SUPPORTING DOCUMENTS

CRITERION 1

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

SUBMITTED TO

NATIONAL ASSESSMENT AND ACCREDITATION COUNCIL

BY

N. L. Dalmia®

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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Number of value-added courses for imparting transferable and life skills offered during A.Y.2019-20

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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.2019-20
1	Certificate Program in Investment Banking
2	Certificate Program in Data Science
3	Bloomberg Analyst Certification
4	Bloomberg Market Concepts Certification
5	Talent Acquisition Training
6	Storytelling with Data
7	MarkStat
8	Selling & Negotiations
9	Certification Program in 'Communication Skills and Personality Development Indo - American Society

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A.Y.2019-20

Certificate Program in Investment Banking

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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- 28th July 2019 to 1st September 2019

Duration of the Course -30 hours

Timings – 28th July 2019, 4th August 2019, 11th August 2019, 18th August 2019 and 25th August 2019 and 1st September 2019 (10am to 2pm)

Resource Person- Mr. Prateek Soni, Partner, Deloitte

Brief Description-

There was 30 hour value added program conducted by Mr. Prateek Soni (Aluminous of NLDIMSR) between 28th July 2019 to 1st September 2019 on investment banking with topics such as financial modelling, 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 70 students who had enrolled for the course.

Re: Program in Investment Banking

Dinesh Hegde <dinesh.hegde@nldalmia.edu.in>
Mon 7/22/2019 1:14 PM
To: Anil Gor <anil.gor@nldalmia.edu.in>; Ms. Seema Saini - CEO, NLDES <ceo@nldalmia.in>

A good idea! Please go ahead.

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

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From: Anil Gor <anil.gor@nldalmia.edu.in>
Sent: 19 July 2019 15:46
To: Dinesh Hegde <dinesh.hegde@nldalmia.in>; Ms. Seema Saini - CEO, NLDES <ceo@nldalmia.in>
Subject: Program in Investment Banking

Dear Sir,
We do get Investment Banking opportunities from Citi group, AK Capital, Accuris and Elara capital. Hence we need to prepare students for thjis profile. Like last year we will be doing special value added Program in Investment Banking for the students.
Faculty : Prateek Soni our alumni at Deloitte who has more than 5 yeras experience in Investment Banking at Citi Group.
Duration : 30 Hours
Total Charges : Rs.45,000/- (We will be paying @ visiting faculty rate of Rs.1500/- per hour)
Timing : Sunday 10.00 am to 2.00 pm
Around 60 to 70 students have shown interest. We will give this program to interested students and cost will be born by the students. (about Rs.750/- per student.)
Program will commence from 28th July,2019.
Submitted for your approval please.

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
Mobile + 91 9322242439 / 9930230374
E mail: placements@nldalmia.in / anil.gor@nldalmia.edu.in

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Following students attended Certificate Program in Investment Banking		
For the Academic Year 2019-20		
S.No.	**PGDM/ MMS**	**Name of the Candidate**
1	PGDM	Dsouza Wayne Jonathan
2	MMS	Agrawal Shubham Anil
3	MMS	Sarda Sonam Deepak
4	MMS	Shaikh Shahjadalam Shasid
5	PGDM	Bisani Akanksha Jitendra
6	PGDM	Bhattad Keshav Omprakash
7	PGDM	Kore Siddhika Vidyadhar
8	PGDM	Bathija Karishma Mahesh
9	PGDM	Hayatnagarkar Vallabh Dayanand
10	PGDM	Devani Jhanvi Parimal
11	MMS	Singh Hitesh Anand
12	PGDM	Jain Molisha Naresh
13	MMS	Gajbiye Sagar Paresh
14	MMS	Salgaonkar Mitali Shekhar
15	MMS	Fernandes Valton Vincent
16	MMS	Jani Dhruvin Prabhakar
17	MMS	Shekhawat Jayraj Bhanwar
18	MMS	Sharma Sanskar Himanshu
19	PGDM	Ramachandran Venkatachalam
20	PGDM	Rathod Nishank Pratap
21	MMS	Dayanand Neha Hariramani
22	PGDM	Jain Sreyaa Rakesh
23	MMS	Natani Roshni Gulshan
24	PGDM	Agarwal Akash Ashok
25	PGDM	Agrawal Nupur Sushil
26	PGDM	Lohana Vrinda Mukesh
27	PGDM	Ojha Prabhuti Bhushan
28	MMS	Kumari Ujala Murarilal
29	PGDM	Daiv Aniket Pramod
30	PGDM	Badwane Sumit Vitthal
31	PGDM	Grover Ishita Vikas
32	PGDM	Nahar Sachin Vinod
33	PGDM	Singh Shubendra Jagvir
34	PGDM	Patel Hersh Vijay
35	MMS	Shreya Sujit
36	PGDM	Sawant Abhishek Suhas
37	MMS	Gosai Bhavesh Krishnakumar
38	MMS	Sharma Ashmita Shailesh
39	MMS	Sharma Aditi Harishkumar

N. L. DALMA INSTITUTE OF MANAGEMENT STUDIES & RESEARCH ★ MUMBAI-401107 ★

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Following students attended Certificate Program in Investment Banking		
For the Academic Year 2019-20		
S.No.	**PGDM/ MMS**	**Name of the Candidate**
40	PGDM	Kadam Shubham Datta
41	PGDM	Srivastava Nishi Ajay
42	PGDM	Jaiswal Sakshi Sanjay
43	MMS	Bellapu Apoorva Ram
44	PGDM	Paliwal Saurabh Kailashchandra
45	MMS	Gupta Deepika Ashok
46	MMS	Ansari Yasir Aliahtad
47	MMS	Baldewa Riya Sitaram
48	MMS	Sharma Anurag Prabhunath
49	MMS	Jaiswal Ankit Dinesh
50	MMS	Khursankar Karan Vinod
51	PGDM	Dhameja Dhiren Mahesh
52	MMS	Thorat Shristi Nishikant
53	MMS	Dave Mohit Sanjaykumar
54	MMS	Palkhe Namita Nitin
55	MMS	Rai Madhulika Arunkumar
56	MMS	Jaju Neeti Anil
57	MMS	Garg Jatin Yashodhan
58	MMS	Jaju Bharat Gopaldas
59	PGDM	Khurana Mehakpreet Kaur
60	PGDM	Lalwani Sagar Prem
61	MMS	Deshpande Sughosh Anant
62	MMS	Kulkarni Shreya Shashikant
63	PGDM	Srivastava Sarthak Naveen
64	MMS	Goenka Khushboo Sunil
65	MMS	Deshmukh Harshita Balwant
66	MMS	Kshatriya Tejas Prakashsingh
67	MMS	Dhote Ajinkya Prakash
68	MMS	Tatiya Niraj Rajendra
69	MMS	Shah Dhiraj Prakash
70	MMS	Bhandari Varun Sunil
71	MMS	Vaz Aleeta Tareena
72	MMS	Joshi Heema Rajesh
73	MMS	Shah Vidhi Shailesh
74	MMS	Jain Annie Mukesh
75	MMS	Arya Udayan Yashpriya
76	MMS	Sodhani Parul Ashok
77	MMS	Dabhade Pooja Sunil

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Following students attended Certificate Program in Investment Banking		
For the Academic Year 2019-20		
S.No.	**PGDM/ MMS**	**Name of the Candidate**
78	MMS	Chaubey Mohit Sanjay

Signature:
Program Head: Dr. Jyoti Nair

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CERTIFICATE OF PARTICIPATION

This is to certify that **Mr. Dsouza Wayne Jonathan** has participated in 30 hours Program on Investment Banking organized by

N. L. Dalmia Institute of Management Studies and Research

in **August 2019**

Dr. Jyoti Nair
Program Head

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Prof. Seema Saini
CEO

Sector 1, Srishti, Mira Road (East), Thane (MMR), 401107, Maharashtra

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CERTIFICATE OF PARTICIPATION

This is to certify that **Mr. Agrawal Shubham Anil** has participated in 30 hours Program on Investment Banking organized by

N. L. Dalmia Institute of Management Studies and Research

in **August 2019**

Dr. Jyoti Nair
Program Head

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CERTIFICATE OF PARTICIPATION

This is to certify that **Ms. Sarda Sonam Deepak** has participated in 30 hours Program on Investment Banking organized by

N. L. Dalmia Institute of Management Studies and Research

in **August 2019**

Dr. Jyoti Nair
Program Head

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CERTIFICATE OF PARTICIPATION

This is to certify that **Mr. Shaikh Shahjadalam Shasid** has participated in 30 hours Program on Investment Banking organized by

N. L. Dalmia Institute of Management Studies and Research

in **August 2019**

Dr. Jyoti Nair
Program Head

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Prof. Seema Saini
CEO

N. L. Dalmia®

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CERTIFICATE OF PARTICIPATION

This is to certify that **Ms. Bisani Akanksha Jitendra** has participated in 30 hours Program on Investment Banking organized by

N. L. Dalmia Institute of Management Studies and Research

in **August 2019**

Dr. Jyoti Nair
Program Head

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Prof. Seema Saini
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Sector 1, Srishti, Mira Road (East), Thane (MMR), 401107, Maharashtra

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A.Y.2019-20

Certificate Program in Data Science

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Department of Finance | Value Added Program

AY 2019-20

Certificate Program in Data Science

Course structure

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Program Duration: 60 hours

Delivery: 10 Sundays: 6 Hours on each Sunday commencing; Sunday, 12th January, 2020 at 10.00 am.

Timings: 10.am to 1.00 pm. 2.00pm to 5.00pm Lunch 1.00 pm to 2.00pm.

Sr. No.	Particulars of Topic to be covered	No. of Hours	Conducted by
1	Introduction to Fundamentals of Business Analytics	2	K2 Analytics
2	R and its applications in Business Analytics	10	K2 Analytics
3	Python and its applications in Business Analytics	20	K2 Analytics
4	Application of R& Python in Industry : Experience of Sodexo Business Analyst : Wasseque Siddiqui	03	Waseque Siddiqui, Data Analyst with Sodexo
5	Applications of Business Analytics to Capital Market Research	03	Bhavik Bochar Executive from Citi.
6.	Business Analytics : Experience of Crisil Analyst	06	Ankush Gadi Director Crisil.
7.	Machine Learning and Artificial Intelligence	09	Ravindra Save from Technosoft Engineers.
8	NLP and Models of Measurements	06	Ms Prachi Mittal Data Scientist.

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Programme on Data Science launched by NLDIMSR.

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N. L. Dalmia Institute of Management Studies and Research launched a Certificate Program on Data Science in association with K2 Analytics on 12th January 2020.

The session began with Prof. Dr. Anil Gor Sir felicitating the founder of K2 Analytics Mr. Rajesh Jakhotia and his colleague Mr. Himanshu Gehlot with bouquet of flowers..

Opening the first session, Mr. Jakhotia explained how Data Analytics is changing the world around us. In the business world, Data Science Analysis is playing a major role. Nowadays, a lot of systems and algorithms are based on data science which is bringing a lot of convenience in doing business and helps in providing quick services.

In this Program, students will be learning R, Python, for business applications. Further, Program includes exposure to Artificial Intelligence and Machine Learning in addition to NLP as well as Models of Measurements. In addition to K2 Analytics, program envisages inputs from industry experts from Sodexo, Citi Corp, Google, and Crisil.. Program is pread over 10 Sundays covering 60 hurs learning to the students in the area of Data Sconce and Analytics.

- **Grishma Sawant**

INSTITUTE OF MANAGEMENT STUDIES
SRISHTI
MIRA ROAD (E)
401 104.

GDA Sic. 2019-20

Data Science

Sunday 2nd Feb. 2020 Div. A

Attendance

Sr. No.	Name	Roll. No.	Signature
1	AAYUSH S. MISRA	A-01	
2.	ANKIT MISHRA	A-05	
3.	YASH SHETH	A-59	
4.	Shubh Shankar Khandelwal	A-39	
5.	Himashree Bhardwaj	A-20	
6.	Barkha Bajoria	A-09	
7 PGC	Purvi Kulkarni	A-29	
~~8.~~	~~Abhivesh singh~~	~~B-02~~	
~~9~~	~~Ritik Bhojegu~~	~~B-50~~	
10	Vinita N. Batini	A-58	
11.	Isha Raj	A-56	
12	Nehal Ahag	A-24	
13	Nilesh Somani	A-25	
14	SHANTANU DIXIT	A-38	
15	ABHISHEK TRIPATHI	A61	
16	Harsh Markara	A-15	
17	Varun Phalod	A-46	
18	Arpit Badhiye	A-47	
19.	Reena Paskar	A-54	
20	Aashish Gupte	A-48	

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21. Bhagyashri Nigade A-10 Bhigade

22. Sonal singh Bora A-41 Sonal

~~23.~~ Grishma Sawant D-66

24. ~~Ankit~~ Bajaj D-64 Ankit

25. Palash ~~Shukla~~ D-63 Palash

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Data Science Attendance : Div. B
2nd Dec. 2020

Sr. No.	Name	Roll No.	Signature
1.	Nishchay Agarwal	25	Nishchay
2.	Pratiksha Lohiya	56	Lohiya
3.	Munish Shrivastava	36	Shrivastava
4.	Pooja Sahu	67	Pooja
5.	Pratiksha Nanaye	28	Pratiksha
6.	Aishni Chhabra	58	Aishni
7.	Kashish Thakur	47	Thakur
8.	Hinali Jain	57	Jain
9	Deon Rapose	55	Rapose
10.	Varun Bisen	40	Varun
11	JIGNA KALWADIA	51	Kalwadia
12	Rajvi Shah	68	Rajvi Shah
13	Nisarg Parekh	24	
14	Agnivesh Singh	02	Singh
15	Ritik Bhriegu	50	
16.	Anyanay Singh	06	Singh
17	Kaushal pandey	14	
18)	Pradeep Singh Adhikari	65	
19)	Neeti Kutty	20	
20)	Swebert Dmello	63	Dmello
21)	Raj Daga	08	Raj Daga
22)	Priyal Jain	29	Priyal Jain
23)	Dinesh Pandey	09	

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	Name	Roll. No	Sign
24)	Nasti. Yadav	54	
25)	Ekta. Jaiswal	10	
26)	Ajinkya. Vidolkar	60	
27)	Siddharth Khut	37	
28)	AKSHI SHARMA	05	
29)	Rocky Kharwani	33	
30)	Siddharth Mengh	38	

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Date Sunday 2nd Feb. Div. D

Sr No	Name	Roll No.	Signature
1.	Aarti Patel	1921 D-28	Aarti Patel
2	Digvijay Singh	1921 D-07	Digvijay Singh
3.	Ankita Patil	1921 - D - 12	Ankita
4.	Varsha Gajwani	1921 - D - 49	Varsha G
5.	Mrinal Piralkar	1921 - D - 36	Mrinal
6.	Hardika Gharat	1921 - D - 20	Hgharat
7.	Ritesh. Godambe	1921 - D - 24	
8.	Riya Kyal	1921 - D - 02	Kyal
9.	Gaurav Arjun	1921 - D - 35	
10	Ashish Bansal	1921 - D - 17	Ashish Bansal
(11)	Anjan Chatterjee	1921 - D - 16	Anch.
(12)	Supriya Singh	1921 - D - 10	Supriya
13)	Chandattu Sarode	1921 - D - 69	
(14)	Prasanna Deshmukh	1921 - D - 22	
(15)	Adwait Rode	1921 - D - 65	
(16)	Kaunk Mundada	1921 - D - 01	Mundada
(17)	Rahul Menon	1921 - D - 61	Menon
(18)	Rushil Dasadia	1921 - D - 72	Rdasadia
(19)	Parvi Pawar	1921 - D 47	Pawar
(20)	Salim Fanyuwala	1921 - D 33	
(21)	Shrenik Jain	1921 - D50	Jain
(22)	Ajinkya Khotalekar	1921 - D51	
(23)	Deep Chitalia	1921 - D26	PTO

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24 Anmol Bhat 1921 - D25 AmBhat

25 Aiyeen Khairani 1921 - D14 Aiyeen

26 Aman Mathur 1921 - D 52 Aman.

27 Jinka Bochia 1921 - D 60 DAB

28 Ankit Bajaj D 64 Ankit

29 Palash Shukla D 63 Palash

30 Grishma Sawant D 66 Sawant

31. Devesh Advani D-70 Advani

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K2 Analytics Finishing School Pvt. Ltd.

