ticket 5. SXT - Sell ticket 6. CRPR - Credit rating profile 7. FIPX - Fixed income price discovery 8. NIM - New issue monitor 9. WBF - world bond futures 10. FICM - Fixed income credit monitor	36-42

Module No.	Topic	Sessions
	11. FIRV - Fixed income relative value 12. FIW - Fixed income worksheet 13. STNI - suggested news filters 14. RATC - rating changes	
7	**Currencies/FX Market:** Currency Market Mechanics, Currency Valuation, Central Banks and Currencies, and Currency Risk, you can help students start to master liquidity, investment, and cross-border Analytics capital flows. An array of Terminal functions will be utilized. **FX market overview & Illustrate various Equity Bloomberg Commands** **NEWS & RESEARC** 1. First Word for FX FIRS 2. Virtual currency monitor VCCY 3. Key FX news NI FXKEY **IDEA GENERATION** 1. FX Information Portal FXIP 2. Rank and compare currencies WCRS 3. Custom real-time FX dashboards XDSH 4. FX forecasts FXFC 5. FX probability calculator FXFM 6. Customize and backtest FX trade strategies FXSW 7. Bloomberg U.S. Dollar Index BDXY 8. Share and track FX ideas IDEA 9. Implied volatility matrix WVOL **MARKET MONITORS & PRICING** 1. Executable based pricing BGNE 2. All quotes for a currency instrument ALLQ 3. Spot and forward fixing rates BFIX 4. World currency spot rates WC 5. Cross currency basis swap spreads XCCY 6. Foreign exchange pricing defaults XDF **CALCULATORS** 1. Calculate and monitor FX forwards FRD 2. Options calculator OVML 3. Analyze FX and interest rate arbitrage FXFA 4. Calculate exchange-for-physical pricing EFP	43-48

Module No.	Topic	Sessions
8	**Technical indicators/Analytics and Charts:** Markets, Industry, sectors and Company in-depth analyses using Graphic fundamentals. **Explain & Illustrate various Technical / Analytical Charts** 　1. Charting portal CHAR 　2. Multi-asset volatility and correlation analysis VCA 　3. Compare and analyze hedging strategies HWIZ 　4. Graph FX term structures XCRV 　5. FX trading sessions graph FX24 　6. Market impact monitor ECMI 　7. BETA - Historical beta 　8. RITA - Real-time intraday Trade analysis 　9. TAYL - Taylor rule model 　10. GS - scatter chart 　11. Candle Chart 　12. AMZ - Score etc.	49-54

Detailed Assessment Plan *(briefly describe each component and how the students are going to be evaluated)*

Sr. No	Components with details	Individual /Group	Marks	Intended CO to be assessed
1.1	Assessment - Theory	Individual	20	CO1, CO2
1.2	Pratical /Financial Market Analyses report	Group	80	CO4, CO3
	Year End Exams		100	CO1, CO2, CO3, CO4.
	Total		100	

Prepared by: **(Faculty name and signature with date)**	**Prof. Prakash Rathod**
Approved by: **HOD – Name and signature with date**	**Dr. Anil Gor**

A.Y. 2018-19
Bloomberg Analyst Certificate

Course Plan

Program	PGDM (Finance)
Course Title	Bloomberg
Course Credit	NA
Academic Year	2018-19
Batch	2018-20
Semester	I & II
Duration (Hrs)	90
Name of the Faculty	Prof. Prakash Rathod
HOD	Dr. Anil Gor

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4	**Bloomberg Market Concepts:** Bloomberg Technical Training Certification.	25-32

5	**Money Market:**
	
	T-bills, Commercial Paper, Call money market, Commercial Bill Market, Repo and Reverse Repo.
	function to learn more about money markets
	
	Money market overview & Illustrate various Equity Bloomberg Commands
	   1. Treasury and money markets BTMM
	   2. Multi-asset markets monitor
	   3. OTC Money market program list PGM
	   4. Money markets rates MMR
	Repo
	   1. Repo/Reverse repo analysis RRRA
	   2. Buy/Sell back repo analysis BSR
	   3. Bond forward price analysis FPA
	   4. Cost of carry for a bond COC
	   5. Cross-Currency repo calculator FE6
	Markets monitoring
	   1. World interest rates probabilities WIRP
	   2. Implied market policy rates MIPR
	   3. Spot/Forwards monitor FXFR
	   4. Interest rates swaps monitor IRSB
	   5. Forward curve matrix FWCM
	   6. Money market new issuance NIM
		32-35

