

SUPPORTING DOCUMENTS

CRITERION 1

1.3.4. Percentage of students undertaking field projects/ internships / student projects

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



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

Summer Internship Batch 2021-2023

Sr. No	Specialization	Full Name	Name of Summer Internship Organisation
1	Finance	Aagam Tongya	Paterson Securities Pvt. Ltd.
2	Finance	Aakash Jagtap	ICICI Bank
3	Finance	Aanchal Shah	Harjivandas Nemidas Securities Pvt. Ltd.
4	Finance	Aishwarya Kandalkar	CRISIL Limited
5	Finance	Akansa Gusain	CRISIL Limited
6	Finance	Ami Zatakia	Inventure Growth & Securities Ltd.
7	Finance	Anirudh Rath	Paterson Securities Pvt. Ltd.
8	Finance	Ankita Kaushik	Paterson Securities Pvt. Ltd.
9	Finance	Anshila Agarwal	Paterson Securities Pvt. Ltd.
10	Finance	Anshul Jain	Paterson Securities Pvt. Ltd.
11	Finance	Asavari Nirgude	InvestYadnya
12	Finance	Ashish	CRISIL Limited
13	Finance	Ayush Haria	Inventure Growth & Securities Ltd.
14	Finance	Ayushi Shukla	ICICI BANK
15	Finance	Bhavika Bhagtani	Shaze luxury retail pvt ltd
16	Finance	Bhushan Nikam	Gabriel India Limited
17	Finance	Dhanya Dhruv	Hem Securities Ltd
18	Finance	Farhan Syed	Insplere consultancy
19	Finance	Harshit Varshney	Paterson Securities Pvt. Ltd.
20	Finance	Heet Jain	SG Analytics
21	Finance	Hemant Singh	ImpactGuru Technology Ventures Pvt Ltd
22	Finance	Inderpreet Singh Hundal	Impetus Arthasutra
23	Finance	Ishita Gupta	ICICI Bank
24	Finance	Jay Gupta	Paterson Securities Pvt. Ltd.
25	Finance	Jhanvee Kachalia	HEM Securities LTD
26	Finance	Karan Jodhani	Praedico Global Research Pvt Ltd
27	Finance	Karan Rathod	Khimji kunverji & Co LLP
28	Finance	Kashish Hadpawat	Tata Realty
29	Finance	Kavish Sahni	CRISIL Limited
30	Finance	Komal Chaurasia	Inventure Growth & Securities Ltd.
31	Finance	Krunal Desai	Polymath Advisories
32	Finance	Mahek Parekh	CRISIL Limited
33	Finance	Mehek Shah	ImpactGuru.com Technology Venture Pvt. ltd
34	Finance	Mihir Kubadia	Praedico Global research

35	Finance	Mitali Anjara	Hem Securities Ltd
36	Finance	Muskaan Jain	Inventure Growth & Securities Ltd.
37	Finance	Naman Agarwal	Inventure Growth & Securities Ltd.
38	Finance	Nandita Jain	Inventure Growth & Securities Ltd.
39	Finance	Nihar Nhisale	Praedico Global Research Pvt. Ltd.
40	Finance	Prachi Meghani	Tata Consultancy Services (TCS)
41	Finance	Prathmesh Salunkhe	ICICI Bank
42	Finance	Prince Shubham	Paterson Securities Pvt. Ltd.
43	Finance	Rachana Walavalkar	Paterson Securities Pvt. Ltd.
44	Finance	Radha Chandak	Pradeep Kothari Financial Services
45	Finance	Rahul Vichare	Praedico Global Research Pvt Ltd
46	Finance	Rajdip Das	Inventure Growth & Securities Ltd.
47	Finance	Rishabh Ahluwalia	SG Analytics
48	Finance	Riya Pandit	Inventure Growth & Securities Ltd.
49	Finance	Riya Vora	Paterson Securities Pvt. Ltd.
50	Finance	Rohan Gandhi	INPact Wealth Advisors
51	Finance	Rohan Jain	Paterson Securities Pvt. Ltd.
52	Finance	Rukkaiya Bhadsorawala	ICICI Bank
53	Finance	Saahil Chaudhari	Hindustan Petroleum Corporation Limited (HPCL)
54	Finance	Sahas Bansal	B T Bhomawat and Co.
55	Finance	Saibal Ray	Patterson Securities Pvt. Ltd.
56	Finance	Shashikant Yadav	Paterson Securities Pvt. Ltd.
57	Finance	Shivray Deshpande	SG Analytics
58	Finance	Shubham Khandelwal	CRISIL Limited
59	Finance	Siddhesh Raut	Paterson Securities Pvt. Ltd.
60	Finance	Simran Basantani	Hem securities Ltd.
61	Finance	Sreesh A	Paterson Securities Pvt. Ltd.
62	Finance	Sumedh Lambhade	ICICI Bank
63	Finance	Supriya Sant	Finchampz Advisory
64	Finance	Swapnil Deshpande	CRISIL Limited
65	Finance	Swati Joshi	Paterson Securities Pvt. Ltd.
66	Finance	Tanish Jain	Praedico Global Research Pvt. Ltd
67	Finance	Tejas Mhatre	Inventure Growth & Securities Ltd.
68	Finance	Umang Gada	Paterson Securities Pvt. Ltd.
69	Finance	Vedanshi Agrawal	CRISIL Limited
70	Finance	Viral Sanklecha	Paterson Securities Pvt. Ltd.
71	Finance	Vishwa Solanki	CRISIL Limited
72	Finance	Vivek Mishra	Oberoi Realty
73	Finance	Mihir Garg	LK & Co Chartered Accountant
74	Finance	Pari Rajput	ICICI Bank
75	Finance	Jill Sanghrajka	ICICI BANK LTD
76	Finance	Preksha Sundrawat	Paterson Securities Pvt. Ltd.
77	Finance	Nidhi Balwani	Left The Course
78	Finance	Abhishek Sharma	Left The Course
79	Finance	Sushmit Negi	Left The Course

Summer Intership Batch 2021-2023

Sr. No	Specialization	Full Name	Name of Summer Internship Organisation
1	Marketing	Aakanksha Rawat	Jio Creative Labs
2	Marketing	Abhinav Khandelwal	McCann World Group
3	Marketing	Adesh Shah	Kalpataru
4	Marketing	Advait Sukalkar	Tata Consultancy Services
5	Marketing	Aishwarya Nandedkar	MavenMagnet
6	Marketing	Akshat Singh	Wibmo
7	Marketing	Akshit Dalmia	Britannia Industries Limited
8	Marketing	ANKIT MISHRA	Nosites.in
9	Marketing	Anshul Dhoundiyal	Uflex Ltd
10	Marketing	Atharv Renose	Humane Designs & Innovations Consulting.
11	Marketing	Atharva Kantode	Kalpataru Limited
12	Marketing	Avinash Dhawale	Britannia Industries Limited
13	Marketing	Ayushi Patel	Chandak Group
14	Marketing	Azra Qureshi	Parami Capital
15	Marketing	Deborah Pereira	HT Media
16	Marketing	Devashri Kurundkar	ICICI Bank
17	Marketing	Devendra Patil	RobotexIndia
18	Marketing	Divya Budhrani	Jio Creative Labs
19	Marketing	Divyanshi Jain	Learn For Cause
20	Marketing	Durlov Gohain	HPCL
21	Marketing	EKTA SINGH	Dunzo Pvt Ltd
22	Marketing	Gaurav Sajnani	FynTune Solutions
23	Marketing	HARDIK PANCHAL	Kalpataru Limited
24	Marketing	Harsh Gathe	Economic Times - Brand Equity
25	Marketing	Harshsinh Rajput	Burger King
26	Marketing	Himani	L&K Saatchi & Saatchi
27	Marketing	Janvi Mehta	Amul(GCMMF)
28	Marketing	Juhi Arora	Big trunk communication's
29	Marketing	Karan Dholakia	CoinDCX
30	Marketing	Karan Singh	Kalpataru Limited
31	Marketing	Kraya Shah	L&K Saatchi Saatchi (Publicis Group)
32	Marketing	Kumud Singh	GEP
33	Marketing	Madhuri Kushwah	Hindustan petroleum corporation limited
34	Marketing	Mahima Jain	Jio Creative Labs

35	Marketing	Manshvi Mehta	Gurukrupa Plastics
36	Marketing	Megha Patel	Amul
37	Marketing	Mimo Pal	Blox
38	Marketing	Mohd Waris	Vasundhara Group
39	Marketing	Mohit Nikam	RS Properties Group
40	Marketing	Nidhi Bhatt	NTT Pvt Ltd
41	Marketing	Nidhi Mehta	Britannia
42	Marketing	Pooja Gohil	Mahindra & Mahindra
43	Marketing	Prajwalit Nagdeve	Britannia
44	Marketing	Priyansh tiwari	Schindler
45	Marketing	Priyanshu singh	AJAY NATH TEA & TRADING CO
46	Marketing	Purva Ambavane	Jio Creative Labs
47	Marketing	Raj Pandya	Jio Creative Labs
48	Marketing	Ritika Sharma	TCS (Tata Consultancy Services)
49	Marketing	Rutuja Patil	To The New
50	Marketing	Sanika Itagi	Jio Creative Labs
51	Marketing	Saniya Kambli	CaratLane - A Tanishq Partnership
52	Marketing	Sarvesh Mundhada	Urban Company
53	Marketing	Sayli Tambe	Blox
54	Marketing	Shardul Walhekar	Kalpataru
55	Marketing	Sheetal Bhat	Expertrons
56	Marketing	Shrey Bansal	ICICI Bank
57	Marketing	Shubham Agarwal	Brightchamps
58	Marketing	Shubham Kothawade	Teplu Learning Private limited
59	Marketing	Shubham Sharma	Britannia industries Limited
60	Marketing	Siddhant Pandey	Chandak Group
61	Marketing	Siddhikesh Bane	Hindustan Petroleum Corporation Limited
62	Marketing	SMRUTI MALADKAR	Cloud Sauce
63	Marketing	Sourabh Roy	TEPLU learning pvt ltd
64	Marketing	Surbhi Jhavar	Parami Capital Advisory and Holding
65	Marketing	Suril Kamdar	Beyond snacks
66	Marketing	Tanmay Jain	Hindustan Petroleum Corporation Limited (HPCL)
67	Marketing	Tanya Shivhare	A-1 Fence
68	Marketing	Vaishnavi Vikhe	HPCL
69	Marketing	Vedant Sujera	Amul (GCMMF)
70	Marketing	VIDUSHI YADAV	Spykar Lifestyles Pvt. Ltd.
71	Marketing	Vivek Rai	Vitrina.AI
72	Marketing	Waqar Ahmad	L&K Saatchi & Saatchi
73	Marketing	Yash Gupta	Britannia Industries Ltd
74	Marketing	Yash Mukhiya	Britannia Industries Limited
75	Marketing	Yash Sharma	Dunzo Digital Private Limited
76	Marketing	Ananya Tripathi	Aditya Birla capital
77	Marketing	Viren Saparia	Aditya Birla Capital Limited
78	Marketing	Madhumitha Padmanjali	Left The Course
79	Marketing	Ishit Singh	Left The Course



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Summer Internship Batch 2021-2023

Sr. No	Specialization	Full Name	Name of Summer Internship Organisation
1	Human Resources	Abhinibesh Sinha	RPSG-Spencer's Retail Pvt.Ltd
2	Human Resources	Aditi Pawar	Western Coalfields Limited
3	Human Resources	Akanksha Shukla	Magicbricks
4	Human Resources	Anjula Wararkar	Skilled sapiens
5	Human Resources	Anurag Mali	Tata Power
6	Human Resources	Bhagyashree Shintre	Syngene
7	Human Resources	Depenti Paul	Britannia Industries Limited
8	Human Resources	Dhruvi Desai	Mount Meru Group
9	Human Resources	Ganesh Lalwani	Crompton Greaves
10	Human Resources	Gayatri Kulkarni	L&T Realty
11	Human Resources	Kajal Hinger	UltraTech Cement Ltd
12	Human Resources	Khushneet Kaur	Aditya Birla Capital
13	Human Resources	Manasi Kulkarni	L&T Financial Services
14	Human Resources	Menaz Daruwalla	HDFC Mutual Fund
15	Human Resources	Mohak Deshpande	ideaForge Technology Pvt. Ltd
16	Human Resources	Mohita Sahay	MECON Ltd
17	Human Resources	Namrata Ranjan	Tata Steel Foundation
18	Human Resources	Neha Gupta	L&T Realty
19	Human Resources	Paridhi Sodhani	Indigrid
20	Human Resources	Priyanka Nair	Tata Power
21	Human Resources	Ruchita Sharma	Aditya Birla Capital
22	Human Resources	Samruddhi Sonkusale	SMS LIMITED
23	Human Resources	Saurabh Tijare	Cygnus AD Management consulting llp
24	Human Resources	Shania Fernandes	DCB Bank
25	Human Resources	Shikha Ghosh	BDO India LLP
26	Human Resources	Sneha Shetty	L&T Finance
27	Human Resources	Pratik Chaudhary	Aditya Birla Capital



PATERSON
Inspiring trust, creating wealth

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

AAGAM TONGYA

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022.

During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Aakash Ramesh Jagtap bearing Applicant ID: 4840733 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RETAIL BANKING GROUP.

He had worked under the guidance of Abhishek Punglia and Sumeet Ghodke. He has successfully completed his project.

We wish him all the best for his future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.



Harjivandas Nemidas Securities Pvt. Ltd.

MEMBER : THE STOCK EXCHANGE, MUMBAI • SEBI REGN NO. INZ000256637 • CLG NO. : 262
NATIONAL STOCK EXCHANGE OF INDIA LTD. • CLG NO. : 11859

March 5, 2022

Aanchal Shah,

SUB: APPOINTMENT LETTER FOR THE POSITION OF INTERN

Dear Aanchal,

This has reference to the discussion that you had with us. We are pleased to offer you an opportunity to work as an intern in our organization at our Mumbai office. The duration of your internship will be from April 04, 2022 to June 04, 2022. During the internship, you will be paid a per month stipend of Rs. 15,000/- (Rupees Fifteen Thousand Only)

You are advised to read this letter carefully and if the terms and conditions are acceptable to you, kindly sign the acknowledgement copy and return it immediately to our office G12/13, HiLife Mall, P. M. Road, next to Santacruz Station (W), Mumbai – 400054.

Yours faithfully,

For Harjivandas Nemidas Securities Private Ltd.

FOR HARJIVANDAS NEMIDAS SECURITIES PVT. LTD

DIRECTOR

Kartik Broker
Director

GSTID No. : 27AABCH1608D124

Regd. Office : 1201, 12th Floor, Stock Exchange Towers, Dalal Street, Fort, Mumbai - 400001,

Phone : (91-22) 2272 1926 / 22721301

Corp Office : G -12/13, Hi Life Mall, Plot No. 37, Phiroz Shah Mehta Road, Santacruz (West), Mumbai - 400064.

Tel.: (91-22) 49744891 / 92 / 93 / 94

Email : kartik@hnspl.com / udayan@hnspl.com / hnspl5@gmail.com

29th Jun 2022

Aishwarya Kandalkar
1015376

Project Completion Certificate

Aishwarya Kandalkar, A student of N.L. Dalmia Institute of Management Studies and Research, has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

Her project was with the GAC in Pune , CRISIL Limited.

Project Name: Analysis of change in the minority interest of a company

Her project guide was Sharvari Khandeparkar, Associate Director, HR-Business Partner

We wish her all the best in her future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

April 05, 2022

Akansha Gusain

Dear Akansha Gusain,

Internship

We thank you for your interest to associate with our organisation as an intern for a short period, pending completion of your management education.

We are delighted to offer you internship with our organisation and welcome you to the CRISIL family. You will undergo internship with CRISIL Limited (**Company**).

The particulars of your internship are given in the attached Annexure I. Your internship will be governed by the terms and conditions set out in the attached Annexure II (**T&C**).

Please go through each of these and return a copy of this letter to us signed by you (together with the T&C duly initialled) as a token of your acceptance, within 2 working days of your receipt.

Yours faithfully,
For CRISIL Limited,



Anand Sivashankar
Director – Human Resources

Encl.: Annexure I and II.

By signing below, I acknowledge and confirm that: (a) I have received this letter along with its annexure; (b) I have read the T&C fully. I understand that my internship with you will be governed by the terms and conditions of the Agreement, which I accept and agree to be bound by.

Signature: _____

Name: <Name>

Date of Signature: _____

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

Annexure I

Particulars of Internship - issued to:

Name of the Intern: Akansha Gusain

Particulars	
Department	FR-Sell Side-Equity Research
Location	Pune SEZ 1 Pune- Maharashtra
Internship Start Date	April 11, 2022
Internship End Date	June 10, 2022
Monthly Stipend (INR)*	22000
Leave	02 Days per month.*

* Prorated if for part of a month or other relevant period.



Employer's Signature: _____

Intern's Signature: _____

CRISIL Limited

Corporate Identity Number: L67120MH1967PLC042363

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Letter Reference No

Annexure II
Internship Terms and Conditions (T&C)

General

In these T&C, certain terms have special meaning. They are indicated by boldfaced and italicized font where defined and capitalized where used. Unless opposed to the context, those defined terms will have the meaning given to them in these T&C. Some such terms are:

Affiliate means a company that controls, is controlled by or is under a common control with, the Company ("control" means the ability of an entity to direct the management and policies of another entity, whether by ownership of shares or otherwise).

Agreement means, collectively: (a) these T&C; (b) the annexure and schedules expressly stated to be forming part of your internship terms and conditions; (c) the Codes and Policies; (d) any amendment issued to you in writing by the Company which expressly amends the terms and conditions or other particulars of your internship with the Company.

Codes and Policies are defined in paragraph 10 below.

Relevant Law means, as relevant, all laws, regulations, orders of a judicial, statutory or other authority that the Company is bound to comply with.

Us, our, we, or Company refer to the legal entity employing you – which is the legal entity on whose letterhead your internship contract including these T&C is issued.

You and your refer to the person to whom this letter is addressed.

More such terms are defined below and in the Annexure. Where the context requires: (a) a reference to one gender includes a reference to the other genders; (b) a reference to a singular includes a reference to its plural and vice versa; (c) reference to a law, regulation or order includes their revision, replacement or re-enactment. Annexure or schedules referred in these T&C refer to those attached to these T&C.

1. Your Internship

- 1.1 You will undergo internship with the Company for the period stated in Annexure I. You understand this is not an employment. You do not have rights or benefits that are available only to employees of the Company. This internship does not oblige the Company to offer you employment with the Company on the completion of your internship.
- 1.2 You will apply yourself diligently to the internship and devote your whole time and attention to it. You will not undertake any other business, work or activity whether or not for consideration which, as determined by the Company in its sole discretion, may: (a) interfere with the Company's business or your internship; or (b) harm the Company's legitimate interests.

2. Timing, Office Location, Leave

- 2.1 You will follow the timings and business hours applicable at the relevant time to the establishment or office to which you are attached.
- 2.2 The Company may from time to time by a written notice to you transfer, assign or second your internship to any Affiliate, successors in business, its clients or counterparties, or to any person or entity to whom the Company may transfer any part of its business.
- 2.3 During the period of internship you will be eligible for leave as specified in Annexure I. You may avail of such leave with necessary approvals.

3. Medical Fitness

If you are not medically fit to undergo internship, the Company may not continue your internship. You will notify the Company in writing as soon as you become aware that the condition of your health may

Intern's Initials _____

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impair your ability to effectively undergo internship. If the Company asks you to, you shall undergo medical examination(s) and tests by a medical practitioner of the Company's choice. You authorize the Company to keep copies of the documents and reports and test results provided by any such medical practitioner and use them as the Company, acting reasonably, deems necessary.

4. Verification Checks

- 4.1 The Company has agreed to engage you as an intern on the basis of your particulars and credentials. You: (a) give your consent to the Company conducting verification checks on your particulars and credentials (whether by itself or through its service providers); and (b) authorise the Company to use your personal information (including any sensitive personal information) as necessary with respect to your internship and share it with the Company's service providers or the parties the Company deals with. You will promptly notify the Company of any changes or updates to your particulars and credentials.
- 4.2 If it turns out that any of your particulars or credentials is not valid, the Company may: (a) consider your internship void since its beginning (in which case you shall return promptly on the Company's demand in full all payments the Company has made to you under the Agreement); (b) forthwith terminate your internship; and/or (c) take such other lawful action as it may consider necessary. Despite the foregoing, the Company shall continue to have rights analogous to those set out in paragraphs 6 and 7.5 and the provisions of paragraphs 8 and 9 shall operate as your undertaking in the Company's favour.

5. Stipend

- 5.1 The Company agrees to pay you the stipend stated in Annexure I (**Stipend**). The Company may by a written notice to you revise your Stipend.
- 5.2 Your Stipend includes any amounts or components that Relevant Law requires the Company to pay you (**Statutory Payments**). From time to time, the Company may change any individual components of your Stipend or its structure to include any required Statutory Payments, such that after the change the total cost incurred by the Company on account of your Stipend remains unaltered.
- 5.3 When paying Stipend to you and where relevant at the time of settling your dues upon your ceasing to be an intern, the Company may, in addition to deductions specified elsewhere in the Agreement, deduct the following items (as applicable) and pay you the balance amounts (and you expressly and irrevocably authorise such deductions): (i) deductions required under Relevant Law; and (ii) amounts that you owe the Company. If the Stipend payable to you is not sufficient to cover the aggregate of all such deductions, you are liable to pay the Company the whole of the shortfall.
- 5.4 If Relevant Law requires the Company to deduct income tax or statutory levies or contributions from the Stipend payable to you, the Company will comply with such requirement and pay you the balance Stipend. Other than for such deduction of tax, you are solely responsible to account for your Stipend and comply with all applicable tax laws in respect of your Stipend.

6. Company's Property and Facilities

- 6.1 In the course of your internship, the Company may at its discretion:
 - (a) provide you with or give access to, property (including, without limitation, equipment, vehicles, identity cards, access cards, access to software licences, information, subscriptions to services (including those of telephone and data)) whether or not owned by the Company or third parties it deals with (together, **Property**); and
 - (b) extend to you facilities including, without limitation, office space, desk space, memberships, subscriptions, guest houses, etc. whether or not owned by the Company or third parties it deals with (together, **Facilities**).

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- 6.2 You will use each such Property or Facility only during the term of your internship and for no purpose other than as necessary for your internship or as the Company expressly permits you in writing (in each case as an exception). The Company may at any time withdraw or terminate your access to or use of any Property or Facility.
- 6.3 If you damage any Property or Facility, you shall make good such damage. Otherwise, the Company may deduct from your Stipend the costs of restoring or replacing such Property or Facility (and you authorise such deduction).

7. Term and Termination

- 7.1 Your internship with the Company will be for the fixed period stated in Annexure I unless: it is (a) extended by the Company by a written notification to you; or (b) terminated in accordance with this Agreement.
- 7.2 You may terminate your internship for no cause by giving the Company a prior written notice of at least 15 days. The Company may terminate your internship for no cause by giving you a prior written notice of at least 7 days to the other (or payment of proportionate Stipend in lieu of any shortfall in the notice).
- 7.3 In addition to any other rights or remedy available to the Company, the Company may suspend your internship if the Company thinks there are reasonable grounds to do so. These may include, without limitation, the Company having reasons to believe you have breached Relevant Law, any Code or Policy, or where the Company considers it necessary to properly conduct any inquiry or investigation against you.
- 7.4 The Company may summarily terminate your internship forthwith without notice or payment in lieu of notice or incurring liability, if you: (a) breach any of the Company's Codes or Policies (including, without limitation, those relating to harassment, confidentiality, and information security); (b) damage, cause loss to, steal, injure, misappropriate, defraud or otherwise harm any Property or Facilities; (c) breach Relevant Law in the course of your internship; (d) you are no longer medically fit to undergo apprenticeship or your absence due to medical reasons exceed 15 days during the internship period; (e) breach your obligations under the Agreement; or (f) engage in any misconduct. You understand this is in addition to any other remedy the Company may have.
- 7.5 Promptly on the Company's request and in any case before the end of your internship, you shall return, handover or give effective control to the Company of: (i) all Property and Facilities; and (ii) copies of Confidential Information; in each case, as have been entrusted to you or to which access has been provided to you or are otherwise in your possession or control or which ought to have been in your possession or control.

8. Confidentiality

- 8.1 You acknowledge that in the course of your internship you will have access to Confidential Information. As between you and the Company, the Confidential Information belongs to the Company. You get no rights in any part of the Confidential Information and may only use it to the limited extent permitted by this Agreement. With respect to such Confidential Information, you agree:
- (a) to keep it confidential and, not without the express prior written consent of the Company, use it for any purpose other than the performance of your Agreement or as permitted by this paragraph 8;
 - (b) to take all reasonable steps to protect its confidentiality and, to the extent within your authority or control, prevent unauthorised access or sharing of any such Confidential Information;
 - (c) not to directly or indirectly disclose any Confidential Information to any third party or any other person (including another intern of the Company) whose knowledge of such Confidential Information is not necessary for the performance of your internship under the

Confidential

Agreement;

- (d) not to remove from the Company premises or directly or indirectly copy or allow others to copy to any media the contents of any document, storage media containing any Confidential Information or otherwise take any such copy outside the Company premises, except to the extent of legitimate need in the course of your duties or as permitted by this paragraph 8.
- 8.2 If law or regulation requires you to disclose any Confidential Information you will notify the Company promptly upon your becoming aware of such requirement. You will then cooperate with the Company in obtaining any waiver from disclosure of such Confidential Information. Your obligations of confidentiality shall be waived to the extent the Company is unable to obtain waiver from the requirement before the due date for your complying with the requirement.
- 8.3 **Confidential Information** means Information in any form belonging, pertaining or relating to the Company, its Affiliates, suppliers, clients or parties that any of these deal with, which is disclosed to you or which you have access to in the course of your internship, except for information which is or has come into the public domain otherwise than as a result of your breach of your confidentiality obligations. **Information** includes, without limitation, information of any kind (whether financial, business, technical or otherwise), processes, images, databases, methods, Company records, customer lists, pricing policies, business practices, trade secrets, know-how, compositions, passwords, personal information, access details and ideas belonging or pertaining to the Company and/or its Affiliates and any of their clients, suppliers, interns or other parties they deal with.
- 8.4 The provisions of this paragraph 8 continue to be in force even if you cease to be associated with the Company.

9. Intellectual Property Rights

- 9.1 If in the course of your internship you create, make or discover or participate in the creation, making or discovery of any Intellectual Property, you: (a) will promptly make complete written disclosure of such Intellectual Property to the Company; and (b) acknowledge that all such Intellectual Property shall be deemed "commissioned work" and in any case belong exclusively to the Company or its nominee.
- 9.2 At the Company's request (and expense) from time to time (whether during or after the term of your internship with the Company), you will do all things necessary to ensure that all rights in the Intellectual Property vest exclusively in the Company. These include, without limitation: (a) execution of necessary documents, declarations, waivers, or written communications that the Company may request of you (*including, for the sake of clarity, powers of attorney or letters of authority in favour of the Company and/or its nominees to make applications for registration of such Intellectual Property in the Company's name and/or enforcement of the Company's rights in the Intellectual Property*); (b) joining in any action to perfect or enforce the Company's rights in the Intellectual Property (*and you acknowledge that the Company will be exclusively entitled to retain the benefits of any such enforcement action*).
- 9.3 The Company's rights in the Intellectual Property shall not be limited, impaired or extinguished by any non-use of any of them. The provisions of this paragraph 9 survive any expiry or termination of this Agreement or cessation of your internship.
- 9.4 The Stipend set out in this Agreement includes the full consideration for the rights in favour of the Company set out in this paragraph 9. Without limitation, there are no royalties or any other payments that are payable by the Company to you in relation to the matters set out in this paragraph 9.
- 9.5 You shall not do anything with respect to the Intellectual Property that is inconsistent with this paragraph 9 or otherwise take advantage of the legal possibility of staking a claim or asserting any rights in the Intellectual Property. To the extent you have moral rights in any Intellectual Property

Confidential

you waive all such rights to the fullest extent permitted by law. Where law does not permit such waiver, you undertake not to exercise your moral rights in a manner that is inconsistent with the vesting of the rights in Intellectual Property in the Company.