Certificate of Participation

awarded to

Agnivesh Singh

for the course

Machine Learning

Course Duration: 32 Hours

Course Details: R Programming, Python Programming and Data Visualization

Date: 03-Mar-2020

Verify this certificate at elearning.k2analytics.co.in/Cert/Verify/123-2521131

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Building Skills, Building Individuals

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Mr. Rajesh Jakhotia
Director & Founder
K2 Analytics Finishing School Pvt. Ltd.

K2 Analytics Finishing School Pvt. Ltd.

Certificate of Participation

awarded to

Anjaney Singh

for the course

Machine Learning

Course Duration: 32 Hours

Course Details: R Programming, Python Programming and Data Visualization

Date: 03-Mar-2020

Verify this certificate at elearning.k2analytics.co.in/Cert/Verify/124-2541752

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Mr. Rajesh Jakhotia
Director & Founder
K2 Analytics Finishing School Pvt. Ltd.

K2 Analytics Finishing School Pvt. Ltd.

Certificate of Participation

awarded to

Dhruvin Shah

for the course

Machine Learning

Course Duration: 32 Hours

Course Details: R Programming, Python Programming and Data Visualization

Date: 03-Mar-2020

Verify this certificate at elearning.k2analytics.co.in/Cert/Verify/125-2562375

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Mr. Rajesh Jakhotia
Director & Founder
K2 Analytics Finishing School Pvt. Ltd.

K2 Analytics Finishing School Pvt. Ltd.

Certificate of Participation

awarded to

Pradeep Singh Adhikari

for the course

Machine Learning

Course Duration: 32 Hours

Course Details: R Programming, Python Programming and Data Visualization

Date: 03-Mar-2020

Verify this certificate at elearning.k2analytics.co.in/Cert/Verify/126-2583000

K2 Analytics
Building Skills, Building Individuals

K2 ANALYTICS FINISHING SCHOOL PVT. LTD.

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Mr. Rajesh Jakhotia
Director & Founder
K2 Analytics Finishing School Pvt. Ltd.

K2 Analytics Finishing School Pvt. Ltd.

Certificate of Participation

awarded to

Durgesh Pandey

for the course

Machine Learning

Course Duration: 32 Hours

Course Details: R Programming, Python Programming and Data Visualization

Date: 03-Mar-2020

Verify this certificate at elearning.k2analytics.co.in/Cert/Verify/127-2603627

K2 Analytics
Building Skills, Building Individuals

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Mr. Rajesh Jakhotia
Director & Founder
K2 Analytics Finishing School Pvt. Ltd.

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Institute of Management Studies and Research

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A.Y.2019-20

Certificate Program in Bloomberg Analyst

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Introductions:

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.

This course is intended to provide an overview of the Bloomberg Professional service so you can get started using this powerful tool.

The goal is aimed at to imbibe and enhance the following skill sets:

1. Exposure to Global Markets
2. Enhancement of technological skills
3. Peer based learning
4. Experiential Learning (Learning by Action and Application) Hands on Experience working on Bloomberg terminal.
5. Investment strategy and technical analyses

Courses Agenda:

I. Economic indicators

- Discover the fundamentals of how economic indicators are published and analyzed.
- Explain the qualities of good economic indicators.
- Explore how economic indicators can be used to spot inflection points.
- Central Banks statistics
- World Economic calendar analyses
- World Trade Monitoring

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- Currency circulations With sub modules like *The Primacy of GDP, Monitoring GDP*, and *Forecasting GDP*, Students can expose the most critical and basic indicators through the lens of GDP. The module covers a wide range of Terminal functions.

II Equities

- Real Time trade Analyses (RITA).
- Intraday performance of securities
- Working Capital structure
- Explore the nature and allure of equity ownership.
- Analyst Recommendations
- Back Testing
- Earnings Estimates
- Corporate Action.
- Describe how industry and supply chain analysis is foundational to equity research.
- Discover how the use of accurate industry drivers facilitates accurate earnings forecasts.
- Describe the five-step absolute valuation process and the attendant pitfalls.
- Identify the three types of relative valuation and the role of future earnings growth when assessing fair value.
- Supply chain Analyses
- Relative valuation and comparisons

A deep immersion into the exciting, volatile world of equity investing, with such submodules 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.

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III. Fixed Income

- Discover how the bond market became the biggest, most complex market in the world, as well as how it serves a vital public purpose.
- Explore how yields facilitate comparison across the vast diversity of the bond market.
- Describe how government bond yields are a yardstick by which all other investments are measured.
- Describe how bond markets instill discipline in governments around the world.
- Discover why, when and how central banks make interest rate decisions.
- Explore how bond valuation is driven by creditworthiness, inflation and central bank interest rates.
- Describe the importance of the yield curve to businesses and consumers around the world.
- Interpret the meaning of the four major shifts in the yield curve and the meaning of curve inversion.

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.

IV. Currencies:

- Real time world currencies exchange rate analyses
- Real time world currency matrix
- Explore the history and mechanics of currency markets.
- Identify the three main drivers of currency valuation.
- Discover the role of central banks in guarding against inflation and deflation.
- Demonstrate how investors and businesses are affected by currency markets and how they manage currency risk.

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With submodules on *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.

V. Technical indicators/Analytics and Charts:

- ✓ Line Charts
- ✓ Candle Charts
- ✓ Heikin-Ashi
- ✓ Simple Average Moving Method (SAM)
- ✓ Ratio Analyses.
- ✓ Balance sheet Analyses
- ✓ M&A Analysis
- ✓ Structured Finance
- ✓ Company in-depth analyses

VI. Bloomberg Certifications

A. Bloomberg Markets Concepts
B. Bloomberg Analyst Certificates

Bring the markets into classroom by offering foundational content with clearly defined goals. Technical Analyses and other real-world examples act as a complement to syllabus.

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S No	Roll No	Name	Date	BAC	Date
1	PF 1921-D01	Kautuk Mundada	Oct-19	Completed	14-03-2020
2	PF 1921-D02	Riya Kyal	Oct-19	Completed	13-10-2020
3	PF 1921-D03	Diksha Natrajan	Oct-19	Completed	15-03-2020
4	PF 1921-D07	Digvijay Singh	Oct-19	Completed	15-03-2020
5	PF 1921-D10	Supriya Singh	Oct-19	Completed	14-03-2020
6	PF 1921-D11	Omkar Kadam	Oct-19	Completed	13-10-2020
7	PF 1921-D12	Ankita Patil	Oct-19	Completed	13-10-2020
8	PF 1921-D13	Shubham Mohite	Oct-19	Completed	14-03-2020
9	PF 1921-D14	Alyeen Khetani	Oct-19	Completed	14-03-2020
10	PF 1921-D15	Sayli Bompilwar	Oct-19	Completed	15-03-2020
11	PF 1921-D16	Anjan Chatterjee	Oct-19	Completed	14-03-2020
12	PF 1921-D19	Devki Parekh	Oct-19	Completed	17-10-2020
13	PF 1921-D20	Hardika Gharat	Oct-19	Completed	14-03-2020
14	PF 1921-D22	Prasanna Deshmukh	Oct-19	Completed	11-10-2020
15	PF 1921-D23	Monica Jangid	Oct-19	Completed	14-03-2020
16	PF 1921-D24	Ritesh Godambe	Oct-19	Completed	14-03-2020
17	PF 1921-D25	Anmol Bhatt	Oct-19	Completed	14-03-2020
18	PF 1921-D26	Deep Chitalia	Oct-19	Completed	14-03-2020
19	PF 1921-D27	Ananya Nema	Oct-19	Completed	13-10-2020
20	PF 1921-D28	Aarti Patel	Oct-19	Completed	15-03-2020
21	PF 1921-D29	Anish Devjani	Oct-19	Completed	11-10-2020
22	PF 1921-D30	Natasha Fernandes	Oct-19	Completed	14-03-2020
23	PF 1921-D31	Raunak Lalwani	Oct-19	Completed	14-03-2020
24	PF 1921-D32	Sahil Kataria	Oct-19	Completed	11-10-2020
25	PF 1921-D33	Salim Fancywala	Oct-19	Completed	11-10-2020
26	PF 1921-D35	Gaurav Arjun	Oct-19	Completed	11-10-2020
27	PF 1921-D36	Mrinal Piralkar	Oct-19	Completed	14-03-2020
28	PF 1921-D38	Arpita Roy	Oct-19	Completed	11-10-2020
29	PF 1921-D39	Yashvi Jain	Oct-19	Completed	14-03-2020
30	PF 1921-D40	Shreya Hasyagar	Oct-19	Completed	11-10-2020
31	PF 1921-D41	Jinesh Chheda	Oct-19	Completed	14-03-2020
32	PF 1921-D42	Kashish Khandheria	Oct-19	Completed	11-10-2020
33	PF 1921-D43	Riya Rita	Oct-19	Completed	11-10-2020
34	PF 1921-D44	Sharon Chandekar	Oct-19	Completed	14-03-2020
35	PF 1921-D46	Abhishek Nair	Oct-19	Completed	11-10-2020
36	PF 1921-D47	Tanvi Pawar	Oct-19	Completed	14-03-2020
37	PF 1921-D48	Vatssala Jajoo	Oct-19	Completed	14-03-2020
38	PF 1921-D49	Varsha Gajwani	Oct-19	Completed	11-10-2020
39	PF 1921-D50	Shrenik Jain	Oct-19	Completed	17-10-2020
40	PF 1921-D51	Ajinkya Khotalekar	Oct-19	Completed	17-10-2020
41	PF 1921-D52	Aman Mathur	Oct-19	Completed	13-10-2020
42	PF 1921-D53	Manasi Lapasiya	Oct-19	Completed	13-10-2020
43	PF 1921-D54	Jueeli Kadam	Oct-19	Completed	13-10-2020
44	PF 1921-D56	Darshan Dagli	Oct-19	Completed	13-10-2020
45	PF 1921-D57	Visha Patel	Oct-19	Completed	17-10-2020
46	PF 1921-D59	Burhanuddin Daginawala	Oct-19	Completed	17-10-2020
47	PF 1921-D60	Jinita Bochia	Oct-19	Completed	17-10-2020
48	PF 1921-D61	Rahul Menon	Oct-19	Completed	13-10-2020
49	PF 1921-D63	Palash Shukla	Oct-19	Completed	13-10-2020
50	PF 1921-D64	Ankit Bajaj	Oct-19	Completed	13-10-2020
51	PF 1921-D65	Adwait Rode	Oct-19	Completed	14-03-2020
52	PF 1921-D66	Grishma Sawant	Oct-19	Completed	13-10-2020
53	PF 1921-D68	Hardik Jain	Oct-19	Completed	14-03-2020
54	PF 1921-D69	Charudatta Sarode	Oct-19	Completed	17-10-2020
55	PF 1921-D70	Devesh Adwani	Oct-19	Completed	17-10-2020
56	PF 1921-D71	Alesh Ajmera	Oct-19	Completed	13-10-2020
57	PF 1921-D72	Rushil Dasadia	Oct-19	Completed	17-10-2020

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Prof. Prakash Rathod
Faculty Co-ordinator
Bloomberg

Prof. (Dr.) Tarun Agarwal
HOD - Finance

Dr. Ramchandran
Director

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Faculty Co-ordinator
Bloomberg

Prof. (Dr.) Tarun Agarwal
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Vijay Ramchandran
Director

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Faculty Co-ordinator
Bloomberg

Prof. (Dr.) Tarun Agarwal
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This is to certify that Mr./Ms. SUPRIYA SINGH has successfully participated in Bloomberg Training Program and satisfied the requirements by passing the Bloomberg Analyst test conducted by the institute in the month of MARCH - 2020

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Faculty Co-ordinator
Bloomberg

Prof. (Dr.) Tarun Agarwal
HOD - Finance

Vijay Ramchandran
Director

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Course Plan

Program	PGDM - Finance
Course Title	Bloomberg
Course Credit	NA
Academic Year	2019-20
Batch	2019-21
Duration (Hrs)	90
Name of the Faculty	Prof. Prakash Rathod

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.

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2. Course Outcomes (CO)

Sr. No	At the end of the course students will be able to :
CO1	Bloomberg Technical Training Certifications. 1. Bloomberg Market Concepts 2. Bloomberg Analyst Certification
CO2	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.
CO3	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.
CO4	Analyze Portfolio and risk analytics, monitoring, characteristics, attribution, historical performance & pinpoint the sources of active risk in portfolios with fundamental risk factor Models.