Module No.	Topic	Sessions
	Trading solutions & execution 1. Treasury console TCON 2. Money market offerings ECPX / BOOM 3. Electronic FX trading FXGO 4. Tri-Party/General RPOV 5. collateral repo ticket IB Dealing IBD 6. Tri-Party confirmation ticket TCNF 7. Repo confirmation RRRA 8. Request for repo inquiries RPOQ 9. Excel templates for money market XLPT **Pricing & analysis** 1. Arbitrage opportunities FXFA for deposit rates FX 2. Forward calculator FRD 3. Synthetic FRAs EDSF 4. Swaps calculator SWPM 5. Cross currency funding XCF 6. Liquidity assessment LQA **Additional information** 1. Calendar for all countries CDR 2. Days between dates DCX 3. Money market curves MMCV 4. Global prime rates PRIM 5. Treasury bill auction AUCR 6. Private money market security add DES ADD	
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Module No.	Topic	Sessions
	11. FIRV - Fixed income relative value 12. FIW - Fixed income worksheet 13. STNI - suggested news filters 14. RATC - rating changes	
7	## Currencies/FX Market: Currency Market Mechanics, Currency Valuation, Central Banks and Currencies, and Currency Risk, you can help students start to master liquidity, investment, and cross-border Analytics capital flows. An array of Terminal functions will be utilized. **FX market overview & Illustrate various Equity Bloomberg Commands** **NEWS & RESEARC** 1. First Word for FX FIRS 2. Virtual currency monitor VCCY 3. Key FX news NI FXKEY **IDEA GENERATION** 1. FX Information Portal FXIP 2. Rank and compare currencies WCRS 3. Custom real-time FX dashboards XDSH 4. FX forecasts FXFC 5. FX probability calculator FXFM 6. Customize and backtest FX trade strategies FXSW 7. Bloomberg U.S. Dollar Index BDXY 8. Share and track FX ideas IDEA 9. Implied volatility matrix WVOL **MARKET MONITORS & PRICING** 1. Executable based pricing BGNE 2. All quotes for a currency instrument ALLQ 3. Spot and forward fixing rates BFIX 4. World currency spot rates WC 5. Cross currency basis swap spreads XCCY 6. Foreign exchange pricing defaults XDF **CALCULATORS** 1. Calculate and monitor FX forwards FRD 2. Options calculator OVML 3. Analyze FX and interest rate arbitrage FXFA 4. Calculate exchange-for-physical pricing EFP	43-48

Module No.	Topic	Sessions
8	**Technical indicators/Analytics and Charts:** Markets, Industry, sectors and Company in-depth analyses using Graphic fundamentals. **Explain & Illustrate various Technical / Analytical Charts** 1. Charting portal CHAR 2. Multi-asset volatility and correlation analysis VCA 3. Compare and analyze hedging strategies HWIZ 4. Graph FX term structures XCRV 5. FX trading sessions graph FX24 6. Market impact monitor ECMI 7. BETA - Historical beta 8. RITA - Real-time intraday Trade analysis 9. TAYL - Taylor rule model 10. GS - scatter chart 11. Candle Chart 12. AMZ - Score etc.	49-54

Detailed Assessment Plan *(briefly describe each component and how the students are going to be evaluated)*

Sr. No	Components with details	Individual /Group	Marks	Intended CO to be assessed
1.1	Assessment - Theory	Individual	20	CO1, CO2
1.2	Pratical /Financial Market Analyses report	Group	80	CO4, CO3
	Year End Exams – BAC		100	CO1, CO2, CO3, CO4.
	Total		100	

Prepared by: (Faculty name and signature with date)	Prof. Prakash Rathod
Approved by: HOD – Name and signature with date	Dr. Anil Gor