- 9.6 In this paragraph 9, **Intellectual Property** means all intellectual property created, made or discovered in the course of your internship by you whether individually or otherwise and includes, without limitation, all inventions, copyrightable works, improvements, developments, discoveries, proprietary material, information, goodwill, brands, trademarks, logos, know-how, processes, customer relations and franchise, designs, utility models, mask work rights, rights in databases, moral rights (except to the extent the law does not permit you to waive moral rights) whether or not possible to be registered or patented and whether or not such rights in such intellectual property are recognised under law at the time of their creation, making or discovery.

10. Codes and Policies

- 10.1 You understand that the Company is committed to complying with Relevant Law and conducting its business with the highest levels of ethics and probity. In the course of your internship, you shall not do anything that violates any Relevant Law. It is your duty to ensure that you understand the Relevant Law applicable to the tasks you perform during your internship and seek the assistance of, as relevant, your manager, your human resource team contact or the Company's legal counsel in this regard.
- 10.2 You shall comply with all codes of conduct and business ethics, rules and regulations of the Company (together, Codes) and the policies of the Company including those relating to the terms and conditions of your employment with the Company including but not limited to the personal trading policy (together, Policies), in each case as applicable from time to time. The Codes and Policies are available on the Company's internal information system or will otherwise be suitably communicated to you. It is your duty to access these Codes and Policies, familiarise yourself with them and understand them. While the Company may for the purpose of record seek written confirmations from you as to your acceptance of any Codes and Policies (via the Company's online system or otherwise), you will be bound by them whether or not you have communicated such acceptance.
- 10.3 The Company may from time to time change any part of the Agreement, including any Codes and Policies. You will be suitably notified of any such changes. You expressly consent to the Company making any such change and agree to be bound by it.
- 10.4 You acknowledge that your conduct outside the Company may have an impact on the Company's reputation or its independence in the conduct of its business. You shall therefore ensure that your conduct whether or not in the course of internship does not in any way cause harm to the Company's reputation or impair its independence in the conduct of its business.

11. Declarations

The Company may from time to time ask you for declarations, confirmations or undertakings as relevant (including those relating to confidentiality, secrecy, investments, etc. (each a **Declaration**). Each Declaration shall be deemed to be an integral part of the Agreement. To the extent of any conflict between a Declaration and the rest of this Agreement, the more stringent of the two (in favour of the Company) shall prevail.

12. Privacy and Personal Information

You consent to the Company obtaining, collecting, collating, storing, accessing and using your personal information as well as any sensitive personal information (including those set out in Annexure I) for all purposes relevant for your internship with the Company. Such use may include but is not limited to recruitment purposes, evaluation of your performance, administration (for example, leave of absence, pay and benefits), monitoring your use of Facilities or Property, publication on online resources whether Internal or external to support the Company's legitimate operational activities, references, compliance

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with statutory, legal or contractual obligations, and exercise of the Company's legitimate rights as your employer. You also consent to the Company sharing it with third parties where the Company considers necessary or expedient. You understand that any such information will be stored, processed and used according to the Company's Policy on privacy as applicable from time to time.

I hereby agree, confirm and accept the T & C Contained therein and agree to be bound fully by such T&C.

Signature: _____



Certificate of Internship


To whomsoever it may concern,

This is to certify that **Ms. Ami Zatakia** student of **N.L.Dalmia Institute of Management Studies and Research, Mumbai**, has successfully completed her Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, she is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish her all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory





PATERSON

Inspiring trust, creating wealth

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

ANIRUDH RATH

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022.

During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

ANKITA KAUSHIK

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

ANSHITA AGARWAL

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

ANSHUL JAIN

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO

INTERNSHIP COMPLETION CERTIFICATE

This is to certify that Asavari Nirgude has completed his/her internship as a Research Intern with Yadnya Academy Private Limited.

The internship Period was from 04/04/22 to 30/06/22.

We wish the very best for him/her future endeavors.

Department: Equity Research

Industry Mentor: Manisha Bhardwaj Jain

Roles and duties: Equity Research across sectors, Analytics of Quarterly company results, Content creation

Yadnya Academy Private Limited

"This document is computer generated and does not require the Registrar's signature or the Company's stamp in order to be considered valid".

April 05, 2022

Ashish

Dear Ashish,

Internship

We thank you for your interest to associate with our organisation as an intern for a short period, pending completion of your management education.

We are delighted to offer you Internship with our organisation and welcome you to the CRISIL family. You will undergo internship with CRISIL Limited (*Company*).

The particulars of your internship are given in the attached Annexure I. Your internship will be governed by the terms and conditions set out in the attached Annexure II (*T&C*).

Please go through each of these and return a copy of this letter to us signed by you (together with the T&C duly initialled) as a token of your acceptance, within 2 working days of your receipt.

Yours faithfully,
For CRISIL Limited,

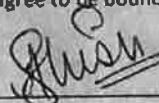


Anand Sivashankar
Director – Human Resources

Encl.: Annexure I and II.

By signing below, I acknowledge and confirm that: (a) I have received this letter along with its annexure; (b) I have read the T&C fully. I understand that my internship with you will be governed by the terms and conditions of the Agreement, which I accept and agree to be bound by.

Signature: _____



Name: <Name>

ASHISH

Date of Signature: _____

6th April 2022

CRISIL Limited

Corporate Identity Number: L671208M1967PLC042963

Registered Office: CRISIL House, Central Avenue, Hiranandani Business Park, Powai, Mumbai - 400 078. Phone: +91 22 3342 3000 | Fax: +91 22 3342 3001
www.crisil.com

Annexure I

Particulars of Internship - issued to:

Name of the Intern: Ashish

Particulars	
Department	ICR-Bilateral Credit Risk
Location	Mumbai Crisil House Mumbai- Maharashtra
Internship Start Date	April 11, 2022
Internship End Date	June 10, 2022
Monthly Stipend (INR)*	22000
Leave	02 Days per month.*

* Prorated if for part of a month or other relevant period.

Employer's Signature: _____

Intern's Signature: _____

CRISIL Limited

Corporate Identity Number: L87120MH1907PLC042063

Registered Office: CRISIL House, Central Avenue, Hircoandani Business Park, Powai, Mumbai - 400 078. Phone: +91 22 3342 3000 | Fax: +91 22 3342 3001
www.crisil.com

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Letter Reference No

Annexure II
Internship Terms and Conditions (T&C)

General

In these T&C, certain terms have special meaning. They are indicated by boldfaced and italicized font where defined and capitalized where used. Unless opposed to the context, those defined terms will have the meaning given to them in these T&C. Some such terms are:

Affiliate means a company that controls, is controlled by or is under a common control with, the Company ("control" means the ability of an entity to direct the management and policies of another entity, whether by ownership of shares or otherwise).

Agreement means, collectively: (a) these T&C; (b) the annexure and schedules expressly stated to be forming part of your internship terms and conditions; (c) the Codes and Policies; (d) any amendment issued to you in writing by the Company which expressly amends the terms and conditions or other particulars of your internship with the Company.

Codes and Policies are defined in paragraph 10 below.

Relevant Law means, as relevant, all laws, regulations, orders of a judicial, statutory or other authority that the Company is bound to comply with.

Us, our, we, or Company refer to the legal entity employing you – which is the legal entity on whose letterhead your internship contract including these T&C is issued.

You and your refer to the person to whom this letter is addressed.

More such terms are defined below and in the Annexure. Where the context requires: (a) a reference to one gender includes a reference to the other genders; (b) a reference to a singular includes a reference to its plural and vice versa; (c) reference to a law, regulation or order includes their revision, replacement or re-enactment. Annexure or schedules referred in these T&C refer to those attached to these T&C.

1. Your Internship

- 1.1 You will undergo internship with the Company for the period stated in Annexure I. You understand this is not an employment. You do not have rights or benefits that are available only to employees of the Company. This internship does not oblige the Company to offer you employment with the Company on the completion of your internship.
- 1.2 You will apply yourself diligently to the internship and devote your whole time and attention to it. You will not undertake any other business, work or activity whether or not for consideration which, as determined by the Company in its sole discretion, may: (a) interfere with the Company's business or your internship; or (b) harm the Company's legitimate interests.

2. Timing, Office Location, Leave

- 2.1 You will follow the timings and business hours applicable at the relevant time to the establishment or office to which you are attached.
- 2.2 The Company may from time to time by a written notice to you transfer, assign or second your internship to any Affiliate, successors in business, its clients or counterparties, or to any person or entity to whom the Company may transfer any part of its business.
- 2.3 During the period of internship you will be eligible for leave as specified in Annexure I. You may avail of such leave with necessary approvals.

3. Medical Fitness

If you are not medically fit to undergo internship, the Company may not continue your internship. You will notify the Company in writing as soon as you become aware that the condition of your health may

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impair your ability to effectively undergo internship. If the Company asks you to, you shall undergo medical examination(s) and tests by a medical practitioner of the Company's choice. You authorize the Company to keep copies of the documents and reports and test results provided by any such medical practitioner and use them as the Company, acting reasonably, deems necessary.

4. Verification Checks

- 4.1 The Company has agreed to engage you as an intern on the basis of your particulars and credentials. You: (a) give your consent to the Company conducting verification checks on your particulars and credentials (whether by itself or through its service providers); and (b) authorise the Company to use your personal information (including any sensitive personal information) as necessary with respect to your internship and share it with the Company's service providers or the parties the Company deals with. You will promptly notify the Company of any changes or updates to your particulars and credentials.
- 4.2 If it turns out that any of your particulars or credentials is not valid, the Company may: (a) consider your Internship void since its beginning (in which case you shall return promptly on the Company's demand in full all payments the Company has made to you under the Agreement); (b) forthwith terminate your internship; and/or (c) take such other lawful action as it may consider necessary. Despite the foregoing, the Company shall continue to have rights analogous to those set out in paragraphs 6 and 7.5 and the provisions of paragraphs 8 and 9 shall operate as your undertaking in the Company's favour.

5. Stipend

- 5.1 The Company agrees to pay you the stipend stated in Annexure I (*Stipend*). The Company may by a written notice to you revise your Stipend.
- 5.2 Your Stipend includes any amounts or components that Relevant Law requires the Company to pay you (*Statutory Payments*). From time to time, the Company may change any individual components of your Stipend or its structure to include any required Statutory Payments, such that after the change the total cost incurred by the Company on account of your Stipend remains unaltered.
- 5.3 When paying Stipend to you and where relevant at the time of settling your dues upon your ceasing to be an intern, the Company may, in addition to deductions specified elsewhere in the Agreement, deduct the following items (as applicable) and pay you the balance amounts (and you expressly and irrevocably authorise such deductions): (i) deductions required under Relevant Law; and (ii) amounts that you owe the Company. If the Stipend payable to you is not sufficient to cover the aggregate of all such deductions, you are liable to pay the Company the whole of the shortfall.
- 5.4 If Relevant Law requires the Company to deduct income tax or statutory levies or contributions from the Stipend payable to you, the Company will comply with such requirement and pay you the balance Stipend. Other than for such deduction of tax, you are solely responsible to account for your Stipend and comply with all applicable tax laws in respect of your Stipend.

6. Company's Property and Facilities

- 6.1 In the course of your internship, the Company may at its discretion:
- (a) provide you with or give access to, property (including, without limitation, equipment, vehicles, identity cards, access cards, access to software licences, information, subscriptions to services (including those of telephone and data)) whether or not owned by the Company or third parties it deals with (together, *Property*); and
 - (b) extend to you facilities including, without limitation, office space, desk space, memberships, subscriptions, guest houses, etc. whether or not owned by the Company or third parties it deals with (together, *Facilities*).

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- 6.2 You will use each such Property or Facility only during the term of your internship and for no purpose other than as necessary for your internship or as the Company expressly permits you in writing (in each case as an exception). The Company may at any time withdraw or terminate your access to or use of any Property or Facility.
- 6.3 If you damage any Property or Facility, you shall make good such damage. Otherwise, the Company may deduct from your Stipend the costs of restoring or replacing such Property or Facility (and you authorise such deduction).

7. Term and Termination

- 7.1 Your internship with the Company will be for the fixed period stated in Annexure I unless it is (a) extended by the Company by a written notification to you; or (b) terminated in accordance with this Agreement.
- 7.2 You may terminate your internship for no cause by giving the Company a prior written notice of at least 15 days. The Company may terminate your internship for no cause by giving you a prior written notice of at least 7 days to the other (or payment of proportionate Stipend in lieu of any shortfall in the notice).
- 7.3 In addition to any other rights or remedy available to the Company, the Company may suspend your internship if the Company thinks there are reasonable grounds to do so. These may include, without limitation, the Company having reasons to believe you have breached Relevant Law, any Code or Policy, or where the Company considers it necessary to properly conduct any inquiry or investigation against you.
- 7.4 The Company may summarily terminate your internship forthwith without notice or payment in lieu of notice or incurring liability, if you: (a) breach any of the Company's Codes or Policies (including, without limitation, those relating to harassment, confidentiality, and information security); (b) damage, cause loss to, steal, injure, misappropriate, defraud or otherwise harm any Property or Facilities; (c) breach Relevant Law in the course of your internship; (d) you are no longer medically fit to undergo apprenticeship or your absence due to medical reasons exceed 15 days during the internship period; (e) breach your obligations under the Agreement; or (f) engage in any misconduct. You understand this is in addition to any other remedy the Company may have.
- 7.5 Promptly on the Company's request and in any case before the end of your internship, you shall return, handover or give effective control to the Company of: (i) all Property and Facilities; and (ii) copies of Confidential Information; in each case, as have been entrusted to you or to which access has been provided to you or are otherwise in your possession or control or which ought to have been in your possession or control.

8. Confidentiality

- 8.1 You acknowledge that in the course of your internship you will have access to Confidential Information. As between you and the Company, the Confidential Information belongs to the Company. You get no rights in any part of the Confidential Information and may only use it to the limited extent permitted by this Agreement. With respect to such Confidential Information, you agree:
- (a) to keep it confidential and, not without the express prior written consent of the Company, use it for any purpose other than the performance of your Agreement or as permitted by this paragraph 8;
 - (b) to take all reasonable steps to protect its confidentiality and, to the extent within your authority or control, prevent unauthorised access or sharing of any such Confidential Information;
 - (c) not to directly or indirectly disclose any Confidential Information to any third party or any other person (including another Intern of the Company) whose knowledge of such Confidential Information is not necessary for the performance of your internship under the

Confidential

Agreement;

- (d) not to remove from the Company premises or directly or indirectly copy or allow others to copy to any media the contents of any document, storage media containing any Confidential Information or otherwise take any such copy outside the Company premises, except to the extent of legitimate need in the course of your duties or as permitted by this paragraph 8.
- 8.2 If law or regulation requires you to disclose any Confidential Information you will notify the Company promptly upon your becoming aware of such requirement. You will then cooperate with the Company in obtaining any waiver from disclosure of such Confidential Information. Your obligations of confidentiality shall be waived to the extent the Company is unable to obtain waiver from the requirement before the due date for your complying with the requirement.
- 8.3 **Confidential Information** means information in any form belonging, pertaining or relating to the Company, its Affiliates, suppliers, clients or parties that any of these deal with, which is disclosed to you or which you have access to in the course of your internship, except for information which is or has come into the public domain otherwise than as a result of your breach of your confidentiality obligations. **Information** includes, without limitation, information of any kind (whether financial, business, technical or otherwise), processes, images, databases, methods, Company records, customer lists, pricing policies, business practices, trade secrets, know-how, compositions, passwords, personal information, access details and ideas belonging or pertaining to the Company and/or its Affiliates and any of their clients, suppliers, interns or other parties they deal with.
- 8.4 The provisions of this paragraph 8 continue to be in force even if you cease to be associated with the Company.

9. Intellectual Property Rights

- 9.1 If in the course of your internship you create, make or discover or participate in the creation, making or discovery of any Intellectual Property, you: (a) will promptly make complete written disclosure of such Intellectual Property to the Company; and (b) acknowledge that all such Intellectual Property shall be deemed "commissioned work" and in any case belong exclusively to the Company or its nominee.
- 9.2 At the Company's request (and expense) from time to time (whether during or after the term of your internship with the Company), you will do all things necessary to ensure that all rights in the Intellectual Property vest exclusively in the Company. These include, without limitation: (a) execution of necessary documents, declarations, waivers, or written communications that the Company may request of you (including, for the sake of clarity, powers of attorney or letters of authority in favour of the Company and/or its nominees to make applications for registration of such Intellectual Property in the Company's name and/or enforcement of the Company's rights in the Intellectual Property); (b) joining in any action to perfect or enforce the Company's rights in the Intellectual Property (and you acknowledge that the Company will be exclusively entitled to retain the benefits of any such enforcement action).
- 9.3 The Company's rights in the Intellectual Property shall not be limited, impaired or extinguished by any non-use of any of them. The provisions of this paragraph 9 survive any expiry or termination of this Agreement or cessation of your internship.
- 9.4 The Stipend set out in this Agreement includes the full consideration for the rights in favour of the Company set out in this paragraph 9. Without limitation, there are no royalties or any other payments that are payable by the Company to you in relation to the matters set out in this paragraph 9.
- 9.5 You shall not do anything with respect to the Intellectual Property that is inconsistent with this paragraph 9 or otherwise take advantage of the legal possibility of staking a claim or asserting any rights in the Intellectual Property. To the extent you have moral rights in any Intellectual Property

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you waive all such rights to the fullest extent permitted by law. Where law does not permit such waiver, you undertake not to exercise your moral rights in a manner that is inconsistent with the vesting of the rights in Intellectual Property in the Company.

- 9.6 In this paragraph 9, *Intellectual Property* means all intellectual property created, made or discovered in the course of your internship by you whether individually or otherwise and includes, without limitation, all inventions, copyrightable works, improvements, developments, discoveries, proprietary material, information, goodwill, brands, trademarks, logos, know-how, processes, customer relations and franchise, designs, utility models, mask work rights, rights in databases, moral rights (except to the extent the law does not permit you to waive moral rights) whether or not possible to be registered or patented and whether or not such rights in such intellectual property are recognised under law at the time of their creation, making or discovery.

10. Codes and Policies

- 10.1 You understand that the Company is committed to complying with Relevant Law and conducting its business with the highest levels of ethics and probity. In the course of your internship, you shall not do anything that violates any Relevant Law. It is your duty to ensure that you understand the Relevant Law applicable to the tasks you perform during your internship and seek the assistance of, as relevant, your manager, your human resource team contact or the Company's legal counsel in this regard.
- 10.2 You shall comply with all codes of conduct and business ethics, rules and regulations of the Company (together, Codes) and the policies of the Company including those relating to the terms and conditions of your employment with the Company including but not limited to the personal trading policy (together, Policies), in each case as applicable from time to time. The Codes and Policies are available on the Company's internal information system or will otherwise be suitably communicated to you. It is your duty to access these Codes and Policies, familiarise yourself with them and understand them. While the Company may for the purpose of record seek written confirmations from you as to your acceptance of any Codes and Policies (via the Company's online system or otherwise), you will be bound by them whether or not you have communicated such acceptance.
- 10.3 The Company may from time to time change any part of the Agreement, including any Codes and Policies. You will be suitably notified of any such changes. You expressly consent to the Company making any such change and agree to be bound by it.
- 10.4 You acknowledge that your conduct outside the Company may have an impact on the Company's reputation or its independence in the conduct of its business. You shall therefore ensure that your conduct whether or not in the course of internship does not in any way cause harm to the Company's reputation or impair its independence in the conduct of its business.

11. Declarations

The Company may from time to time ask you for declarations, confirmations or undertakings as relevant (including those relating to confidentiality, secrecy, investments, etc. (each a *Declaration*). Each Declaration shall be deemed to be an integral part of the Agreement. To the extent of any conflict between a Declaration and the rest of this Agreement, the more stringent of the two (in favour of the Company) shall prevail.

12. Privacy and Personal Information

You consent to the Company obtaining, collecting, collating, storing, accessing and using your personal information as well as any sensitive personal information (including those set out in Annexure I) for all purposes relevant for your internship with the Company. Such use may include but is not limited to recruitment purposes, evaluation of your performance, administration (for example, leave of absence, pay and benefits), monitoring your use of Facilities or Property, publication on online resources whether internal or external to support the Company's legitimate operational activities, references, compliance

Intern's Initials

A

Confidential

with statutory, legal or contractual obligations, and exercise of the Company's legitimate rights as your employer. You also consent to the Company sharing it with third parties where the Company considers necessary or expedient. You understand that any such information will be stored, processed and used according to the Company's Policy on privacy as applicable from time to time.

I hereby agree, confirm and accept the T & C Contained therein and agree to be bound fully by such T&C.

Signature: _____



Intern's Initials _____



Certificate of Internship

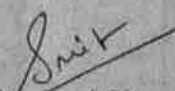
To whomsoever it may concern,

This is to certify that Mr. Ayush Haria student of N.L.Dalmia Institute of Management Studies and Research, Mumbai, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory





June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ayushi Shukla bearing Applicant ID: 4842193 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to June 7, 2022 with our RETAIL BANKING GROUP.

She had worked under the guidance of Dapinder Singh and Abdul Khan. She has successfully completed her project.

We wish her all the best for her future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.

23-March-2022

Ms. Bhavika Bhagtani,
Mumbai
M: 9892039420

Sub: Internship Offer for the Position for Intern – Accounts

Dear Bhavika,

On behalf of Shaze Luxury Retail Pvt. Ltd., I am pleased to extend to you this offer of internship as '**Intern-Accounts**', reporting to **Manager – Accounts**. If you accept this offer, you will begin your work with Shaze on **April 06, 2022**. Your stipend will be **Rs.10,000/- per month**. Your internship is expected to end on **July 06, 2022**.

During your internship, you may have access to our trade secrets and confidential business information belonging to Shaze. You will be required to maintain utmost secrecy in respect of Project documents, Commercial offers, Design documents, Project costs & Estimation, Technology, Software package licenses, polices, patterns & Trade Marks or any such confidential information of Shaze.

You will be required to comply with all such rules and regulations which may frame from time to time. Any of our technical or other important information which might come into your possession during the continuance of your assignment with us shall not be disclosed, divulged or made public by you even thereafter.

If at any time in our opinion, which is final in this matter you are found lacking in your performance or guilty of fraud, dishonesty, disobedience, disorderly behaviour, negligence, indiscipline, absence from duty without permission or any other conduct considered by us deterrent to our interest or of violation of one or more terms of this letter, your services may be terminated without notice. Additionally, on account of reason of any of the acts or omission Shaze shall be entitled to recover the damages from you.

Kindly revert with the acceptance of your Internship Letter.

For **Shaze Luxury Retail Pvt. Ltd.,**

Kumar Amitabh
(Head- Human Resources)

("This is computerized generated document and does not require any signature")

12th Jul 2022

Internship Completion Certificate

This is to certify that **Mr. Bhushan Nikam** has successfully completed his internship with us from **6th Apr'2022 – 30th Jun'2022**.

He worked on projects in the domain of "**FINANCE CONTROLLING**" under the guidance of Mr. Kiran Masalkar, Head – Controlling, Finance department.

He has successfully carried out the projects assigned to him with full dedication. Also, the study done by him is planned to be implemented by the organization in the near future.

Any information that Bhushan has come across during his project is strictly confidential and should not be shared using any procedure.

We wish Bhushan all the best in his future endeavors.

Regards,

For **Gabriel India Limited**.

Neha Nagpal

Neha Nagpal

Senior Manager – Human Resource Development



Hem Securities Ltd.

Building Your Wealth Through Values

Member: BSE, CDSE, DP
Category 1 Merchant Banker, Portfolio Manager
Sebi Regd. No.: IN DP CDSL-83-2000, BSE-INZ000168034,
M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurities.com

Date: - 4th June 2022

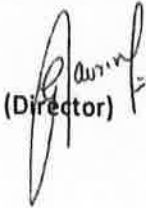
To whom so ever it may concern

This is to certify that Mr. Dhanya Dhruv had successfully completed his internship at our corporate office in Mumbai from 4th April 2022 to 4th June 2022

He worked as Investment Banking Intern. His internship activity includes Research and analyze about financial Intermediaries and also gaining a practical experience by working on assignment of the Strategic Partner Relationships. During the period of his internship with us, we found him punctual, hardworking and inquisitive.

We wish him success for his future endeavors

For Hem Securities Ltd


(Director)



COMPLETION CERTIFICATE

Date: 29 Jun, 2022

This is to certify that **Mr. Farhan Abbas** has successfully completed his **Summer Internship** with project title "**The Comparative Study Of The Indian Insurance Industry Using Dupont Model**" under the guidance of **Mr. Aman Gautam**.

The duration of the project was from 07 Apr, 2022 to 15 Jun, 2022

The internship on evaluation fulfils all the stated criteria and student's findings are his original work.

I hereby certify his work **satisfactory** to the best of my knowledge with an aggregate grade: **A**.

Location for internship: New Delhi/Work from Home

We wish him all the best for future endeavours.

Warm Regards



(Authorized Signatory)

Head HR
Insplore Consultants Pvt. Ltd.

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

HARSHIT VARSHNEY

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Heet Jain has worked with SG Analytics Pvt. Ltd from 01st April 2022 to 30th June 2022.

Heet worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Heet was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Heet in a successful career.

We at **SG Analytics** wish Heet luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594

TO WHOMSOEVER IT MAY CONCERN

Date: 8th July, 2022

This is to certify that **Hemant Singh** has successfully completed his tenure as **Intern -Business Development** from 4th April 2022 to 30th June 2022 at Impact Guru Technology Ventures Pvt. Ltd.

His performance during the tenure was found to be very good.

We wish him all the very best for his future endeavors.

Regards,



Sandeep Kumar Tripathy
(Senior VP Business Development)
Impact Guru Technology Ventures Pvt. Ltd

TO WHOM IT MAY CONCERN

This is to certify that **Mr Inderpreet Singh**, a student of MBA Finance of N.L. Dalmia Institute of Management Studies and Research has successfully completed 2 months (01 April 2022 to 31 May 2022) summer fellowship program on the Topic '**A Six Sigma Approach in Wealth Management**' at Impetus Arthasutra Pvt Ltd. He has worked in areas like Industry Analysis, Client Risk Profiling and Preparation of Financial Roadmap. During the period of his fellowship program with us, he was found sincere and hardworking.

We wish him every success in life.

P R Dilip,

Managing Director



Impetus Arthasutra Private Limited.

July 5, 2022.



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ishita Gupta bearing Applicant ID: 4840051 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RETAIL BANKING GROUP.

She had worked under the guidance of Abhishek Punglia and Kuldeep Badal. She has successfully completed her project.

We wish her all the best for her future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

JAY GUPTA

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



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Category 1 Merchant Banker, Portfolio Manager
Sebi Regd. No.: IN DP CDSL-83-2000, BSE-INZ000168034,
M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurities.com

Date: - 4th June 2022


To whom so ever it may concern

This is to certify that Ms. Jhanvee Kachalia had successfully completed her internship at our corporate office in Mumbai from 4th April 2022 to 4th June 2022

She worked as Investment Banking Intern. Her internship activity includes Research and analyze about financial Intermediaries and also gaining a practical experience by working on assignment of the Strategic Partner Relationships. During the period of her internship with us, we found her punctual, hardworking and inquisitive.

We wish her success for her future endeavors

For Hem Securities Ltd

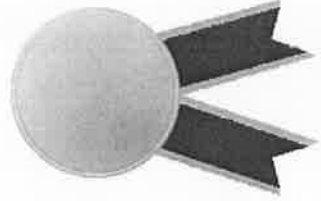

(Director) 

CERTIFICATE OF INTERNSHIP

This is to certify **Mr. Karan Jodhani** worked as a **Finance Intern** at our company **SBC Management Consultancies** from **4th May 2022** to **4th July 2022** to our entire satisfaction. During his working period, we found him a sincere, honest, hardworking, and dedicated employee with a professional attitude. He is amiable in nature. His sincerity towards his work and the organization is commendable

We wish him every success in life

DocuSigned by:
Sharmila Kadam
5DC7DFBF21094BA...