3. Course Outcome and Program Outcome mapping

	PO1	PO2	PO3	PO4	PO5
CO1	H			M	
CO2	H	H			
CO3			L	H	
CO4	H	H		M	

H- Highly correlated, M- Moderately correlated, L- less correlation

PO1- Apply knowledge of management theories and practices to solve business problems
PO2-Foster Analytical and Critical Thinking abilities for data based decision making
PO3-Ability to develop Value based Leadership ability
PO4-Ability to understand, analyze and communicate global, economic, legal and ethical aspects of business
PO5- Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment

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4. Course Overview

Module No.	Topic	Sessions
1	**Introduction and System Navigation:** Introduction to Bloomberg Key Board navigation Basic commands	1-3
1	**Economic indicators:** Discover the fundamentals of how economic indicators are published and analyzed.	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.	14-24
4	**Bloomberg Market Concepts:** Bloomberg Technical Training Certification.	25-32
4	**Money Market:** T-bills, Commercial Paper, Call money market, Commercial Bill Market, Repo and Reverse Repo.	32-35
4	**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.	36-42
5	**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.	43-48
6	**Technical indicators/Analytics and Charts:** Markets, Industry, sectors and Company in-depth analyses using Graphic fundamentals.	49-54

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5. Pre requisites /co requisites (if any) from students

Sr. No	Details
1	Awareness regarding finance and economics in the country and around the world
2	Basic Technical and Analytical skill

6. Session Plan (Each session of 90 minutes)

Session No	Topics/Units	Pedagogy	Expected Learning outcome	Resources (Books/ Chaps / Case etc)
1	Introduction to Bloomberg and system navigations	Class room Discussion & Interaction	Understand Bloomberg Terminals, History, founder, Login credentials	NA
2	Introduction to Bloomberg and system navigations	Class room Discussion, Interaction & Practical – Demo & Practice	Explain the Bloomberg Keyboard The red stop keys, green action keys and yellow market sector keys help you access information quickly and easily.	NA
3	Introduction to Bloomberg and system navigations	Class room Discussion, Interaction & Practical – Demo & Practice	ACCESSING THE APPLICATION; Bloomberg panels, settings, create a login name and password when logging in for the first time	NA
4	Economic indicators:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators WECO -> world economic calendar ECST -> for macroeconomic parameters EMKT -> emerging mkt trends msg ECOW -> World eco stats	NA
5	Economic indicators:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators Bloomberg Commands	NA

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Session No	Topics/Units	Pedagogy	Expected Learning outcome	Resources (Books/ Chaps / Case etc)
6	Economic indicators:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators Bloomberg Commands	NA
7	Economic indicators:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators Bloomberg Commands	NA
8	Economic indicators:	Class room Discussion, Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators Bloomberg Commands	NA L.M.Bhole NA
9	Economic indicators:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators Bloomberg Commands	NA
10	Economic indicators:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators Bloomberg Commands	NA
11	Economic indicators:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators Bloomberg Commands	NA
12	Economic indicators:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators Bloomberg Commands	NA

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Session No	Topics/Units	Pedagogy	Expected Learning outcome	Resources (Books/ Chaps / Case etc)
13	Economic indicators:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Economic indicators Bloomberg Commands	NA
14	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	Functions & Securities Functions used in Bloomberg: 7. HCPI – 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	NA
15	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	7. HCPI – Historic Open, High, Low and Closing prices 8. DVD – Dividend and Split details 9. CACS – Corporate Action Summary 10. EE – Earnings & Estimates 11. GIP – Intraday Price Chart 12. GPO – Year to Year Price Chart 13. ANR – Analysts Recommendation 14. RV – Relative Valuation	NA
16	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	15. MA – Mergers & Acquisition 16. CNDL – Candlestick Chart 17. COMP – Compare two securities while viewing a graph 18. MOST – Most Active Securities 19. FUND – Mutual Fund Search	NA

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Session No	Topics/Units	Pedagogy	Expected Learning outcome	Resources (Books/ Chaps / Case etc)
			20. EVTS – Company Events 21. CN – Current News 22. NI – Search News for Specific Category	
17	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	HDS -> security ownership - DDIS -> debt distribution (select debt type) - EPR -> stock exchange profile - EM -> Earning matrix / trends - CN -> Company news - FTST -> factor back tester -> create custom	NA
18	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	GIQ -> intraday market chart - BXT -> Buy ticket - SXT -> Sell ticket - CRPR -> Credit rating profile - FIPX -> Fixed income price discovery - NIM -> New issue monitor	NA
19	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	COMM/RV/RAC /ANR/RITA– Comparative Analyses	NA
20	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	PORT -> portfolio & risk analytics KI -> Key insights SPLC- > Supply chain analysis	NA
21	Equities:	Class room Discussion, Interaction & Practical –	Illustrate various Equity Bloomberg Commands TMSG -> Trade ideas	NA

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Session No	Topics/Units	Pedagogy	Expected Learning outcome	Resources (Books/ Chaps / Case etc)
		Demo & Practice		
22	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Equity Bloomberg Commands	NA
23	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Equity Bloomberg Commands	NA
24	Equities:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Equity Bloomberg Commands	NA
25	Bloomberg Markets Concepts Certification.	Online Assessment	Certification	NA
26	Bloomberg Markets Concepts Certification.	Online Assessment	Certification	NA
27	Bloomberg Markets Concepts Certification.	Online Assessment	Certification	NA
28	Bloomberg Markets Concepts Certification.	Online Assessment	Certification	NA
29	Bloomberg Markets Concepts Certification.	Online Assessment	Certification	NA
30	Bloomberg Markets Concepts Certification.	Online Assessment	Certification	NA
31	Bloomberg Markets Concepts Certification.	Online Assessment	Certification	NA
32	Money Market	Class room Discussion, Interaction &	Illustrate various Bloomberg Commands for T-Bills	NA

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Session No	Topics/Units	Pedagogy	Expected Learning outcome	Resources (Books/ Chaps / Case etc)
		Practical – Demo & Practice		
33	Money Market	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands for Commercial Papers	NA
34	Money Market	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands for Repos	NA
35	Fixed income securities/ Bond Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Fixed income securities	NA
36	Fixed income securities/ Bond Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Fixed income securities	NA
37	Fixed income securities/ Bond Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Fixed income securities	NA
38	Fixed income securities/ Bond Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Fixed income securities	NA
39	Fixed income securities/	Class room	Illustrate various	NA

Session No	Topics/Units	Pedagogy	Expected Learning outcome	Resources (Books/ Chaps / Case etc)
	Bond Market:	Discussion, Interaction & Practical – Demo & Practice	Bloomberg Commands – Related to Fixed income securities	
40	Fixed income securities/ Bond Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Fixed income securities	NA
41	Fixed income securities/ Bond Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Fixed income securities	NA
42	Fixed income securities/ Bond Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Fixed income securities	NA
43	Currencies/FX Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Currencies – SPOT & Forward FX, FX Conversions, Global Currency Matrix etc	NA
44	Currencies/FX Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Currencies – SPOT & Forward FX, FX Conversions, Global Currency Matrix etc	NA
45	Currencies/FX Market:	Class room Discussion, Interaction & Practical – Demo &	Illustrate various Bloomberg Commands – Related to Currencies – SPOT & Forward FX, FX Conversions, Global Currency Matrix etc	NA

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Session No	Topics/Units	Pedagogy	Expected Learning outcome	Resources (Books/ Chaps / Case etc)
		Practice		
46	Currencies/FX Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Currencies – SPOT & Forward FX, FX Conversions, Global Currency Matrix etc	NA
47	Currencies/FX Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Currencies – SPOT & Forward FX, FX Conversions, Global Currency Matrix etc	NA
48	Currencies/FX Market:	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate various Bloomberg Commands – Related to Currencies – SPOT & Forward FX, FX Conversions, Global Currency Matrix etc	NA
49	Technical indicators/Analytics and Charts	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate in-depth analyses using Graphic fundamentals Related Markets, Industry, sectors and Company	NA
50	Technical indicators/Analytics and Charts	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate in-depth analyses using Graphic fundamentals Related Markets, Industry, sectors and Company	NA
51	Technical indicators/Analytics and Charts	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate in-depth analyses using Graphic fundamentals Related Markets, Industry, sectors and Company	NA
52	Technical indicators/Analytics and Charts	Class room Discussion, Interaction &	Illustrate in-depth analyses using Graphic fundamentals	NA

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Session No	Topics/Units	Pedagogy	Expected Learning outcome	Resources (Books/ Chaps / Case etc)
		Practical – Demo & Practice	Related Markets, Industry, sectors and Company	
53	Technical indicators/Analytics and Charts	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate in-depth analyses using Graphic fundamentals Related Markets, Industry, sectors and Company	NA
54	Technical indicators/Analytics and Charts	Class room Discussion, Interaction & Practical – Demo & Practice	Illustrate in-depth analyses using Graphic fundamentals Related Markets, Industry, sectors and Company	NA
55	Bloomberg Analyst Certification	Practical & Theory	Certification	NA
56	Bloomberg Analyst Certification	Practical & Theory	Certification	NA
57	Bloomberg Analyst Certification	Practical & Theory	Certification	NA
58	Bloomberg Analyst Certification	Practical & Theory	Certification	NA
59	Bloomberg Analyst Certification	Practical & Theory	Certification	NA
60	Bloomberg Analyst Certification	Practical & Theory	Certification	NA

7. **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	Bloomberg Market Concepts	Individual	100	CO1, CO2
2	Part I - Assessment - Practical / MCQ Part II – Asseement – Financial Market Analyses report	Individual	50 50	CO1, CO2, CO3, CO4.
	Total		100	

Prepared by: **(Faculty name and signature with date)**	**Prof. Prakash Rathod**
Approved by: **Name and signature with date**	**Program Head** **Dr. Jyoti Nair**

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Following students attended Bloomberg Certification					
Batch 2019-21					
S.No.		Specialisation	Roll Number	Name of the Candidate	Remarks
1	PGDM	Finance	PF1921-D67	Aakash Trideep Chakravorty	Failed to Clear
2	PGDM	Finance	PF1921-D28	Aarti Sardar Patel	Failed to Clear
3	PGDM	Finance	PF1921-D46	Abhishek Haridasan Nair	Failed to Clear
4	PGDM	Finance	PF1921-D65	Adwait Chandrakant Rode	Failed to Clear
5	PGDM	Finance	PF1921-D51	Ajinkya Prakash Khotalekar	Cleared
6	PGDM	Finance	PF1921-D71	Alesh Vijay Ajmera	Cleared
7	PGDM	Finance	PF1921-D14	Alyeen Sadruddin Khetani	Failed to Clear
8	PGDM	Finance	PF1921-D52	Aman Pramendra Mathur	Cleared
9	PGDM	Finance	PF1921-D58	Ambika Govind Kale	Cleared
10	PGDM	Finance	PF1921-D27	Ananya Mragank Nema	Failed to Clear
11	PGDM	Finance	PF1921-D29	Anish Ashok Devjani	Failed to Clear
12	PGDM	Finance	PF1921-D16	Anjan Soumen Chatterjee	Cleared
13	PGDM	Finance	PF1921-D64	Ankit Amar Bajaj	Cleared
14	PGDM	Finance	PF1921-D12	Ankita Kishor Patil	Cleared
15	PGDM	Finance	PF1921-D25	Anmol Mahesh Bhat	Cleared
16	PGDM	Finance	PF1921-D38	Arpita Jyotiprakash Roy	Failed to Clear
17	PGDM	Finance	PF1921-D17	Ashish Anil Bansal	Cleared
18	PGDM	Finance	PF1921-D59	Burhanuddin Mustafa Daginawala	Failed to Clear
19	PGDM	Finance	PF1921-D69	Charudatta Divakar Sarode	Cleared
20	PGDM	Finance	PF1921-D56	Darshan Rajesh Dagli	Failed to Clear
21	PGDM	Finance	PF1921-D26	Deep Kamlesh Chitalia	Failed to Clear
22	PGDM	Finance	PF1921-D70	Devesh Kailash Advani	Cleared
23	PGDM	Finance	PF1921-D19	Devki Devendra Parekh	Failed to Clear
24	PGDM	Finance	PF1921-D07	Digvijay Awadh Singh	Failed to Clear
25	PGDM	Finance	PF1921-D03	Diksha Natarajan Muthuswamy	Failed to Clear
26	PGDM	Finance	PF1921-D35	Gaurav Jashada Arjun	Cleared
27	PGDM	Finance	PF1921-D66	Grishma Parag Sawant	Cleared
28	PGDM	Finance	PF1921-D68	Hardik Arvind Jain	Cleared
29	PGDM	Finance	PF1921-D20	Hardika Shailesh Gharat	Failed to Clear
30	PGDM	Finance	PF1921-D41	Jinesh Jayesh Chheda	Failed to Clear
31	PGDM	Finance	PF1921-D60	Jinita Akshay Bochia	Cleared
32	PGDM	Finance	PF1921-D54	Jueeli Anand Kadam	Cleared
33	PGDM	Finance	PF1921-D42	Kashish Chetan Khandheria	Failed to Clear
34	PGDM	Finance	PF1921-D01	Koutuk Ashok Mundada	Failed to Clear
35	PGDM	Finance	PF1921-D53	Manasi Rajesh Lapasiya	Cleared
36	PGDM	Finance	PF1921-D23	Monica Dineshkumar Jangid	Cleared
37	PGDM	Finance	PF1921-D36	Mrinal Rajesh Piralkar	Failed to Clear
38	PGDM	Finance	PF1921-D30	Natasha Octaviano Fernandes	Failed to Clear
39	PGDM	Finance	PF1921-D11	Omkar Milind Kadam	Failed to Clear
40	PGDM	Finance	PF1921-D63	Palash Shailesh Shukla	Cleared
41	PGDM	Finance	PF1921-D22	Prasanna Ashok Deshmukh	Failed to Clear
42	PGDM	Finance	PF1921-D61	Rahul Rajshekar Menon	Cleared
43	PGDM	Finance	PF1921-D31	Raunak Jagdish Lalwani	Failed to Clear
44	PGDM	Finance	PF1921-D24	Ritesh Sunil Godambe	Cleared
45	PGDM	Finance	PF1921-D02	Riya Deepak Kyal	Cleared
46	PGDM	Finance	PF1921-D43	Riya Jayanti Rita	Failed to Clear
47	PGDM	Finance	PF1921-D72	Rushil Manish Dasadia	Failed to Clear
48	PGDM	Finance	PF1921-D32	Sahil Haresh Kataria	Failed to Clear
49	PGDM	Finance	PF1921-D33	Salim Akbarali Fancywala	Cleared
50	PGDM	Finance	PF1921-D15	Sayli Vilasrao Bompilwar	Failed to Clear
51	PGDM	Finance	PF1921-D44	Sharon Charles Chandekar	Failed to Clear
52	PGDM	Finance	PF1921-D50	Shrenik Sharad Jain	Cleared