Following Students Attended Bloomberg Analysis Cetificate Course

Sr. No.	Year of enrollment	Name	Student enrollment number
1	2018-2019	Abhishek Suhas Sawant	PF1820-D47
2	2018-2019	Akanksha Jitendra	PF1820-D09
3	2018-2019	Akash Ashok Agarwal	PF1820-D01
4	2018-2019	Ameya Rajesh Chandak	PF1820-D12
5	2018-2019	Aniket Pramod Daiv	PF1820-D13
6	2018-2019	Austin Dominic D'sa	PF1820-D18
7	2018-2019	Bhavya Bharat Shah	PF1820-D49
8	2018-2019	Brandon Conrad Dsouza	PF1820-D19
9	2018-2019	Chinmay Kamlesh Mandawat	PF1820-D36
10	2018-2019	Dhiren Mahesh Dhameja	PF1820-D17
11	2018-2019	Harsh Rashmin Shah	PF1820-D50
12	2018-2019	Hersh Vijay Patel	PF1820-D43
13	2018-2019	Ishita Vikas Grover	PF1820-D22
14	2018-2019	Jhanvi Parimal Devani	PF1820-D16
15	2018-2019	Kajal Mr. Deepak Agarwal	PF1820-D02
16	2018-2019	Karishma Mahesh Bathija	PF1820-D06
17	2018-2019	Keshav Omprakash Bhattad	PF1820-D08
18	2018-2019	Kevin Mathai Madapally	PF1820-D35
19	2018-2019	Kriti Harish Wadhwa	PF1820-D59
20	2018-2019	Megha Manoj Bhatia	PF1820-D07
21	2018-2019	Meghna Ajay Ashtekar	PF1820-D04
22	2018-2019	Mehakpreet Harshaminder Singh	PF1820-D30
23	2018-2019	Molisha Naresh Jain	PF1820-D24
24	2018-2019	Neha Jeevan Deshmukh	PF1820-D15
25	2018-2019	Nishank Pratap Rathod	PF1820-D46
26	2018-2019	Nishi Ajay Kumar Srivastava	PF1820-D56
27	2018-2019	Nupur Sushil Agrawal	PF1820-D48
28	2018-2019	Payal Anil Singh	PF1820-D53
29	2018-2019	Prabhuti Bhushan Ojha	PF1820-D41
30	2018-2019	Pranav Sangam Lohare	PF1820-D34
31	2018-2019	Prasad Suresh Wankhade	PF1820-D60
32	2018-2019	Priya Prem Mariwala	PF1820-D37
33	2018-2019	Raushni Debasis Bose	PF1820-D11
34	2018-2019	Ravi Ashok Kumar Kant	PF1820-D29
35	2018-2019	Riddhi Bharat Gandhi	PF1820-D21
36	2018-2019	Riddhi Mukesh Shah	PF1820-D51
37	2018-2019	Ruchi Vinod Agrawal	PF1820-D03

Following Students Attended Bloomberg Analysis Cetificate Course

Sr. No.	Year of enrollment	Name	Student enrollment number
38	2018-2019	Runali Ravi Naik	PF1820-D40
39	2018-2019	Ruthuja Shivaji Patil	PF1820-D44
40	2018-2019	Sachin Vinod Nahar	PF1820-D39
41	2018-2019	Sagar Prem Lalwani	PF1820-D32
42	2018-2019	Sakshi Sanjay Jaiswal	PF1820-D27
43	2018-2019	Sarthak Naveen Kumar Srivastava	PF1820-D57
44	2018-2019	Saurabh Kailashchandra Paliwal	PF1820-D42
45	2018-2019	Sayali Rajendra Vartak	PF1820-D58
46	2018-2019	Shikha Ajay Soi	PF1820-D55
47	2018-2019	Shivani Anish Dave	PF1820-D14
48	2018-2019	Shubendra Jagvir Singh	PF1820-D54
49	2018-2019	Shubham Datta Kadam	PF1820-D28
50	2018-2019	Siddharth Dilip Jain	PF1820-D25
51	2018-2019	Siddhika Vidyadhar Kore	PF1820-D31
52	2018-2019	Sreyaa Rakesh Jain	PF1820-D26
53	2018-2019	Suchi Bhavesh Mehta	PF1820-D38
54	2018-2019	Sumit Vitthal Badwane	PF1820-D05
55	2018-2019	Vaibhav Vijaykumar Bobade	PF1820-D10
56	2018-2019	Vaishnavi Satyadev Shetty	PF1820-D52
57	2018-2019	Vallabh Dayanand Hayatnagarkar	PF1820-D23
58	2018-2019	Venkatachalam Ramachandran	PF1820-D45
59	2018-2019	Vrinda Mukesh Lohana	PF1820-D33
60	2018-2019	Wayne Lubin D'souza	PF1820-D20
61	2018-2019	Aashna Dharmesh Thawrani	PH1820-E18
62	2018-2019	Aishwarya Sanjay Salkute	PH1820-E12
63	2018-2019	Alifiya Yusuf Nasikwala	PH1820-E08
64	2018-2019	Anaya Arun Dev Tripathi	PH1820-E19
65	2018-2019	Anupama Ramesh Shetty	PH1820-E14
66	2018-2019	Aparna Satish Kulkarni	PH1820-E05
67	2018-2019	Disha Ajay Soi	PH1820-E17
68	2018-2019	Kiran Pyarelal Yadav	PH1820-E20
69	2018-2019	Manaswi Naresh Mulchandani	PH1820-E07
70	2018-2019	Parth Sunil Ahuja	PH1820-E01
71	2018-2019	Pooja Sharad Deshpande	PH1820-E02
72	2018-2019	Priya Tushar Sayani	PH1820-E13
73	2018-2019	Reetika Yashwant Patil	PH1820-E10
74	2018-2019	Sakshi Kirit Gohil	PH1820-E03