Ms. Sharmila Kadam
SBC Management Consultancies



**SBC Management
Consultancies**

Khimji Kunverji & Co LLP
Chartered Accountants

March 28, 2022

Mr. Karan Rathod,
Mumbai

LETTER OF INTERSHIP

Dear Karan,

Welcome to the **KHIMJI KUNVERJI & CO LLP**

The management is pleased to offer you a role of an "Intern" with Khimji Kunverji & Co LLP for a period of Four months Starting 29 March'22.

Your internship in the firm is on the following terms & conditions.

- You are offered a position in the "Assurance" division of our firm based in Mumbai.
- Your Stipend would be Rs. 8,500/- p.m. (Rupees Eight Thousand Five Hundred Only) per month. You will abide by the rules and regulations of the firm as may be in force from time to time.

We would expect you to join us on or before March 29, 2022. Please return the enclosed copy duly signed as a token of your acceptance and interest in our organization.

Thanking You.

For Khimji Kunverji & Co LLP


Partner



Mr. Karan Rathod

Date:



13th April 2022

Ms. Kashish Hadpawat
303, Sai Niketan
Saibaba Nagar
Borivali West
Mumbai - 400092

Sub: Training

Dear Kashish,

We are pleased to inform you that you have been selected as Trainee in our Organization in the Finance Group for a period of two months from 18th April 2022 to 17th June 2022.

You shall report to Ms. Reshma Chheda, Vice President – Head Treasury.

The stipend payable during the training will be Rs.10,000/- (Rupees Ten Thousand only) per month. You will be eligible for reimbursement of other out of pocket expenses in connection with your training subject to prior approval.

Any information relating to the business of the company that you may be privy to during the course of your training will be kept strictly confidential.

Your appointment as a Trainee may be terminated by the Company at its sole discretion with one month's notice.

Thanking you,

Yours faithfully
For Tata Realty and Infrastructure Limited

Reena Wahi
Senior Vice President – Head Human Resources

I accept

Kashish

(Ms. Kashish Hadpawat)

TATA REALTY AND INFRASTRUCTURE LIMITED

CIN: U70102MH2007PLC158300

E Block, Vortex Premises, T. B. Kadam Marg, Chinchpokli, Mumbai – 400 033 India,
Tel. 91 22 6661 4444 Fax: 91 22 6661 4452 Website: www.tril.co.in

24th Jun 2022

Kavish Sahni
1015403

Project Completion Certificate

Kavish Sahni, A student of N. L. Dalmia Institute of Management Studies and Research, has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

His project was with the BFSI & Consumer in Mumbai, CRISIL Limited.

Project Name: - Research on SMEs in the region of MMR for a leading NBFC Client which plans to enter the unsecured loans to MSME sector

His project guide was Mr. Saurabh Prabhu, Associate Director, HR-Business Partner

We wish him all the best in his future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

INVENTURE



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Certificate of Internship

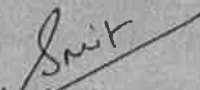
To whomsoever it may concern,

This is to certify that **Ms. Komal Chaurasia** student of **N.L.Dalmia Institute of Management Studies and Research, Mumbai**, has successfully completed her Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, she is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish her all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory



SEBI Registration No. : INZ000221934 (BSE | NSE | MSEI) | CDSL Registration No. : IN-DPCDSL-12-99 | CIN NO. : L65990MH1995PLC089838
AMFI ARN NO. : ARN-33446 | SEBI Research Analyst No. : INH000006129 | GSTIN NO. : 27AAAC12044K1ZP

Corporate & Reg. Office:

201, Viraj Towers, 2nd Floor, Near Land Mark, Western Express Highway, Andheri (East), Mumbai - 400 093.
Tel. : + 091-022-71148500, 40751515 Fax : + 091-022-71148511 Website : www.inventuregrowth.com E-mail : info@inventuregrowth.com



POLYMATH
ADVISORS

01st April, 2022

To Krunal Desai,
Email: krunaldessi99@gmail.com
Phone: +91 8369089466

Dear Krunal,

Sub: Offer Letter For Analyst Program

With reference to your application and the subsequent interview you had with us, we are pleased to offer you an internship in Investment Banking with the Polymath Advisors Pvt. Ltd. on the following terms and conditions:

1. Your services with us will be for a tenure of **three months** and you shall report to the Managing Director.
2. You are entitled to bonuses at the discretion of the management
3. Your services with the Company will begin on **01st April, 2022**. In case you do not report for employment on or before the specified date, the management reserves the right to withdraw this appointment letter.
4. Except on holidays as notified from time to time by the Company, you shall work regularly and devote to your duties the whole of your time and attention and you will not without previous written consent of the Company be engaged directly or indirectly in any trade, business or occupation whatsoever.
5. Your employment will be subject to rules and regulation and conditions of services at present and those made from time to time as applicable to your category of employees. Your working hours are from 10.00 am to 07:00 pm on Monday to Friday & 10 am to 7pm on every Saturday.

506, Neelkanth, 98, Marine Drive, Mumbai - 400 002. Tel.:- +9122 49156000

Website : www.polymathadvsors.com

CIN: U67110MH2006PTC160858

1. At the time of joining, you are requested to submit the following documents:
 - a. 2 passport size photographs
 - b. Proof of residence
 - c. Photo copies of education certificates/degrees
 - d. PAN card copy

Your appointment has been made based on the information furnished by you. However, if there is a discrepancy in the copies of the documents/certificates given by you as a proof in the support of the above, the Company reserves the right to seek clarifications & take necessary actions as may deem fit.

We are the only co. that awards bonuses on successful completion of a deal at the discretion of polymath management.

We welcome you to our organization and look forward for a long and fruitful association with you and hope you will find your association with us a rewarding experience.

We request you to please accept by e-mail and return the emailed copy of the letter as a token of your acceptance of the foregoing terms and conditions of services.

We welcome you to the Polymath Family!

With best wishes,

For POLYMATH ADVISORS PRIVATE LIMITED

SHOM Digitally signed
by SHOM
HARESH HARESH JAGTIANI
Date: 2022.04.01
JAGTIANI 14:56:13 +05'30'

Shom Jagtiani
Managing Director

23rd Jun 2022

Mahek Parekh
1015320

Project Completion Certificate

Mahek Parekh, A student of N. L. Dalmia Institute of Management Studies and Research, has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

Her project was with the Industry Research - Analytical in Mumbai, CRISIL Limited.

Project Name: - Analysis of Speciality Chemicals Industry

Her project guide was Someet Soumyapratim, Associate Director, HR-Business Partner

We wish her all the best in her future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

Registered Office: CRISIL House, Central Avenue, Hiranandani Business Park, Powai, Mumbai - 400 076. Phone: +91 22 3342 3000 | Fax: +91 22 3342 3001
www.crisil.com



Address: H-Block, Malviya Nagar, New Delhi
Email: mail@praedicoglobalresearch.com
Website: www.praedicoglobalresearch.com

Ref.: PGR-2022/I-131

Date: 16th – June - 2022

CERTIFICATE OF COMPLETION

This certificate is awarded to

Mihir Kubadia (PF2123-D099)

In appreciation for your accomplishments in the company as a live project intern position titled- "*Research and Business Development Associate*" at Praedico Global Research Pvt. Ltd., from April 15th, 2022 to June 16th, 2022.

He has secured 'C Grade' as per his performance during 9 weeks of internship. We take this opportunity to wish you a long, happy and successful career. **Worlds Finest Robotic Stock Researchers**

Authorized Signatory

Praedico Global Research Pvt. Ltd.

Remark: 'O' Outstanding, 'A', Very Good, 'B' Good, 'C' Average, 'D' Poor



TO WHOMSOEVER IT MAY CONCERN

Date: 8th July, 2022

This is to certify that **Mehek Shah** has successfully completed her tenure as **Intern -Business Development** from 4th April 2022 to 30th June 2022 at Impact Guru Technology Ventures Pvt. Ltd. Her performance during the tenure was found to be very good.

We wish her all the very best for her future endeavors.

Regards,

A handwritten signature in black ink, appearing to read "Sandeep Kumar Tripathy".

Sandeep Kumar Tripathy
(Senior VP Business Development)
Impact Guru Technology Ventures Pvt. Ltd



Hem Securities Ltd.

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Category 1 Merchant Banker, Portfolio Manager
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M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurities.com

Date: - 30th June 2022

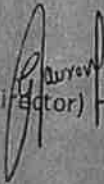
To whom so ever it may concern

This is to certify that Ms Mitali Anjara, had successfully completed her internship at our corporate office in Mumbai from 4th April 2022 to 30th June 2022.

Her internship activity includes learning the process of an IPO followed by a Merchant Banker and also gaining a practical experience by working on assignment of Private Equity and M&A. During the period of her internship with us, we found her punctual, hardworking and inquisitive.

We wish her success for her future endeavors

For Hem Securities Ltd


(Director)



Certificate of Internship

To whomsoever it may concern,

This is to certify that **Ms. Muskaan Jain** student of **N.L.Dalmia Institute of Management Studies and Research, Mumbai**, has successfully completed her Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, she is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish her all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory





Certificate of Internship

To whomsoever it may concern,

This is to certify that **Mr. Naman Agarwal** student of **N.L.Dalmia Institute of Management Studies and Research, Mumbai**, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory



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BSE • NSE • EQUITY & DERIVATIVES

CURRENCY DERIVATIVES • DP-CDSL

Date: 18th February 2022

To Whomsoever It May Concern

Dear Nandita Jain,

We are pleased to appoint you as an Intern in Inventure Growth and Securities Limited in Finance and Marketing Department for the duration of 3 months. i.e., With effect from 1st April, 2022.

We would like to extend our heartiest congratulations on your selection for this internship and wish you all the very best for the same.

Our team is looking forward to having you work with us.

We look forward for a long-term professional relationship with you.

From Inventure Growth and Securities Limited

Authorized Signatory



SEBI Registration No : INZ000221934 (BSE | NSE | MSEI) | CDSL Registration No: IN-DPCDSL-12-99 | CIN NO. L65990MH1995PLC089836
AMFI ARN NO : ARN-33446 | SEBI Research Analyst No: INH000006129 | GSTIN NO : 27AAAC12044K1ZP

Corporate & Reg. Office:

201, Viraj Towers, 2nd Floor, Near Land Mark, Western Express Highway, Andheri (East), Mumbai - 400 093.
Tel.: + 091-022-71148500, 40751515 Fax : + 091-022-71148511 Website : www.inventuregrowth.com E-mail : info@inventuregrowth.com



Address: H-Block, Malviya Nagar, New Delhi

Email: mail@praedicoglobalresearch.com

Website: www.praedicoglobalreaserach.com

Ref.: PGR-2022/I-132

Date: 15th - June - 2022

CERTIFICATE OF COMPLETION

This certificate is awarded to

Mr. Nihar Nitin Bhosale (PF2123-E303)

In appreciation for your accomplishments in the company as a live project intern position titled- "*Research and Business Development Associate*" at Praedico Global Research Pvt. Ltd., from April 15th, 2022 to June 15th, 2022.

He has secured 'A Grade' as per his performance during 8 weeks of internship. We take this opportunity to wish you a long, happy and successful career.

Worlds Finest Robotic Stock Researchers

Authorized Signatory

Praedico Global Research Pvt. Ltd.

Remark: 'O' Outstanding, 'A', Very Good, 'B' Good, 'C' Average, 'D' Poor



Building on belief

Internship Certificate

Prachi Meghani

Course: PGDM in Finance

Institute: N. L. Dalmia Institute of Management Studies and Research

From **04-Apr-2022** to **03-Jun-2022**

Mentor Name: **Ushasi Sengupta**

Project: **Evaluation of Financial Performance of Key Industries across Europe**

Chandra Koduru

Head – Academic Interface Programme

Building greater
futures through
innovation and
collective knowledge

TCS Commitment



In it for good.



Bring everything.



Know-how.



Master the journey.



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Prathmesh Shivaji Salunkhe bearing Applicant ID: 4841615 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RETAIL BANKING GROUP.

He had worked under the guidance of Rajiv Chauhan and Yogesh Patil. He has successfully completed his project.

We wish him all the best for his future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

PRINCE SHUBHAM

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

RACHANA WALAVALKAR

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO

To,
Miss. Radha Madan Chandak
Flat No. 202, Congress Nagar
Subhedar Apartment
Nagpur -440012

Subject: Appointment as Intern

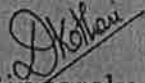
Dear Radha,

With reference to your application for internship, we are pleased to inform you that your application is accepted by us and you have been selected for the summer internship project in our organization from April 4, 2022 to June 30, 2022 in the Finance department. (During this period, you will be offered a monthly stipend of INR /-

The terms and conditions of your internship would be governed by the internal policies, rules, regulations and prevalent practices of the Company issued from time to time.

Kindly acknowledge the copy of this letter as a token of your acceptance.

Congratulations and welcome to the team!


Yours Sincerely,
For Pradip Kothari Financial Services

Received & Accepted
(Radha Chandak)

333, Sadoday Plaza, Near Poddareshwar
Ram Mandir, 237, C.A Road Nagpur

☎ 9422146600 ☑ pradip2001@gmail.com 🌐 www.pradipkothari.in



Address: H-Block, Malviya Nagar, New Delhi

Email: mail@praedicoglobalresearch.com

Website: www.praedicoglobalresearch.com

Ref.:PGR-2022/I-0126

Date:15th- June-2022

CERTIFICATE OF COMPLETION

This certificate is awarded to

Mr. Rahul Vichare(PF2123-D067)

I appreciate for your accomplishments in the company as a live project intern position titled-“ *Research and Business Development Associate* ” at **Praedico Global Research Pvt. Ltd.**, from April 15th, 2022 to June 15th, 2022.

He has secured ‘A Grade’ as per his performance during 8 weeks of internship. We take this opportunity to wish you a long, happy and successful career.

Worlds Finest Robotic Stock Researchers

Authorized Signatory

Praedico Global Research Pvt. Ltd.

Remark: ‘O’ Outstanding, ‘A’, Very Good, ‘B’ Good, ‘C’ Average, ‘D’ Poor



Certificate of Internship

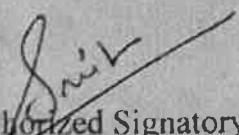
To whomsoever it may concern,

This is to certify that **Mr. Rajdip Das** student of **N.L.Dalmia Institute of Management Studies and Research, Mumbai**, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory



13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Rishabh Ahluwalia has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Rishabh worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Rishabh was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Rishabh in a successful career.

We at **SG Analytics** wish Rishabh luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594



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CURRENCY DERIVATIVES • DP.CDSL

Certificate of Internship


To whomsoever it may concern,

This is to certify that Ms. Riya Pandit student of N.L.Dalmia Institute of Management Studies and Research, Mumbai, has successfully completed her Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, she is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish her all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory



SEBI Registration No : INZ000221934 (BSE | NSE | MSEI) | CDSL Registration No: IN-DPCDSL-12-99 | CIN NO: L65990MH1995PLC089838
AMFI ARN NO : ARN-33446 | SEBI Research Analyst No:INH000006129 | GSTIN NO : 27AAAC12044K1ZP

Corporate & Reg. Office:

201, Viraj Towers, 2nd Floor, Near Land Mark, Western Express Highway, Andheri (East), Mumbai - 400 093.
Tel.: + 091-022-71148500, 40751515 Fax : + 091-022-71148511 Website : www.inventuregrowth.com E-mail : info@inventuregrowth.com

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

RIYA VORA

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

INPact Wealth Advisors

5th April 2022
To Mr. Rohan Gandhi,
N.L.Dalmia Institute of MS

STRICTLY PRIVATE & CONFIDENTIAL

Dear Mr. Rohan,

We are pleased to confirm our offer of your Internship with INPACT Wealth Advisors on the following terms and conditions:

1. The duration of your internship will be for the period between Internship Start Date: 5th-Apr-2022 and Internship End Date: 30-June-2022. The mode of your internship will be online.
2. If at any time during your internship you are found to be unfit to carry out the functions for any reason or on account of fraud, misrepresentation or misconduct, the Company may at its absolute discretion terminate the internship forthwith.
3. You will abide by Information Security Policies set by the Company.
4. Your contract is conditional upon your ensuring the secrecy of documents / data / records of the Company and agreeing not to divulge the same to any other person outside the Company without prior consent of the Company.
5. You will not take up any other employment or engage in a profession / business without the written consent of the Company.
6. All other company rules and regulations as formed from time to time and communicated to you may be applicable as part of this appointment.
7. You will be reporting and working with Vipul Shah the founder & CEO of INPACT Wealth Advisors.
8. You will be paid a fixed stipend of Rs10000\/- per month.
9. Please confirm your acceptance of these terms and conditions by signing and returning to us the duplicate copy of this letter.


Wishing you the very best.

Yours sincerely

For **INPact Wealth Advisors**
Digitally signed by
Vipul Prabhulal Shah
Prabhulal Shah Date: 2022.04.13
19:08:49 +05'30'
VIPUL SHAH
Founder & CEO

Accepted

Signature & Date


21/04/22

INPACT WEALTH ADVISORS

Registered Office: B-1102, TRIDEV APARTMENT, BHAKTI MARG, MULUND W, MUMBAI
400080, MAHARASHTRA, INDIA.

SEBI Registration No.: INA000015552. (Individual - Validity Dec 08, 2020 – Perpetual)

Corresponding SEBI office address: SEBI Bhavan, Plot No.C4-A, 'G' Block, BKC, Bandra (East), Mumbai – 400051



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

ROHAN JAIN

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Rukkaiya Burhanuddin Bhadsorawala bearing Applicant ID: 4840928 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RETAIL BANKING GROUP.

She had worked under the guidance of Mahesh Deshpande and Amit Joshi. She has successfully completed her project.

We wish her all the best for her future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार का उपक्रम) रजिस्टर्ड ऑफिस : १७, जमशेदजी टाटा रोड, मुंबई - ४०० ०२०.

HINDUSTAN PETROLEUM CORPORATION LIMITED

(A GOVERNMENT OF INDIA ENTERPRISE) REGISTERED OFFICE : 17, JAMSHEDJI TATA ROAD, MUMBAI - 400 020.

मुंबई ल्यूब्स क्षेत्रीय कार्यालय-पश्चिम अंचल प्रशिक्षण केंद्र ३/४, एस.वी.रोड एवं टर्नर रोड जंक्शन, बांद्रा (प.), मुंबई - ४०० ०५०.

Mumbai Lubes Regional Office: West Zone Training Center, 3rd Floor, 3/4, S.V.Road & Turner Road Junction, Bandra (W), Mumbai - 400 050

दुरभाष / Telephone: 26585741 / 26585745 CIN NO: \23201MH1952GOI008858

Date: May 31, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Saahil Chaudhari** student of **PGDM (Finance)** from **NL Dalmia Institute of Management Studies and Research** was engaged as Project Trainee at **Mumbai I&C RO, Bandra West, Mumbai - 400050** during the period from **1st April, 2022** to **31st May, 2022**.

He / She has successfully completed the project **Finance Activities & Credit Policy Review.**

Regional Office

We wish him /her success in all future endeavors.

INDAL KANOJIA
SR.MANAGER- FINANCE
MUMBAI I & C RO



Sahas Bansal <sahasbansal695@gmail.com>

Internship Offer Letter

1 message

BT Bhomawat & Co <anilbhomawat@yahoo.com>
To: Sahas Bansal <sahasbansal695@gmail.com>

Sun, May 1, 2022 at 11:42 AM

Dear Sahas,

We are pleased to offer you the Finance Intern Position at BT Bhomawat and Co Mumbai.

We feel confident that you will contribute your skills and have great learning experience. As per the discussion, your starting date will be on 2nd May 2022.

We look forward to welcoming you on board.

Best Regards!

Anil Bhomawat



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SAIBAL RAY

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SHASHIKANT YADAV

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Shivray Deshpande has worked with SG Analytics Pvt. Ltd from 01st April 2022 to 30th June 2022.

Shivray worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Shivray was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Shivray in a successful career.

We at **SG Analytics** wish Shivray luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, CON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594

22 July 2022

Name: Shubham Khandelwal
Emp ID: 1015431

Project Completion Certificate

Shubham Khandelwal, N.L Dalmia Institute of Management and Research, Mumbai University has satisfactorily completed the internship project with us from **11 April 2022 to 30 June 2022**.

His project was with GR&RS – FR-Sell Side-Equity Research - Mumbai CRISIL Limited.

Project Name; Oyster ESG

His project guide was under Sriharan Sundaram- Sector Lead, Guruprasad Jambunathan– Director.

We wish him all the best in his future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SIDDHESH RAUT

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



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M.B.-INM000010981, P. M. -INP000006784
CIN: U67120RJ1995PLCO10390
www.hemsecurities.com

Date: - 4th June 2022

To whom so ever it may concern

This is to certify that Ms. Simran Basantani had successfully completed her internship at our corporate office in Mumbai from 4th April 2022 to 4th June 2022

She worked as Investment Banking Intern. Her internship activity includes Research and analyze about financial Intermediaries and also gaining a practical experience by working on assignment of the Strategic Partner Relationships. During the period of her internship with us, we found her punctual, hardworking and inquisitive.

We wish her success for her future endeavors

For Hem Securities Ltd


(Director) 

Corp. Office: 904, A-Wing, Naman Midtown, Senapati Bapat Marg, Prabhadevi Station, Lower Parel, Mumbai 13 ☎ 022 4906 0000 ✉ mumbai@hemsecurities.com

Regd. & Head Office: 203, Jalpur Tower, M.I. Road, Jalpur 302 001 ☎ 0141 4051000 ✉ info@hemsecurities.com



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SREESH ANBARASAN

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Sumedh Lambhade bearing Applicant ID: 4842070 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our SMALL & MEDIUM ENTERPRISE GROUP.

He had worked under the guidance of Pradeep Jain and Manoj Dixit. He has successfully completed his project.

We wish him all the best for his future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.



SIP COMPLETION CERTIFICATE

Date: 30th June, 2022
Supriya Sant

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms. Supriya Vijay Sant**, student of N.L Dalmia Institute of Management & Research (Mumbai), has successfully completed her Summer Internship in Accounting and Finance department as **Finance Intern** with **Finchampz Advisory** between **01.04.2022 to 30.06.2022** under the guidance of Mr. Pankaj Garg, Partner-Finchampz Advisory

During the period of this Summer Internship Programme with us, we have found her confident, hardworking, go-getter and extremely inquisitive.

Her association with us was very fruitful and we wish her all the best in her future endeavors.



Vishal Singhania
Partner

25th Jun 2022

Swapnil Deshpande
1015459

Project Completion Certificate

Swapnil Deshpande, A student of N.L. Dalmia Institute of Management Studies and Research, has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

His project was with the Equity Research - Buy Side in Pune , CRISIL Limited.

Project Name: - ESG status and preparedness in Energy Sector

His project guide was Arindam Pal, Associate Director, HR-Business Partner

We wish him all the best in his future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SWATI JOSHI

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



Address: H-Block, Malviya Nagar, New Delhi

Email: mail@praedicoglobalresearch.com

Website: www.praedicoglobalresearch.com

Ref.: PGR-2022/I-133

Date: 15th - June - 2022

CERTIFICATE OF COMPLETION

This certificate is awarded to

Mr. Tanish Pritamkumar Jain (PF2123-D083)

In appreciation for your accomplishments in the company as a live project intern position titled-“ *Research and Business Development Associate* ” at Praedico Global Research Pvt. Ltd., from April 15th, 2022 to June 15th, 2022.

He has secured ‘A Grade’ as per his performance during 8 weeks of internship. We take this opportunity to wish you a long, happy and successful career.

Worlds Finest Robotic Stock Researchers

Authorized Signatory

Praedico Global Research Pvt. Ltd.

Remark: ‘O’ Outstanding, ‘A’, Very Good, ‘B’ Good, ‘C’ Average, ‘D’ Poor



Certificate of Internship

To whomsoever it may concern,

This is to certify that **Mr. Tejas Mhatre** student of **N.L.Dalmia Institute of Management Studies and Research, Mumbai**, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship,

he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

UMANG GADA

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

23rd Jun 2022

Vedanshi Agrawal
1015423

Project Completion Certificate

Vedanshi Agrawal, A student of N. L. Dalmia Institute of Management Studies and Research, has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

Her project was with the FR-Sell side-Equity Research in Chennai Prestige Polygon IT Park Chennai - Tamil Nadu , CRISIL Limited.

Project Name: - Developing an ESG stock screen/index with Indian names

Her project guide was Ranesh C., Associate Director, HR-Business Partner

We wish her all the best in her future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

VIRAL SANKLECHA

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

23rd Jun 2022

Vishwa Solanki
1015461

Project Completion Certificate

Vishwa Solanki, A student of N. L. Dalmia Institute of Management Studies and Research, has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

His project was with the FR-Buy Side-Equity Research in Mumbai , CRISIL Limited.

Project Name: - Equity Stock Thesis

His project guide was Pritam Bakre, Associate Director, HR-Business Partner

We wish him all the best in his future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

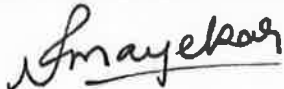
June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Vivek Mishra has successfully completed his internship with **Oberoi Realty Limited** from April 01, 2022 to June 30, 2022.

We wish him good luck for his future endeavors.

For Oberoi Realty Limited



Unmesh Mayekar

Assistant Vice President - HRD & Employee Services

N.D.



LBK & CO
CHARTERED ACCOUNTANTS

June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mihir Garg had done his Summer Internship with LBK & Co. from April 15, 2022 to June 28, 2022 as an CA Inter.

He had worked under the guidance of Lokesh Bapu Kambala. He has successfully completed his project.

We wish him all the best for his future endeavors.

Regards,

A handwritten signature in black ink, appearing to read 'Lokesh B. Kambala', is written below the text 'Regards,'.

S No. 285, 2nd Floor, Landmark,
Tokarkhada, Silvassa,
Dadra & Nagar Haveli (U.T) 396 230
+91 84520 14171
lokesh.bkambala@gmail.com



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Pari Vijay Rajput bearing Applicant ID: 4841732 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RSPPG GROUP.

She had worked under the guidance of Vikas Sharma and Bhushan Chavan. She has successfully completed her project.

We wish her all the best for her future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that JILL MAYANK SANGHRAJKA bearing Applicant ID: 4837096 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RETAIL BANKING GROUP.

She had worked under the guidance of Shailendra Singh and Manoj Kapoor. She has successfully completed her project.

We wish her all the best for her future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.



Date: 28th March 2022

Subject: Jio Creative Labs Internship
Name: Aakanshu Rawat
Title: Management Trainee

We are delighted to offer you an opportunity at Jio Creative Labs as a Management trainee. The tenure of the program will be as per regular summer internship schedule prescribed by the college. This is a work & learning opportunity with a minimum work requirement of 45 hours a week. You will be working on live projects of the organization and hence will be required to ensure the confidentiality of the same.

This is an unpaid opportunity. While the candidate is employed at Jio Creative Labs, he/she will not engage in any other employment, consulting or other business activity that would create a conflict of interest with the company or otherwise. The company reserves the right to terminate the internship of any candidate at any time without notice as a disciplinary action if required.

This letter does not represent any kind of full-time opportunity at Jio Creative Labs. Also, this letter does not ensure completion of the program and you will be provided with a certificate of completion at the end of the tenure.

We hope you are excited to start work with our young team, learn from you as well and we welcome you to the Jio Creative Labs family.

A handwritten signature in black ink, appearing to read "Akshat Bhagat", with a horizontal line underneath.

Akshat Bhagat
Jio Creative Labs

Date: July 11, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. **Abhinav Khandelwal**, has successfully completed his internship in Planning in our organisation from **11th April, 2022 to 11th July, 2022.**

During the period of his internship with us, he worked on:

1. Mastercard
2. Loreal
3. Maybelline New York
4. Asian Paints

His Key Responsibilities included:

To carry out competition scans for multiple brands: Mastercard, Loreal, Maybelline NewYork, Asian Paints

To conduct primary research that would inform the strategic direction of the project

To contribute during brainstorming sessions for brands like Loreal and Mastercard(Activation ideas)

We wish him all the very best in his future endeavours.