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53	PGDM	Finance	PF1921-D40	Shreya Shrikant Hasyagar	Failed to Clear
54	PGDM	Finance	PF1921-D13	Shubham Prakash Mohite	Failed to Clear
55	PGDM	Finance	PF1921-D10	Supriya Shivnarayan Singh	Cleared
56	PGDM	Finance	PF1921-D47	Tanvi Shrikant Pawar	Failed to Clear
57	PGDM	Finance	PF1921-D49	Varsha Deepak Gajwani	Cleared
58	PGDM	Finance	PF1921-D48	Vatssala Damodar Jajoo	Failed to Clear
59	PGDM	Finance	PF1921-D57	Visha Vipul Patel	Cleared
60	PGDM	Finance	PF1921-D39	Yashvi Amit Jain	Cleared
61	PGDM	Marketing	PM1921-C17	Arjun Nandkumar Nair	Cleared
62	MMS	Finance	MG1921-A03	AKHIL BALAKRISHNAN	Cleared
63	MMS	Finance	MG1921-A21	KINJAL KAMLESH VORA	Cleared
64	MMS	Finance	MG1921-B01	ADRIJA BAGCHI	Failed to Clear
65	MMS	Finance	MG1921-A04	ANIMESH	Cleared
66	MMS	Finance	MG1921-B02	AGNIVESH ANILKUMAR SINGH	Cleared
67	MMS	Finance	MG1921-A40	SHYAM RUPESH PARASRAMPURIA	Cleared
68	MMS	Finance	MG1921-B09	DURGESH MANIRAM PANDEY	Cleared
69	MMS	Finance	MG1921-A15	HARSH NARENDRA MASKARA	Failed to Clear
70	MMS	Finance	MG1921-B37	SIDDHARTH MAHENDRA KHUT	Cleared
71	MMS	Finance	MG1921-A02	ABHISHEK KRISHNA GOSAI	Cleared
72	MMS	Finance	MG1921-B44	YASH NITESH SINGHI	Cleared
73	MMS	Finance	MG1921-A37	SANTOSH SINGH RAWAT	Cleared
74	MMS	Finance	MG1921-B45	YASH SHANTILAL BHANSALI	Cleared
75	MMS	Finance	MG1921-A16	HARSH NATRAJ CHANDAK	Cleared
76	MMS	Finance	MG1921-B06	ANJANEY SINGH	Cleared
77	MMS	Finance	MG1921-A01	AAYUSH SANJEEV MISRA	Cleared
78	MMS	Finance	MG1921-B05	AKSHI ANIL SHARMA	Cleared
79	MMS	Finance	MG1921-B08	DAGA RAJ DHARMENDRA	Cleared
80	MMS	Finance	MG1921-A20	HIMASHREE BHARDWAJ	Cleared
81	MMS	Finance	MG1921-A34	ROHIT UDAYBHAN SINGH	Cleared
82	MMS	Finance	MG1921-B43	YASH MAHESH JHUNJHUNWALA	Cleared
83	MMS	Finance	MG1921-B39	URVASHI RAJESH SHARMA	Cleared
84	MMS	Finance	MG1921-A06	ANURAG RAJENDRA PRASAD MISHRA	Cleared
85	MMS	Finance	MG1921-B42	VIVEK VINOD SINGH	Cleared
86	MMS	Finance	MG1921-A17	HARSH SURESH KHANDELWAL	Cleared
87	MMS	Finance	MG1921-A41	SONAL ISHWAR SINGH BORA	Cleared
88	MMS	Finance	MG1921-B31	RAVI RAMAWATAR ASSAWA	Cleared
89	MMS	Finance	MG1921-A44	YASH ANIL VIJAYVARGIYA	Cleared
90	MMS	Finance	MG1921-B40	VARUN NANDKUMAR BISEN	Cleared
91	MMS	Finance	MG1921-B11	GAURAV VARKEY VARGHESE	Failed to Clear
92	MMS	Finance	MG1921-A38	SHANTANU KRISHNA DIXIT	Cleared
93	MMS	Finance	MG1921-B36	SHRIVASTAVA MUNISH RAJKUMAR	Failed to Clear
94	MMS	Finance	MG1921-A28	PUNEET RAINA	Cleared
95	MMS	Finance	MG1921-A31	RAHUL RAMESH GUPTA	Cleared
96	MMS	Finance	MG1921-B41	VISHAL CHANDRAKANT BAGADIA	Cleared
97	MMS	Finance	MG1921-B12	HARSHA ANIL GOEL	Cleared
98	MMS	Finance	MG1921-A11	CHAITANYA UDAY VARTAK	Cleared
99	MMS	Finance	MG1921-A08	AVINASH SANJEEV SINGH	Cleared
100	MMS	Finance	MG1921-A26	OJAS SANTOSH DUDWADKAR	Cleared
101	MMS	Finance	MG1921-A23	MANSI SANJAY TRIPATHI	Cleared
102	MMS	Finance	MG1921-A12	DHARTI UMESH PUJARE	Cleared
103	MMS	Finance	MG1921-A32	RAKESH BHOLARAM CHOUDHARY	Cleared
104	MMS	Finance	MG1921-B16	KRUTI MUKESH GUPTA	Failed to Clear

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S.No.		Specialisation	Roll Number	Name of the Candidate	Remarks
105	MMS	Finance	MG1921-A35	RUPAM KUMARI SUNIL KUMAR SINGH	Cleared
106	MMS	Finance	MG1921-A10	BHAGYASHRI SURESH NIGADE	Cleared
107	MMS	Finance	MG1921-B25	NISHCHAY MAHENDRA AGARWAL	Cleared
108	MMS	Finance	MG1921-B03	AKASH RAMKISHAN PAL	Cleared
109	MMS	Finance	MG1921-A33	RISHIKA VIJAY TODI	Cleared
110	MMS	Finance	MG1921-B32	RAVINDRAKUMAR SIYARAM PAL	Cleared
111	MMS	Finance	MG1921-A24	NEHAL BALKRISHNA GHAG	Cleared
112	MMS	Finance	MG1921-A05	ANKIT BRAHMADEV MISHRA	Cleared
113	MMS	Finance	MG1921-B07	ARYAN	Cleared
114	MMS	Finance	MG1921-B28	PRATIKSHA TUKARAM NAMAYE	Cleared
115	MMS	Finance	MG1921-B38	SIDDHARTH MANISH MENGLE	Cleared
116	MMS	Finance	MG1921-B19	MOHIT MAHESHWARI	Cleared
117	MMS	Finance	MG1921-A13	DHIRAJ BIDESHI SINGH	Cleared
118	MMS	Finance	MG1921-A43	SUVENDU SEKHAR SANJAY KUMAR PA	Cleared
119	MMS	Finance	MG1921-B26	OJAS DUDHANE	Cleared
120	MMS	Finance	MG1921-A42	SONALI BHAGWATI PRASAD SHARMA	Failed to Clear
121	MMS	Finance	MG1921-A39	SHUBHSHANKAR KHANDELWAL	Cleared
122	MMS	Finance	MG1921-B29	PRIYAL PAWAN JAIN	Cleared
123	MMS	Finance	MG1921-B23	NIKHIL OMPRAKASH SINGH	Cleared
124	MMS	Finance	MG1921-A18	HARSHAD VIJAY SOMALWAR	Failed to Clear
125	MMS	Finance	MG1921-A29	PURVI KULKARNI	Cleared
126	MMS	Finance	MG1921-A07	ASHISH SHARMA	Failed to Clear
127	MMS	Finance	MG1921-B20	NEETI KUTTY	Cleared
128	MMS	Finance	MG1921-B14	KAUSHAL SHIVRAM PANDEY	Cleared
129	MMS	Finance	MG1921-B21	NEHA PRAKASH NAKOD	Cleared
130	MMS	Finance	MG1921-B33	ROCKY DILIP KHANWANI	Cleared
131	MMS	Finance	MG1921-A19	HARSHIT AGARWAL	Cleared
132	MMS	Finance	MG1921-B27	PRAGATI RAMESH CHAUDHARI	Cleared
133	MMS	Finance	MG1921-B24	NISARG DHIMANT PAREKH	Cleared
134	MMS	Finance	MG1921-B04	AKASH SHAILENDRA SINGH	Cleared
135	MMS	Finance	MG1921-A25	NILESH KAILASH SOMANI	Failed to Clear
136	MMS	Finance	MG1921-A09	BARKHA SUSHIL BAJORIA	Cleared
137	MMS	Finance	MG1921-B10	EKTA RAVISHANKAR JAISWAL	Cleared
138	MMS	Finance	MG1921-B46	Mayur Agrawal	Cleared
139	MMS	Finance	MG1921-A50	Riddhi Agarwal	Failed to Clear
140	MMS	Finance	MG1921-A46	Varun Phalod	Failed to Clear
141	MMS	Finance	MG1921-B47	Kashish Thakur	Cleared
142	MMS	Finance	MG1921-B51	Jigna Kaliwada	Cleared
143	MMS	Finance	MG1921-A47	Arpit Badhiye	Cleared
144	MMS	Finance	MG1921-B48	Kunal Jadhav	Cleared
145	MMS	Finance	MG1921-A51	Yosana Sangwan	Cleared
146	MMS	Finance	MG1921-B52	Sayalee Samant	Cleared
147	MMS	Finance	MG1921-A48	Aashish Gupte	Cleared
148	MMS	Finance	MG1921-B49	Tanmay Gawas	Cleared
149	MMS	Finance	MG1921-A52	Akancha Singh	Cleared
150	MMS	Finance	MG1921-B53	Aishwarya Dhamane	Cleared
151	MMS	Finance	MG1921-A49	Kumar Ravi Agarwal	Cleared
152	MMS	Finance	MG1921-A53	Soumya Bhatia	Cleared
153	MMS	Finance	MG1921-B54	Aarti Yadav	Cleared
154	MMS	Finance	MG1921-B50	Ritik Bhriegu	Cleared
155	MMS	Finance	MG1921-A54	Reema Parkar	Cleared
156	MMS	Finance	MG1921-B60	Ajinkya Vidolkar	Cleared

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157	MMS	Finance	MG1921-A59	Yash Yogesh Sheth	Cleared
158	MMS	Finance	MG1921-B61	Kunal Modi	Cleared
159	MMS	Finance	MG1921-A60	Dhruvin Shah	Failed to Clear
160	MMS	Finance	MG1921-B62	Dhruv Rao	Cleared
161	MMS	Finance	MG1921-A61	Abhishekh Ramshankar Tripathi	Cleared
162	MMS	Finance	MG1921-B56	Pratiksha Rajendra Lohiya	Cleared
163	MMS	Finance	MG1921-A55	Rachana Vaidya	Cleared
164	MMS	Finance	MG1921-B63	Swebert Dmello	Cleared
165	MMS	Finance	MG1921-B55	Deon Rapose	Cleared
166	MMS	Finance	MG1921-B57	Hinali Jain	Cleared
167	MMS	Finance	MG1921-A56	Isha Raj	Cleared
168	MMS	Finance	MG1921-B64	Harshil Sakaria	Cleared
169	MMS	Finance	MG1921-A62	Ramdev Kushwaha	Failed to Clear
170	MMS	Finance	MG1921-B58	Aishni Chhabra	Cleared
171	MMS	Finance	MG1921-A57	Vidhi Gala	Cleared
172	MMS	Finance	MG1921-B65	Pradeep Singh Adhikari	Cleared
173	MMS	Finance	MG1921-A63	Amit Tembhurnikar	Cleared
174	MMS	Finance	MG1921-B66	Harshal Vaidya	Failed to Clear
175	MMS	Finance	MG1921-B59	Shraddha Chavan	Cleared
176	MMS	Finance	MG1921-A58	Vinita Batini	Cleared
177	MMS	Finance	MG1921-B67	Pooja Sahu	Failed to Clear
178	MMS	Finance	MG1921-B68	Rajvi Shah	Cleared
179	MMS	Finance	MG1921-B69	Taniya Agarwal	Failed to Clear
180	MMS	Finance	MG1921-A64	Radhika Bajaj	Cleared
181	MMS	Finance	MG1921-A65	Siddhi Chokhani	Cleared
182	MMS	Finance	MG1921-A66	Anshul Tibrewala	Cleared

Signature:
Faculty Name: Prof. Prakash Rathod

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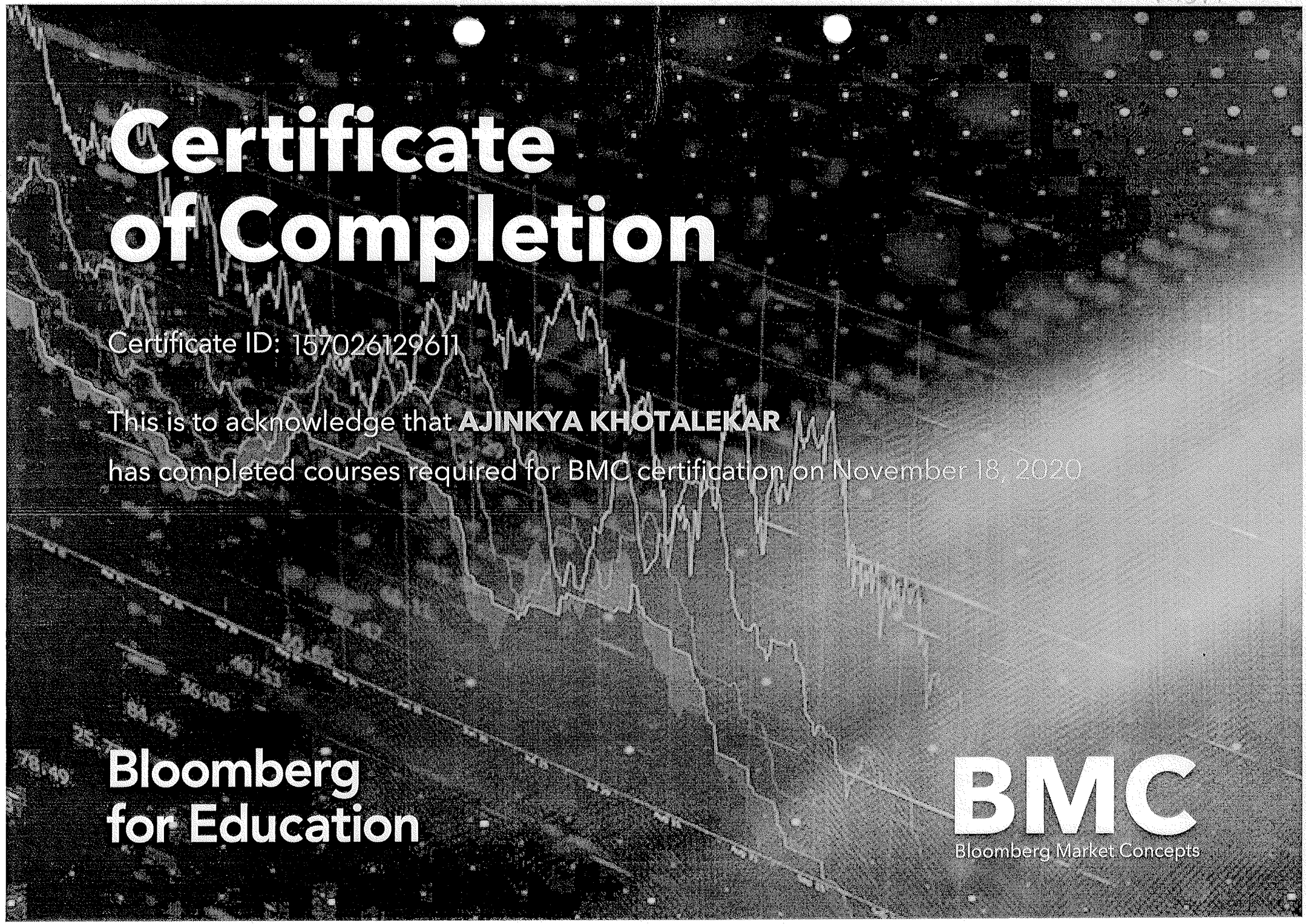