Following Students Attended Bloomberg Analysis Cetificate Course

Sr. No.	Year of enrollment	Name	Student enrollment number
75	2018-2019	Shreya Pramod Ranka	PH1820-E11
76	2018-2019	Shreya Virendra Katakwar	PH1820-E04
77	2018-2019	Shruti Murlidhar Kunder	PH1820-E06
78	2018-2019	Sneha Manoj Singh	PH1820-E16
79	2018-2019	Tanushree Ashok Kumar Pal	PH1820-E09
80	2018-2019	Yuden Alexander Shyodhi	PH1820-E15
81	2018-2019	Aditi S. N. Agrawal	PM1820-C01
82	2018-2019	Aditya Uddhavrao Patil	PM1820-C24
83	2018-2019	Aniruddha Subhash Kadam	PM1820-C12
84	2018-2019	Ashish Ravindra Shetty	PM1820-C32
85	2018-2019	Bharati Bhushan Rupani	PM1820-C29
86	2018-2019	Chaitra Pradeep Gawade	PM1820-C09
87	2018-2019	Chiranjeev V.Chandrasekaran	PM1820-C05
88	2018-2019	Dhawal Daulat Singh Rawat	PM1820-C28
89	2018-2019	Diptarka Mrinmoy Datta	PM1820-C07
90	2018-2019	Gauri Dileep Bhate Bhate	PM1820-C03
91	2018-2019	Gautam Bhupendra Singh	PM1820-C33
92	2018-2019	Hrishikesh Krishnakumar P P Poduval	PM1820-C26
93	2018-2019	Jash Bhupendra Thakkar	PM1820-C35
94	2018-2019	Jayesh Krishnankutty Nair	PM1820-C23
95	2018-2019	Kavyashree Rashmikant Kundalia	PM1820-C18
96	2018-2019	Khushboo Prafull Surana	PM1820-C34
97	2018-2019	Kushal Vishnu Kabra	PM1820-C11
98	2018-2019	Megha Chandraprakash Khaitan	PM1820-C14
99	2018-2019	Mrinal Vijay Gujare	PM1820-C10
100	2018-2019	Mrunal Dipak Kongre	PM1820-C15
101	2018-2019	Nidhi Naresh Kotian	PM1820-C16
102	2018-2019	Nikhil Pawan Sharma	PM1820-C31
103	2018-2019	Omkar Satish Varadkar	PM1820-C37
104	2018-2019	Palak Vijay Lapasia Lapasia	PM1820-C19
105	2018-2019	Prachi Pradeep Vora	PM1820-C38
106	2018-2019	Prachi Sandip Vyas	PM1820-C40
107	2018-2019	Pranav Bharat Dave	PM1820-C08
108	2018-2019	Prathik Ravindra Poojary	PM1820-C27
109	2018-2019	Pratyush Mithilesh Kumar Jha	PM1820-C17
110	2018-2019	Raj Pankaj Vora	PM1820-C39
111	2018-2019	Ruchika Rajesh Gattani	PM1820-C02

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Following Students Attended Bloomberg Analysis Cetificate Course

Sr. No.	Year of enrollment	Name	Student enrollment number
112	2018-2019	Rutuj Vishnu Karandikar	PM1820-C13
113	2018-2019	Sanket Chandrakant Patlekar	PM1820-C25
114	2018-2019	Sean Collin Moraes	PM1820-C22
115	2018-2019	Shilpa Kishan Chandani	PM1820-C04
116	2018-2019	Shimoni Sunil Timbadia	PM1820-C36

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A.Y. 2018-19
MarkStat

A.Y 2018-19 (Batch 2017-19)

Mark Strat- Marketing Simulation

Markstrat – Simulation was conducted by Ms. Rashmi Jain in the ICT lab. The licenses were procured from Mark Strat. All the students of Marketing participated in the simulation. Students have taken this simulation exercise very well.

In the two years PGDM course alike other students, Marketing students were also taught different subjects along with relevant marketing concepts and specialization courses. For them to be truly industry ready, it is important that the students understand the interplay of the conceptual areas and the impact of environmental factors on the success of organizational strategy.

Marketing Simulation helped students to understand the subjects like Marketing Strategy, Product and Brand Management, Negotiation Skills, Selling and Marketing Financial products in real world perspectives. This simulation enabled the students with real-life environment challenges; students used the knowledge of subjects to overcome the challenges.

Marketing simulation was conducted in a competitive (game) format for two continuous days. Students were divided in teams. Each team represented a company in a given industry within a hypothetical market. The teams competed with each other to maximize certain business KPIs over various stages. The competition was very innovative and the winners were awarded with certificates.