Thank you,

Yours Sincerely,

For **McCann Erickson (India) Pvt. Ltd.,**

**Nisha
Manglani**

Digitally signed by Nisha
Manglani
Date: 2022.07.11 14:27:03
+05'30'

**Nisha Manglani
Manager - HR**

ALDER RESIDENCY

Date: 2nd March 2022
Adesh Shah
N.L.Dalmia, Mumbai.

Dear Mr. Adesh Shah,

We are pleased to grant you internship in our company in the **Sales department** with effect from **1st April 2022** until **30th June 2022** at **Mumbai** location.

You will be paid a stipend of **Rs. 15,000/-** per month. Local conveyance expenses actually incurred for travel will be reimbursed up to a limit of **Rs. 5,000/-** per month, against furnishing the proofs and related information such as date of travel, mode of transport, starting point, destination, approximate distance and expenses incurred duly signed by your project guide.

In addition to the above, you will abide by the following terms and conditions and accept to undertake the following obligations with respect to the Kalpataru Group's internship program:

- (a) Kalpataru accepts no responsibility for costs arising from accidents and / or illness incurred during your internship.
- (b) You will not be eligible to apply for, or be appointed to, positions at the professional level, which exists in the company.
- (c) You will observe all applicable rules, regulations, instructions, procedures and directives of the organization.
- (d) You will refrain from any conduct that would adversely reflect on Kalpataru or on the receiving department / office and will not engage in any activity, which is incompatible with the aims and objectives of the company.
- (e) In the event of termination of your internship by the employer **15 Days'** notice will be given to you by the management. In case you wish to resign from internship you would be required to give us **15 Days'** notice failing which, the stipend for the same period will be forfeited and no internship completion letter will be issued.
- (f) You will respect the impartiality and independence required of the Kalpataru and of the receiving department / office and shall not seek or accept instructions regarding the services performed from any Government or from any authority external to the organization.
- (g) You will keep confidential any and all unpublished information made known to you by the accepting department / office during the course of your internship that you know or ought to have known has not been made public, and except with the explicit authorization of the Kalpataru, not to publish any reports or papers on the basis of information obtained during the program, both during and after the completion of your internship.

HA

SS

ALDER RESIDENCY PRIVATE LIMITED

CIN No : U45201MH2008PTC182570

101, Kalpataru Synergy, Opp. Grand Hyatt, Santacruz (East), Mumbai - 400 055, India.

Tel + 91 22 3064 5000 • Fax : +91 22 3064 3131 • Email : corpgov.os@gmail.com

(Formerly, known as Arman Villas Private Limited, Name Changed with effect from 13.07.2021)

ALDER RESIDENCY

- (h) You will provide the receiving department / office with a copy of all material prepared during your internship.
- (i) You will provide immediate written notice in case of illness or other unavoidable circumstances, which might prevent you from fulfilling your obligation.
- (j) You will arrange for your own transportation to and fro from your residence to office.
- (k) You will return your identification pass to the Security Section / Officer in- charge of the internship program at the office.
- (l) You will prepare and submit on time the monthly reporting documents and the summary of internship documents at the end of your internship required by Kalpataru
- (m) You are liable to tax deductions as per the applicable laws.
- (n) You are entitled to 1 leave per month.

You need to submit the following documents at the time of your joining:

- (a) **Age Certificate**
- (b) **Certificates of qualifications**
- (c) **Proof of Residence**
- (d) **1 Passport size photograph**
- (e) **PAN Card Copy if available**
- (f) **Aadhaar Card**

Please contact **Mr. Rahul Dubey** from **Sales Department** for further instructions regarding your assignment.

HA
For Alder Residency Pvt. Ltd,

Suraj Shetty

7338492f-6d5e-4a66-bd0f-c6e3cb656ed6

Suraj Shetty

Manager – HR

I hereby confirm that I agree with the terms and conditions of the internship as stated above.

Date: _____ Signature: _____

ALDER RESIDENCY PRIVATE LIMITED

CIN No : U45201MH2008PTC182570

101, Kalpataru Synergy, Opp. Grand Hyatt, Santacruz (East), Mumbai – 400 055, India.
Tel + 91 22 3064 5000 • Fax : + 91 22 3064 3131 • Email : corpgov.os@gmail.com
(Formerly, known as Arman Villas Private Limited, Name Changed with effect from 13.07.2021)

Building greater
futures through
innovation and
collective knowledge

TCS Commitment



In it for good.



Bring everything.



Know-how.



Master the journey.



Building on belief

Internship Certificate

Advait Sunil Sukalkar

Course: PGDM in Marketing

Institute: N. L. Dalmia Institute of Management Studies and Research

From **04-Apr-2022** to **03-Jun-2022**

Mentor Name: **Ushasi Sengupta & Bodhisatta Biswas**

Project: **A Study on Understanding "How Customer Experience is Shaping across Major Industries" in the region of US and Europe.**

Chandra Koduru

Head – Academic Interface Programme

mavenmagnet

November 30, 2021

Aishwarya Sandeep Nandedkar

Dear Aishwarya,

We are pleased to offer you an internship at our company as a Research Intern. Your internship shall commence on 04 April 2022 and shall end on 03 July 2022 (3 months). The terms and conditions of your internship with the Company are set forth below:


- Subject to your acceptance of the terms and conditions contained herein, your project and responsibilities during the Term will be determined by the supervisor assigned to you for the duration of the internship.
- You are eligible for a stipend of INR 30,000 during the Term which shall be paid on completion of the tasks assigned to you during your internship to the satisfaction of the Company.
- The internship cannot be construed as an employment or an offer of employment with MavenMagnet Research Private Limited.
- You shall observe utmost confidentiality and secrecy of any and all information received by you or entrusted to you in the course of your employment and you shall at all times, whether during or after the termination of your employment, act with utmost fidelity and not disclose or divulge such information to a third party or make use of such information for your own benefit. Upon termination of your employment, you will immediately surrender to the Company, all files, books, magazines, reports, documents, manuals, audio and video tapes, discs or any other knowledge databases entrusted to you in the course of your employment. You will not reproduce, store in a retrieval system or transmit in any form or by any means – electronic, mechanical, photocopying, recording, scanning or otherwise – any copy righted material which is the property of the Company – for your own benefit or for the benefit of any third party – either during the course of your employment or after your separation.

mavenmagnet

Please signify your acceptance of these terms and conditions of employment by signing the duplicate copy of this letter and returning the same to us for Company records.

Thanking you,
Yours sincerely,

For MavenMagnet Research Private Limited



Ritu Ghuwalewala
Founder & COO

I hereby accept the position and terms and conditions of employment offered.

Signature _____

Date _____

Aishwarya Sandeep Nandedkar



Date: 15th February 2022

Dear Akshat Kumar Singh,

This is with reference to your application for an Internship programme and the subsequent round of interviews that we had with you. We are pleased to inform you that you have been selected to join enstage Software Pvt Ltd. (hereinafter referred to as the "Company" or "enStage") as an **Intern** in the **Marketing Team**.

Your internship period shall begin from **17th February 2022** and It will last for a duration of **6 months** in the **Marketing** team of the Company. You will be paid a stipend of **INR 20,000/-** per month during the internship period. Your place of work shall be, **enStage – Bangalore** office.

During the internship programme you will adhere to the terms and conditions and privacy policy as applicable to the interns and employees of the Company including but not limited to the terms mentioned herewith this letter.

For any clarifications, please feel free to contact **enStage** HR team at hr@wibmo.com.

Please note that this offer for internship shall remain open for **1 Week** from the date of issuance of this letter. Should you fail to revert with your acceptance before the expiry of one week, this offer shall become null and void.

We welcome you to enStage family and look forward to a fruitful collaboration.

Yours sincerely,

**For enStage Software Pvt Ltd.
Sharon Narang
Head - HR**

enStage Software Pvt Ltd.

Regd off: #25, Shankar Narayan Building, 1st Floor, MG Road, Bangalore-560001, Karnataka, India

CIN # U72200KA2000PTC028279 www.wibmo.com email: info@wibmo.com



6th July, 2022

CERTIFICATE OF COMPLETION

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Akshit Dalmia** has successfully completed his internship program with *Britannia Industries Ltd.* in Mumbai in **Sales GT Channel**. His project title was **"New Outlet Addition and ULPO of Britannia Industries Ltd."**

Duration: **1st April, 2022 to 31st May, 2022.**

During this tenure, his conduct and work was found to be good.

We wish him the best for future endeavors.

While on this we would also like to state that all information and data acquired in the process is confidential in nature and the sole property of Britannia Industries Ltd., and should not be shared/ published/ circulated without our written permission and is only meant for his academic purpose.

Maansi

Maansi Bhasin

HR Manager- West

Britannia Industries Limited

Britannia Industries Limited
Reay Road (East), Mazgaon,
Mumbai - 400010.
Tel: 71848500, 71848585

Registered Office-
5/1A, Hungerford Street,
Kolkata-700017, West Bengal.
CIN No.: L15412WB1918PLC002964
Website: www.britannia.co.in

HR Manager- West

Britannia Industries Limited



INTERNSHIP LETTER

Date: 1 Aug 2022

This is to certify that **Ankit Mishra** has done his internship in “**Nosites. in**”, Nashik from **28/05/2022 to 28/07/2022**.

During his internship, he was exposed to various activities in the web development domain And was mostly concerned with sales: Generating leads, Meeting or exceeding sales goals, Negotiating with prospective clients, And coordinating sales goals with some marketing efforts

He demonstrated good design skills with a self-motivated attitude to learn new things. His performance exceeded expectations and he completed the project successfully on time.

We wish him all the best in his future endeavours.

Warm regards,

Tushar D.Wagh
(Founder)
Nosites. in

7744892708



Contact@nosites.in



No.3, Ashtavinayak colony, Thatte nagar, Nashik



NO.
54



**ADITYA BIRLA
CAPITAL**

PROTECTING INVESTING FINANCING ADVISING

To,

Ananya Tripathi
N. L. Dalmia Institute of Management Studies

We at Aditya Birla Group are pleased to inform that you have been selected for an internship at Aditya Birla Capital. **Congratulations!**

Our Summer Internship Program at Aditya Birla Capital is designed to provide a holistic learning environment. There is a lot to learn during your internship stint, not only about the work but also about the people you work with and the culture you are a part of. We are here to help make this easy for you.

You are now part of an organization which has a rich culture and heritage, a strong standing in the market and a brand which is second to none.

Your Internship would commence in any of the group entities of Aditya Birla Capital Limited. The stipend would be paid by your respective entity of Aditya Birla Capital Limited.

You will receive a stipend of Rs 25,000 per month starting 4th April 2022, for the duration of your internship.

If you have any questions, please feel free to contact **Tanvi Gupta (Tanvi.Gupta@adityabirlacapital.com)**.

You are taking a step to enter in the professional world with Aditya Birla Group and we are excited to be a part of your journey.

Wish you all the best!

For Aditya Birla Capital

Anunay Shrivastava
SVP & Head – Corporate HR
Aditya Birla Capital Ltd.

Aditya Birla Capital Ltd.

One Indiabulls Centre, Tower 1-C, 18th Floor, Jupiter Mill Compound,
841, Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013.
+91 22 4356 7000 | (F) +91 22 4356 7111
abc.secretarial@adityabirlacapital.com | www.adityabirlacapital.com

Registered Office:

Indian Rayon Compound, Veraval - 362 266. Gujarat.
+91 28762 45711
CIN: L67120GJ2007PLC058890



UFLEX LIMITED

(Formerly known as Flex Industries Limited)

Engineering Division : A-2, Sector-60, Noida-201 301, Distt. Gautam Budh Nagar, (U.P.) India

Tel.: +91-120-6100121 | 4002121

Website : www.uflexltd.com

Ref: UFL/HR/CERT/2022/208

03/06/2022


TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Anshul Dhoundiyal**, a student of **PGDM** at **N. L. Dalmia Institute of Management and Research, Mumbai**, has completed his training from 04/04/2022 to 03/06/2022 in our organization.

He has successfully completed the project assigned to him and took keen interest in completing the training.

We wish him a bright future.

FOR UFLEX LTD,
(ENGG. DIV.)


(**S.N. SINGH**)
VP (HR)

CERTIFICATE

This is to certify that the Summer Internship Project Report is submitted in partial fulfillment for the award of the PGDM Program of N L Dalmia Institute of Management Studies and Research. It is a result of the bonafide research work carried out by Mr. Atharv Renose under my supervision and guidance during the summer internship of 12 weeks from 1st April 2022 to 30th June 2022.

No part of this report has been submitted for any award of any other Degree, Diploma, Fellowship, or other similar titles or prizes. The work has also not been published in any Journals/Magazines.

Date: 30th July 2022

Place: Mumbai

Industry Guide

Name of Industry Guide:

Mr. Ajay Aggarwal.

Company:

Human Designs & Innovations Consulting.

Designation.

Founding Partner.

Signature of Industry Guide:



Faculty Guide

Name of the Faculty Guide:

Department Name:

Signature of Internal Faculty Guide:

CERTIFICATE

This is to certify that the Summer Internship Project Report is submitted in partial fulfillment for the award of the PGDM Program of N L Dalmia Institute of Management Studies and Research. It is a result of the bonafide research work carried out by Mr. Atharv Renose under my supervision and guidance during the summer internship of 12 weeks from 1st April 2022 to 30th June 2022.

No part of this report has been submitted for any award of any other Degree, Diploma, Fellowship, or other similar titles or prizes. The work has also not been published in any Journals/Magazines.

Date: 30th July 2022

Place: Mumbai

Industry Guide

Name of Industry Guide:

Mr. Ajay Aggarwal.

Company:

Human Designs & Innovations Consulting.

Designation.

Founding Partner.

Signature of Industry Guide:



Faculty Guide

Name of the Faculty Guide:

Department Name:

Signature of Internal Faculty Guide:

ALDER RESIDENCY

Date: 2nd March 2022
Atharva Kantode
N.L.Dalmia, Mumbai.

Dear Mr. Atharva Kantode,

We are pleased to grant you internship in our company in the **Sales department** with effect from **1st April 2022** until **30th June 2022** at **Mumbai** location.

You will be paid a stipend of **Rs. 15,000/-** per month. Local conveyance expenses actually incurred for travel will be reimbursed up to a limit of **Rs. 5,000/-** per month, against furnishing the proofs and related information such as date of travel, mode of transport, starting point, destination, approximate distance and expenses incurred duly signed by your project guide.

In addition to the above, you will abide by the following terms and conditions and accept to undertake the following obligations with respect to the Kalpataru Group's internship program:

- (a) Kalpataru accepts no responsibility for costs arising from accidents and / or illness incurred during your internship.
- (b) You will not be eligible to apply for, or be appointed to, positions at the professional level, which exists in the company.
- (c) You will observe all applicable rules, regulations, instructions, procedures and directives of the organization.
- (d) You will refrain from any conduct that would adversely reflect on Kalpataru or on the receiving department / office and will not engage in any activity, which is incompatible with the aims and objectives of the company.
- (e) In the event of termination of your internship by the employer **15 Days'** notice will be given to you by the management. In case you wish to resign from internship you would be required to give us **15 Days'** notice failing which, the stipend for the same period will be forfeited and no internship completion letter will be issued.
- (f) You will respect the impartiality and independence required of the Kalpataru and of the receiving department / office and shall not seek or accept instructions regarding the services performed from any Government or from any authority external to the organization.
- (g) You will keep confidential any and all unpublished information made known to you by the accepting department / office during the course of your internship that you know or ought to have known has not been made public, and except with the explicit authorization of the Kalpataru, not to publish any reports or papers on the basis of information obtained during the program, both during and after the completion of your internship.

HA

SS

ALDER RESIDENCY PRIVATE LIMITED
CIN No : U45201MH2008PTC182570

101, Kalpataru Synergy, Opp. Grand Hyatt, Santacruz (East), Mumbai - 400 055, India.
Tel + 91 22 3064 5000 • Fax : +91 22 3064 3131 • Email : corpgov.os@gmail.com
(Formerly, known as Arman Villas Private Limited, Name Changed with effect from 13.07.2021)

ALDER RESIDENCY

- (h) You will provide the receiving department / office with a copy of all material prepared during your internship.
- (i) You will provide immediate written notice in case of illness or other unavoidable circumstances, which might prevent you from fulfilling your obligation.
- (j) You will arrange for your own transportation to and fro from your residence to office.
- (k) You will return your identification pass to the Security Section / Officer in- charge of the internship program at the office.
- (l) You will prepare and submit on time the monthly reporting documents and the summary of internship documents at the end of your internship required by Kalpataru
- (m) You are liable to tax deductions as per the applicable laws.
- (n) You are entitled to 1 leave per month.

You need to submit the following documents at the time of your joining:

- (a) Age Certificate
- (b) Certificates of qualifications
- (c) Proof of Residence
- (d) 1 Passport size photograph
- (e) PAN Card Copy if available
- (f) Aadhaar Card

Please contact **Mr. Rahul Dubey** from **Sales Department** for further instructions regarding your assignment.

HA
For Alder Residency Pvt. Ltd,

Suraj Shetty

7338492f-6d5e-4a66-bd0f-c6e3cb656ed6

Suraj Shetty

Manager – HR

I hereby confirm that I agree with the terms and conditions of the internship as stated above.

Date: _____ Signature: _____

ALDER RESIDENCY PRIVATE LIMITED

CIN No : U45201MH2008PTC182570

101, Kalpataru Synergy, Opp. Grand Hyatt, Santacruz (East), Mumbai – 400 055, India.

Tel + 91 22 3064 5000 • Fax : +91 22 3064 3131 • Email : corpgov.os@gmail.com

(Formerly, known as Arman Villas Private Limited, Name Changed with effect from 13.07.2021)

1st August, 2022

CERTIFICATE OF COMPLETION

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Avinash Dhawale** has successfully completed his internship program with *Britannia Industries Ltd.* in Amravati in **GT Sales Channel**. His project title was **"A Comparative Analysis of FMCG Brands for Biscuit Segment in the Region"**.

Duration: **4th April, 2022 to 4th June, 2022.**

During this tenure, his conduct and work was found to be good.

We wish him the best for future endeavors.

While on this we would also like to state that all information and data acquired in the process is confidential in nature and the sole property of Britannia Industries Ltd., and should not be shared/ published/ circulated without our written permission and is only meant for him academic purpose.



Vaishali Kashyap

HR Officer- West & Central

Britannia Industries Limited

Date: 30th June 2022

INTERNSHIP CERTIFICATE

This is to certify that Ms. Ayushi Patel, pursuing her PGDM in Marketing from N. L. Dalmia Institute of Management and Research, Mumbai has successfully completed internship as a Sales Intern at our Project in Mumbai from 1st April 2022 to 30th June 2022.

We found her to be sincere and hardworking during her tenure. We take this opportunity to wish her all the best for her future.

For Shreeraj Developer LLP



Authorized Signatory



Parami
Capital Advisors & Holdings

23rd April, 2022

Ms. Azra Qureshi
PF2123
N. L. Dalmia Institute of Management Studies & Research

Dear Azra,

We are pleased to offer you full time summer internship at Parami Capital Advisors & Holdings starting 25th April 2022 and ending on 25th June 2022.

Your stipend will be Rs 10,000 per month (pro rata as applicable). You will have 3 days paid leave in this period.

There will be a notice period of 1 week should you choose to leave us or we terminate your services.

Wishing you all the best for the project.

Sincerely,

Neetu Singhal
Co-Founder & Managing Partner
Parami Capital advisors & Holdings



26 July 2022

To Whomsoever It May Concern

This is to certify that **Deborah Pereira** has successfully completed her internship with **Fever FM (HT Media Limited)** from **15 April 2022** to **15 July 2022**.

She was part of the **Sales, Mumbai** team & her Project Manager was **Anupam Paul**.

During her tenure in the company, we found her to be highly creative, hardworking and efficient. She is very professional in her approach and an asset to the company.

We wish her all the best for future endeavors.

Regards,

Suchita Dantre
HR Head (Radio & Entertainment)

HT Media Ltd.

Registered Office: 18-20, Kasturba Gandhi Marg, New Delhi - 110001, India. Ph: 011-43104104
CIN: L22121DL2002PLC117874, **Email:** corporatedept@hindustantimes.com, **Website:** www.fever.fm

Fever FM: Delhi 104 FM | Mumbai 104 FM | Bengaluru 104 FM | Kolkata 104 FM | Hyderabad 94.3 FM
Lucknow 104 FM | Kanpur 95 FM | Allahabad 94.3 FM | Agra 93.7 FM | Aligarh 91.9 FM | Baraitilly 94.3 FM | Gorakhpur 94.3 FM
Radio Nasha: Delhi 107.2 FM | Mumbai 91.9 FM



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Devashri Kurundkar bearing Applicant ID: 4845296 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RETAIL BANKING GROUP.

She had worked under the guidance of Rajendra Ladole and Ashish Kharat. She has successfully completed her project.

We wish her all the best for her future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.



Private & Confidential

26th July 2021

Robotex India,
Khopkar Heights,
Opp YMCA,
Pune Camp,
Pune 411011

SUCCESSFUL COMPLETION OF INTERSHIP

Dear Devendra Patil,

Robotex India certifies that Devendra Patil **successfully completed the internship program from 3rd of April 2022 and ended on 3rd of June 2022 as Digital Marketing Intern with Robotex India with Operations & Digital Marketing department.**

During internship and probation period, Devendra Patil, curated, created and managed Digital Marketing on media all platforms online/offline for Robotex India.

Devendra Patil, displayed good professional traits during this period.

We are delighted to inform you that you have successfully completed this internship period.

Wishing you all the best in your bright endeavours.

Yours Sincerely
Mallika Singh
Robotex India



Date: 24th June, 2022

Internship Completion Certificate

This is to certify that Divya Budhrani has been a part of Jio Creative Labs, SBU of Reliance Jio Infocomm. Ltd., in the capacity of a Management Trainee and has successfully completed her training and projects.

Project Title : Brand Management and Strategy
Date of Joining : 4th April, 2022
Date of Completion : 24th June, 2022

During her tenure with us, her performance was found to be excellent. She has worked with dedication & passion towards her responsibilities.

Signing Authority,



Akshat Bhagat
Jio Creative Labs



Ministry of MSME, Govt. of India

Learn
For
Cause

Divyanshi Jain Market Research Internship

Certificate of Internship July 24th, 2022

This is to certify that Miss. Divyanshi Jain has successfully completed a summer internship as Market Research Intern from 2nd June 2022 to 23th July 2022 under the guidance of Mr. Siddharth Shekhar.

During the period of her internship program with us, she had been exposed to different processes and was found diligent, hardworking and inquisitive. We wish her every success in her life and career.

Dhrubajyoti Chakraborty
Founder & CEO @Learn For Cause



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार का उपक्रम) रजिस्टर्ड ऑफिस : 17, जमशेदजी टाटा रोड, मुंबई-400 020.

HINDUSTAN PETROLEUM CORPORATION LIMITED

(A GOVERNMENT OF INDIA ENTERPRISE) REGISTERED OFFICE : 17, JAMSHEDJI TATA ROAD, MUMBAI-400 020.

मुंबई एलपीजी क्षेत्रीय कार्यालय : एल. यु. गडकरी मार्ग, एच. पी. रिफायनरी के पिछे, चेम्बुर, मुंबई - 400 074.

दूरभाष : 2554 8677, 2554 15461, 2554 4159 फॅक्स : 2554 8677 / 2554 2280

MUMBAI LPG REGIONAL OFFICE : L. U. GADKARI MARG, BEHIND HP REFINERY, CHEMBUR, MUMBAI - 400 074.

Tel.: 25548677, 25541561, 25544159 Fax : 25548677 / 25542280

CIN No. : L23201MH1952GOI008858

Date: June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Durlov Kumar Gohain, student of PGDM in the specialization of Marketing from N. L. Dalmia Institute of Management Studies and Research was engaged as Marketing Intern at Mumbai LPG Regional Office during the period from 1st April 2022 to 30th June 2022.

He has successfully completed the project entitled "A Study on Strategic Branding and Profitability Analysis at Hindustan Petroleum Corporation Limited (HPCL)".

We wish him success in all future endeavours.

Name & sign of Project Guide

डॉ. मंदिरा बसाक
Dr. MANDIRA BASAK

उप महाप्रबंधक - एल एलपीजी क्षेत्र
DEPUTY GENERAL MANAGER
मुंबई एलपीजी क्षेत्रीय कार्यालय
MUMBAI LPG REGIONAL OFFICE



DUNZO DIGITAL PVT LTD

5 April 2022

Subject: Offer of Internship

Dear Ekta Singh,

On behalf of Dunzo Digital Private Limited ("Dunzo"), we are excited to offer you an internship with the Company. The details of the proposed internship are set out below:

1. Function Name : **Category & Growth**
2. Title/Role : **Program Management Intern**
3. Period/Term of engagement : **3 Months**
4. Start Date of Internship : **11th April 2022**
5. End Date of Internship : **11th July 2022**
6. Location : **Bangalore**
7. Internship Allowance (In INR) : **Rs. 25,000 (Rupees Twenty-Five Thousand Only)**
8. Other Terms
 - TDS Deduction- Subject to Income Tax Act, 1961.
 - Copy of PAN Card mandatory, otherwise 20% of TDS will be deducted.

Your internship at Dunzo shall be subject to the terms and conditions as set out in **Schedule A** to this letter. At the end of the internship period, based on performance against goals and feedback from teammates, Dunzo may make a full time offer for a permanent position in the Company.

Please indicate your acceptance of our offer by (i) signing and returning the duplicate copy of this letter; or (ii) confirming your acceptance on email, where such communication shall be considered as valid acceptance of the offer. Failure to communicate your acceptance within 2 (Two) days shall render this offer to be revoked. Further, please provide the following documents on or before the date of joining:

1. Photocopies of your Educational Qualification
2. 3 passport size photographs of yourself
3. PAN Copy
4. Address Proof

Ekta Singh, we look forward to having you join us for your internship! We feel you will find it a rewarding and growing experience.

Sincerely,

Dalvir Suri
Co-founder

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

Website: www.dunzo.in | Contact: 080-41525289

Registered Office Address: 'SAIDEEP SRINIDHI' NO. 2, 1st FLOOR, NAL WIND TUNNEL ROAD,
MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



DUNZO DIGITAL PVT LTD

I accept this offer of internship with Dunzo and agree to the terms and conditions outlined in this letter as well as terms and conditions set out in Schedule A.

Ekta Singh

THIS OFFER SUPERSEDES AND REPLACES ANY PRIOR VERSION OF WRITTEN AND VERBAL COMMUNICATION

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

Website: www.dunzo.in | Contact: 080-41525289

Registered Office Address: 'SAIDEEP SRINIDHI' NO. 2, 1st FLOOR, NAL WIND TUNNEL ROAD,
MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



DUNZO DIGITAL PVT LTD

**SCHEDULE A
TERMS AND CONDITIONS**

1. DUTIES AND RESPONSIBILITIES

- 1.1. You will report to a designated employee who shall for the duration of the internship be your internship guide. You will be expected to perform all duties and responsibilities, by way of assignments or projects that will be assigned to you by your internship guide.
- 1.2. During the first week of your internship, you and your internship guide will agree upon a framework of deliverables, work hours and project plan for the duration of your internship. You will be expected to adhere to such framework as agreed upon, and perform your duties effectively and in a professional and timely manner.

2. COMPENSATION AND DEDUCTIONS

- 2.1. In consideration of your duties towards Dunzo during the internship, you shall receive a stipend amount as stipulated in the Offer Letter provided to you. You further agree and acknowledge that Dunzo may, subject to applicable laws, at any time during the term of internship and or cessation thereof, deduct from your compensation, any amount owed by you, including but not limited to overpayments or costs attributable to you by Dunzo due to any damage or loss to Dunzo property or assets, etc. caused by you.
- 2.2. In case your internship has no monetary compensation, you agree that the professional experience, training and knowledge that you will gather during the internship shall constitute sufficient consideration for your duties towards Dunzo during the internship.