Certificate
of Completion
Certificate ID: 157026129611
This is to acknowledge that AJINKYA KHOTALEKAR
has completed courses required for BMC certification on November 18, 2020
Bloomberg
for Education
BMC
Bloomberg Market Concepts

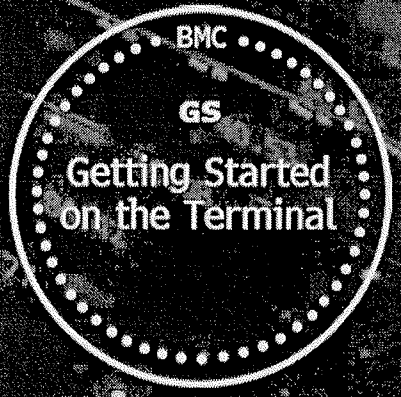
Certificate of Completion

Certificate ID: 157760908136

This is to acknowledge that **ALESH AJMERA**

has successfully completed BMC's Core Concepts course on February 18, 2020

Additional course completions include:



December 29, 2019

February 12, 2020

BMC

Bloomberg Market Concepts

Certificate of Completion

Certificate ID: 1570250739 36

This is to acknowledge that **AMAN MATHUR**

has successfully completed BMC's Core Concepts course on October 13, 2019

Additional course completions include:

October 14, 2019

October 15, 2019

BMC

Bloomberg Market Concepts

Certificate of Completion

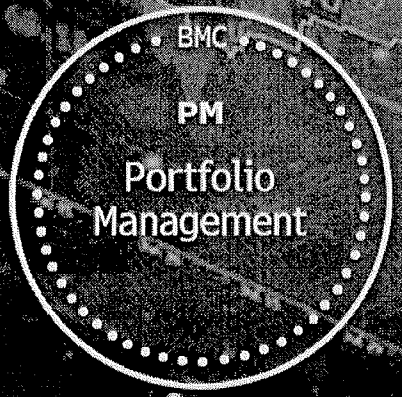
Certificate ID: 1579941830 20

This is to acknowledge that **YASH JHUNJHUNWALA**

has successfully completed BMC's Core Concepts course on February 09, 2020

Additional course completions include:

February 13, 2020



February 13, 2020

BMC

Bloomberg Market Concepts

Certificate of Completion

Certificate ID: 1569207870999

This is to acknowledge that **SHANTANU DIXIT**

has successfully completed BMC's Core Concepts course on February 02, 2020

Additional course completions include:

February 02, 2020

February 02, 2020

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A.Y. 2019-20

Talent Acquisition Training

MAQSOOD AHMED MAQDOOM AHMED KHAN
I attest to the accuracy and authenticity of this document

26.04.2023 09:55

2019-20

Talent Acquisition

Dr. Frederick Correa, Vice-President HR of Darashaw

The simulation was an extensive learning experience for all the HR students. Dr Correa took it in a steady and step-by-step manner, ensuring that all the students participate and understand the practical value of talent acquisition process.

To understand the existing knowledge of the students, an interview roleplay was done. While 3 students were a part of the roleplay, others were asked to observe and discuss later. Taking this roleplay as an example, the loopholes and better approaches were discussed.

The "how" of selection process involves "Authenticity", "Objectivity" and "Credibility" as tools to gauge the effectiveness of it. This concept created a basis on which the entire perspective of the interview stood.

Further, we were explained the BARS (Behaviorally Anchored Rating Scale) and how it is useful in identification of behavioral competencies. To have more clarity, each student group was given one competency, for which they had to define three behavioral levels of poor, average and good using three traits. The purpose of this is that the interviewer should be able to align the observed behavior of the candidate with that given in BARS.

Next, the STAR and STEP approach was explained for framing questions. These frameworks are used to gauge the required information from the candidates. The idea is to form the questions in such a way that the candidate cannot beat around the bush and answer as required.

Dr Correa took efforts to give feedback on each step about the improvements that could be included in pre-placement talks, the job description, interview evaluation sheet and pointed out the loopholes in the questions asked in interview and how can we get better at it.

At the end of two-days, the students who did not have any experience of talent acquisition, got to experience it in a meticulous manner and those who did, got to know how to improve themselves. This value-addition will definitely help all the students in the long-run.

MAQSOOD AHMED MAQDOOM AHMED KHAN
I attest to the accuracy and authenticity of this document
26.04.2023 09:55

MAQSOOD AHMED MAQBOOM AHMED KHAN
I attest to the accuracy and authenticity of this document
26.04.2023 09:55

HR SEMESTER - II

ATTENDANCE SHEET

Sr No.	Date	Name of Webinar	Conducted By	Facilitator	Student Absent
1	14-May-2020	HR response to covid -19	Ms. Sreerupa Sengupta	Prof. Caral Dcunha	Clovette Muzrello
2	27-May-2020	Preparing leaders post covid	Dr. R Krishna Murthy	Prof. Ulhas Deshpande	All present
3	5-Jun-2020	HR Newbies- Flight from Campus to Corporate	Ms. Reena Wadkar	Mrs.Sajita Pradeep	Clovette Murzello
4	14-Jun-2020	Employee Engagement	Mr. Prashant Gautam	Prof. Caral Dcunha	Clovette Murzello Mitesh Duraphe
5	11-Jul-2020	TA in Godrej Industries	Ms. Priny Thomas	Prof. Caral Dcunha	All present
6	19-Jul-2020 25-Jul-2020	Talent Aquisition Workshop	Mr. Frederick Correa	Prof. Caral Dcunha	Ankia Kedia (attended first half) Akanksha Kumawat
7	26-Jul-2020	HR Knowledge Bytes	Pannel Discussion	Prof. Caral Dcunha	Akanksha Kumawat
8	30-Aug-2020	HR Knowledge Bytes	Ms. Krishna Desai	Prof. Caral Dcunha	Roll Nos.: 3,6,9,11,15,18,20
9	01-Sep-2020 4-Sep-2020 5-Sep-2020	NLP Workshop	Ms. Kiran Padhi	Prof. Caral Dcunha	Clovette Murzello All present All present
10	12-Sep-2020	Balanced Scorecard	Ms. Sanjivani Patil	Prof. Caral Dcunha	All present
11	26-Sep-2020	Devising L&D Strategies	Mr. Sanjay Chandel	Prof. Caral Dcunha	Mitesh Duraphe, Sakshi Tiwari, Anajana Tiwari
12	26-Sep-2020	Challenges of HR professionals in healthcare industry during COVID 19	Mr. Neil Sequeira	Prof. Caral Dcunha	Mitesh Duraphe, Sakshi Tiwari, Anajana Tiwari
13	24-Oct-2020	Talent Acquisition and Talent Mangement	Mr. Vishal Sawant	Prof. Caral Dcunha	Roll Nos.: 8,9,13,16,19
14	7-Feb-2021	Executive Coaching	Mr. Mudit Yadav	Prof. Caral Dcunha	Roll Nos.: 1, 3, 13, 20

Talent Management 19-20

		Day 1	
Time	Topic/Section	Brief	Activity
Session 1	Introduction	Trainer gets to know participants and we and Learning outcomest are set	
	Reliving Interviewing experience as an interviewee	As an interviewee which interviews are Fresh in the memory? Why? What has stuck;leading to finer aspects of employer brand, planning the interaction; overall experience and interviewing skills of the interviewer	
	Role Play 1 by 3 participants	Leading to discussion on what could have been done to make process better;Whats good, what could have been better; aspects of interviewing skills leading to the 3 pillars of an effective hiring process	others will act as observers provide feedback: is there room for improvement? Where?
	Impact of a Wrong hire	Hard Costs and Soft Costs	Table exercise to compute Hard and soft costs
		Break	
Session 2	Foundations of Competency Based Interviews	The 3 Pillars: Authenticity;Objectivity, Credibility	
	Understanding Competencies	What is competency; Behavioral Anchors and BARS	Exercise to define a particular competency and rating scales for that
	Types of Data Available to the interviewer	work, education, certifications, skills, specific experiences, interests: where should the interviewer focus	Exercise: what would you ask the candidate about work-education-skills, expereince and interets
		Break	
Session 3	Traditional Versus Behavioral Questions	What are traditional Questions and what are behavioral Question	
	Step/Star Framework	Introduction	
	Elusive Steps	Ambiguous Statements, Suppositions and Opinions	Individual exercise on Identifying STEPS and over coming ambiguous statements/Suppositions/Opinions by asking follow up Behavioral Questions
		Break	

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Session 4	Elusive Clients Cont.	Hypothecal and Leading Questions Versus Behavioral Questions	Individual exercise onhypothetical or leading questions to behavioral questions
	Follow up with Refining behavioural questions	Participants discuss and build questions repository for a couple of competencies	Table exercise to compute Hard and soft costs
	Some Common Interview Pitfalls	Interview Biases	Group interaction
		Break	
Session 5	Introduction To Recruitment	Difference between Recruitment and Selection	
	How to Hire Right Fit	Thomas PPA introduction; Job Analysis; Startegy for recruitment and how to recruit on campus	
	Campus Simulation Part 1	Create JD and Employer Branding and delopment of Campus Strategy	
		Day 2	
Session 1	Campus Simulation Part 2	Groups to pitch Employer Branding strategy and Campus PPT	Observers to give Feedback
	Campus Presentation	Delivered by Facilitator	Group interaction
		Break	
Session 2	Campus Simulation Part 3	Best 2 groups get to conduct interview process(2 volenteers from Senior Batch required)	others will act as observers provide feedback: is there room for improvement? Where?
		Break	
Session 3	Recap of Learning so far	From Particpants	
	Good Questions	Summarising Questioning Techniques	
		Preparing for Role plays(Lateral Recruitment), including thinking through competency based behavioral questions, going through JD and Candidate profile- Panel of 3 participants, others observe and audit interview	Handover of Dummy Candidate Profiles/JDs
Session 4	Mock Interview	Role Plays by other groups	25 Minute interview/15 min feedback

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Session 5	Real World Fit	It is quite Possible that a candidate measures upto the competencises and expertise; but does not join or leaves within 6 months. Introduction to the hallmarks of Real world Fit	
	Evaluation Test		Discussion of correct Answers
	Close		

* Each Session can range between 1 hour 45 minutes to 2 hours and 30 minutes

Considering breaks we will need to earmark 11.5 - 12hours each day

Sessions will start at 8 am

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Feedback Form.

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Timestamp	Name	Was the session useful?	Was the content delivered	Did the session cover wh	Overall rating for the sess	Any other feedback/suggestion
9/12/2020 17:10:51	Aashita Nawar	Yes	Yes	Yes	5	Great
9/12/2020 17:18:52	Mitesh	Yes	Yes	Yes	5	NA
9/12/2020 18:11:41	Pranjal Mundhe	Yes	Yes	Yes	5	Excellent session and excellent delivery
9/12/2020 20:56:00	Ankita Kedia	Yes	Yes	Yes	5	One of the best sessions I have attended, looking forward to more such fun and insightful sessions
9/13/2020 8:44:02	Ishita Vasudeva	Yes	Yes	Yes	3	NA
9/13/2020 9:32:50	Ayushi Agrawal	Yes	Yes	Yes	4	Great workshop. Subject understanding was maximum.
9/13/2020 11:08:47	Clovette Murzello	Yes	Yes	Yes	4	NA

TA - Workshop 20-21

Fw: Workshop on Talent Acquisition

Caral D'Cunha <caral.dcunha@nldalmia.edu.in>
Fri 17-07-2020 19:29

To: prajaktajha1@gmail.com <prajaktajha1@gmail.com>; Aanal Mehta <aanaldm1010@gmail.com>; nld.pgdmhr2019.21@gmail.com <nld.pgdmhr2019.21@gmail.com>
Cc: Sonali Sawant <sonali.sawant@nldalmia.in>; Reeba Mathew <reeba.mathew@nldalmia.in>

Dear Students,

As planned earlier, the two days workshop on "**Simulation on Talent Acquisition**" by Mr. Fredrick Correa, AVP HR- DaraShaw will be on 19th and 25th of July 2020 from morning 10 am till evening 5 pm.

Sonali: Kindly book the slots in the TimeTable.

Caral D'Cunha | Assistant Professor - HR
N. L. Dalmia Institute of Management Studies and Research
(A School of Excellence of N. L. Dalmia Educational Society)
M: +91-9920467801 | D: (022) 4299 0057 | B: (022) 4299 0033 (Ext. 657)
Srishti, Sector 1, Mira Road (E), Thane (MMR) 401107

Accredited Grade "A" by NAAC & "Premier College" by ASIC
AICTE Approved | Affiliated to the University of Mumbai | An ISO 9001:2015 Certified

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From: Caral D'Cunha <caral.dcunha@nldalmia.edu.in>
Sent: 16 March 2020 13:57
To: Frederick Correa <fredericksidneycorrea@gmail.com>
Subject: Re: Workshop on Talent Acquisition

Dear Fredrick,

Due to the outbreak of the Corona Virus, govt has directed all the institute to close down all academic activities till 31st March 2020, hence we need to reschedule the workshop. I will update you on the same. Apologies for the inconvenience caused.