Dr. Joyeeta Chatterjee

Professor and HoD,   Marketing

Digital MarkStrat

Strategic digital marketing concepts that transform your participants into digital experts.

- Experienced marketers, MBA and Master students
- 12 to 20 hours
- B2C durable goods (electronics)

Learning outcomes
- Know-how to blend digital and traditional media in developing a marketing plan.
- Segment, target and position a portfolio of brands on a digital-sensitive market.
- Manage digital marketing as a profit-center.

learn more

MarkStrat

Fundamental strategic marketing concepts to turn your participants into effective marketers.

- Experienced marketers, MBA and Master students
- 12 to 20 hours
- B2C durable goods (electronics), B2C consumer goods (cosmetics), B2B (mechatronics)

Learning outcomes
- Learn the fundamental strategic marketing concepts: segmentation, targeting, positioning, brand portfolio strategies.
- Manage established and emerging market strategies.
- Experience essential marketing tools and conduct market and competitive analysis.

learn more

Circular MarkStrat

Circular economy & sustainability with Circular Markstrat to get participants to embrace the circular economy.

- Experienced marketers, MBA and Master students
- 12 to 20 hours
- B2C durable goods (electronics)

Learning outcomes
- Design eco-friendly products & business processes
- Discover how sustainabillity & profitability can be synergistic
- Adopt digital transformation for environmental good

learn more

BOSS

Innovation concepts with Blue Ocean Strategy to create trends, eliminate competitors and own your market.

- Experienced executives in strategy and innovation, MBA and Master students
- 6-12 hours of decision-making
- Video game console industry, retail industry

Learning outcomes
- Adopt an innovation mindset & creative perspective
- Build know-how on creating new market demand
- Comprehend Blue Ocean theory from conception to delivery in all business aspects

learn more

REVMANEX

Achieve revenue management excellence in sales.

- Sales professionals & undergraduate, graduate & executive students in sales & marketing
- 2-3 hours of decision-making
- Consumer goods industry

Learning outcomes
- Adopt a value creation mindset for sustainable growth
- Become a savvy negotiator
- Embed customer-centricity in the sales process

learn more

BrandPRO

Step into a Brand Manager's role.

- Core Marketing Courses, Academic & Executive levels
- 3 hours
- B2C Durable Goods (electronics)

Learning outcomes
- Develop acumen for successful brand management
- Learn targeting and positioning concepts through product, pricing and communication decisions.
- Develop a customer-centric mindset

learn more

DIGITAL MediaPRO

Become savvy digital transformers.

- Core Marketing, Media Courses, Academic & Executive levels
- 3 hours
- Energy Drink Industry

Learning outcomes
- Learn media planning, execution tactics, specific language
- Know how to blend digital and traditional media to execute a media strategy
- Navigate key digital media challenges.

learn more

MixPRO

Master the 4Ps and effectively apply the marketing mix.

- Core Marketing Courses, Academic & Executive levels
- 3 hours
- B2C Durable Goods (electronics)

Learning outcomes
- Achieve brand performance through coherent and tactical marketing mix decisions
- Learn key marketing mix levers.
- Understanding of the 4Ps of the marketing mix

learn more

Certificate of Achievement

STRATX
SIMULATIONS

AWARDED TO

Avrodeep Dutta

IN RECOGNITION OF SUCCESSFUL COMPLETION OF 2 WEEKS

markSTraT
BY STRATX

Rlani	24/10/2018
Signature	Date

Certificate of Achievement

STRATX
SIMULATIONS

AWARDED TO

Munmun Chakraborty

IN RECOGNITION OF SUCCESSFUL COMPLETION OF *& WINNER*

markSTraT
BY STRATX

RJani.

Signature

24/10/2018

Date

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Following Students Completed Markstat Program A.Y 2018-19