3. TERM AND TERMINATION

- 3.1. Your internship with Dunzo will be for a period as stipulated in your Internship Offer Letter, unless terminated sooner in accordance with Clause 3.2.
- 3.2. Dunzo may terminate your internship at any time with immediate effect and without notice, or with such notice as may be determined by the Company, if in Dunzo's opinion, you:
 - (a) Fail to satisfactorily perform or are negligent in performing your assigned duties and responsibilities;
 - (b) Have submitted false and/or forged documents of qualification, made false representations and suppressed any material or relevant information required to be disclosed by you;
 - (c) Divulge or disclose, either directly or indirectly, any of the Confidential Information either by way of transfer, sale, theft, misappropriation, publication, misuse or wrongful or unauthorized use of the Confidential Information or otherwise;
 - (d) Are charged with any offence resulting in criminal or civil action against you;
 - (e) Violate any of the Dunzo Policies (defined herein);
 - (f) Breach any of the terms and conditions as stipulated in your Internship Offer Letter and Schedule A therein;
 - (g) Are unavailable or on leave without prior approval for a period of 5 (five) working days or more.
- 3.3. Upon the expiration or earlier termination of your internship, as the case may be, you shall immediately return all the properties, tangible, or intangible, whether or not such properties constitute Confidential Information.

4. CONFIDENTIALITY

- 4.1. You agree and undertake that:
 - (a) You will not, either directly or indirectly, both during and after the internship, without Dunzo's prior written permission, disclose, divulge, disseminate, publish, lecture upon, sell or transfer to any person, or permit any person to examine or make copies of, any documents, writings, drawings, materials or records that contain or are derived from any Confidential Information;
 - (b) You will comply, and do all things necessary to permit Dunzo to comply, with all applicable laws and with the provisions of contracts executed by Dunzo relating to Intellectual Property or to the safeguarding of Confidential Information, including the signing of any additional agreements on maintaining confidentiality required in connection with the performance of your duties and functions;

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

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MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



DUNZO DIGITAL PVT LTD

- (c) You shall not copy or reproduce to writing any part of the Confidential Information except as may be reasonably necessary for the discharge of your duties during the internship and that any copies, reproductions, or reductions to writing so made shall be the property of the Company;
 - (d) Confidential Information shall be solely and absolutely vested in and owned by Dunzo, and you shall not have or claim any right, title, or interest therein.
- 4.2. For the purpose of Clause 4.1, the term "Confidential Information" shall include but not be limited to, all data, documents, plans, drawings, photographs, reports, statements, correspondence, information etc., relating to financial, strategic, business operations, marketing or technical information, know-how and instructions as well as business details or commercial policies that has been passed to you or which come to your knowledge during the course of the internship.

5. INTELLECTUAL PROPERTY RIGHTS

- 5.1. You agree that all and any work executed and performed in the course of the internship is being done on behalf of Dunzo. In this regard, any discoveries, inventions, work created, data produced, concepts, ideas, creations, and discoveries belong to Dunzo. You specifically agree that for all work You agree to execute an assignment agreement as and when required by Dunzo during or after the internship. You also warrant that all work performed by you shall not infringe the intellectual property rights of any third party.

6. REPRESENTATIONS AND WARRANTIES

- 6.1. You hereby represent and warrant to Dunzo that: (a) you have reviewed the terms and conditions of the Internship Offer Letter and have accepted these terms at your own free will, without any duress or undue influence of any kind; (b) you have all requisite power and authority, and do not require the consent of any third party to accept this Internship Offer Letter and grant the rights provided herein; (c) the execution, delivery, and performance of the terms and conditions attached in this Internship Offer Letter by you do not and will not conflict with, breach, violate or cause a default under any contract or instrument to which you are a party or any judgment, arbitration award, order or decree to which you are subject to; (d) you are not a party to or bound by any employment agreement, consulting agreement, non-compete agreement, confidentiality agreement or similar agreement with any other third person; (e) the services performed by you and all items and/or materials furnished by you in connection with or as a result of such services shall not infringe upon or violate the personal, civil or property rights, or the rights of privacy of, or constitute a libel, slander or unfair competition against or violate or infringe upon any common law right, copyright, trademark, trade name or patent or any other right of any person or entity; (f) you shall at all times during the course of the internship, be subject to and bound by the policies, rules and regulations of the company, including but not limited to the policies against sexual harassment at work place, code of conduct, as may be updated from time to time unilaterally by Dunzo or as may be brought to your notice by Dunzo ("**Dunzo Policies**"); and (g) you shall not during the course of your internship and anytime thereafter engage in any acts or deeds whereby Dunzo's association with you would be directly detrimental to the interests of the company, tarnish the reputation of Dunzo, or cause Dunzo to be involved in any legal, ethical or media controversy.

7. MISCELLANEOUS

- 7.1. Data Privacy Provision: You provide your consent to: (a) the procurement, maintenance and processing of personal data and sensitive personal data about you by Dunzo; and (b) the disclosure of your personal data and sensitive personal data to other employees and offices of Dunzo and its affiliates and third parties, where such disclosure is required in the normal course of business or mandated by applicable law.
- 7.2. Relationship between Parties: You will be performing your duties as an intern and shall not act as or construed to be an agent or employee of Dunzo. Your internship with Dunzo will not create any right of employment in the company until a separate and definitive contract of employment is signed between you and the company. Nothing in this Internship Offer Letter shall be deemed to constitute a partnership or joint venture between you and Dunzo, nor shall anything in this Internship Offer Letter be deemed to constitute you or Dunzo to be agents of each other. Further, you shall have no claim to permanent employment with Dunzo at any point of time and shall not be entitled to any preferential treatment as regards any employment opportunities that may arise in the company.

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

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MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



DUNZO DIGITAL PVT LTD

Therefore, you shall not be entitled to any employee benefits, including but not limited to wages, vacation pay, sick leave, retirement benefits, social security, worker's compensation, health or disability benefits, unemployment insurance benefits or other employee benefits of any kind.

- 7.3. **Indemnity:** You, at all times during the course of your internship with Dunzo (and even after the termination of your internship) agree to indemnify and keep indemnified the company, as the case may be, against all losses, damages, claims, interests, costs, expenses, liabilities, proceedings and demands which Dunzo may suffer or incur or which may be made against it as a result of breach of terms and conditions, acts, or omissions by you during the course of your internship. Except in cases of breach of confidentiality obligations and third-party IP claims, under no circumstances will either party's aggregate liability to each other for any claims arising from or in connection with or relating to the internship (whether in contract, tort (including negligence), strict liability or otherwise) exceed an amount equal to the compensation paid to you as stipend under the internship.
- 7.4. **Severability:** If any of the terms and conditions provided herein is held by a court of competent jurisdiction to be illegal, invalid, or unenforceable, the remaining terms and conditions shall remain in full force and effect. Any invalid or unenforceable terms and conditions shall be replaced with terms and conditions which are valid and enforceable and most nearly reflects the original intent of invalid or unenforceable provision.
- 7.5. **Survival:** You agree that clauses 3.3, 4, 5, 6, 7.1, 7.3, 7.4 and 7.8 and this clause 7.5 shall survive the termination of the internship.
- 7.6. **Non-Waiver:** No delay, failure, or omission on the part of Dunzo to exercise any of its power, rights or remedies under the terms and conditions attached to this Internship Offer Letter will operate as a waiver of them nor will any single or partial exercise of any such powers, rights or remedies preclude any further exercise of them.
- 7.7. **Amendment:** No modification or amendment of this Internship Offer Letter and no waiver of any of terms and conditions hereof shall be valid or binding unless made in writing and duly executed by both the Parties.
- 7.8. **Governing Law:** This Internship Offer Letter will be governed by the laws of India. The courts at Bangalore shall have the exclusive jurisdiction over all disputes or claims arising between you and the Company, under this Internship Offer Letter
- 7.9. **Counterparts:** This Internship Offer Letter along with Schedule A may be executed in counterparts, each of which will be deemed an original, but all of which together will constitute one and the same instrument.
- 7.10. **Entire Agreement:** This Internship Offer Letter constitutes the complete and exclusive understanding and agreement of the parties with respect to the subject matter hereof and supersedes all prior understandings and agreements, whether written or oral, with respect to the subject matter hereof.

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

Website: www.dunzo.in | Contact: 080-41525289

Registered Office Address: 'SAIDEEP SRINIDHI' NO. 2, 1st FLOOR, NAL WIND TUNNEL ROAD,
MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



Date: 01st Feb ' 2022

Mr. Gaurav Gurmukh Sajani,
Mumbai

Sub: Intern : Project Manager (Appointment Letter)

Dear Gaurav,

We are pleased to offer you the position of an Intern with Fyn Tune Solution Private Limited. Please find below the specifics of the Internship

Position Title: Intern (Project Manager)
Start Date: 04th Apr' 2022
End Date: 03rd July' 2022 (Tentatively).
Working Hours: Monday to Saturday 10.00 a.m. to 7.00 p.m
Stipend: Rs.3,000/- for first 3 months (Paid Month-on-Month)
3 Months Internship
Other / Perks: Certificate on Internship (Only on Completion of 3 Months Internship at Fyn Tune Solution)
Location: Full Time : Work From Home

Internship Responsibilities:

- Work on Project Planning with stakeholders (management and client).
- Analyze and troubleshoot gaps in the Web Portal.
- Coordinate with stakeholders (internal and external) for the smooth delivery of the overall project.

Other Terms:

- The use of applications/modules etc. will be for Fyn Tune Solution Pvt. Ltd.'s own consumption and their business including clients. The same applications/modules will not be shared by the Intern anywhere else.
- The applications/modules will be used by Fyn Tune solution as per their discretion.
- Pre Placement Offer / Full Time Employment : There will be a Performance Assessment Test (PAT) after 6 months of Internship. If the Trainee clears the PAT he/she will be offered full time employment at Fyn Tune Solution. The Salary under a full time employment will be basis the performance in the PAT.
- During your internship you may come across confidential business information of Fyn Tune. By accepting this internship offer, you acknowledge that you must adhere to our confidentiality policy.
- During your Internship Period you are allowed to take 1 sick/casual leave per month. Any additional leaves over and above Fyn Tune's official holidays in addition to 1 sick/casual leave will have Salary Deduction month-on-month
- The Internship is of 3 Months including Fyn Tune Official Holidays. The Internship letter will be handed over only on completion of Internship Period. In case Candidates quits the Internship in between, no Experience Letter will be provided by Fyn Tune Solution.
- Candidate needs to serve 60 Days' notice period to FynTune in case of termination of Internship. In absence of it Fyn Tune will not provide any Internship Certificate and Stipend.
- In case of any conflict, Fyn Tune decision will be final and abiding.

We are excited to work with you. Please confirm your acceptance of this offer letter for Internship at Fyn Tune Solution. Hope you will find the information in order. Should you require any further information please let us know for the same.

Happy to assist you

Best Regards

Devendra Batra

CEO & Co-Founder

Fyn Tune Solution Pvt. Ltd

+91-9987451093

ALDER RESIDENCY

Date: 15th July 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Hardik Panchal a student of N.L Dalmia, Mumbai underwent internship with us at Mumbai from 1st April 2022 to 30th June 2022 in the Sales Department.

During the internship, Hardik has worked on “Competition Analysis, Closing Deals and Relationship management with Clients” under the guidance of John Wesley- GM-Sales and Ajinkya Shinde-Manager Sales.

His performance during the internship period was good.

HA
For Alder Residency Pvt. Ltd,

Suraj Shetty

7338492f-6d5e-4a66-bd0f-c6e3cb656ed6

Suraj Shetty
Manager-HR

ALDER RESIDENCY PRIVATE LIMITED

CIN No : U45201MH2008PTC182570

101, Kalpataru Synergy, Opp. Grand Hyatt, Santacruz (East), Mumbai – 400 055, India.
Tel + 91 22 3064 5000 • Fax : +91 22 3064 3131 • Email : corpgov.os@gmail.com
(Formerly, known as Arman Villas Private Limited, Name Changed with effect from 13.07.2021)


July 13, 2022

To Whomsoever It May Concern

This is to confirm that **Harsh Gathe** was an intern with **ET B2B** department effective **January 31, 2022** to **June 30, 2022**. He has successfully completed the project assigned to him.

We wish him best of luck for his future endeavors.

For Times Internet Limited



Smriti Ahuja
Chief Human Resources Officer

TIMES INTERNET LIMITED

Corporate Office: Plot No. 391, Udyog Vihar, Phase-III, Gurugram-122016, Haryana, India. Tel: +91-124-4187000. Fax: +91-124-400860/
Branch Office: Times Center, FC-6, Sector-16A, Film City, Noida-201301, U.P., India. Tel: +91-120-6776999. Fax: +91-120-6198113
Registered Office: Express Building, 9-10 Bahadurshah Zafar Marg, New Delhi-110002 Tel: +91-11-23302000/49372000
CIN: U74999DL1999PLC135531



July 04, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Harshsinh Rajput has completed his internship with Restaurant Brands Asia Limited from May 05, 2022 to July 01, 2022 in the Marketing Department.

During the period of his internship with us, he was found hardworking and inquisitive.

We wish him all the best for his future.

**For Restaurant Brands Asia Limited
(Formerly Known as Burger King India Limited)**

f 
Namrata Tiwari
Group Chief People Officer

restaurant brands asia limited

(Formerly known as Burger King India Limited)

Registered office : Unit Nos, 1003 to 1007, 10th Floor, Mittal Commercial, Asan Pada Road, Chimatpada, Marol, Andheri (East), Mumbai - 400059
CIN : L55204MH2013FLC249986 | info@burgerking.in | Tel : 022-7193 3000 | Website : www.burgerking.in

01-Apr-22

Himani
N L Dalmia Institute of Management Studies
Class of 2022,
Mumbai

Dear Himani,

Internship Offer

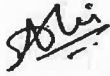
On behalf of L&K Saatchi & Saatchi, I am excited to extend an offer to you for an internship position us. This position as an Intern - Account Management is going to be located in Mumbai.

This position is scheduled to begin from 04th April '22 and we will look at a 2-month opportunity. This will be a fulltime internship & you will be required to work on your personal laptops & email IDs during the entire internship period. The stipend paid during this tenure will be 5,000/- per month.

During your internship with us, you may have access to trade secrets and confidential or proprietary business information belonging to L&K Saatchi & Saatchi. By accepting this offer, you acknowledge that this information must remain confidential and agree to refrain from using it for your own purposes or disclosing it to anyone outside of L&K Saatchi & Saatchi. Also, you agree that upon completion of your internship, you will promptly return any company-issued property and equipment along with information and documents belonging to the company.

Please review this letter in full and share an acceptance via mail to the undersigned. We look forward to having you begin your career L&K Saatchi & Saatchi and wish you a successful internship. Welcome to our team!

Sincerely,



Ameya Joshi
Vice President And Head Of HR
For LKSS, Arc And Solutions Srilanka

I, Himani, accept the above offer and will begin the internship position on 04th April 2022.

Name:

Date:



Gujarat Co-operative Milk Marketing Federation Limited

RAMPART HOUSE, 4TH FLOOR, 22A-26A, K. DUBASH MARG, FORT, MUMBAI 400 023. INDIA
Tel. : (022) 2284 4220, 2284 4269, 2284 4336 • FAX : (022) 2287 0342 • Website : www.amul.com

MKTG:MILK:

July 29th, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Miss. Janvi Mehta student of (N.L. Dalmia Institute of Management Studies & Research has completed project training in our Organization. The title of her project was "Comparative Analysis of Competitor Brands For Bakery and Fresh Products". The duration of the project training was from 5th April 2022 to 30th June 2022. She had been a regular and responsible project trainee during the period.

We wish her all the best.




Hitesh Dholakiya
Asst. Manager Sales

Amul SAGAR

HEAD OFFICE : AMUL DAIRY ROAD, P.B. NO. 10, ANAND 388 001. INDIA
TEL. : (02692) 258506 / 07 / 08 / 09 FAX : (02692) 240208 E-Mail : gcmmf@amul.com

Date: - June 30, 2022

TO WHOM SO EVER IT MAY CONCERN

This is to certify that Ms. Juhi Arora has successfully completed two months of internship (From 03rd May 2022 to 30th June 2022) at Big Trunk Communications, Mumbai.

During the period of her internship programme with us she was found honest, sincere & hard working. She has exhibited great interest & enthusiasm to learn new things. Also, she is very calm & self-motivated.

We wish her every success in life.

Yours Faithfully,



For Big Trunk Communications Pvt. Ltd.

Akhil Nair



To Whomsoever It May Concern

This is to certify that Mr. Karan Yatin Dholakia was an Intern in our company **CoinDCX** from 13th April 2022 to 13th July 2022.

During his working period, we found him sincere, honest, hardworking and dedicated Intern with a professional attitude.

He has a friendly & good sense of humour and works well as an individual or member of a team as required by management.

Overall, Mr. Karan performed his duties and responsibilities cheerfully with attention to detail at all times. With his enthusiasm to work, learn and progress, I am certain that he would make a great employee to any enterprise.

This is computer generated letter and no signature required

Neblio Technologies Private Limited, Third Floor, Prudential, Hiranandani Business Park, Powai, Mumbai,
Maharashtra 400076 | CIN: U74999MH2018PTC304533 | www.coindcx.com



ALDER RESIDENCY

Date: 8th July 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Karan Singh a student of N.L Dalmia, Mumbai underwent internship with us at Mumbai from 1st April 2022 to 30th June 2022 in the Sales Department.

During the internship, Karan has worked on "Competition Analysis, Closing Deals and Relationship management with Clients" under the guidance of John Wesley- GM-Sales and Ajinkya Shinde-Manager Sales.

His performance during the internship period was good.

HA
For Alder Residency Pvt. Ltd,

Suraj Shetty

7338492f-6d5e-4a66-bd0f-c6e3cb656ed6

Suraj Shetty
Manager-HR

ALDER RESIDENCY PRIVATE LIMITED

CIN No : U45201MH2008PTC182570

101, Kalpataru Synergy, Opp. Grand Hyatt, Santacruz (East), Mumbai - 400 055, India.
Tel + 91 22 3064 5000 • Fax : +91 22 3064 3131 • Email : corpgov.os@gmail.com
(Formerly, known as Armon Villas Private Limited, Name Changed with effect from 13.07.2021)

01-Apr-22

Kraya Shah
N L Dalmia Institute of Management Studies
Class of 2022,
Mumbai

Dear Kraya,

Internship Offer

On behalf of L&K Saatchi & Saatchi, I am excited to extend an offer to you for an internship position us. This position as an Intern - Account Management is going to be located in Mumbai.

This position is scheduled to begin from 04th April '22 and we will look at a 2-month opportunity. This will be a fulltime internship & you will be required to work on your personal laptops & email IDs during the entire internship period. The stipend paid during this tenure will be 5,000/- per month.

During your internship with us, you may have access to trade secrets and confidential or proprietary business information belonging to L&K Saatchi & Saatchi. By accepting this offer, you acknowledge that this information must remain confidential and agree to refrain from using it for your own purposes or disclosing it to anyone outside of L&K Saatchi & Saatchi. Also, you agree that upon completion of your internship, you will promptly return any company-issued property and equipment along with information and documents belonging to the company.

Please review this letter in full and share an acceptance via mail to the undersigned. We look forward to having you begin your career L&K Saatchi & Saatchi and wish you a successful internship. Welcome to our team!

Sincerely,



Ameya Joshi
Vice President And Head Of HR
For LKSS, Arc And Solutions Srilanka

I, Kraya Shah, accept the above offer and will begin the internship position on 04th April 2022.

Name:

Date:



CERTIFICATE OF COMPLETION

TO: KUMUD SINGH

In recognition of successful completion of

THE INTERNSHIP PROGRAM 2022

from May 04, 2022 to June 30, 2022

30 / JUNE / 2022

Date

S. Aich-Dharap

Sathi Aich-Dharap

Senior Director, Human Resources



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार का उपक्रम) रजिस्टर्ड ऑफिस : 17, जमशेदजी टाटा रोड, मुंबई-400 020.

HINDUSTAN PETROLEUM CORPORATION LIMITED

(A GOVERNMENT OF INDIA ENTERPRISE) REGISTERED OFFICE : 17, JAMSHEDJI TATA ROAD, MUMBAI-400 020.

मुंबई एलपीजी क्षेत्रीय कार्यालय : एल. यु. गडकरी मार्ग, एच. पी. रिफायनरी के पिछे, चेम्बुर, मुंबई - 400 074.

दूरभाष : 2554 8677, 2554 15461, 2554 4159 फॅक्स : 2554 8677 / 2554 2280

MUMBAI LPG REGIONAL OFFICE : L. U. GADKARI MARG, BEHIND HP REFINERY, CHEMBUR, MUMBAI - 400 074.

Tel.: 25548677, 25541561, 25544159 Fax : 25548677 / 25542280

CIN No. : L23201MH1952GOI008858

Date: June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Madhuri Kushwah, student of PGDM in the specialization of Marketing from N. L. Dalmia Institute of Management Studies and Research was engaged as Marketing Intern at Mumbai LPG Regional Office during the period from 1st April, 2022 to 30th June, 2022.

He has successfully completed the project titled "Report on Strategic Marketing of HP Gas LPG Products at HPCL, Mumbai"

We wish her success in all future endeavor.

Name & sign of Project Guide

डॉ. मंदिरा बसाक

Dr. MANDIRA BASAK

उप महाप्रबंधक - एवं एलपीजी क्षेत्र

DEPUTY GENERAL MANAGER

मुंबई एलपीजी क्षेत्रीय कार्यालय

MUMBAI LPG REGIONAL OFFICE



Date: 24th June, 2022

Internship Completion Certificate

This is to certify that **Ms. Mahima Jain** has been a part of Jio Creative Labs, SBU of Reliance Jio Infocomm. Ltd., in the capacity of a Management Trainee and has successfully completed her training and projects.

Project Title : Content Strategist

Date of Joining : 4th April, 2022

Date of Completion : 24th June, 2022

During her tenure with us, her performance was found to be excellent. She has worked with dedication & passion towards her responsibilities.

Signing Authority

A handwritten signature in black ink, appearing to read "Akshat Bhagat", written over a horizontal line.

Akshat Bhagat
Jio Creative Labs



DCA / CS OF MANGALORE REFINERY & PETROCHEMICALS LTD.

Date:01.07.2022

To whomsoever it may concern

This is to certify that Ms. Manshvi Mehta a student of N.L. Dalmia, Mumbai underwent an internship with us at Mumbai from 1st May 2022 to 30th June 2022 in the Marketing Department.

During this Internship, Manshvi has worked on "The follow up of sales and purchase order, follow up with customers regarding the payments and updating the website."

Her performance during the internship was good.

Marketing Head,

Twincy Shah



Add: k-1, Sonal Estate, Link Road, Malad-West, Mumbai-400064, India

Tel: +91-22-66951140 / 50 / 60 www.gurukrupaplastics.com



Gujarat Co-operative Milk Marketing Federation Ltd.

July 29, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Megha Patel student of N L Dalmia Institute of Management Studies and Research, Mumbai has completed project training in our Organization. The title of her project was "Study and understanding of Amul's Fresh Product distribution and improving the distributor management system (DMS)". The duration of the project training was from 11.04.2022 to 30.06.2022. She has been a regular and responsible project trainee during the period.

We wish her all the best.

**GUJARAT CO-OPERATIVE MILK
MARKETING FEDERATION LTD.**
Rampart House, 22A-26A K. Dubhash Marg.
Mumbai - 400 023.

(Gaurav Mohta)

Branch Manager,
Bolsar FPO

HRD Department



INTERNSHIP COMPLETION LETTER

01 July 2022

This is to certify that **Mimo Pal** has successfully completed his internship with the company from **04 May 2022 to 30 June 2022**.

His contribution during this period has been appreciable.

He has displayed excellent talent to the company for the whole period and was extremely dedicated to the work assigned.

We wish him all the best for your future.

Kindly return the attached duplicate copy of this letter duly signed by you for our records.

Yours sincerely
For Blox

Siddhartha Gupta
Vice President - Sales



Ref. No.:

Date :

CERTIFICATE OF INTERNSHIP

This is to certify that **Mohd. Waris Warsi**, a student of **N.L. Dalmia Institute of Management Studies and Research 'Mumbai'** has completed his/her internship at "**Vasundhara Lotus Infratech Pvt Ltd.**" From 18-April-2022 to 30-June-2022 as "**Marketing Intern**" under the guidance of **Mr. Zubair Ali**.

During the internship, the technical proficiency and the practical skills imparted by him were instrumental.

We have found him to be a self starts who is motivated, duly bound and hard working.

We wish him the very best in his future endeavour.

Vasundhara Lotus Infratech Pvt.Ltd.



VASUNDHARA GROUP

Corporate Office :

4th Floor, Eldeco Corporate Chamber II, Vibhuti Khand,
Gomti Nagar, Lucknow-226010 Ph.: 0522-4075222

W.: www.vasundharagroup.info

E.: Admin@vasundharagroup.info

RS PROPERTIES GROUP

Rahul G Singh
REAL ESTATE CONSULTANT

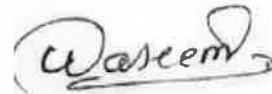
Address: 7/404, Sarvad, Pratahpushpa CHSL, Waghbil, Ghodbunder Road, Thane west. 400615
Mob. No: 7021431716 Email: rspropertiesg@gmail.com

Date: 8th August 2022

This is to certify that Mr. Mohit Nikam, student of PGDM in the specialization of marketing from N.L Dalmia institute of Management Studies and Research was engaged as a Business Development Intern from the period of 1 April 2022 to 30 June 2022.

He has successfully completed the project entitled "Study on the Indian Real Estate Industry and its Challenges".

We wish him success in all future endeavors.



Mgr. Mohammed Wassem
rsproperties@gmail.com
Contact: 8291054210

10:18

VoWiFi 3G LTE



On-Boarding with NTT India as Intern - Marketing



Inbox



Anand Dhruv (AP) Feb 25
to me



Dear Nidhi

Please help me with the following details/documents as a part of the on-boarding your candidature as Intern in Marketing team at NTTI.

- COBC Declaration Form - Duly filled signed by contract employee (*Form attached*) – Date of joining should match the date mentioned in the table. (In this case, it will be 15th April 2022)
- Share Aadhaar and Pan card soft copy of the intern
- Updated Resume of the intern

Thanks & Regards

Anand Dhruv | Human Resources | 9833102632 |
anand.dhruv@global.ntt

Stay Curious! Start your learning journey at #NTTI





6th July, 2022

CERTIFICATE OF COMPLETION

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms. Nidhi Mehta** has successfully completed her internship program with *Britannia Industries Ltd.* in Mumbai in Sales GT Channel. Her project title was **"New Outlet Addition and ULPO of Britannia Industries Ltd."**

Duration: **1st April, 2022 to 31st May, 2022.**

During this tenure, her conduct and work was found to be good.

We wish her the best for future endeavors.

While on this we would also like to state that all information and data acquired in the process is confidential in nature and the sole property of Britannia Industries Ltd., and should not be shared/ published/ circulated without our written permission and is only meant for her academic purpose.

Maansi Bhasin

HR Manager- West

Britannia Industries Limited

Britannia Industries Limited
Reay Road (East), Mazgaon,
Mumbai - 400010.
Tel: 71848500, 71848585

Registered Office-
5/1A, Hungerford Street,
Kolkata-700017, West Bengal.
CIN No.: L15412WB1918PLC002964
Website: www.britannia.co.in

Date: 28 March 2022

Ms. Pooja Bharat Gohil
N. L. Dalmia Institute of Management Studies and Research

Sub: - Internship

Dear Pooja ,

This is with reference to your application for an Internship in our organization as a part of your curriculum.

We are pleased to offer you a project **Brand Management** in our organization commencing from **01 April 2022 to 30 June 2022** at **Mahindra & Mahindra Ltd, Farm Division, MUM-KND-AFS (FD)**. The details of the project would be given to you at the time of reporting.