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Thanks & Regards,
Prof. Caral D'cunha.
Faculty- HR
N.L. Dalmia Institute of Management Studies and Research
Email: caral.dcunha@nldalmia.edu.in; Mobile: +91-9920467801

From: Frederick Correa <fredericksidneycorrea@gmail.com>
Sent: 08 March 2020 10:01

: Caral D'Cunha <caral.dcunha@nldalmia.edu.in>
Subject: Re: Workshop on Talent Acquisition

Dear Caral,

PFA details for the workshop.

We can do it on 13 and 14 or 21st and 22nd of March as per your convenience.

Actually this needs to be taught as a 3 credit course, but i have tried and squeezed it into a 2 day workshop.

Best

Frederick

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Talent management
Jr. manager

Frederick Correa

9930681882/9182880691
fredericksidneycorrea@gmail.com

PERSONAL PROFILE

Human Resources professional with more than 8 years of experience and a proven track record of creating and implementing HR strategies that successfully drive business initiatives related to profitability, talent development and effective change management. Adroit in assessing existing processes and accordingly designing and implementing measures aimed at enhancing process efficiency, organizational effectiveness, employee potential & morale

Key Strengths: People Management, Stakeholder Management, Talent Management

PROFESSIONAL EXPERIENCE

HR Business Partner at Darashaw & Co. Pvt. Ltd. (April 2014 – Present)
(Assistant Vice President, hired as Management Trainee)

A. Talent Acquisition

Campus Hiring

- Designing and Implementing the Campus Recruitment Strategies
- Recruited more than 100 Management Trainees from premium B Schools ensuring quality intake by creating brand awareness and getting Day Minus One / Day Zero Slots

Leadership Hiring

- Responsible for Leadership Hiring and Ensuring Seamless Knowledge Transfer for continuity of Business

B. Talent Management

Performance Management

- Equip leaders with appropriate tools and knowledge to effectively manage their people in line with their people plans e.g. performance management, career management and succession planning
- Imbedded a performance management culture within the business areas as a means of driving business improvement by ensuring clear objectives, feedback and the improvement of client service through behaviors aligned with our values

Career and Succession Management

- Identified and Development Internal Successors for 12 critical Leadership positions in FY 17
- Developed and Implemented Individual Development Plans for Successors
- Conceptualized and drove Learning Interviews and Industry mapping for Identifying Successors externally
- Developed TNA for the Organization

C. Business Process Efficiency

- Skill Mapping and Job Loading analysis leading to reduction of outsourcing cost by approximately 11% in FY 18
- Implemented Talent Review process to optimize the team and equip the Leaders to take talent related decisions

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D. Retention Management and Employee Engagement

- Developed an Early Warning Signal process for identifying the signs of distress and disengagement among employees
- Introduced an HR Outreach Program where every HR connects with the employees to addresses any issue hampering their productivity
- Set up a feedback bridge to the CEO to facilitate people matters
- Building a cohesive work environment through driving the various engagement activities such as conferences, training programs, fun at work etc

HR Business Partner at SHRM Biotechnologies (April 2010 - April 2012)
(HR Project Management Officer, hired as Project Coordinator)

- Performance Management in a wide variety of business applications which included development of Project Strategies and ensuring Project Milestones are met within specified time lines
- Responsibilities included Performance Management, Manpower Planning, Campus / Lateral Recruitment and Employer Branding

EDUCATION

Chitkara University	**Chandigarh**
Doctor of Philosophy	Pursuing
Mumbai University	**Mumbai**
Master of Labour Laws and Labour Welfare	2018
Goa Institute of Management	**Goa**
PGDM, Human Resources Management	2014
Amity University	**Noida**
M.Sc. Biotechnology	2010
St Xavier's College (Calcutta University)	**Calcutta**
B.Sc. Microbiology	2008

CERTIFICATIONS, HONORS AND AWARDS

- **Valedictorian** and recipient of the **Nirmal Goswami Gold medal for The Class of 2014** at GIM
- Awarded the **HR professional of the year** in 2020(<10 year category) at the X4 Management Summit
- Recognized by the CEO with the **Glad to have you on the Team Certificate** for contributions in performance management 2019
- Recognized by the CEO with the **Glad to have you on the Team Certificate** for developing a strong talent fabric through MT program in 2018
- Youngest recipient to be awarded the **Darashaw Certificate of Performance** as a Management Trainee in 2015
- Certified Practitioner of **Thomas PPA** (DISC Profiling)
- Certified Practitioner of **Behavioral Event Interviews**
- Certified Practitioner of **Neuro Linguistic Programming**
- Certified in **6Sigma (Green Belt)** and **Behavioral Sciences**
- Was selected and represented India as **Youth Ambassador to United Nations**
- Elected to **Student's Advisory Council** at GIM and **Assistant General Secretary of the Student Body** at St. Xavier's college

26.04.2023 09:58 this document. Taliesh Chaudhary and Associates

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Following Students Completed Talent Acquisition Training Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
1	HR	Aashna Dharmesh Thawrani	PH1820-E18
2	HR	Aishwarya Sanjay Salkute	PH1820-E12
3	HR	Alifiya Yusuf Nasikwala	PH1820-E08
4	HR	Anaya Arun Dev Tripathi	PH1820-E19
5	HR	Anupama Ramesh Shetty	PH1820-E14
6	HR	Aparna Satish Kulkarni	PH1820-E05
7	HR	Disha Ajay Soi	PH1820-E17
8	HR	Kiran Pyarelal Yadav	PH1820-E20
9	HR	Manaswi Naresh Mulchandani	PH1820-E07
10	HR	Parth Sunil Ahuja	PH1820-E01
11	HR	Pooja Sharad Deshpande	PH1820-E02
12	HR	Priya Tushar Sayani	PH1820-E13
13	HR	Reetika Yashwant Patil	PH1820-E10
14	HR	Sakshi Kirit Gohil	PH1820-E03

Head of Accreditation

Prof. Dr. Vaishali Kulkarni

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A.Y. 2019-20

Storytelling with Data

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Course Plan

Program	Post Graduate Diploma in Management
Course Title	Storytelling with Data
Subject code	PGM 206
Course Credit	02
Academic Year	2019-20
Batch	2019-2021
Semester	II
Duration (Hrs)	20
Name of the Faculty	Mr. Ram Krishna and Mr. Sourav Choudhury

1. Course Overview

Storytelling with Data is getting popular among Fortune 500 organizations as an innovative and effective way to communicate with audience and leave a lasting impact without swamping them into data pool and side-stepping the reading out numbers after numbers in the slide-decks. Course strives to make students a presenter, that with the help of Data visualization techniques induces simplicity and helps audience spot the anomaly, trend or impact effortlessly. Course showcases effective messaging tools that help the presenter get the win resources, mindshare and approval for success of the projects or tasks undertaken.

2. Course Outcome (CO)

Sr. No	At the end of the course students will be able to :
CO1	Understand the importance of Storytelling with Data and learn to identify the story out of data
CO2	Understand to spin the storyline by using available data visualization tools
CO3	Conversant with Tablue and apply the tools to story scenarios.

3. Course Outcome and Program Outcome mapping

	PO1	PO2	PO3	PO4	PO5
CO1	H	H			
CO2		H			
CO3	H	H		M	

H- Highly correlated, M- Moderately correlated, L- Slight correlation

PO1- Apply knowledge of management theories and practices to solve business problems
PO2-Foster Analytical and Critical Thinking abilities for data-based decision making
PO3-Ability to develop Value based Leadership ability
PO4-Ability to understand, analyse and communicate global, economic, legal and ethical aspects of business
PO5- Ability to lead themselves and others in the achievement of organisational goals, contributing effectively to a team environment

4. Course Modules

Module No.	Topic	Sessions
1	Introduction to Story Telling with Data	2
2	Getting Started with Tableau	2
3	Time Series data, Aggregation and Filters	2
4	Joining and Blending Data	2
5	Group Presentation and individual quiz	2
6	Hierarchies, Maps and Scatter Plot	2
7	Table calcultions and Clustering	3
8	Assignment to tell insightful story with help of given data	2

5. Pre requisites /co requisites (if any) from students

Sr. No	Details
1	A laptop/ computer to download and practice Tableau

6. 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	**Continuous Assessment**		20	

	Participation Assignments Quiz	Individual Individual/ Group Group		CO1, CO2, CO3 CO1, CO2, CO3, CO1, CO2, CO3,
2	Project	Individual	30	CO1, CO2 CO3

7. Session Plan (Each session of 90 minutes)

Session No	Topics/Unit	Pedagogy	Expected Learning outcome	Resources (Books/Chapters/Case etc	CO to be addressed
1	Importance of Stories, Human brain's perceptual and cognitive tendencies, story- telling arc, understanding your audience.	Video lecture/ Classroom Discussion	Understand the importance of Storytelling with Data.	https://www.youtube.com/watch?v=9w4IxAjIeTU https://www.nature.com/articles/s41467-017-02036-8	CO 1
2	Visual components of data stories, importance of data visualization	Classroom Discussion/ Video Clip/ Blog	Introducing the world of Data visualization	https://www.nationalgeographic.com/news/2017/03/charles-minard-cartography-infographics-history/	CO 2
3	Getting Started with Tableau- Installing Tableau,	Hand-on practice	Downloading Tableau	Sejal Vora, Ch-2, Page- 27 https://www.tableau.com/about/blog/2020/8/importance-data-storytelling-next-decade-data	CO 3
4	Import data, bar chart, formatting options	Interactive Lecture Hand-on practice	Understand the popular tools and Gartner ranking	https://www.google.com/search?q=gartner+data+visualization+magic+quadrant+2020&sxsrf=ALeKk039UZ-bM5cNjv1vaayIKKxaQiEOSQ:1607877473248&source=lnms&tbm=isch&sa=X&ved=2ahUKEwiNlIqtssvtAhVJU30KHR12A2UQ_AUoAnoECBIQBA&biw=1280&bih=578#imgrc=tWDjKYmUkOVOOM	CO1, CO2
5	Time Series data, Aggregation and Filters- Working with time-series data, understanding aggregation,	Hands on Interactive Lecture	Learn to work with time series data	Tableau	CO2, CO3
6	Understanding the granularity and level of details adding filters, creating interactive filters and highlights	Interactive classroom discussion	Learn to spin the storyline	Tableau	CO2

7	Joining and Blending Data - Different types of data joins, multiple field joins, Blending Data	Classroom Interactive Lecture; Blog, Hand-on practice	Learn to apply the tools to story scenarios	Tableau	CO3
8	Managing joins and blends in same data set.	Classroom Interactive Lecture; Blog, Hand-on practice	Learn to apply the tools to story scenarios	Tableau	CO2, CO3
9-10	Group Presentation				CO1, CO2, CO3
11	Hierarchies, Maps and scatter plots- Creating heirarchies, creating scatter plots	Classroom Interactive Lecture; Blog, Hand-on practice	Learn to create scatter plots	The power of Data Storytelling by Sejal Vora; Storytelling with data by Cole Nussbaumer Knaflic	CO2, CO3
12	Mapping data with geographical maps, creating dual axis charts	Classroom Interactive Lecture; Blog, Hand-on practice	Learn to map data	The power of Data Storytelling by Sejal Vora; Storytelling with data by Cole Nussbaumer Knaflic	CO2, CO3
13	Table calcultions and Clustering -Table calculations	Classroom Interactive Lecture; Blog, Hand-on practice	Understand table calculations,	The power of Data Storytelling by Sejal Vora; Storytelling with data by Cole Nussbaumer Knaflic	CO2, CO3
14	Preparing data for clustering	Classroom Interactive Lecture; Blog, Hand-on practice	Learn to prepare data for clustering	The power of Data Storytelling by Sejal Vora; Storytelling with data by Cole Nussbaumer Knaflic	CO2, CO3
15	Creating clusters, Cluster Modelling	Classroom Interactive Lecture; Blog, Hand-on practice	Learn to create cluster modelling	The power of Data Storytelling by Sejal Vora; Storytelling with data by Cole Nussbaumer Knaflic	CO2, CO3
16-17	Assignment to tell insightful story with help of given data	Assessments			CO1, CO2, CO3

8. Books, Reading Materials, Other Resources (Databases/journals/periodicals) prescribed

Sr. No	Details
1	The power of Data Storytelling by Sejal Vora
2	Storytelling with data by Cole Nussbaumer Knaflic
3	https://www.nationalgeographic.com/news/2017/03/charles-minard-cartography-infographics-history/
4	https://public.tableau.com/en-us/s/resources

Prepared by: **(Faculty name and signature with date**	**Mr.Ram Krishna, 13/12/2020** **Mr. Sourav Choudhury, 11/12/2020**
Approved by: **HOD – Name and signature with date**	**Dr.Joyeeta Chatterjee**

Session 1 – 10: Mr. Ram Krishna

Session 11-17: Mr. Sourav Choudhury

Approved 01.01.2021
Dr. Joyeeta Chatterjee, HoD Marketing

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Following Students Completed Storytelling with Data Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
1	Marketing	Aditi S. N. Agrawal	PM1820-C01
2	Marketing	Aditya Uddhavrao Patil	PM1820-C24
3	Marketing	Aniruddha Subhash Kadam	PM1820-C12
4	Marketing	Ashish Ravindra Shetty	PM1820-C32
5	Marketing	Bharati Bhushan Rupani	PM1820-C29
6	Marketing	Chaitra Pradeep Gawade	PM1820-C09
7	Marketing	Chiranjeev V.Chandrasekaran	PM1820-C05
8	Marketing	Dhawal Daulat Singh Rawat	PM1820-C28
9	Marketing	Diptarka Mrinmoy Datta	PM1820-C07
10	Marketing	Gauri Dileep Bhate Bhate	PM1820-C03
11	Marketing	Gautam Bhupendra Singh	PM1820-C33
12	Marketing	Hrishikesh Krishnakumar P P Poduval	PM1820-C26
13	Marketing	Jash Bhupendra Thakkar	PM1820-C35
14	Marketing	Jayesh Krishnankutty Nair	PM1820-C23
15	Marketing	Kavyashree Rashmikant Kundalia	PM1820-C18
16	Marketing	Khushboo Prafull Surana	PM1820-C34
17	Marketing	Kushal Vishnu Kabra	PM1820-C11
18	Marketing	Megha Chandraprakash Khaitan	PM1820-C14
19	Marketing	Mrinal Vijay Gujare	PM1820-C10
20	Marketing	Mrunal Dipak Kongre	PM1820-C15
21	Marketing	Nidhi Naresh Kotian	PM1820-C16
22	Marketing	Nikhil Pawan Sharma	PM1820-C31
23	Marketing	Omkar Satish Varadkar	PM1820-C37
24	Marketing	Palak Vijay Lapasia Lapasia	PM1820-C19
25	Marketing	Prachi Pradeep Vora	PM1820-C38
26	Marketing	Prachi Sandip Vyas	PM1820-C40
27	Marketing	Pranav Bharat Dave	PM1820-C08
28	Marketing	Prathik Ravindra Poojary	PM1820-C27
29	Marketing	Pratyush Mithilesh Kumar Jha	PM1820-C17
30	Marketing	Raj Pankaj Vora	PM1820-C39
31	Marketing	Ruchika Rajesh Gattani	PM1820-C02
32	Marketing	Rutuj Vishnu Karandikar	PM1820-C13
33	Marketing	Sanket Chandrakant Patlekar	PM1820-C25
34	Marketing	Sean Collin Mornes	PM1820-C22
35	Marketing	Shilpa Kishan Chandani	PM1820-C04
36	Marketing	Shimoni Sunil Timbadia	PM1820-C36
37	Marketing	Sumita Rajdeo Lal Das	PM1820-C06
38	Marketing	Supratik Manas Sarkar	PM1820-C30

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Following Students Completed Storytelling with Data Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
39	Marketing	Vaibhavi Bhupen Mehta	PM1820-C20
40	Marketing	Xenia Hemendra Mehta	PM1820-C21

Head of Accreditation

Prof. Dr. Vaishali Kulkarni

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A.Y. 2019-20

MarkStat

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A.Y 2019-20 (Batch 2018-20)

Mark Strat- Marketing Simulation

Markstrat – Simulation is an experiential learning which has been offered to the PGDM Marketing Students. These kind of learning increases retention and improves learning outcomes. The Mark Strat Simulation was conducted in the ICT Lab by Ms. Rashmi Jain. The licenses were procured from Mark Strat. All the students of Marketing participated in the simulation. Students have taken this simulation exercise very well.