Sr. No.	Specilisation	Name of the Candidate	Student enrollment number
1	Marketing	Aakanksha Surendra Bhatt	PM16-104
2	Marketing	Aamna Arshad Khan	PF16-119
3	Marketing	Abhijeet Vijay Athavale	PM16-101
4	Marketing	Aditi Milan Dalal	PM16-108
5	Marketing	Aditi Tilkeshwar Kaith	PM16-117
6	Marketing	Aditi Umesh Shah	PM16-136
7	Marketing	Akshata Ganesh Bangera	PM16-103
8	Marketing	Akshay Rajendra Lalan	PM16-122
9	Marketing	Anand Arun Chaware	PM16-107
10	Marketing	Anay Sitaram Sawant	PM16-135
11	Marketing	Aniha Amar Modi	PM16-123
12	Marketing	Bhavya Jitendra Prasad Roy	PM16-134
13	Marketing	Dhvani Manish Gandhi	PM16-113
14	Marketing	Disha Hitesh Dholakia	PM16-111
15	Marketing	Disha Suresh Nair	PM16-127
16	Marketing	Jyoti Shrinivas Papani	PM16-129
17	Marketing	Jyoti Umesh Devadiga	PM16-110
18	Marketing	Likhitha Pradeep Karkera	PM16-118
19	Marketing	Mamta Panchan Avadia	PM16-102
20	Marketing	Mansi Mahadev Gode	PM16-115
21	Marketing	Mitali Pradeep More	PM16-125
22	Marketing	Neha Kanhaiyalal Rajguru	PM16-132
23	Marketing	Nikkita Emmanuel Fernandes	PM16-112
24	Marketing	Niomi Tushar Shah	PM16-137
25	Marketing	Nisheth Jaganath Pujari	PM16-131
26	Marketing	Niyati Paresh Modi	PM16-124
27	Marketing	Parth Harnish Shah	PM16-138
28	Marketing	Piyuli Ratan Bhattacharjee	PM16-106
29	Marketing	Pushkar Vikram Deole	PM16-109
30	Marketing	Reema Rakesh Godre	PM16-140
31	Marketing	Ridhi Devendra Kochar	PM16-120
32	Marketing	Ridhima Rajesh Shukla	PM16-141
33	Marketing	Ruchi Rajendra Usha	PM16-130
34	Marketing	Saloni Rajendra Pandya	PM16-128
35	Marketing	Sanket Sanjay Kondlekar	PM16-121
36	Marketing	Shalin Anish Shah	PM16-139
37	Marketing	Shruchi Girish Bhatt	PM16-105
38	Marketing	Shruti Narayan Naik	PM16-126

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Following Students Completed Markstat Program A.Y 2018-19

Sr. No.	Specilisation	Name of the Candidate	Student enrollment number
39	Marketing	Sneha Dilip Shirke	PM16-140
40	Marketing	Sumanth Sanjeev Ghanate	PM16-114
41	Marketing	Vidhi Hasmukh Ratadia	PM16-133

Head of Accreditation

Prof. Dr. Vaishali Kulkarni

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A.Y 2018-19
Certificate program in
Investment Banking

2018-19

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Following Students Completed Certificate program in Investment Banking Program A.Y 2018-19

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
1	Finance	Aarati Shivappa Kapse	PF17-426
2	Finance	Aarzoo Khandelwal	PF17-428
3	Finance	Aashray Gopal Kunder	PF17-431
4	Finance	Aatur Bakliwal	PF17-404
5	Finance	Abhishek Chandrashekhar Bhosle	PF17-406
6	Finance	Aditya Patil	PF17-440
7	Finance	Aditya Pralhad Dube	PF17-414
8	Finance	Aditya Sunil Gaikwad	PF17-415
9	Finance	Akansha Naresh Goyal	PF17-419
10	Finance	Akshay Anil Udeshi	PF17-457
11	Finance	Akshay Shreepal Jain	PF17-423
12	Finance	Alfred Thomas	PF17-455
13	Finance	Aman Shashikant Jobanputra	PF17-425
14	Finance	Amruta Manohar Bagde	PF17-403
15	Finance	Anshul Ahuja	PF17-401
16	Finance	Ashutosh Pramod Vispute	PF17-459
17	Finance	Ayushi Sudhir Saraf	PF17-446
18	Finance	Barkha Murli Goplani	PF17-417
19	Finance	Chandni Mukesh Sampat	PF17-444
20	Finance	Christopher Charles -	PF17-409
21	Finance	Deep Hitesh Desai	PF17-410
22	Finance	Drumil Rakesh Shah	PF17-450
23	Finance	Kalpi Nilesh Gopani	PF17-416
24	Finance	Kanchi Manik Baldota	PF17-405
25	Finance	Karan Popatlal Bafna	PF17-402
26	Finance	Karan Sunil Charkha	PF17-408
27	Finance	Karina Vijay Raghani	PF17-441
28	Finance	Khadija Nalwala	PF17-437
29	Finance	Kinjal Jethalal Gosar	PF17-418
30	Finance	Komal Dinesh Mishra	PF17-434
31	Finance	Mahima Jain	PF17-424
32	Finance	Manav Saurabh Shah	PF17-449
33	Finance	Mansi Ashok Trivedi	PF17-456
34	Finance	Nidhi Shailesh Gupta	PF17-420
35	Finance	Nidhisha Rajendra Worah	PF17-460
36	Finance	Nikita Bhikchand Birla	PF17-407
37	Finance	Niranjan Rajendra Deshmukh	PF17-411
38	Finance	Nitish Hiren Parikh	PF17-438
39	Finance	Pranay Atul Shah	PF17-451
40	Finance	Priyank Vijay Sangani	PF17-445
41	Finance	Radhika Sadanand Shelgaonakar	PF17-453
42	Finance	Rahul Kantilal Savla	PF17-447
43	Finance	Sahil Shekhar Dhotre	PF17-412
44	Finance	Saloni Nikunj Mehta	PF17-433
45	Finance	Samruddhi Shrikant Katarki	PF17-427
46	Finance	Sean Dominic Rodrigues	PF17-442