- During this period it is expected that you will abide by the rules and procedures of the Company.
- You will, at all times, observe secrecy and confidentiality and will not divulge, disclose or make known to any unauthorized person within or outside the Company, nor will you unauthorized use any knowledge or information in respect of manufacturing, technical trade or business data (including manufacturing processes, technical know-how, customer information, business plans and like matters) which are necessarily confidential and have come to your knowledge and possession.
- You will also not remove any such information in any form whatsoever from the Company premises, nor copy or transmit the same in an unauthorized manner through any medium including social networking networks/ public sites nor will you grant permission to assist, permit entry to, or in any manner co-operate with any unauthorized person for the purposes of accessing, obtaining, copying, transmitting or removing the above. Even after the cessation of your employment with the Company, you will not use, divulge, disclose or remove in any manner whatsoever confidential information of the type described above of which you were in possession whilst in service to the detriment of the Company.
- You will also observe all the confidentiality measures which are in existence, or which may be enforced from time to time, as well as directions as to confidentiality marked on any communication, document, electronic data storage device etc. You shall indemnify and hold Company harmless and indemnified against any damage or loss caused to the Company on account of breach of confidentiality on your part. These confidentiality provisions shall survive the separation of your employment with the Company, either by way of retirement or termination or otherwise.

Regd. Office: Gateway Building, Apollo Bunder,
Mumbai 400 001, India

CIN: L65990MH1945PLC004558

Mahindra

- In addition to your fulfilling the requirements of secrecy and confidentiality, as specified herein, also during your project with the Company, you shall not engage in any vocation, training, employment, consultancy, business, transaction, or any other activity, which is in conflict with the interests of the Company, in any capacity whatsoever either on your own or in association with any other individual/firm/institute/body corporate, etc., whether for any consideration or not.
- You will devote your full attention exclusively to the duties entrusted to you from time to time by the Company and while in service of this Company you will not work for any person or Company in any capacity either for any consideration or otherwise, nor do any private business without obtaining prior permission of the Company in writing.
- You will assign to the Company your entire right, title and interest in any Intellectual Property Rights (IPRs for short, which term would include patents, trade-marks, copyrights, designs, whether registered or not, and all improvements thereto) that you may make, solely or jointly with others, in the course of your project with the Company relating to any or all systems, services and products manufactured or marketed or leased or developed. will perform all necessary acts and execute such documents in such format as may be required by the Company, without expense to you, which in the judgment of the Company or its Attorneys may be necessary or desirable to secure to the Company full right title and interest in the IPRs.
- The Company shall at all times have the right to access and monitor all e-mails created, sent / received or stored by you using Company facility and on Company's system at any time without giving you any prior notification. All such data and information shall be the property of the Company at all times.
- You shall endeavor to uphold the good image of the Company and shall not by your conduct adversely affect the reputation of the Company and bring disrepute to the Company, in any manner whatsoever.
- Under no circumstance shall the Company be liable for any losses to you due to accidents or casualties during your project.

Please sign the duplicate copy of this letter and forward the same to us within a week's time as a token of your acceptance of the above mentioned terms and conditions of the Project.

Yours faithfully,
For Mahindra & Mahindra Ltd



Nikhil Gama
GM - HR Shared Services



2nd August, 2022

CERTIFICATE OF COMPLETION

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Prajwalit Nagdeve** has successfully completed his internship program with *Britannia Industries Ltd.* in Nagpur in **GT Sales Channel**. His project title was **"To study the impact of distributor services on the availability of Britannia's product in the retail outlets of Britannia Industries Ltd."**.

Duration: **4th April, 2022 to 3rd June, 2022.**

During this tenure, his conduct and work was found to be good.

We wish him the best for future endeavors.

While on this we would also like to state that all information and data acquired in the process is confidential in nature and the sole property of Britannia Industries Ltd., and should not be shared/ published/ circulated without our written permission and is only meant for him academic purpose.

Vaishali Kashyap
HR Officer- West & Central
Britannia Industries Limited

Britannia Industries Limited
Reay Road (East), Mazgaon,
Mumbai - 400010.
Tel: 71848500, 71848585

Registered Office-
5/1A, Hungerford Street,
Kolkata-700017, West Bengal.
CIN No.: L15412WB1918PLC002964
Website: www.britannia.co.in



Schindler

Schindler India Pvt. Ltd.
Talent & Development

Schindler India Pvt. Ltd.
Schindler House, Main Street, Hiranandani Gardens, Powai, Mumbai
- 400076, Maharashtra, INDIA

Priyansh Tiwari
Mumbai

From **Prajakta Deshmukh**
Phone **8291359006**
Email **prajakta.deshmukh@schindler.com**
Date **July 4, 2022**
Subject **Internship Completion Letter**

Dear Mr. Priyansh,

This is to certify that **Priyansh Tiwari** has successfully completed his internship with us at Schindler India Pvt. Ltd. He has completed his project dated from 1st April 2022 to 20th June 2022 and conducted under the guidance of **Ms. Pooja Aggarwal – Regional Vice President**.

The project report should be used solely for academic purposes.

We wish Priyansh all the very best for his future endeavors.

Regards

Schindler India Pvt. Ltd.



Ms. Niraja Mulye
Manager - Human Resources

Regd. Office:
Schindler House, Main Street,
Hiranandani Gardens,
Powai, Mumbai - 400076,
Maharashtra, INDIA

Tel: +91 22 61314444
Fax: +91 22 67030145 / 55
schindlerindia.in@schindler.com
www.india.schindler.com
CIN:U29150MH1997PTC112690
GSTN:27AAECS1548J1Z6

Branch Office:
Corporate Avenue Building, 4th
floor, E - wing, Unit no - 405/ wing
2, CTS no. 432 New AK link road,
Chakala, Andheri East, Mumbai
400 099, Maharashtra, India
Tel No - 022 61522600/900
Fax no- 022 6152 2945

AJAY NATH TEA & TRADING CO.

MOHAN NAGAR ST ROAD DURG

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr Priyanshu Singh, student of PGDM in the specialization of Marketing from N.L Dalmia Institute Of Management Studies And Research was engaged as a Business Development intern at Bhilai from the period of 6th May 2022 to 6th July 2022

He has successfully completed the project entitled " To Study The Consumer's Perception Attitude And Preference Towards Green Tea In Bhilai Chhattisgarh "

We wish him success in all future endeavours

AJAYNATH TEA & TRADING CO.
[Signature]
Proprietor

Name & Sign Of Project Guide



Date: 24th June, 2022

Internship Completion Certificate

This is to certify that Purva Ambavane has been a part of Jio Creative Labs, SBU of Reliance Jio Infocomm. Ltd., in the capacity of a Management Trainee and has successfully completed her training and projects.

Project Title : Research Strategy & Brand Management

Date of Joining : 4th April, 2022

Date of Completion : 24th June, 2022

During her tenure with us, her performance was found to be excellent. She has worked with dedication & passion towards her responsibilities.

Signing Authority

A handwritten signature in black ink, appearing to read "Akshat Bhagat", written over a horizontal line.

Akshat Bhagat
Jio Creative Labs



Date: 24th June, 2022

Internship Completion Certificate

This is to certify that **Raj Rakesh Pandya** has been a part of Jio Creative Labs, SBU of Reliance Jio Infocomm. Ltd., in the capacity of a Marketing & Social Media Trainee and has successfully completed his training and projects.

Project Title : Marketing & Social-Media – Digital Strategist.

Date of Joining : 04th April 2022

Date of Completion : 24th June 2022

During his tenure with us, his performance was found to be excellent. He has worked with dedication & passion towards his responsibilities.

Signing Authority,

A handwritten signature in black ink, appearing to be "Mrs. Mrunali Bhatkar".

Mrs. Mrunali Bhatkar
Jio Creative Labs

Building greater
futures through
innovation and
collective knowledge

TCS Commitment



In it for good.



Bring everything.



Know-how.



Master the journey.



Building on belief

Internship Certificate

Ritika Sharma

Course: PGDM in Marketing

Institute: N. L. Dalmia Institute of Management Studies and Research

From **04-Apr-2022** to **03-Jun-2022**

Mentor Name: **Mayukh Das & Romil Shah**

Project: **Digital Workplace: Future of Work in terms of Employee Experience & Competitive Intelligence in Travel, Transportation and Hospitality Industry and Global View of TCS Strategic Peers**

Chandra Koduru

Head – Academic Interface Programme

Date: 24th June, 2022

Internship Completion Certificate

This is to certify that Sanika Itagi has been a part of Jio Creative Labs, SBU of Reliance Jio Infocomm, Ltd., in the capacity of a Management Trainee and has successfully completed her training and projects.

Project Title : Research Strategy & Brand Management

Date of Joining : 4th April, 2022

Date of Completion : 24th June, 2022

During her tenure with us, her performance was found to be excellent. She has worked with dedication & passion towards her responsibilities.

Signing Authority,



Akshat Bhagat
Jio Creative Labs



CARATLANE
A Titan Company Partnership

Jun 28, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms. Saniya Kambli** has successfully completed her Internship in the Marketing Department - Shaya at **CaratLane Trading Private Limited**, under the guidance of **Ms Malsawmi Hrahseel - Business Head, Shaya**, at our **Mumbai Office**. The duration of this Internship was from **Jan 10, 2022 to May 31, 2022**.

Her performance was good during the Internship.

We wish her all the best in her future endeavours.

For **CaratLane Trading Private Limited**

Narulkar

Authorized Signatory

CaratLane Trading Private Limited
(A subsidiary of Titan Company Limited)

Reg Office : 2nd, 3rd & 4th Floor, #32, Rutland Gate 2nd Street, Khader Nawaz Khan Road, Nungambakkam, Chennai-600 006. Tel : 044-4293 7944

Corp office : # 701, 7th Floor Ackruti Star Building, MIDC Central Road MIDC, Ancheri East-Mumbai - 400 093 Tel : 022-4293 0360

Corp office : # F-41 second Floor, South Ex. part 1, New Delhi - 110 049

CIN: U52393TN2007PTC064830 | www.caratLane.com | Toll Free No. 1800-102-0103



Date: 11th July 2022

Mr. Sarvesh Shrikant Mundhada
Employee code: 2002052842

Sub: Relieving & Experience Certificate

Dear Sarvesh Shrikant Mundhada,

Your request is hereby accepted and you are relieved from the services of the company by the closing hours of **31.05.2022**. We wish to place on record that you had been under the employment of Quess Corp Ltd since **01.04.2022** with the current position as BDA deputed at our client M/S Urbanclap Technologies India Private Limited

We thank you for your contribution to the Company and wish you all success in your future endeavors.

With warm regards,
For Quess Corp Limited

Authorized Signatory

Quess Corp Limited (formerly IKYA Human Capital Solutions Limited)
Quess House,3/3/2, Bellandur Gate, Sarjapur Road, Bengaluru-560103, Karnataka,India
Tel:+91 80 6105 6000 | connect@quesscorp.com | CIN No. U74140KA2007PLC043909
www.quesscorp.com



INTERNSHIP COMPLETION LETTER

01 July 2022

This is to certify that **Sayli Tambe** has successfully completed her internship with the company from **04 May 2022 to 30 June 2022**.

She was supporting CRM Operations.

Her contribution during this period has been appreciable.

She has displayed excellent talent to the company for the whole period and was extremely dedicated to the work assigned.

We wish her all the best for your future.

Kindly return the attached duplicate copy of this letter duly signed by you for our records.

**Yours sincerely
For Blox**

**Smitha Patel
Deputy General Manager – Operations**



ALDER RESIDENCY

Date: 8th July 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Shardul Walhekar a student of **N.L Dalmia, Mumbai** underwent internship with us at **Mumbai** from **1st April 2022 to 30th June 2022** in the **Sales Department**.

During the internship, Shardul has worked on "**Competition Analysis, Closing Deals and Relationship management with Clients**" under the guidance of **John Wesley- GM-Sales and Ajinkya Shinde-Manager Sales**.

His performance during the internship period was good.

HA
For Alder Residency Pvt. Ltd,

Suraj Shetty

7338492f-6d5e-4a66-bd0f-c6e3cb656ed6

Suraj Shetty
Manager-HR

ALDER RESIDENCY PRIVATE LIMITED

CIN No : U45201MH2008PTC182570

101, Kalpataru Synergy, Opp. Grand Hyatt, Santacruz (East), Mumbai – 400 055, India.
Tel + 91 22 3064 5000 • Fax : +91 22 3064 3131 • Email : corpgov.es@gmail.com
(Formerly, known as Arman Villas Private Limited, Name Changed with effect from 13.07.2021)



Expertrons

EXPERTRONS TECHNOLOGIES PRIVATE LIMITED

Date: -1st April, 2022

Private & Confidential

To
Sheetal Bhat,

Subject: Internship cum Offer Letter with Expertrons.

Dear Sheetal Bhat,

We are pleased to offer you an Internship at Expertrons as a *Marketing Trainee*, for the duration of **6 months.**

Further, during your internship, which begins from **4th April 2022 and continues for **6 months**, you shall be compensated with a **Gross stipend of Rs. 20,000/- (Fixed Rs.18,000/- and Monthly Variable of Rs.2,000/-)** per month. As an Intern, you shall not be eligible for any other benefits and/ or allowances as are applicable to the full time employees of the Company.**

We believe that our team is our biggest strength and we take pride in hiring *ONLY* the best and the brightest. We are confident that you would play a significant role in the overall success of the venture and wish you the most enjoyable, learning packed and truly meaningful internship experience with Expertrons.

For our records, you are requested to bring the following documents on the effective date of joining:

- College ID
- Address proof
- Permanent Account Number (PAN Card)
- Expertrons Offer Letter with your Signature

We look forward to you joining us. Please do not hesitate to call us for any information you may need. Also, please sign the duplicate of this offer as your acceptance and forward the same to us.



Expertrons

EXPERTRONS TECHNOLOGIES PRIVATE LIMITED

Annexure A

1. You are being hired as a **Marketing Trainee** & Your date of joining is **4th April 2022** and the duration of the internship would be **6 months**. During this time, you are expected to devote your time and efforts solely to Expertrons work. You are also required to let your HR & Reporting officer know about Forthcoming events (if there are any) in advance so that your work can be planned accordingly.

2. All the work that you will produce at or in relation to Expertrons will be the intellectual property of Expertrons. You are not allowed to store, copy, sell, share, and distribute it to a third party under any circumstances. Similarly, you are expected to refrain from talking about your work in public domains (both online such as blogging, social networking sites and offline among your friends, college etc.) without prior discussion and approval with HR & your Reporting officer.

3. In consideration of your Employment, the Company agrees to pay you a "Stipend" as mentioned in your offer letter (computed in accordance with the English Calendar), which shall be payable after 1 month, on or before the **Tenth (10th)** of the subsequent calendar month. The monthly Stipend will be payable to you only after deducting any amounts that may be due and payable by you. The Company will reimburse to you the actual expenses incurred by you for travel, related to the Company's work, as may be mutually agreed upon writing from time to time depending upon the contingency of the work to be performed.

The salary cycle is from the 26th of the current month to the 25th of the preceding month thus the disbursement will happen on or before the 7th of the preceding month.

4. We take data privacy and security very seriously and to maintain confidentiality of any students, customers, clients, and companies' data and contact details that you may get access to during your internship will be your responsibility. Expertrons operate on zero tolerance principle with regard to any breach of data security guidelines. At the completion of the internship, you are expected to hand over all Expertrons work/data stored on your Personal Computer to your mentor and delete the same from your machine.

5. *Confidentiality and Invention Assignment: Your employment is conditioned upon your execution of Confidentiality and Invention Assignment Agreements and agreement to abide by the terms and conditions of those Agreements. Failure to abide by the terms of the Agreements may result in your dismissal, and you are subject to their terms even after the termination of your employment.*



Expertrons

EXPERTRONS TECHNOLOGIES PRIVATE LIMITED

6. *Non-Solicitation of Customers: You agree that during the term of your Employment and for a further period of 24 (twenty four) calendar months after separation from the Company, for whatever reasons, you shall not directly or indirectly, irrespective of whether the Relationship between the Company and a customer was originally established in whole or in part through your efforts;*

(i) solicit any Restricted Business from any customer;

(ii) Persuade any existing or prospective customer to cease doing Restricted Business with the Company;

(iii) Reduce the amount of Restricted Business which any customer has customarily done or might propose doing with the Company.

7. *Non-Solicitation and Non Hire of Company Employees: You agree that during the term of your employment and a further period of 24 (twenty four) calendar months after separation from the Company, for whatever reasons, you shall not either directly or indirectly solicit or entice away or endeavor to solicit or to entice away or assist any other Person to solicit or hire or entice away from the Company, any Company employee.*

8. *Confidentiality & Non-Compete and Non Solicitation: You certify not to share your salary or any company details along with not joining any competitor as an employee or contractor or solicit any employee from the company to join a company.*

9. *Term: The Company may terminate your employment for cause with immediate effect at any time. No Stipend or allowances will be paid for any period if you are terminated for cause.*

10. *You will be entitled to represent the Company as an "Intern" for carrying out the Assignments detailed to you from time to time, and the necessary written authority to this effect shall be given to you. You shall undertake to guarantee the Company that you will not exceed the authority given to you, and to indemnify the Company in the event of any loss in respect of the same.*

11. *During the appointment period, you shall not engage yourselves directly or indirectly or in any*

capacity in any other organization (other than your college). In the event of a breach of this condition, this appointment is liable to be terminated forthwith by the company. In addition, you shall be liable to pay liquidated damages to the Company of an extent estimated by the Company.

12. You are expected to conduct yourself with the utmost professionalism in dealing with your mentor, team members, colleagues, clients and customers and treat everyone with due respect.



Expertrons

EXPERTRONS TECHNOLOGIES PRIVATE LIMITED

13. Under normal circumstances, either the company or you may terminate this association by providing a notice of 15 days without assigning any reason. However, the company may terminate this agreement forthwith under situations of in-disciplinary behaviors or performance. If you are unable to serve the 15 day notice or proper handover then you will not be eligible for a Stipend & Certificate, however this can be reduced as per mutual discussion on a case to case basis.

14. You are expected to conduct yourself with the utmost professionalism in dealing with your mentor, team members, colleagues, clients, and customers and treat everyone with due respect. Any kind of unauthorized use of company name or defamation of company by any means, during or post employment will attract a legal proceeding and the company can demand compensation of Rs. 5,00,000/- for such action.

15. If you resign within your Internship tenure, you will not be entitled for a stipend & certificate, however this can be considered as per mutual discussion on a case to case basis.

16. The Full and Final Settlement shall take up to 45 days post Internship tenure completion or resignation, post completion of Exit Formalities.

Congratulations!

Warm Regards,

Krishna Sapariya
HR Manager

Place:

Date:



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Shrey Bansal bearing Applicant ID: 4841743 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RETAIL BANKING GROUP.

He had worked under the guidance of Amit Lamba and Kalpesh Jadav. He has successfully completed his project.

We wish him all the best for his future endeavors.

Regards,

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.



BrightCHAMPS
WINDOW TO NEXTGEN SKILLS

08-Apr-22

Shubham Agarwal

Dear Shubham,

We are pleased to offer you employment in **BrightChamps Tech Pvt. Ltd.** as an **Intern - Growth** under the following terms and conditions:

1. Your internship commences from **05-Apr-22**. During your internship you will be entitled for stipend of **Rs. 15,000 per month (Rs. Fifteen Thousand per month)**. Your salary can be revised after OJT based on your performance.
2. You will be "Working From Home", however you should be prepared to work anywhere in India or abroad without claiming any extra remuneration for such transfers. The Company reserves the right to transfer you to any office, department or establishment forming a part of our Company or any establishment wherever our company will be having interest.
3. You will be entitled to leave in accordance with the rules of the Company.
4. You shall during your service with us, devote your whole time and attention to the Company's business entrusted to you, and shall not engage yourself directly or indirectly in any business or service other than Company's business or service.
5. Information pertaining to the Company's operation shall remain secret and safe guarded by you.
6. If you conceive any new or advanced mention of improving designed/ process/ formulae/ system, etc. in relation to the business/operation of the company, such developments will be fully communicated to the company and will be, and remain, the sole right/property of the company.

Hyderabad & Goa (India), California (USA) • +91 80-471-91727 • career@brightchamps.com

www.brightchamps.com



BrightCHAMPS

WINDOW TO NEXTGEN SKILLS

7. You shall inform the Company of any changes in your personal data within 3 days time. Any notice required to be given to you shall be deemed to have been duly and properly given if delivered to you through electronic medium, personally or sent by post to you at your address in India, as recorded in the Company.
8. You will abide by the Rules and Regulations of the Company which are in force from time to time, and the Company shall have the right from time to time to vary or modify any of the terms and conditions of service which shall be binding on you.
9. Your services in the Company shall be terminable by giving **One** month notice or pay in lieu thereof which would be on the discretion of the management.
10. Your employment will be on probation for **first THREE months**. During the probation, no notice or pay in lieu will be provided in case of termination.
11. Breach of any of the above condition will render you liable to termination of your employment without notice or compensation.
12. Your services may be terminated for Any of the below reasons:
 - a. Your breach of any of these terms or any other agreement signed by you with the Company, or
 - b. Your breach of the Company code of conduct, policies, rules, regulations and procedures, or
 - c. The Company's background check reveals discrepancies in the information or documents provided by you to the Company during the recruitment process, or
 - d. The Company finds your performance unsatisfactory during any period of training or in the discharge of duties assigned to you, or
 - e. Any act or omission by you that may have the effect of injuring the reputation or business of the Company or causing loss to the Company, or
 - f. Your insubordination

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www.brightchamps.com



BrightCHAMPS
WINDOW TO NEXTGEN SKILLS

g. Your misconduct

13. Your salary would be as per Annexure-1.

14. Your employment is subjected to producing proof of proper internet connectivity.

We take pleasure in welcoming you to our organization and look forward to a mutually beneficial association.

We wish you all the best in your career.

For BrightChamps Tech Pvt. Ltd.

Ravi Bhushan Kumar

CEO, BrightChamps Tech Pvt. Ltd.

Hyderabad & Goa (India), California (USA) • +91 80-471-91727 • career@brightchamps.com

www.brightchamps.com



BrightCHAMPS
WINDOW TO NEXTGEN SKILLS

DECLARATION

I have read and understood the above terms and conditions of employment and am accepting the same. I am reporting for duty on or before **05-Apr-22**.

Date: 08-Apr-22

Signature: _____

(Shubham Agarwal)

Hyderabad & Goa (India), California (USA) • +91 80-471-91727 • career@brightchamps.com

www.brightchamps.com



BrightCHAMPS
WINDOW TO NEXTGEN SKILLS

Annexure-1

Name: **Shubham Agarwal**

Designation: **Intern - Growth**

Compensation*: **Rs. 15,000 per month (Rs. Fifteen Thousand per month)**. Your salary can be revised after OJT based on your performance.

**subjected to tax laws and rules*

Hyderabad & Goa (India), California (USA) • +91 80-471-91727 • career@brightchamps.com

www.brightchamps.com



Teplu Learning Private Limited
204, Mimosa, Nahar Amrit Shakti, Chandivali
Powai, Mumbai – 400072, web: www.teplu.in
Contact: 9830910069, e-mail: support@teplu.in
CIN: U80902MH2019PTC328294

HRD/0064

May 5, 2022

Mr. Shubham Balkrishna Kothawade,

Vaidya Nagar Pournima Stop, Dwarka Nashik-422011

Subject : SUMMER INTERNSHIP

Dear Shubham,

Congratulations!

We are pleased to confirm our offer to you for "Summer Internship".

Your joining date will be 5th May 2022, subject to you completing the pre-joining formalities.

As part of summer internship you are expected to meet dairy farmers, Farmer Producer Organizations, Milk Collection Centres, Village Panchayats / Sarpanch, existing dairy plant owners in the area assigned to you. You will work on generating sales leads for the company as well as carry out a research on the most appropriate offline distribution model for the products of Teplu. You will make atleast 3-5 meaningful contacts with the target audience every day and upload the data on our CRM.

You will be paid travel and food allowance not exceeding Rs 5000/- per month. You will submit your research report by the end of the second month after which certificate will be issued to you.

You will not disclose any information relating to Company or its associates to any unauthorized person, Firm, Company or any other agency whatsoever either during the tenure of your association with the Company or after termination.

Please sign the copy of this letter as a token of acceptance, failing which this offer stands cancelled.

We wish you all the very best and look forward to a long term and beneficial association with you.

Yours sincerely,

For Teplu Learning Pvt. Ltd

Sanjay Bhattacharji

Founder & Director

Received and Accepted

Shubham Balkrishna Kothawade

1st August, 2022

CERTIFICATE OF COMPLETION

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Shubham Sharma** has successfully completed his internship program with *Britannia Industries Ltd.* in Raipur in **MT Sales Channel**. His project title was "**Studying the consumer buying behaviour with respect to Britannia's biscuits predominantly Britannia Pure Magic Chocolush**".

Duration: **1st April, 2022 to 30th June, 2022.**

During this tenure, his conduct and work was found to be good.

We wish him the best for future endeavors.

While on this we would also like to state that all information and data acquired in the process is confidential in nature and the sole property of Britannia Industries Ltd., and should not be shared/ published/ circulated without our written permission and is only meant for him academic purpose.



Vaishali Kashyap

HR Officer- West & Central

Britannia Industries Limited

Date: 30th June 2022

INTERNSHIP CERTIFICATE

This is to certify that Mr. Siddhant Pandey, pursuing his Post Graduate Diploma in Management in Marketing from N L Dalmia Institute of Management Studies and Research, Mumbai has successfully completed internship as a Sales Intern at our Project in Mumbai from 1st April 2022 to 30th June 2022.

We found him to be sincere and hardworking during his tenure. We take this opportunity to wish him all the best for his future.

For Shreeraj Developer LLP



Authorized Signatory



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार का उपक्रम) रजिस्टर्ड ऑफिस : 17, जमशेदजी टाटा रोड, मुंबई-400 020.

HINDUSTAN PETROLEUM CORPORATION LIMITED

(A GOVERNMENT OF INDIA ENTERPRISE) REGISTERED OFFICE : 17, JAMSHEDJI TATA ROAD, MUMBAI-400 020

मुंबई एलपीजी क्षेत्रीय कार्यालय : एल. यु. गडकरी मार्ग, एच. पी. रिफायनरी के पिछे, चेम्बुर, मुंबई - 400 074.

दूरभाष : 2554 8677, 2554 15461, 2554 4159 फॅक्स : 2554 8677 / 2554 2280

MUMBAI LPG REGIONAL OFFICE : L. U. GADKARI MARG, BEHIND HP REFINERY, CHEMBUR, MUMBAI - 400 074.

Tel.: 25548677, 25541561, 25544159 Fax : 25548677 / 25542280

CIN No. : L23201MH1952GOI008858

Date: June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Siddhikesh Bane, student of PGDM in the specialization of Marketing from N. L. Dalmia Institute of Management Studies and Research was engaged as Marketing Intern at Mumbai LPG Regional Office during the period from 1st April, 2022 to 30th June, 2022.

He has successfully completed the project titled "A study of Consumer perception towards HPCL's Composite Cylinder OJAS"

We wish her success in all future endeavor.

Name & sign of Project Guide

डॉ. मंदिरा बसाक

Dr. MANDIRA BASAK

उप महाप्रबंधक - एच एलपीजी क्षेत्र
DEPUTY GENERAL MANAGER

मुंबई एलपीजी क्षेत्रीय कार्यालय
MUMBAI LPG REGIONAL OFFICE



Work Experience Letter - Smruti Maladkar

To whom it may concern,

This is to certify that Smruti Maladkar worked as a Growth Marketing Intern at Cloudsauce from 4th April, 2022 to 4th June, 2022. Her role required her to handle third party review platforms for our various clients, conduct secondary research for a restaurant client, work on sales, email, menu mix performance reports along with tracking business performance of our clients.

She demonstrated a strong ability to grasp new concepts, possesses a natural ability to problem-solve and develop skill sets needed from her to perform her role. Smruti's performance was above satisfactory and it was a pleasure to have her at Cloudsauce. I wish her the best for all her future endeavours.

Please feel free to reach out to me directly in case you may have any questions around Smruti's tenure at Cloudsauce.

A handwritten signature in black ink, appearing to be 'Aditya Kumar', written over a light grey rectangular background.