The method of running this simulation was through competitive game of marketing simulation in workshop mode. Software used is MarkStrat.

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

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

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 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

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

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

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

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

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

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Following Students Completed Markstat Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
1	Marketing	Aditi S. N. Agrawal	PM1820-C01
2	Marketing	Aditya Uddhavrao Patil	PM1820-C24
3	Marketing	Aniruddha Subhash Kadam	PM1820-C12
4	Marketing	Ashish Ravindra Shetty	PM1820-C32
5	Marketing	Bharati Bhushan Rupani	PM1820-C29
6	Marketing	Chaitra Pradeep Gawade	PM1820-C09
7	Marketing	Chiranjeev V.Chandrasekaran	PM1820-C05
8	Marketing	Dhawal Daulat Singh Rawat	PM1820-C28
9	Marketing	Diptarka Mrinmoy Datta	PM1820-C07
10	Marketing	Gauri Dileep Bhate Bhate	PM1820-C03
11	Marketing	Gautam Bhupendra Singh	PM1820-C33
12	Marketing	Hrishikesh Krishnakumar P P Poduval	PM1820-C26
13	Marketing	Jash Bhupendra Thakkar	PM1820-C35
14	Marketing	Jayesh Krishnankutty Nair	PM1820-C23
15	Marketing	Kavyashree Rashmikant Kundalia	PM1820-C18
16	Marketing	Khushboo Prafull Surana	PM1820-C34
17	Marketing	Kushal Vishnu Kabra	PM1820-C11
18	Marketing	Megha Chandraprakash Khaitan	PM1820-C14
19	Marketing	Mrinal Vijay Gujare	PM1820-C10
20	Marketing	Mrunal Dipak Kongre	PM1820-C15
21	Marketing	Nidhi Naresh Kotian	PM1820-C16
22	Marketing	Nikhil Pawan Sharma	PM1820-C31
23	Marketing	Omkar Satish Varadkar	PM1820-C37
24	Marketing	Palak Vijay Lapasia Lapasia	PM1820-C19
25	Marketing	Prachi Pradeep Vora	PM1820-C38
26	Marketing	Prachi Sandip Vyas	PM1820-C40
27	Marketing	Pranav Bharat Dave	PM1820-C08
28	Marketing	Prathik Ravindra Poojary	PM1820-C27
29	Marketing	Pratyush Mithilesh Kumar Jha	PM1820-C17
30	Marketing	Raj Pankaj Vora	PM1820-C39
31	Marketing	Ruchika Rajesh Gattani	PM1820-C02
32	Marketing	Rutuj Vishnu Karandikar	PM1820-C13
33	Marketing	Sanket Chandrakant Patlekar	PM1820-C25
34	Marketing	Sean Collin Moraes	PM1820-C22
35	Marketing	Shilpa Kishan Chandani	PM1820-C04
36	Marketing	Shimoni Sunil Timbadia	PM1820-C36
37	Marketing	Sumita Rajdeo Lal Das	PM1820-C06

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Following Students Completed Markstat Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
38	Marketing	Supratik Manas Sarkar	PM1820-C30
39	Marketing	Vaibhavi Bhupen Mehta	PM1820-C20
40	Marketing	Xenia Hemendra Mehta	PM1820-C21

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Prof. Dr. Vaishali Kulkarni

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A.Y. 2019-20

Selling & Negotiations

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PGDM Post Graduate Diploma in Management (PGDM) - Batch 2020-22

Course Contents

Program	PGDM- Marketing
Course Title	Selling and Negotiation Skills
Credit Value	2
Semester	II
Duration	20 hours

1.Course Objectives

This course will focus on developing and strengthening selling and negotiation skills while working to build a mutually beneficial deal. The Programme shall address issues that will enable participants to appreciate the increasing significance of professional skills in sales and negotiation to achieve desired sales results and reinforce customer relationship.

2.Course Contents

Sr. No	Topic	No of sessions of 90 minutes each
1	**Introduction to Negotiation** Busting preconceived notions around negotiations, Introduction to Negotiation – Definition and Types, Introduction to ZOPA and BATNA, BATNA essentials	4
2	**Negotiation skills** Importance of communication in negotiation, Bargaining styles and Personality styles, Difference between Position and Interests, Stages of Negotiation – Negotiation Cycle	5
3	Types of Negotiation – Win-win, Win-lose, Lose-lose	1
4	Ethics, fairness and trust in negotiation	1
5	**Selling** Types of selling, Hunting and Farming, The selling approach – 8 steps, Buyers remorse and Sellers remorse	4
	Total	15

3.Teaching Methods

Lectures , Lab sessions, Case studies, Projects and Assignments

4.Assessment

Sr. No	Method	Marks	Weightage (%)
1	Continuous Assessment (Class attendance/Participation/ Tests/ Assignments/ Projects/ Viva voce)	20	40%
2	Semester End Examination	30	60%
	Total	50	100%

5.Reading Materials recommended (Text Books/Reference Books/Others)

Sr. No	Reading Material
1	Essentials of Negotiation - Roy J Lewicki, Bruce Barry, David M Saunders. McGraw Hill
2	Splitting the difference - Chris Voss, Harper Collins
3	You can negotiate anyting - Herb Cohen, Penguin

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PGDM Division : C : --->Batch 2019-21 I st Year - Sem - II -Marks

Faculty Name : Mr. Krishna Raj Kapadia

Subject : Selling and Negotiation (Workshop Mode)

Sr. No	Roll Nos.	Student Name	Role Play 20	Assessment 30	Grand Total 50
1	PM1921-C01	Valshnavi Shetty	17	21	38
2	PM1921-C02	Saloni Naik	12	17	29
3	PM1921-C03	Jatin Gaud	14	19	33
4	PM1921-C04	Nakul Kukadapwar	10	17	27
5	PM1921-C06	Shikha Sidana	16	17	33
6	PM1921-C09	Lenryl Sequelra	15	24	39
7	PM1921-C10	Kedar Jatkar	13	18	31
8	PM1921-C11	Devika Thakur	12	23	35
9	PM1921-C12	Snehal Waigaonkar	12	14	26
10	PM1921-C13	Simona Bastian	10	17	27
11	PM1921-C14	Vyas Rampelli	13	20	33
12	PM1921-C15	Akshay Patil	12	17	29
13	PM1921-C16	Shivam Seth	16	22	38
14	PM1921-C17	Arjun Nair	10	24	34
15	PM1921-C18	Aniruddha Katkar	14	18	32
16	PM1921-C19	Pranjali Mate	10	19	29
17	PM1921-C20	Akash Patwal	13	18	31
18	PM1921-C21	Shefali Borkar	14	22	36
19	PM1921-C22	Mohit Bashani	13	17	30
20	PM1921-C23	Pooja Vadia	11	16	27
21	PM1921-C24	Aaditya Bhardwaj	16	21	37
22	PM1921-C25	Apurva Kamat	15	20	35
23	PM1921-C26	Tejas Raul	16	21	37
24	PM1921-C27	Kanchi Mehta	11	17	28
25	PM1921-C29	Vrushali Dugde	12	16	28
26	PM1921-C31	Karishma Rajwani	12	17	29
27	PM1921-C32	Karishma Desai	10	16	26
28	PM1921-C33	Trishank Kumbhare	17	19	36
29	PM1921-C34	Kaushal Tibrewal	16	22	38
30	PM1921-C35	Sampada Inarkar	15	23	38
31	PM1921-C36	Bhagwan Salunkhe	11	16	27
32	PM1921-C38	Jigneshkumar Pandya	15	22	37
33	PM1921-C39	Bhavya Modi	13	15	28
34	PM1921-C40	Urvi Sanghavi	14	18	32
35	PM1921-C41	Ritika Murawala	12	16	28
36	PM1921-C42	Smrithi Pillai	13	15	28
37	PM1921-C43	Pratish More	14	21	35
38	PM1921-C44	Kishan J	15	15	30
39	PM1921-C45	Harsh Chordia	13	16	29
40	PM1921-C46	Tushar Kamley	14	17	31
41	PF1921-D67	Aakash Chakravorty	14	18	32

Head of Accreditation

Prof (Dr.) Vaishali Kulkarni

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President
Mr. Kuldeep Singh Gouri

BILLING ADDRESS
NL DALMIA INSTITUTE OF MANAGEMENT STUDIES & RESEARCH.
SECTOR-1,SRISHITI,
MIRA ROAD,MUMBAI-401104.
PAN NUMBER:-AAATN2542C
SAC NUMBER:-SAC999293 (COMMERCIAL TRAINING & COACHING & MEMBERSHIP)

INVOICE NO 04-2019/2020 Dated 09/07/2019	AMOUNT.PS
GST NO:-27AAATI0035M1ZR	
CERTIFICATION PROG IN COMMUNICATION SKILLS & PERSONALITY	
DEVELOPMENT AT NL DALMIA INSTITUTE-MIRA ROAD,FOR 106 STUDENTS	
6 DAYS PROGRAMME STARTING FROM 26/06/2019,27/6/2019,28/6/2019 3/7/2019,04/07/2019,	
AND 05/07/2019	
TRAINING 3 HOURS PER DAY WITH STUDY MATERIAL,& CERTIFICATE	
RS 2200 PER STUDENT(FACULTY MR.S.VISHWANATHAN ,MR NEVILLE MEHTA)	197627.00
ADD:-CGST 9%	17786.43
ADD:-SGST 9%	17786.43
ADD:-ROUNDING OFF	0.14
TOTAL THREE LACS THIRT THREE THOUSAND TWO HUNDRED ONLY)	**233200.00**

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Kitab Mahal, 5, D. Sukhadwala Marg, Fort, Mumbai 400 001. Tel.: 91-22-2207 4882 / 83 Fax: 91-22-2207 1831
E-mail: info@indoamericansociety.org www.indoamericansociety.org

This is to certify that

Aditya Omkar Somani

has successfully completed the course on

Certification Program in Communication Skills & Personality Development

conducted by **Mr. S. Vishwanathan**

in the month of **26th June to 5th July 2019**

Signature of Faculty

Authorised Signatory

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Following Students Completed Communication Skills and Personality Development Indo - American Society Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
1	Finance	Shubham Anil Agrawal	MG1820-A01
2	FINANCE	Mitali Shekhar Salgaonkar	MG1820-B45
3	FINANCE	Tejasvi Santosh Poyekar	MG1820-B40
4	Finance	Tejaswani Fotedar	MG1820-B12
5	Finance	Poonam Singh	MG1820-B51
6	Finance	Shreya Na Verma	MG1820-A52
7	Finance	Vidhi Shailesh Shah	MG1820-B46
8	FINANCE	Namita Nitin Palkhe	MG1820-A36
9	finance	Rupesh Rameshchandra Lohiya	MG1820-B30
10	FINANCE	Varsha Vijay Singh	MG1820-B53
11	FINANCE	Pooja Sunil Dabhade	MG1820-B07
12	Finance	Arjun Sudarshan	MG1820-A40
13	Finance	Zain Zafar Deshmukh	MG1820-B09
14	Finance	Adarsh Yogendra Pandey	MG1820-B36
15	Finance	Nikhil Rajbeer Agarwal	MG1820-B01
16	finance	Raina Rajesh Vyas	MG1820-A61
17	Finance	Shreya Shashikant Kulkarni	MG1820-A30
18	FINANCE	Jatin Yashodhan Garg	MG1820-A14
19	Finance	Hemangi Ashok Dhonde	MG1820-B10
20	Finance	Aditi Harishkumar Sharma	MG1820-A49
21	FINANCE	Ashmita Shailesh Sharma	MG1820-A51
22	Finance	Ankita Sanjay Sharma	MG1820-B47
23	FINANCE	Heema Rajesh Joshi	MG1820-B25
24	Finance	Yash Ravindrakumar Bora	MG1820-B05
25	Marketing	Ankit Sanjeev Mundada	MG1820-B34
26	FINANCE	Raam Anandhan	MG1820-B41
27	FINANCE	Ankita Rajesh Jaiswal	MG1820-B22
28	Finance	Shradha Ramashankar Maurya	MG1820-B31
29	Finance	Tejas Prakashsingh Kshatriya	MG1820-A29
30	Finance	Aditi Suresh Dharampuriya	MG1820-A11
31	Finance	Mubeen Arif Uttanwala	MG1820-B58
32	Finance	Deepika Ashok Gupta	MG1820-B15
33	Finance	Apoorva Bellapu	MG1820-B04
34	FINANCE	Arshad Aziz Shaikh	MG1820-A47
35	Finance	Ajinkya Prakash Dhote	MG1820-A12
36	Finance	Shubham Ramkrushnarao Bhelkar	MG1820-A06
37	Finance	Mohit Sanjaykumar Dave	MG1820-A07