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Following Students Completed Certificate program in Investment Banking Program A.Y 2018-19

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
47	Finance	Shailesh Sunderdas Hotchandani	PF17-422
48	Finance	Shalaka Hemang Parikh	PF17-439
49	Finance	Shashank Amit Shah	PF17-448
50	Finance	Sheetal Modi	PF17-435
51	Finance	Shubhra Aditya Sharma	PF17-452
52	Finance	Siddhesh Sunil Gurjar	PF17-421
53	Finance	Snehal Rajendra Umbarkar	PF17-458
54	Finance	Sonakshi Madan	PF17-432
55	Finance	Sumukh Sunil Samant	PF17-443
56	Finance	Tejas Kishor Kulkarni	PF17-430
57	Finance	Umang Koul	PF17-429
58	Finance	Viral Shailesh Doshi	PF17-413
59	Finance	Vivek Balasaheb Shelke	PF17-454
60	Finance	Yash Baburao Naidu	PF17-436
61	Finance	Siddharth Ajit Dholam	MG17-111
62	Finance	Yash Dadlani	MG17-208
63	Finance	Vibha Yashwant Singh	MG17-256
64	Finance	Tarjani Jaydeep Damania	MG17-210
65	Finance	Pratik Sunil Goyal	MG17-219
66	Finance	Priyanka Arun Agarwal	MG17-202
67	Finance	Megha Rajkishore Bang	MG17-107
68	Finance	Tripti Kamal Poddar	MG17-147
69	Finance	Adityakumar Vijaykumar Gupta	MG17-115
70	Finance	Akshay Vijay Shah	MG17-253
71	Finance	Harish Mahendra Mallawat	MG17-135
72	Finance	Krutika Sunil Patil	MG17-144
73	Finance	Adwait Avinash Ghag	MG17-113
74	Finance	Nakkul Dinesh Podaar	MG17-146
75	Finance	Rohit Pradeep Anand	MG17-105
76	Finance	Nirmit Nimesh Mehta	MG17-137
77	Finance	Akanksha Sunil Lata	MG17-130
78	Finance	Ruchi Rajendra Bansal	MG17-108
79	Finance	Chethan Madhukar Amin	MG17-203
80	Finance	Aayush Rajesh Kedia	MG17-227
81	Finance	Binish Suresh Agrawal	MG17-103
82	Finance	Harshit Aditya	MG17-101
83	Finance	Hiteshkumar Sarda	MG17-249
84	Finance	Mamta Shankarlal Lakhani	MG17-230
85	Finance	Nikita Harish Tulsulkar	MG17-259
86	Finance	Aditya Dinesh Varma	MG17-161
87	Finance	Aanchal Atul Jalan	MG17-123
88	Finance	Kalpana Arun Gupta	MG17-222
89	Finance	Nikhil Gangadhar Gunda	MG17-114
90	Finance	Chetan Ramanna Amin	MG17-104
91	Finance	Onkar Tanaji Kadu	MG17-226
92	Finance	Shivani Mahesh Joshi	MG17-125

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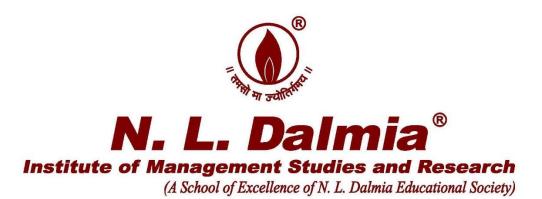(A School of Excellence of N. L. Dalmia Educational Society)

Following Students Completed Certificate program in Investment Banking Program A.Y 2018 -19

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
93	Finance	Ankita Mishra	MG17-139
94	Finance	Diksha Kalra	MG17-127
95	Finance	Akshay Subhash Patyal	MG17-243
96	Finance	Priyesh Girjesh Singh	MG17-255
97	Finance	Neha Shrinivas Rao	MG17-245
98	Finance	Parth Jayesh Shah	MG17-154
99	Finance	Parul Pankaj Rathi	MG17-151
100	Financc	Divya Deepak Sharma	MG17-155

Head of Accreditation

Prof. Dr. Vaishali Kulkarni

Report on Value Added Course

Title of the course- "Certificate program in Investment Banking"