Sincerely,

Aditya Kumar ,

Founder,

Cloudsauce

Mob: +919820191351 | +61 0475 869 019

Email: contact@cloudsauce.in

www.cloudsauce.in



Teplu Learning Private Limited
204, Mimosa, Nahar Amrit Shakti, Chandivali
Powai, Mumbai – 400072, web: www.teplu.in
Mob: +919830910069, e-mail: support@teplu.in
CIN: U80902MH2019PTC328294

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Sourabh Roy, student of PGDM in the specialization of Marketing from N. L. Dalmia College of Management Studies and Research was engaged as Marketing Intern at Mumbai Teplu Learning Pvt Ltd office during the period from 5th May 2022 to 14th July 2022.

He has successfully completed the summer internship project on **“Finding new opportunities for Teplu in Dairy Processing”**

We wish him success in all future endeavors.

Sanjay Bhattarcharji
Director, Teplu



Teplu Learning Pvt. Ltd is incubated by Indian Veterinary Research Institute (IVRI), Izatnagar, UP & has been considered as a top startup by IIT Bombay, during Eureka 2018.



Parami
Capital Advisors & Holdings

23rd April, 2022

Ms. Surbhi Jhavar
PF2123
N. L. Dalmia Institute of Management Studies & Research

Dear Surbhi,

We are pleased to offer you full time summer internship at Parami Capital Advisors & Holdings starting 25th April 2022 and ending on 25th June 2022.

Your stipend will be Rs 10,000 per month (pro rata as applicable). You will have 3 days paid leave in this period.

There will be a notice period of 1 week should you choose to leave us or we terminate your services.

Wishing you all the best for the project.

Sincerely,

Neetu Singhal
Co-Founder & Managing Partner
Parami Capital advisors & Holdings



Dr Jackfruit India Pvt Ltd

Kerala, India

TO WHOMSEVER IT MAY CONCERN

This is to certify that Mr. Suril Kamdar, student of PGDM in the specialization of marketing from N.L Dalmia institute of Management Studies and Research was engaged Sales Field Automation project from the period of 1stMay 2022 to 30th June 2022.

He has also successfully completed the project entitled "Brand Awareness of Banana Chips in the region of Mumbai".

We wish him success in all future endeavors.

For Beyond snack (Kerala banana chips)

Gautam Raghuraman

Director - Sales

Digital signature

eSign

Signed by: Gautam
Raghuraman
Reason: Experience Certificate
Location: Mumbai, India
Date: 30-Jul-2022 (11:36 AM)

Chennithala South P O
Mavelikkara, Alappuzha Dist
Kerala - 690105

+91-8884199886
info@drjackfruit.com
www.beyondsnack.in



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार का उपक्रम) रजिस्टर्ड ऑफिस : 17, जमशेदजी टाटा रोड, मुंबई-400 020.

HINDUSTAN PETROLEUM CORPORATION LIMITED

(A GOVERNMENT OF INDIA ENTERPRISE) REGISTERED OFFICE : 17, JAMSHEDJI TATA ROAD, MUMBAI-400 020

मुंबई एलपीजी क्षेत्रीय कार्यालय : एल. यु. गडकरी मार्ग, एच. पी. रिफायनरी के पिछे, चेम्बुर, मुंबई - 400 074.

दूरभाष : 2554 8677, 2554 15481, 2554 4159 फॅक्स : 2554 8677 / 2554 2280

MUMBAI LPG REGIONAL OFFICE : L. U. GADKARI MARG, BEHIND HP REFINERY, CHEMBUR, MUMBAI - 400 074.

Tel.: 25548677, 25541561, 25544159 Fax : 25548677 / 25542280

CIN No. : L23201MH1952GOI006858

Date: June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Tanmay Jain, student of PGDM in the specialization of Marketing from N. L. Dalmia Institute of Management Studies and Research was engaged as Marketing Intern at Mumbai LPG Regional Office during the period from 1st April, 2022 to 30th June, 2022.

He has successfully completed the project titled "A study on Customer Satisfaction Level for HP Gas Cylinder and its Services"

We wish her success in all future endeavor.

Name & sign of Project Guide

डॉ. मंदिरा बसाक

Dr. MANDIRA BASAK

उप महाप्रबन्धक - एल एलपीजी क्षेत्र

DEPUTY GENERAL MANAGER

मुंबई एलपीजी क्षेत्रीय कार्यालय

MUMBAI LPG REGIONAL OFFICE



A- 1 Fence Products Company Pvt. Ltd.

PERIMETER
SECURITY
SOLUTIONS

Corporate Identify No. U28990 MH2009 PTC 192329/2009-10

Corporate Office: 21, Raju Industrial Estate, Near Dahisar Check Naka, Dahisar (E), Mumbai
401-104 Tel.: 022-2845 7540, 2843 7252 • Fax : +91-22-2845- 5014 • E-mail:
sales@a1fenceproducts.com

Website : www.a1fenceproducts.com

A-1 Fence Products Company Pvt. Ltd. - Fence and Fence-ability

Ref : A1/HR/EL/2022/13

Date : 02/07/2022

INTERNSHIP EXPERIENCE LETTER

This is to certify that **Ms. Tanya Shivhare** has worked in this organisation as “**Marketing - Intern**” at Head Office, Mumbai and has completed the assigned task.

Her project period was from 01st April 2022 to 30th June 2022 in the Marketing Department, A-1 Fence Products Company Pvt. Ltd, Mumbai under the guidance of **Mr. Mehul Mistry**.

She has completed the project successfully. During her project tenure, we found her punctual, hardworking, and creative.

We wish her all the best for her future endeavors.

Yours Truly,

For A-1 Fence Products Company Pvt. Ltd

(Authorised signatory)

Works : Unit I : 35-36, Athal Industrial Estate, Athal, SILVASSA (D & NH) - 396 230. • Tel. : 0260 - 3292809
Unit IT . Behind Soniwadi, Vankas Sub-Station Road, Sanjan, Dist. Valsad-396150, GUJARAT. • Tel.: 0260-2575766
Unit III : I.G.C., SIDCO, Phase II, Samba, Jammu and Kashmir - 184 12 I . • Mob.: 0705 152 176 I
Unit IV : Plot No. 47, Ajivali, Vavoshi, Pen—Khopoli Road, Tal: Khalapur, Dist. Raigad, MS-410 210. • Tel.: 02192-2/8
199



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार का उपक्रम) रजिस्टर्ड ऑफिस : 17, जमशेदजी टाटा रोड, मुंबई-400 020.

HINDUSTAN PETROLEUM CORPORATION LIMITED

(A GOVERNMENT OF INDIA ENTERPRISE) REGISTERED OFFICE : 17, JAMSHEDJI TATA ROAD, MUMBAI-400 020.



सीआयएन क्र. / PUNE LPG REGIONAL OFFICE

दूरभाष / Tel: 9272232531, (02135) 259276

फैक्स / Fax: (02135) 259071

पुणे एलपीजी क्षेत्रिय कार्यालय / PUNE LPG REGIONAL OFFICE

तलेगांव - चाकण रोड, महालुंगे - इंगले, पुणे - 410 501

Talegaon - Chakan Road, Village Mahalinge Ingale, Chakan, Pune - 410 501

CIN No. : L23201MH1952GOI008858

Date: 06TH JULY, 2022

CERTIFICATE OF INTERNSHIP

This is to certify that Vaishnavi Vikhe student of PGDM Marketing from N.L. Dalmia Institute of Management Studies and Research was engaged as Project Trainee at HPCL, Chakan LPG Plant, during the period From April 01, 2022 to June 30, 2022.

She has successfully completed the project.

We wish her success in all future endeavor.

CHITHRA NAIR

(SR. MANAGER -- HPCL, PUNE LPGRO)

Name & sign of Project Guide



Gujarat Co-operative Milk Marketing Federation Ltd.

July 29, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Vedant Sujera student of N L Dalmia Institute of Management Studies and Research, Mumbai has completed project training in our Organization. The title of his project was "To study and increase the availability of Amul Fresh Products and improve distribution management system". The duration of the project training was from 05.04.2022 to 30.06.2022. He has been a regular and responsible project trainee during the period.

We wish him all the best.

**GUJARAT CO-OPERATIVE MILK
MARKETING FEDERATION LTD.**
Rampart House, 22A-26A K. Dubhash Marg,
Mumbai - 400 023.

(Gaurav Mohta)

Branch Manager,
Boisar FPO

HRD Department



Spykar Lifestyles Private Limited
Lotus Corporate Park,
19th Floor, F Wing, Jay Coach Junction,
Off Western Express Highway,
Goregaon East, Mumbai - 400063
Tel : 022-42175300 // 022-42101992

spykar.com

SPYKAR FOR FREEDOM

Date: 30th March, 2022

To,
Ms. Vidushi Yadav
D/O Shailendra Yadav
598/ Khatiwala Tank,
Bank of Baroda Colony,
Indore - 452014
Madhya Pradesh

Subject: Internship - Social Media

Dear Vidushi,

We are pleased to confirm you as Intern for Social media in the Marcom Department with our organization. The tenure of your assignment will be for 3 months starting from 05th April 2022 to 05th July 2022. Please find the attached copy of the Annexure I with the work profile details.

You will be paid stipend of Rs. 10,000/- p.m.

For Spykar Lifestyles Pvt. Ltd.

Ms. Abha Nair
Vice President - People

CIN: U18101MH1998PTC114797
feedback@spykar.com

CIN: U18101MH1998PTC114797
feedback@spykar.com

Annexure I

Job Profile

1. Researches and monitors activity of company competitors
2. Innovate and present new marketing platforms and strategies
3. Develop engaging online content including forums, videos, graphics, and blogs; monitor and analyse content success
4. Creating social media campaigns and strategies, content ideation, and implementation
5. Ensuring brand consistency in social media messages by working with various department members, product development, and brand management
6. Expanding company's social media presence into new social media platforms, plus increasing presence on existing platforms including Facebook, LinkedIn, Twitter, and Instagram.
7. Creating posts, pages, and applications to attract customers.
8. Keep abreast of new social media sites, web technologies, and digital marketing trends; implement these new technologies in developing campaigns and update current campaigns to include new information
9. Manage customer relationship management systems (ORM)
10. Supporting the marketing team in daily administrative tasks



**ADITYA BIRLA
CAPITAL**

PROTECTING INVESTING FINANCING ADVISING

To,

Viren Saparia
N. L. Dalmia Institute of Management Studies

We at Aditya Birla Group are pleased to inform that you have been selected for an internship at Aditya Birla Capital. **Congratulations!**

Our Summer Internship Program at Aditya Birla Capital is designed to provide a holistic learning environment. There is a lot to learn during your internship stint, not only about the work but also about the people you work with and the culture you are a part of. We are here to help make this easy for you.

You are now part of an organization which has a rich culture and heritage, a strong standing in the market and a brand which is second to none.

Your Internship would commence in any of the group entities of Aditya Birla Capital Limited. The stipend would be paid by your respective entity of Aditya Birla Capital Limited.

You will receive a stipend of Rs 25,000 per month starting 4th April 2022, for the duration of your internship.

If you have any questions, please feel free to contact **Tanvi Gupta (Tanvi.Gupta@adityabirlacapital.com)**.

You are taking a step to enter in the professional world with Aditya Birla Group and we are excited to be a part of your journey.

Wish you all the best!

For Aditya Birla Capital

Anunay Shrivastava
SVP & Head – Corporate HR
Aditya Birla Capital Ltd.

Aditya Birla Capital Ltd.

One Indiabulls Centre, Tower 1-C, 18th Floor, Jupiter Mill Compound,
841, Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013.
+91 22 4356 7000 | (F) +91 22 4356 7111
abc.secretariat@adityabirlacapital.com | www.adityabirlacapital.com

Registered Office:

Indian Rayon Compound, Veraval - 362 266, Gujarat.
+91 28762 45711
CIN. LG7120GJ2007PLC058890



www.vitrina.ai

Date: 29th July 2022

To,
Vivek Rai

Subject: INTERNSHIP COMPLETION LETTER

We are glad to inform that Mr. Vivek Rai has successfully completed his internship at Vitrina A.I from 12/04/2022 to 11/07/2022.

During his internship, he worked on "Product growth ideation and analysis" and was exposed to various product management related activities.

We found him highly inquisitive and dedicated. We wish him all the best in his future endeavours.

Regards,

A handwritten signature in black ink, appearing to read "Prithu Sureka".

Prithu Sureka
Vitrina AI

VDO VITRINA INDIA LLP

CTS No. 928 C/B, Building No. 03 & 04, A.K. Estate, Jn of Veer Savarkar Flyover, Goregaon West,
Mumbai - 400062, Maharashtra, India.

01-Apr-22

Waqar Ahmed
N L Dalmia Institute of Management Studies
Class of 2022,
Mumbai

Dear Waqar,

Internship Offer

On behalf of L&K Saatchi & Saatchi, I am excited to extend an offer to you for an internship position us. This position as an Intern - Account Management is going to be located in Mumbai.

This position is scheduled to begin from 04th April '22 and we will look at a 2-month opportunity. This will be a fulltime internship & you will be required to work on your personal laptops & email IDs during the entire internship period. The stipend paid during this tenure will be 5,000/- per month.

During your internship with us, you may have access to trade secrets and confidential or proprietary business information belonging to L&K Saatchi & Saatchi. By accepting this offer, you acknowledge that this information must remain confidential and agree to refrain from using it for your own purposes or disclosing it to anyone outside of L&K Saatchi & Saatchi. Also, you agree that upon completion of your internship, you will promptly return any company-issued property and equipment along with information and documents belonging to the company.

Please review this letter in full and share an acceptance via mail to the undersigned. We look forward to having you begin your career L&K Saatchi & Saatchi and wish you a successful internship. Welcome to our team!

Sincerely,



Ameya Joshi
Vice President And Head Of HR
For LKSS, Arc And Solutions Srilanka

I, Waqar Ahmed, accept the above offer and will begin the internship position on 04th April 2022.

Name:

Date:

Nothing is Impossible



12th July, 2022

CERTIFICATE OF COMPLETION

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Yash Mukhiya** has successfully completed his internship program with *Britannia Industries Ltd.* in Mumbai in **Sales GT Channel**. His project title was **"A study on stakeholder's perception about GT distribution strategy adopted by Britannia Industries Ltd."**

Duration: **1st April, 2022 to 24th June, 2022.**

During this tenure, his conduct and work was found to be good.

We wish him the best for future endeavors.

While on this we would also like to state that all information and data acquired in the process is confidential in nature and the sole property of Britannia Industries Ltd., and should not be shared/ published/ circulated without our written permission and is only meant for his academic purpose.

Maansi Bhasin

HR Manager- West

Britannia Industries Limited

Britannia Industries Limited
Reay Road (East), Mazgaon,
Mumbai - 400010.
Tel: 71848500, 71848585

Registered Office-
5/1A, Hungerford Street,
Kolkata-700017, West Bengal.
CIN No.: L15412WB1918PLC002964
Website: www.britannia.co.in



DUNZO DIGITAL PVT LTD

29 March 2022

Subject: Offer of Internship

Dear Yash Sharma,

On behalf of Dunzo Digital Private Limited ("Dunzo"), we are excited to offer you an internship with the Company. The details of the proposed internship are set out below:

1. Function Name : **Category & Growth**
2. Title/Role : **Program Management Intern**
3. Period/Term of engagement : **3 Months**
4. Start Date of Internship : **4th April 2022**
5. End Date of Internship : **4th July 2022**
6. Location : **Bangalore**
7. Internship Allowance (In INR) : **Rs. 25,000 (Rupees Twenty-Five Thousand Only)**
8. Other Terms
 - TDS Deduction- Subject to Income Tax Act, 1961.
 - Copy of PAN Card mandatory, otherwise 20% of TDS will be deducted.

Your internship at Dunzo shall be subject to the terms and conditions as set out in **Schedule A** to this letter. At the end of the internship period, based on performance against goals and feedback from teammates, Dunzo may make a full time offer for a permanent position in the Company.

Please indicate your acceptance of our offer by (i) signing and returning the duplicate copy of this letter; or (ii) confirming your acceptance on email, where such communication shall be considered as valid acceptance of the offer. Failure to communicate your acceptance within 2 (Two) days shall render this offer to be revoked.

Further, please provide the following documents on or before the date of joining:

1. Photocopies of your Educational Qualification
2. 3 passport size photographs of yourself
3. PAN Copy
4. Address Proof

Yash Sharma, we look forward to having you join us for your internship! We feel you will find it a rewarding and growing experience.

Sincerely,

Dalvir Suri
Co-founder

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

Website: www.dunzo.in | Contact: 080-41525289

Registered Office Address: 'SAIDEEP SRINIDHI' NO. 2, 1st FLOOR, NAL WIND TUNNEL ROAD,
MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



DUNZO DIGITAL PVT LTD

I accept this offer of internship with Dunzo and agree to the terms and conditions outlined in this letter as well as terms and conditions set out in Schedule A.

Yash Sharma

THIS OFFER SUPERSEDES AND REPLACES ANY PRIOR VERSION OF WRITTEN AND VERBAL COMMUNICATION

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

Website: www.dunzo.in | Contact: 080-41525289

Registered Office Address: 'SAIDEEP SRINIDHI' NO. 2, 1st FLOOR, NAL WIND TUNNEL ROAD,
MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



DUNZO DIGITAL PVT LTD

**SCHEDULE A
TERMS AND CONDITIONS**

1. DUTIES AND RESPONSIBILITIES

- 1.1. You will report to a designated employee who shall for the duration of the internship be your internship guide. You will be expected to perform all duties and responsibilities, by way of assignments or projects that will be assigned to you by your internship guide.
- 1.2. During the first week of your internship, you and your internship guide will agree upon a framework of deliverables, work hours and project plan for the duration of your internship. You will be expected to adhere to such framework as agreed upon, and perform your duties effectively and in a professional and timely manner.

2. COMPENSATION AND DEDUCTIONS

- 2.1. In consideration of your duties towards Dunzo during the internship, you shall receive a stipend amount as stipulated in the Offer Letter provided to you. You further agree and acknowledge that Dunzo may, subject to applicable laws, at any time during the term of internship and or cessation thereof, deduct from your compensation, any amount owed by you, including but not limited to overpayments or costs attributable to you by Dunzo due to any damage or loss to Dunzo property or assets, etc. caused by you.
- 2.2. In case your internship has no monetary compensation, you agree that the professional experience, training and knowledge that you will gather during the internship shall constitute sufficient consideration for your duties towards Dunzo during the internship.

3. TERM AND TERMINATION

- 3.1. Your internship with Dunzo will be for a period as stipulated in your Internship Offer Letter, unless terminated sooner in accordance with Clause 3.2.
- 3.2. Dunzo may terminate your internship at any time with immediate effect and without notice, or with such notice as may be determined by the Company, if in Dunzo's opinion, you:
 - (a) Fail to satisfactorily perform or are negligent in performing your assigned duties and responsibilities;
 - (b) Have submitted false and/or forged documents of qualification, made false representations and suppressed any material or relevant information required to be disclosed by you;
 - (c) Divulge or disclose, either directly or indirectly, any of the Confidential Information either by way of transfer, sale, theft, misappropriation, publication, misuse or wrongful or unauthorized use of the Confidential Information or otherwise;
 - (d) Are charged with any offence resulting in criminal or civil action against you;
 - (e) Violate any of the Dunzo Policies (defined herein);
 - (f) Breach any of the terms and conditions as stipulated in your Internship Offer Letter and Schedule A therein;
 - (g) Are unavailable or on leave without prior approval for a period of 5 (five) working days or more.
- 3.3. Upon the expiration or earlier termination of your internship, as the case may be, you shall immediately return all the properties, tangible, or intangible, whether or not such properties constitute Confidential Information.

4. CONFIDENTIALITY

- 4.1. You agree and undertake that:
 - (a) You will not, either directly or indirectly, both during and after the internship, without Dunzo's prior written permission, disclose, divulge, disseminate, publish, lecture upon, sell or transfer to any person, or permit any person to examine or make copies of, any documents, writings, drawings, materials or records that contain or are derived from any Confidential Information;
 - (b) You will comply, and do all things necessary to permit Dunzo to comply, with all applicable laws and with the provisions of contracts executed by Dunzo relating to Intellectual Property or to the safeguarding of Confidential Information, including the signing of any additional agreements on maintaining confidentiality required in connection with the performance of your duties and functions;

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

Website: www.dunzo.in | Contact: 080-41525289

Registered Office Address: 'SAIDEEP SRINIDHI' NO. 2, 1st FLOOR, NAL WIND TUNNEL ROAD,
MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



DUNZO DIGITAL PVT LTD

- (c) You shall not copy or reproduce to writing any part of the Confidential Information except as may be reasonably necessary for the discharge of your duties during the internship and that any copies, reproductions, or reductions to writing so made shall be the property of the Company;
 - (d) Confidential Information shall be solely and absolutely vested in and owned by Dunzo, and you shall not have or claim any right, title, or interest therein.
- 4.2. For the purpose of Clause 4.1, the term "Confidential Information" shall include but not be limited to, all data, documents, plans, drawings, photographs, reports, statements, correspondence, information etc., relating to financial, strategic, business operations, marketing or technical information, know-how and instructions as well as business details or commercial policies that has been passed to you or which come to your knowledge during the course of the internship.

5. INTELLECTUAL PROPERTY RIGHTS

- 5.1. You agree that all and any work executed and performed in the course of the internship is being done on behalf of Dunzo. In this regard, any discoveries, inventions, work created, data produced, concepts, ideas, creations, and discoveries belong to Dunzo. You specifically agree that for all work You agree to execute an assignment agreement as and when required by Dunzo during or after the internship. You also warrant that all work performed by you shall not infringe the intellectual property rights of any third party.

6. REPRESENTATIONS AND WARRANTIES

- 6.1. You hereby represent and warrant to Dunzo that: (a) you have reviewed the terms and conditions of the Internship Offer Letter and have accepted these terms at your own free will, without any duress or undue influence of any kind; (b) you have all requisite power and authority, and do not require the consent of any third party to accept this Internship Offer Letter and grant the rights provided herein; (c) the execution, delivery, and performance of the terms and conditions attached in this Internship Offer Letter by you do not and will not conflict with, breach, violate or cause a default under any contract or instrument to which you are a party or any judgment, arbitration award, order or decree to which you are subject to; (d) you are not a party to or bound by any employment agreement, consulting agreement, non-compete agreement, confidentiality agreement or similar agreement with any other third person; (e) the services performed by you and all items and/or materials furnished by you in connection with or as a result of such services shall not infringe upon or violate the personal, civil or property rights, or the rights of privacy of, or constitute a libel, slander or unfair competition against or violate or infringe upon any common law right, copyright, trademark, trade name or patent or any other right of any person or entity; (f) you shall at all times during the course of the internship, be subject to and bound by the policies, rules and regulations of the company, including but not limited to the policies against sexual harassment at work place, code of conduct, as may be updated from time to time unilaterally by Dunzo or as may be brought to your notice by Dunzo ("**Dunzo Policies**"); and (g) you shall not during the course of your internship and anytime thereafter engage in any acts or deeds whereby Dunzo's association with you would be directly detrimental to the interests of the company, tarnish the reputation of Dunzo, or cause Dunzo to be involved in any legal, ethical or media controversy.

7. MISCELLANEOUS

- 7.1. Data Privacy Provision: You provide your consent to: (a) the procurement, maintenance and processing of personal data and sensitive personal data about you by Dunzo; and (b) the disclosure of your personal data and sensitive personal data to other employees and offices of Dunzo and its affiliates and third parties, where such disclosure is required in the normal course of business or mandated by applicable law.
- 7.2. Relationship between Parties: You will be performing your duties as an intern and shall not act as or construed to be an agent or employee of Dunzo. Your internship with Dunzo will not create any right of employment in the company until a separate and definitive contract of employment is signed between you and the company. Nothing in this Internship Offer Letter shall be deemed to constitute a partnership or joint venture between you and Dunzo, nor shall anything in this Internship Offer Letter be deemed to constitute you or Dunzo to be agents of each other. Further, you shall have no claim to permanent employment with Dunzo at any point of time and shall not be entitled to any preferential treatment as regards any employment opportunities that may arise in the company.

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

Website: www.dunzo.in | Contact: 080-41525289

Registered Office Address: 'SAIDEEP SRINIDHI' NO. 2, 1st FLOOR, NAL WIND TUNNEL ROAD,
MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



DUNZO DIGITAL PVT LTD

Therefore, you shall not be entitled to any employee benefits, including but not limited to wages, vacation pay, sick leave, retirement benefits, social security, worker's compensation, health or disability benefits, unemployment insurance benefits or other employee benefits of any kind.

- 7.3. **Indemnity:** You, at all times during the course of your internship with Dunzo (and even after the termination of your internship) agree to indemnify and keep indemnified the company, as the case may be, against all losses, damages, claims, interests, costs, expenses, liabilities, proceedings and demands which Dunzo may suffer or incur or which may be made against it as a result of breach of terms and conditions, acts, or omissions by you during the course of your internship. Except in cases of breach of confidentiality obligations and third-party IP claims, under no circumstances will either party's aggregate liability to each other for any claims arising from or in connection with or relating to the internship (whether in contract, tort (including negligence), strict liability or otherwise) exceed an amount equal to the compensation paid to you as stipend under the internship.
- 7.4. **Severability:** If any of the terms and conditions provided herein is held by a court of competent jurisdiction to be illegal, invalid, or unenforceable, the remaining terms and conditions shall remain in full force and effect. Any invalid or unenforceable terms and conditions shall be replaced with terms and conditions which are valid and enforceable and most nearly reflects the original intent of invalid or unenforceable provision.
- 7.5. **Survival:** You agree that clauses 3.3, 4, 5, 6, 7.1, 7.3, 7.4 and 7.8 and this clause 7.5 shall survive the termination of the internship.
- 7.6. **Non-Waiver:** No delay, failure, or omission on the part of Dunzo to exercise any of its power, rights or remedies under the terms and conditions attached to this Internship Offer Letter will operate as a waiver of them nor will any single or partial exercise of any such powers, rights or remedies preclude any further exercise of them.
- 7.7. **Amendment:** No modification or amendment of this Internship Offer Letter and no waiver of any of terms and conditions hereof shall be valid or binding unless made in writing and duly executed by both the Parties.
- 7.8. **Governing Law:** This Internship Offer Letter will be governed by the laws of India. The courts at Bangalore shall have the exclusive jurisdiction over all disputes or claims arising between you and the Company, under this Internship Offer Letter
- 7.9. **Counterparts:** This Internship Offer Letter along with Schedule A may be executed in counterparts, each of which will be deemed an original, but all of which together will constitute one and the same instrument.
- 7.10. **Entire Agreement:** This Internship Offer Letter constitutes the complete and exclusive understanding and agreement of the parties with respect to the subject matter hereof and supersedes all prior understandings and agreements, whether written or oral, with respect to the subject matter hereof.

CIN – U74900KA2014PTC075256 GST: 29AAFCD0915M1ZH

Website: www.dunzo.in | Contact: 080-41525289

Registered Office Address: 'SAIDEEP SRINIDHI' NO. 2, 1st FLOOR, NAL WIND TUNNEL ROAD,
MURUGESHAPALYA, BANGALORE KARNATAKA - 560017



Dear Mr. Abhinibesh Sinha,

This is with reference to your application for the HR Internship and subsequent discussions you had with us at the interview on 14th March 2022 on the following terms and condition.

1. Position – Full Time
2. Job Location – Rashbehari Spencer's
3. Internship Duration – April 22- July22
4. Commencement of Internship – 6 April 22

We congratulate you on your appointment and assure you to get our full support for your professional growth and development.

Sincerely

HR Department


Spencer's

Spencer's Retail Limited

(Formerly Known as RP-SG Retail Limited)

Regd. Office: Duncan House, 1st Floor, 31, Netaji Subhas Road, Kolkata-700 001.

Corporate Office: RP5G House, 3rd floor, 224 Judges Court Road, Montipore, Kolkata-700 027

Tel: +91 33 2487 1091 Web: www.spencersretail.com

CIN: L74999WB2017PLC219355

Certificate

This is to certify that the Summer Internship Project Report is submitted in partial fulfillment for the award of the PGDM Program of N. L. Dalmia Institute of Management Studies and Research. It is the result of the bonafide research work carried out by Ms. Aditi Pawar under my supervision and guidance during the summer internship of 13 weeks from March 30, 2022 to June 30, 2022.