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Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
38	Finance	Sughosh Anant Deshpande	MG1820-A10
39	Finance	Neha Hariramani	MG1820-A08
40	Finance	Rajas Sanjay Muley	MG1820-A33
41	FINANCE	Shruti Dilip Girap	MG1820-A15
42	FINANCE	Ranjeet Subhash Kadam	MG1820-A25
43	Marketing	Kinjal Manoj Parmar	MG1820-B37
44	Finance	Jay Vijay Bagwe	MG1820-A03
45	FINANCE	Yash Dilip Kothawale	MG1820-A28
46	Finance	Kundan Rajendra Hood	MG1820-B18
47	Finance	Pratik Shyamshingh Thakur	MG1820-B57
48	FINANCE	Abhigyan Srivastava	MG1820-A57
49	FINANCE	Dhiraj Prakash Shah	MG1820-A46
50	FINANCE	Prashant Ghanshyam Shukla	MG1820-A53
51	Finance	Ujala Kumari	MG1820-A31
52	FINANCE	Niraj Rajendra Tatiya	MG1820-A58
53	finance	Mohit Sanjay Chaubey	MG1820-B06
54	Finance	Aleeta Tareena Vaz	MG1820-B59
55	FINANCE	Neeti Anil Jaju	MG1820-A22
56	Finance	Pallav Ladulal Kanther	MG1820-B27
57	Finance	Simran Ratan Nangalia	MG1820-A34
58	FINANCE	Karan Vinod Khursankar	MG1820-A26
59	FINANCE	Khushboo Sunil Goenka	MG1820-A16
60	FINANCE	Saurav Pradeep Gupta	MG1820-B16
61	Finance	Riya Sitaram Baldewa	MG1820-A04
62	Finance	Salonee Dharmendra Dedhia	MG1820-B08
63	Finance	Hetvi Kalpesh Pathak	MG1820-B38
64	Finance	Udayan Yashpriya Arya	MG1820-B02
65	finance	Govind Madhusudan Rathi	MG1820-A42
66	Finance	Hitesh Anand Singh	MG1820-B50
67	FINANCE	Anurag Dinesh Singh	MG1820-A54
68	Finance	Jyoti Porriya	MG1820-A19
69	Finance	Harshita Balwant Deshmukh	MG1820-A09
70	Finance	Roshni Gulshan Nathani	MG1820-A35
71	finance	Karan Jagdish Gupta	MG1820-A17
72	Finance	Shristi Nishikant Thorat	MG1820-A59
73	Finance	Yasir Ansari	MG1820-A02
74	FINANCE	Pratik Lalit Maheshwari	MG1820-B29

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Following Students Completed Communication Skills and Personality Development Indo - American Society Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
75	Finance	Kartik Jagadish Samant	MG1820-A43
76	FINANCE	Manali Jain	MG1820-A23
77	Finance	Anurag Prabhunath Sharma	MG1820-A50
78	FINANCE	Shubham Vishnu Varma	MG1820-A60
79	FINANCE	Kinnari Surendra Sangodkar	MG1820-A44
80	Finance	Komal Satish Modani	MG1820-B33
81	FINANCE	Dhruvin Prabhakar Jani	MG1820-B23
82	Finance	Avnish Rambalak Yadav	MG1820-B60
83	Finance	Nishant Harshad Patil	MG1820-B39
84	Finance	Vinay Rajesh Singh	MG1820-B54
85	finance	Sifat Shoukat Inamdar	MG1820-B19
86	Finance	Valton Vincent Fernandes	MG1820-B11
87	FINANCE	Ankit Dinesh Jaiswal	MG1820-B21
88	Finance	Himanshu Madhav Musale	MG1820-B35
89	Finance	Sanjana Sanjay Singh	MG1820-B52
90	Finance	Kedar Maheshkumar Mhambrey	MG1820-B32
91	Finance	Jayraj Bhanwar Singh Shekhawat	MG1820-B49
92	Marketing	Arushi - Bajaj	MG1820-B03
93	Marketing	Akash Ashok Gupta	MG1820-B14
94	FINANCE	Annie Mukesh Jain	MG1820-A20
95	Finance	Parul Ashok Sodhani	MG1820-A56
96	Marketing	Abhishek Deepak Kori	MG1820-A27
97	FINANCE	Rahul Lachhiram Gupta	MG1820-A18
98	finance	Nitesh Nitin Jain	MG1820-B20
99	finance	Sonam Deepak Sarda	MG1820-A45
100	Finance	Sagar Paresh Gajbiye	MG1820-A13
101	Finance	Varun Sunil Bhandari	MG1820-A05
102	finance	Bhakti Shamsundar Lathi	MG1820-A32
103	Finance	Sanskar Himanshu Sharma	MG1820-B48
104	FINANCE	Supriya Tanwar	MG1820-A41
105	Finance	Bharat Gopaldas Jaju	MG1820-A21
106	Finance	Ankur Jai Prakash Singh	MG1820-A24
107	Finance	Mitisha Vinod Telisara	MG1820-B56
108	Finance	Shahjad Alam Mohd Shasid Shaikh	MG1820-A48
109	FINANCE	Shubham Sanjay Joshi	MG1820-B26
110	FINANCE	Sneha Shishpal	MG1820-A55
111	FINANCE	Yashashree Sanjay Rathi	MG1820-B43

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Following Students Completed Communication Skills and Personality Development Indo - American Society Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
112	finance	Sachin Sachin Sachin	MG1820-B44
113	Finance	Aniket Pravin Hastak	MG1820-B17
114	Finance	Aditya Paresh Pradhan	MG1820-A37
115	Finance	Darpan Kailash Ramgaonkar	MG1820-B42
116	Finance	Vinita Ramkumar Javeri	MG1820-B24
117	Finance or Marke	Yash Mahesh Soni	MG1820-B55
118	Finance	Madhulika Rai	MG1820-A38
119	Finance	Shreyas Vinayak Rajadhyaksha	MG1820-A39
120	FINANCE	Bhavesh Krishnakumar Gosai	MG1820-B13
121	finance	Arbaz Ahamed Khan	MG1820-B28
122	Finance	Abhishek Suhas Sawant	PF1820-D47
123	Finance	Akanksha Jitendra	PF1820-D09
124	Finance	Akash Ashok Agarwal	PF1820-D01
125	Finance	Ameya Rajesh Chandak	PF1820-D12
126	Finance	Aniket Pramod Daiv	PF1820-D13
127	Finance	Austin Dominic D'Sa	PF1820-D18
128	Finance	Bhavya Bharat Shah	PF1820-D49
129	Finance	Brandon Conrad Dsouza	PF1820-D19
130	Finance	Chinmay Kamlesh Mandawat	PF1820-D36
131	Finance	Dhiren Mahesh Dhameja	PF1820-D17
132	Finance	Harsh Rashmin Shah	PF1820-D50
133	Finance	Hersh Vijay Patel	PF1820-D43
134	Finance	Ishita Vikas Grover	PF1820-D22
135	Finance	Jhanvi Parimal Devani	PF1820-D16
136	Finance	Kajal Mr. Deepak Agarwal	PF1820-D02
137	Finance	Karishma Mahesh Bathija	PF1820-D06
138	Finance	Keshav Omprakash Bhattad	PF1820-D08
139	Finance	Kevin Mathai Madapally	PF1820-D35
140	Finance	Kriti Harish Wadhwa	PF1820-D59
141	Finance	Megha Manoj Bhatia	PF1820-D07
142	Finance	Meghna Ajay Ashtekar	PF1820-D04
143	Finance	Mehakpreet Harshaminder Singh	PF1820-D30
144	Finance	Molisha Naresh Jain	PF1820-D24
145	Finance	Neha Jeevan Deshmukh	PF1820-D15
146	Finance	Nishank Pratap Rathod	PF1820-D46
147	Finance	Nishi Ajay Kumar Srivastava	PF1820-D56
148	Finance	Nupur Sushil Agrawal	PF1820-D48

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Following Students Completed Communication Skills and Personality Development Indo - American Society Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
149	Finance	Payal Anil Singh	PF1820-D53
150	Finance	Prabhuti Bhushan Ojha	PF1820-D41
151	Finance	Pranav Sangam Lohare	PF1820-D34
152	Finance	Prasad Suresh Wankhade	PF1820-D60
153	Finance	Priya Prem Mariwala	PF1820-D37
154	Finance	Raushni Debasis Bose	PF1820-D11
155	Finance	Ravi Ashok Kumar Kant	PF1820-D29
156	Finance	Riddhi Bharat Gandhi	PF1820-D21
157	Finance	Riddhi Mukesh Shah	PF1820-D51
158	Finance	Ruchi Vinod Agrawal	PF1820-D03
159	Finance	Runali Ravi Naik	PF1820-D40
160	Finance	Ruthuja Shivaji Patil	PF1820-D44
161	Finance	Sachin Vinod Nahar	PF1820-D39
162	Finance	Sagar Prem Lalwani	PF1820-D32
163	Finance	Sakshi Sanjay Jaiswal	PF1820-D27
164	Finance	Sarthak Naveen Kumar Srivastava	PF1820-D57
165	Finance	Saurabh Kailashchandra Paliwal	PF1820-D42
166	Finance	Sayali Rajendra Vartak	PF1820-D58
167	Finance	Shikha Ajay Soi	PF1820-D55
168	Finance	Shivani Anish Dave	PF1820-D14
169	Finance	Shubendra Jagvir Singh	PF1820-D54
170	Finance	Shubham Datta Kadam	PF1820-D28
171	Finance	Siddharth Dilip Jain	PF1820-D25
172	Finance	Siddhika Vidyadhar Kore	PF1820-D31
173	Finance	Sreyaa Rakesh Jain	PF1820-D26
174	Finance	Suchi Bhavesh Mehta	PF1820-D38
175	Finance	Sumit Vitthal Badwane	PF1820-D05
176	Finance	Vaibhav Vijaykumar Bobade	PF1820-D10
177	Finance	Vaishnavi Satyadev Shetty	PF1820-D52
178	Finance	Vallabh Dayanand Hayatnagarkar	PF1820-D23
179	Finance	Venkatachalam Ramachandran	PF1820-D45
180	Finance	Vrinda Mukesh Lohana	PF1820-D33
181	Finance	Wayne Lubin D'Souza	PF1820-D20
182	HR	Aashna Dharmesh Thawrani	PH1820-E18
183	HR	Aishwarya Sanjay Salkute	PH1820-E12
184	HR	Alifiya Yusuf Nasikwala	PH1820-E08
185	HR	Anaya Arun Dev Tripathi	PH1820-E19

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MAQSOOD AHMED MAQDOOM AHMED KHAN
I attest to the accuracy and authenticity of this document
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Following Students Completed Communication Skills and Personality Development Indo - American Society Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
186	HR	Anupama Ramesh Shetty	PH1820-E14
187	HR	Aparna Satish Kulkarni	PH1820-E05
188	HR	Disha Ajay Soi	PH1820-E17
189	HR	Kiran Pyarelal Yadav	PH1820-E20
190	HR	Manaswi Naresh Mulchandani	PH1820-E07
191	HR	Parth Sunil Ahuja	PH1820-E01
192	HR	Pooja Sharad Deshpande	PH1820-E02
193	HR	Priya Tushar Sayani	PH1820-E13
194	HR	Reetika Yashwant Patil	PH1820-E10
195	HR	Sakshi Kirit Gohil	PH1820-E03
196	HR	Shreya Pramod Ranka	PH1820-E11
197	HR	Shreya Virendra Katakwar	PH1820-E04
198	HR	Shruti Murlidhar Kunder	PH1820-E06
199	HR	Sneha Manoj Singh	PH1820-E16
200	HR	Tanushree Ashok Kumar Pal	PH1820-E09
201	HR	Yuden Alexander Shyodhi	PH1820-E15
202	Marketing	Aditi S. N. Agrawal	PM1820-C01
203	Marketing	Aditya Uddhavrao Patil	PM1820-C24
204	Marketing	Aniruddha Subhash Kadam	PM1820-C12
205	Marketing	Ashish Ravindra Shetty	PM1820-C32
206	Marketing	Bharati Bhushan Rupani	PM1820-C29
207	Marketing	Chaitra Pradeep Gawade	PM1820-C09
208	Marketing	Chiranjeev V.Chandrasekaran	PM1820-C05
209	Marketing	Dhawal Daulat Singh Rawat	PM1820-C28
210	Marketing	Diptarka Mrinmoy Datta	PM1820-C07
211	Marketing	Gauri Dileep Bhate Bhate	PM1820-C03
212	Marketing	Gautam Bhupendra Singh	PM1820-C33
213	Marketing	Hrishikesh Krishnakumar P P Poduval	PM1820-C26
214	Marketing	Jash Bhupendra Thakkar	PM1820-C35
215	Marketing	Jayesh Krishnankutty Nair	PM1820-C23
216	Marketing	Kavyashree Rashmikant Kundalia	PM1820-C18
217	Marketing	Khushboo Prafull Surana	PM1820-C34
218	Marketing	Kushal Vishnu Kabra	PM1820-C11
219	Marketing	Megha Chandraprakash Khaitan	PM1820-C14
220	Marketing	Mrinal Vijay Gujare	PM1820-C10
221	Marketing	Mrunal Dipak Kongre	PM1820-C15
222	Marketing	Nidhi Naresh Kotian	PM1820-C16

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Following Students Completed Communication Skills and Personality Development Indo - American Society Program A.Y 2019-20

Sr. No.	Specialisation	Name of the Candidate	Student enrollment number
223	Marketing	Nikhil Pawan Sharma	PM1820-C31
224	Marketing	Omkar Satish Varadkar	PM1820-C37
225	Marketing	Palak Vijay Lapasia Lapasia	PM1820-C19
226	Marketing	Prachi Pradeep Vora	PM1820-C38
227	Marketing	Prachi Sandip Vyas	PM1820-C40
228	Marketing	Pranav Bharat Dave	PM1820-C08
229	Marketing	Prathik Ravindra Poojary	PM1820-C27
230	Marketing	Pratyush Mithilesh Kumar Jha	PM1820-C17
231	Marketing	Raj Pankaj Vora	PM1820-C39
232	Marketing	Ruchika Rajesh Gattani	PM1820-C02
233	Marketing	Rutuj Vishnu Karandikar	PM1820-C13
234	Marketing	Sanket Chandrakant Patlekar	PM1820-C25
235	Marketing	Sean Collin Moraes	PM1820-C22
236	Marketing	Shilpa Kishan Chandani	PM1820-C04
237	Marketing	Shimoni Sunil Timbadia	PM1820-C36
238	Marketing	Sumita Rajdeo Lal Das	PM1820-C06
239	Marketing	Supratik Manas Sarkar	PM1820-C30
240	Marketing	Vaibhavi Bhupen Mehta	PM1820-C20
241	Marketing	Xenia Hemendra Mehta	PM1820-C21

Head of Accreditation

Prof. Dr. Vaishali Kulkarni

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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.