Venue- N.L. Dalmia Institute of Management Studies and Research

Dates- 2nd September 2018 to 15th September 2018

Duration of the Course -25 hours

Timings - 2nd September 2018, 8th September 2018,9th September 2018,14th September 2018 and 15th September 2018 (10am to 5pm- Weekend course)

Resource Person- Mr. Prateek Soni, Partner, Deloitte

Brief Description-

There was 25 hour value added program conducted by Mr. Prateek Soni (Aluminous of NLDIMSR) between 2nd September 2018 to 15th September 2018 on investment banking with topics such as financial modeling, Explain the mechanics of an Initial Public Offering Build valuation models – DCF, LBO and multiples etc. The course was mainly conducted keeping in mind recruiters like Citi group who visit campus every year in the month of October. It was competed by all the 100 students who had enrolled for the course.

Re: Proposed Program on Investment Banking.

Dinesh Hegde <dinesh.hegde@nldalmia.edu.in>

Fri 8/24/2018 12:04 PM

To: Anil Gor <anil.gor@nldalmia.edu.in>; Dinesh Hegde <dinesh.hegde@nldalmia.in>; Prof. Seema Saini <seema.saini@nldalmia.in>
Cc: Neela Mayee <exam@nldalmia.in>; reception@nldalmia.in <reception@nldalmia.in>

Approved. Very good initiative for value addition to our students without any cost implications to the Institute! Hope, you have ensured it doesn't clash with other events already scheduled.

Dr. Dinesh Hegde
Dean Academic & Head-Research & Consulting
NL Dalmia Institute of Management Studies & Research,
Tel   : +91 22 4299 0033/44 Extn.758
Mob   : +91 98198 47626
Email : dinesh.hegde@nldalmia.edu.in

From: Anil Gor <anil.gor@nldalmia.edu.in>
Sent: 24 August 2018 11:44
To: Dinesh Hegde; Prof. Seema Saini
Cc: Neela Mayee; reception@nldalmia.in
Subject: Proposed Program on Investment Banking.

Dear Sir,

Every year we receive placement offer from Citi group for Investment Banking profile. also Citi is likely to visit our campus on 8th/ 9th October,2018. In order to prepare our students for this profile, I am proposing to have a Certificate Program in Investment Banking for 25 Hours commencing from Sunday, 2nd September,2018.The program details would be as under:

Faculty : Prateek Soni our alumni working at Deloitte (He worked for 4 years in CITI in Investment Banking profile before jining Deloitte.

Cost : Rs.2000/- per hour will paid to Mr Soni whoc also conducts such courses at other INSTITUTES at much higher fees but we have made him agree to RS. 2000/- PER HOUR.

Total Cost Rs. 55,000/- (50,000 PAYABLE TO fACULTY PLUS rS.5000/- TOWARD S COOST OF Certificates etc.)

Recovery of cost : Students will pay this cost. I have made this program voluntary and expect about 100 STUDENTS (OUT OF 160 FINANCE STUDENTS TO JOIN) Hence per student cost will be reduced to Rs.550/- which is reasonable.

Dtes of the Program : Sunday 2ndSeptember, Saturday8th September,Sunday 9th September, Saturday 14t September and Sunday 15th September. (5 DAYS , FIVE HOURS ON EACH DAY) Submitted for information and approval please.

I have marked copies to Neeal Madam so that Saturday time table is mad free for this program, and to Floren at reception to book Auditorium on 2nd SEPTEMBER AND sEMINAR hALL ON OTHER DAYS.

with regards,
Dr. Anil Gor
M.Com, LL.M. M.F.M, Ph.D.FCS, CAIIB
Chairman Placements / H.O.D. (Finance)
N. L. Dalmia Institute of Management Studies & Research
Sector-1, Shristi, Mira Road , Mumbai 401104
Dir :+91 22 42990054 / 80 / 81 /82
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The following mentioned value-added programs include assignments/project modules along with instructional hours. Assignments were taken into consideration while approving the program completion certificate/status.

Sr.No	Program Title	Instructional Hours	Assignment/projects modules hours	Total Hours
1	Executive Coaching (AY 2018-19	18	15	33
2	Certificate program in Investment Banking (AY2018-19)	25	8	33
3	Talent Acquisition Training (AY2019-2020)	18	12	30
4	Storytelling with Data (AY2019-202)	20	12	32
5	Certification Program: Category III AIFs and Portfolio Management Services - Hedge Funds (AY2020-2021)	25	10	35
6	Certification Program: Category I AIFs and Category II AIFs - Private Equity (AY2020-2021)	25	10	35
7	NLP Foundation Course Dale Carnegic Training (Competency Modelling) (AY2021-22)	22	8	30

Head of Accreditation

Prof. (Dr.) Vaishali Kulkarni.