No part of this report has been submitted for the award of any other degree, Diploma, fellowship, or other similar titles or prizes. The work has also been not published in any journals/ magazines.

Date: 30/6/2022

Place: WCL Headquarters, Nagpur

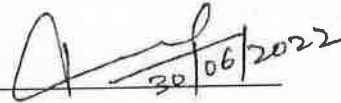
Industry Guide:

Name of Industry Guide: Mr. Vivek Kumar Singh

Company: Western Coalfields Ltd, Headquarters, Nagpur

Designation: Manager (Personnel), Industrial Relations / Staff Establishment

Signature of Industry Guide: _____



30/06/2022

Faculty Guide

Name of Internal Faculty Guide: Ms. Caral D'Cunha

Department Name: Human Resources

Signature of Internal Faculty Guide: _____



July 14, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Akanksha Shukla had undergone training with Magicbricks Realty Services Ltd from April 1, 2022 to June 30, 2022 in our **Human Resource** department.

During this period, she has worked on the following project – **Data Driven Recruitment.**

Her performance and contribution have been good during this period.

Wishing her the best of luck for future endeavors.

For Magicbricks Realty Services Ltd

Puja Mathur
Head, HRBP & Shared Services



Magicbricks Realty Services Limited
Times Center (DCPF), FC - 6, Sector - 16A, Film City Noida - 201301
Tel: 0120-6103900 | Fax: 0120 - 6636480 | E-mail: info@magicbricks.com | Website: www.magicbricks.com

Regd. Office: Express Building, 9-10, Bahadurshah Zafar Marg, New Delhi-110002. | CIN - U70109DL2013PLC256668



CERTIFICATE OF COMPLETION



This certificate is awarded to

Anjula Wararkar

for successfully completing the Summer Internship at Skilled Sapiens as
Human Resources Manager from 12-04-2022 to 12-06-2022.

During the project, the student was found to be a keen & enthusiastic candidate.
We wish him/her the best in all his/her future endeavors

HIMANI TOMAR
HR Manager

Certificate ID: SS/1749
Date of Issue: 27-06-2022





17th June 2022


Corp Gen HR/2022/82

SUMMER INTERNSHIP CERTIFICATE

This is to certify that Mr. Anurag Mall, pursuing Post Graduate Diploma in Management (HR), 1st Year from N. L. Dalmia Institute of Management Studies & Research has completed his Summer Internship at Corporate Generation HR, Trombay from 20th April, 2022 to 17th June, 2022.

Anurag has worked on a project "Employee Engagement". During his internship, he has demonstrated his skills with self-motivation to learn new skills. His performance was very good and he was able to complete the project on time. He is hardworking and displayed curiosity and sincerity to learn the concept and work on it.

We wish him all the best for his upcoming career.


17/06/2022

Nikita Vivek
Group Head – Business HR, Corporate Generation



TATA POWER

The Tata Power Company Limited

Corporate Generation HR, Trombay Thermal Power Station Mahul Road Chembur Mumbai 400 074

Tel 91 22 6717 1000 (Direct) 6717 5034

Registered Office : Bombay House 24 Homi Mody Street Mumbai 400 001

CIN : L28920MH1919PLC000567 Website : www.tatapower.com Email : tatapower@tatapower.com

Syngene

Syngene International Limited
Biocon Park, SEZ,
Bommasandra Industrial Area - Phase IV
Bommasandra - Jlgani Link Road,
Bangalore 560 099, India.
T +91 80 6891 9191
CIN No. L85110KA1993PLC014937
www.syngeneintl.com

Date: 11 July 2022

INTERNSHIP COMPLETION CERTIFICATE

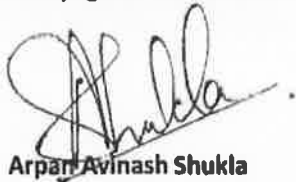
This is to certify that Ms. Bhagyashree Ujjwalshintre (60000753), Pursuing Post Graduate Diploma in Management (PGDM) specializing in Human Resources with N. L. Dalmia Institute of Management Studies & Research has successfully completed his internship project titled

"Retention strategies for the IT employees"

In Syngene International Limited under the guidance of Ms. Kavitha Hebballi, from 18 April 2022 to 08 July 2022.

We wish him the best for his future endeavours.

For Syngene International Ltd,



Arpan Avinash Shukla

Associate General Manager– Human Resources



20th June, 2022

CERTIFICATE OF COMPLETION

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms. Depenti Paul** has successfully completed her internship program with *Britannia Industries Ltd.* in Mumbai in **HR Department**. Her project title was **"Strengthening recruitment for frontline sales for West and Central Region of Britannia Industries Ltd."**

Duration: **4th April, 2022 to 6th June, 2022.**

During this tenure, her conduct and work was found to be good.

We wish her the best for future endeavors.

While on this we would also like to state that all information and data acquired in the process is confidential in nature and the sole property of Britannia Industries Ltd., and should not be shared/ published/ circulated without our written permission and is only meant for his academic purpose.

Maansi Bhasin

HR Manager- West

Britannia Industries Limited

Britannia Industries Limited
Reay Road (East), Mazgaon,
Mumbai - 400010.
Tel: 71848500, 71848585

Registered Office-
5/1A, Hungerford Street,
Kolkata-700017, West Bengal.
CIN No.: L15412WB1918PLC002964
Website: www.britannia.co.in



APPOINTMENT LETTER

Date: 30th March, 2022

NAME: MS. DHRUVI DESAI
COMPANY NAME: MOUNT MERU INDIA PVT LTD
DESIGNATION: PROJECT INTERN

TERMS OF CONTRACT

This has reference to your application. We are pleased to appoint you as **Project Intern** for the period from **11th April 2022 to 30th June 2022** in Mount Meru Group on the below terms and conditions. Internship can be extended if required and it is mutually agreed.

1. You will be posted at **Mumbai** and report to the Head – Human Resource.
2. You will be paid a stipend amount of **Rs. 10,000/-** per month.
3. You shall not be entitled to avail of any leave during the project period.
4. You will be responsible for the organizations property, which may be in use or in custody. While leaving the organization you shall handover such items to the company failing which value of such items will be deducted from your dues.
5. During project, you shall carry out all the duties and responsibilities of your position and shall perform all such duties as may be entrusted to you or as may be called upon or required to do in such capacity with due diligence, punctuality and to the best of your ability and skill and shall conduct honestly, faithfully, diligently at all times throughout the period of your training. You shall behave in a courteous and civil manner in day to day conduct in the company.
6. During your project with the Company, you shall not engage yourself directly or indirectly in any occupation whether full or part time.
7. During your project with the Company, you are will / will not be entitled for any accommodation from the company.
8. You shall not either during the continuance of your project or thereafter, without prior written consent of the company, divulge, disclose, disseminate, publish or use any confidential information which you may come across during your project with us.
9. You shall be governed at all times by the rules and regulations of the company that are in force. Any amendment, modification, alteration and/or addition to the existing rules and regulations will be binding on you.
10. You agree to indemnify and keep indemnified the Company against all losses, damages, costs, charges and expenses which the company may incur, suffer or sustain in the event of committing a breach of any of the provisions of this agreement.

Dsd

11. During the project, you are bound by a non-competing clause. You are prohibited from seeking part/full time employment or accepting any unpaid, voluntary or paid projects with any of Company's competitors / customers / principals. You shall refrain from establishing similar business in their individual capacity or in collaboration with others.

12. Nothing in this contract gives the any right, title, or interest in any of the trademarks, confidential information, copyright or other intellectual property belonging to the company. You will not disclose any information outside the MMG premises.

13. In the event Project Intern is taking up an appointment with another company or firm or start his own firm or business, he/she is hereby called upon not to use or apply or disclose to others any information or documents or copies thereof nor any information which is confidential and / or relate to trade secrets or technical knowhow or business methods of the company.

14. The company can seek further undertaking or bond or surety in respect of intellectual property rights as & when necessary.

15. MMG firmly believes in equal employment opportunities and is committed to creating a healthy working environment which would enable its employees to function/ work without any fear of prejudice, gender bias and sexual harassment and is also committed to protect all its employees from sexual harassment of every kind and have a policy in place.

16. You shall be required to submit the Project Report after completion of the internship.

For MMG



Authorised Signatory

I have read and understood the terms and conditions of this appointment letter and undertake to abide by the same.

Name: MS. DHRUVI S. DESAI

Signature: Dsd.

Date: 31-03-2022

Crompton

Crompton Greaves Consumer Electricals Limited
Registered & Corporate Office: Tower 3, 1st Floor,
East Wing, Equinox Business Park, LBS Marg,
Kurla (West), Mumbai 400 070. India
Tel: +91 22 6167 8499 F: +91 22 6167 8383
W: www.crompton.co.in. CIN : L31900MH2015PLC262254

Date: 4th August 2022

TO WHOMSOEVER IT MAY CONCERN

We are glad to inform you that Mr. Ganesh Lalwani who has been part of the **HR Learning & Development team** has successfully completed his internship with us at Crompton Greaves Consumer Electricals Ltd, Mumbai starting 15th March 2022 till 8th July 2022.

His association with us was very fruitful and we wish him all the best for his future endeavors.

Yours Faithfully,

For Crompton Greaves Consumer Electricals Ltd



Name: Sanjay Biswas
Designation Associate Vice president- HR

LTR/HR/Proj-Tr.

30th June 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Gayatri Kulkarni completed her internship period as per the following details and has no dues & asset pending.

Project Topic : Gamification in Learning Initiatives-Learner Premier League
(Branding-Front End), Expedition Themed Gamified Induction
Everest, Training Cycle Management.

Department : HR-Learning and Development

Location : Powai,Mumbai

Guide Name : Ms. Purvi Sharma

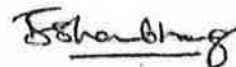
Guide Designation : AGM-OD and Learning and Development HR

Company : L&T Realty

Period : 01.04.2022 to 30.06.2022

We wish all the success in her career.

for L&T Limited – Realty Division



Dr. B .V Shanbhag
GM & Head – HR & CSR



31st March,2022

To,
Ms. Kajal Hinger
N.L Dalmia Institute of Management Studies and Research.,
Mumbai

Dear Kajal,

This is with reference to your request for summer training (Internship) as a part of the curriculum requirement of the institute. In this regard, we would like to inform you that we have accepted your request & here by allow for the summer internship.

Duration of your internship from 4th April,2022 to 30th June,2022.

You will be based at Cement Manufacturing Division, Ahura Centre Mumbai and observe rules of the company including entry / exit while at office.

This internship is imparted to you as part of your academic requirement & not as an employment. You will not claim employment during or after completion of Internship.

We request you to join us by 4th April,2022 at the below mentioned address.

UltraTech Cement Limited
(Manufacturing & Projects)
Office No. 104, B-Wing, Ahura Centre, 1st Floor,
Mahakali Caves Road,
Andheri (E) Mumbai – 400 093

Please bring following documents on your date of joining.

1. 2 Passport size photograph
2. Pan Card
3. Aadhar Card

Thanking you,

Yours Faithfully
For UltraTech Cement Limited

Vasantha Rao Palipalli
President - HR



UltraTech Cement Limited
(Manufacturing & Projects)
A-Wing, Ahura Centre, 1st Floor, Mahakali Caves Road, Andheri (E) Mumbai – 400 093
Tel. 022-66917400 | F : +91 22 2824 4970 | W : www.ultratechcement.com
Registered Office : 'B'-Wing, Ahura Centre, 1st Floor, Mahakali Caves Road, Andheri (E) Mumbai – 400 093
T : +91 22 6691 7800 | CIN: L26940MH2000PLC1287420



**ADITYA BIRLA
CAPITAL**

PROTECTING INVESTING FINANCING ADVISING

To,

**Khushneet Kaur
N. L. Dalmia Institute of Management Studies**

We at Aditya Birla Group are pleased to inform that you have been selected for an internship at Aditya Birla Capital. **Congratulations!**

Our Summer Internship Program at Aditya Birla Capital is designed to provide a holistic learning environment. There is a lot to learn during your internship stint, not only about the work but also about the people you work with and the culture you are a part of. We are here to help make this easy for you.

You are now part of an organization which has a rich culture and heritage, a strong standing in the market and a brand which is second to none.

Your Internship would commence in any of the group entities of Aditya Birla Capital Limited. The stipend would be paid by your respective entity of Aditya Birla Capital Limited.

You will receive a stipend of Rs 25,000 per month starting 4th April 2022, for the duration of your internship.

If you have any questions, please feel free to contact **Tanvi Gupta (Tanvi.Gupta@adityabirlacapital.com)**.

You are taking a step to enter in the professional world with Aditya Birla Group and we are excited to be a part of your journey.

Wish you all the best!

For Aditya Birla Capital

**Anunay Shrivastava
SVP & Head – Corporate HR
Aditya Birla Capital Ltd.**

Aditya Birla Capital Ltd.

One Indiabulls Centre, Tower 1-C, 18th Floor, Jupiter Mill Compound,
841, Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013.
+91 22 4356 7000 | (F) +91 22 4356 7111
abc.secretarial@adityabirlacapital.com | www.adityabirlacapital.com

Registered Office:

Indian Rayon Compound, Veraval - 362 266. Gujarat.
+91 28762 45711
CIN: L67120GJ2007PLC058890

Internship Completion Certificate

Date: 29th June, 2022

We are pleased to announce that **Manasi Kulkarni** has successfully completed her internship with L&T Financial Services. Her internship with us started on May, 2022 and was completed on June, 2022.

We confirm that she has submitted detailed project report on the same and has presented her thoughts and recommendations to the team. During the period of her internship program with us, she was found punctual and hardworking.

We hope that she had an enriching experience with us.

Yours faithfully,

For L&T Finance Limited,


Pooja Vanjani

Senior Manager - HR

July 8, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms. Menaz Viraf Daruwalla** has successfully completed her internship at HDFC Asset Management Company Limited, Mumbai in Human Resources Department from April 11, 2022 to July 8, 2022.

We wish her all the best for her future endeavors.

For HDFC Asset Management Company Limited



Varsha Rohira
Manager - Human Resources

HDFC Asset Management Company Limited
A Joint Venture with Standard Life Investments
CIN: L65991MH1999PLC123027

Registered Office : "HDFC House", 2nd Floor, H.T. Parekh Marg, 165-166, Backbay Reclamation, Churchgate, Mumbai-400 020
Tel.: 022 - 6631 6333 Fax: 022 - 6658 0203 Website: www.hdfcfund.com

Ref: IF/HR/IC/07/22/MD
Date: 11-Jul-2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Mohak Deshpande has successfully completed internship program from
24th Jan 2022 to 17th Jun 2022 at ideaForge Technology Pvt. Ltd.

During the period of her internship with us, he was found to be hardworking and sincere. We
take this opportunity to thank him and wish him all the best for his future.

For ideaForge Technology Pvt. Ltd.,



Sachin Mathur
General Manager

ideaForge Technology Private Limited.

EL- 146, T.T.C. Industrial Area, M.I.D.C. Mahape, Navi Mumbai - 400 710, Maharashtra (India)
Ph.(O): +91 (22) 2767 0001, +91 (22) 2767 0002 (F) +91 (22) 2767 0707
Email: info@ideaforge.co.in CIN No. U31401MH2007PTC167669



मेकॉन लिमिटेड

विवेकानन्द पथ, डोरण्डा, राँची - ८३४००२ (झारखण्ड)

MECON LIMITED

Vivekanand Path, Doranda, Ranchi-834002 (Jharkhand)

VOCATIONAL TRAINING CERTIFICATE



This is to certify that Ms. Mohita Sahitya, student of 1st year, 3rd semester, PGDM (Human Resource), N.L. Dalmia Institute of Management Studies and Research, Mumbai has undergone vocational training in HR Section of our Organisation as per details here under.

1. *Date of Joining* : 11.04.2022
2. *Date of leaving* : 21.05.2022
3. *Area of Training* : *Impact of Integrating E-recruitment in the Well-established Recruitment Process*
4. *Performance* : *Good*
5. *Conduct* : *Good*
6. *Attendance* : *Regular*


(K.T. Purai)

Sr. General Manager (HR)

Dated: 02.07.2022



TSF/HR/ 1135 /2022

Date: 1st April 2022

Ms. Namrata Ranjan

N.L Dalmia Institute, Mumbai

Dear Ms. Namrata Ranjan,

We are pleased to offer you an assignment with us as "Intern" for the period 1st April 2022 to 30th June 2022. During this period, you will be entrusted with the following responsibilities:

- Update our internal databases with new employee information, including contact details and employment forms
- Prepare HR-related reports as needed
- Address employee queries about benefits via the Helpline services
- Review and distribute employee documents in digital formats or hard copies
- Participate in organizing company events

During this period, you work under the guidance of Mr. Manish Dwivedi, Manager- Learning and Development and operate from Jamshedpur. You will be getting the monthly stipend of **Rs. 12,000/- (Rupees Twelve thousand only)** per month for the internship period.

OTHER TERMS AND CONDITIONS:

1. You are doing an internship and will not hold any claim for permanent employment of the Society on the expiry of the internship period.
2. During the internship period, you may be required to assist/provide services to any other consultant/Service provider as engaged by the organization for which no additional monetary benefits will be entertained in lieu of service or assistance provided to them.
3. During the internship period, any advice or information given by you, or the use of any content/material, works, or information provided to you by the organization in connection with this contract, will not constitute or result in any infringement of third-party rights.
4. All disputes arising out of this internship will be subject to the jurisdiction of the Jamshedpur Court. And that the courts, tribunals, and/or authorities at Jamshedpur only shall have jurisdiction to entertain, try and decide

TATA STEEL FOUNDATION

Head Office: 3 E Road, Northern Town, Bistupur, Jamshedpur, 831001, India

Registered Office: 3rd floor, One Forbes 1, Dr. V B Gandhi Marg, Fort, Mumbai 400001, India



such disputes or differences arising out of or pertaining to this Internship, irrespective of your working Head Quarter being elsewhere at that point of time.

If the above-mentioned terms and conditions of the offer are acceptable to you, please return a copy of this document within one week of receipt of this letter, duly signed, for our records.

Yours sincerely,


Saldarsan Panigrahy
(Sr. Manager- HRBP, Societies)

I, Ms. Namrata Ranjan , agree with the terms and conditions of my engagement with Tata Steel Foundation.

Date: 1.4.2022 Name: NAMRATA RANJAN Signature: Namrata Ranjan

TATA STEEL FOUNDATION

Head Office: 3 E Road, Northern Town, Bistupur, Jamshedpur, 831001, India
Registered Office: 3rd floor, One Forbes 1, Dr. V B Gandhi Marg, Fort, Mumbai 400001, India

LTR/HR/Proj-Tr.

30th June 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Neha Gupta completed her internship period as per the following details and has no dues & asset pending.

Project Topic : System Implementation and BI Dashboard-Learning and Development ,Vendor Contract Management, Training Cycle Management.

Department : HR-Learning and Development

Location : Powai,Mumbai

Guide Name : Ms. Purvi Sharma

Guide Designation : AGM-OD and Learning and Development HR

Company : L&T Realty

Period : 04.04.2022 to 30.06.2022

We wish all the success in her career.

for L&T Limited – Realty Division



Dr. B .V Shanbhag
GM & Head – HR & CSR



**ADITYA BIRLA
CAPITAL**

PROTECTING INVESTING FINANCING ADVISING

01/08/2022

Internship Certificate

This is to certify that **Mr Pratik Chaudhary, (N L Dalmia)** has successfully completed his Internship Program with Aditya Birla Capital from April 4, 2022 to July 4, 2022.

During the internship, he was a part of the Human Resource Function.

We take this opportunity to wish him all the best in his future endeavours.

For Aditya Birla Capital Limited,

**Anunay Shrivastava
Sr. Vice President – Human Resources
Aditya Birla Capital Limited**

Aditya Birla Capital Ltd.

One Indiabulls Centre, Tower 1 C, 18th Floor, Jupiter Mill Compound,
841, Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013.
+91 22 4356 7000 | (F) +91 22 4356 7111
abc.secretarial@adityabirlacapital.com | www.adityabirlacapital.com

Registered Office.

Indian Rayon Compound, Veraval - 362 266. Gujarat.
+91 28762 45711
CIN: L67120GJ2007PLC058890

Date: 30th June, 2022

To whomsoever it may concern

This is to certify that Ms. Paridhi Sodhani, student of N.L. Dalmia Institute Management Studies & Research Mumbai, has completed the summer internship with IndiGrid under the mentorship of Mr. Satish Kakani (Head – L&D).

Her project objective for the internship was titled '**Training Effectiveness Benchmarking**' for which she was supposed to study the various Training effectiveness frameworks being followed in various organizations and recommend the best practices.

The project duration was 3 months from 1st April 2022 to 30th June 2022.

We wish Paridhi best for her future endeavours.

For IndiGrid Limited,

KUNDA Digitally signed
by KUNDAN
N KISHORE
Date: 2022.07.04
KISHORE 12:59:01 +05'30'

Kundan Kishore

Head-Human Resources



TO WHOM IT MAY CONCERN

(TRAINING CERTIFICATE)

This is to certify that Ms Priyanka Nair, pursuing PGDM (HR) from N. L. Dalmia Institute of Management Studies & Research, has done an Internship with us as per the details below:

<i>Type of Training</i>	<i>Internship</i>
<i>Period of Training</i>	<i>07-04-22 to 06-07-22</i>
<i>Project Guide</i>	<i>Mr Manial Desa - Head – Campus & Cadre Management</i>
<i>Place of training</i>	<i>Mumbai</i>
<i>Efficiency / Ability</i>	<i>Excellent</i>
<i>Conduct / Behavior</i>	<i>Good</i>
<i>Punctuality</i>	<i>Good</i>
<i>Attendance</i>	<i>Good</i>
<i>Brief description of training</i>	<ol style="list-style-type: none"><i>1. She has worked on the project, "Persona based Cadre hiring" and has contributed well to the project.</i><i>2. She has been involved in the Coordination of College TPOs during the Campus placement and campus interviews and scheduling the same.</i>

During the Internship Priyanka was found to be sincere and hardworking and her performance on the assignments has been good.

We wish Priyanka all the success in future.

Yours faithfully
The Tata Power Company Limited

Geeta
Capt. Geeta Jadhav
Chief Corporate HR

Hirani Palke

TATA POWER

The Tata Power Company Limited

Corporate Center 34 Sant Tukaram Road Carnac Bunder Mumbai 400 009

Corporate Human Resources Tel 91 22 6717 1403

Registered Office Bombay House 24 Homi Mody Street Mumbai 400 001

CIN : L28920MH1919PLC000567 Website : www.tatapower.com Email : tatapower@tatapower.com



**ADITYA BIRLA
CAPITAL**

PROTECTING INVESTING FINANCING ADVISING

To,

Ruchita Sharma
N. L. Dalmia Institute of Management Studies

We at Aditya Birla Group are pleased to inform that you have been selected for an internship at Aditya Birla Capital. **Congratulations!**

Our Summer Internship Program at Aditya Birla Capital is designed to provide a holistic learning environment. There is a lot to learn during your internship stint, not only about the work but also about the people you work with and the culture you are a part of. We are here to help make this easy for you.

You are now part of an organization which has a rich culture and heritage, a strong standing in the market and a brand which is second to none.

Your Internship would commence in any of the group entities of Aditya Birla Capital Limited. The stipend would be paid by your respective entity of Aditya Birla Capital Limited.

You will receive a stipend of Rs 25,000 per month starting 4th April 2022, for the duration of your internship.

If you have any questions, please feel free to contact **Tanvi Gupta (Tanvi.Gupta@adityabirlacapital.com)**.

You are taking a step to enter in the professional world with Aditya Birla Group and we are excited to be a part of your journey.

Wish you all the best!

For Aditya Birla Capital

Anunay Shrivastava
SVP & Head – Corporate HR
Aditya Birla Capital Ltd.

Aditya Birla Capital Ltd.

One Indiabulls Centre, Tower 1-C, 18th Floor, Jupiter Mill Compound,
841, Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013,
+91 22 4356 7000 | (F) +91 22 4356 7111
abc.secretarial@adityabirlacapital.com | www.adityabirlacapital.com

Registered Office:

Indian Rayon Compound, Veraval - 362 266. Gujarat.
+91 28762 45711
CIN: L67120GJ2007PLC058890

SMSL / HR / CERT / 2022

Date: July 07th, 2022

EXPERIENCE CERTIFICATE

This is to certify that **Miss. Samruddhi Arun Sonkusale**, student of **NL Dalmia Institute of Management Science and Research**, Mumbai has done Three months Summer Internship Program in our organization in HR department in Road Rail & Irrigation Vertical, posted at Corporate Office, Nagpur. Her internship program started on **08/04/2022** and ended on **30/06/2022**.

During her tenure with us we have found her to be an attentive student demonstrating required level of performance during the training.

We wish her all the success in her future endeavors and assignments of her career.

for SMS Limited.



Fazil Rahim
Assistant Manager – HR
(RRI & OMT - Vertical)
SMS Limited



Date: 15th June 2022

To whom it may concern,

It is to certify that Mr. Saurabh Tijare has completed a two-month internship with Cygnus A.D. Management Consulting LLP, from 05th April 2022 till 4th June 2022.

He got the opportunity to work on various projects. Along with his other duties, he was responsible for managing the timelines of the projects he was working on. We are very pleased with his timely highlighting and managing of any delays, which could have affected the project completions.

He is a fast learner, and he learnt the gimmicks of Recruitment and Business Development. His team working skills and friendly nature made him a part of our organization even during the first week. He outdid the expected performance, and we are happy to have the opportunity for training such an enthusiastic candidate.

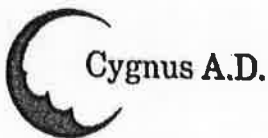
We wish him luck for all his future endeavours.

Sincerely,

Ankush Gadroo,

Principal Consultant/Partner,

Cygnus A.D. Management Consulting LLP



CYGNUS A.D. MANAGEMENT CONSULTING LLP
349, Powai Plaza, Hiranandani Gardens, Powai, Maharashtra - 401107
Phone No's: +91-9769282895, +91-7506333130
GSTIN No: 27AAMFC9936D1Z5 | www.cygnusad.com

5th July, 2022

To Whomsoever It May Concern

This is to certify that the traineeship period was served by **Ms. Shania Fernandes** under the supervision of **Mr. Alim Khan – Recruitment Manager – HR Recruitment Department**, for the duration of **1st April 2022 to 30th June 2022**.

She has during the course of her traineeship successfully worked on the projects given to her.

Her conduct is found to be satisfactory.

Yours sincerely,



Pradeep Pandey

Assistant Vice President - HR

DCB Bank Limited

Corporate & Registered Office: 6th Floor, Tower A, Peninsula Business Park, Senapati Bapat Marg, Lower Parel, Mumbai
- 400013 CIN: L99999MH1995PLC089008 Tel: +91 22 66187000 Fax: +91 22 66589970 Website: www.dccb.com



Tel: +91 22 3332 1600
www.bdo.in

The Ruby, Level 9, North West Wing,
Senapati Bapat Marg, Dadar (W),
Mumbai 400028, INDIA

July 12, 2022

To Whomsoever It May Concern

This is to certify that Ms. Shikha Ghosh was an intern with our Firm from Mar 29, 2022, to Jun 30, 2022. She has completed her Internship with Human Resources Team.

We thank her for her efforts and contribution during her tenure with us and wish her all the very best for her future endeavours.

For BDO India LLP

Authorized Signatory
Aakash Sikka - Associate Director

Internship Completion Certificate

Date: 13th July, 2022

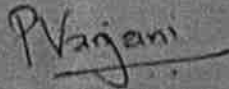
We are pleased to announce that Sneha Shetty has successfully completed her internship with L&T Financial Services. Her internship with us started on 2nd May, 2022 and was completed on 13th July, 2022.

We confirm that she has submitted detailed project report on the same and has presented her thoughts and recommendations to the team. During the period of her internship program with us, she was found punctual and hardworking.

We hope that she had an enriching experience with us.

Yours faithfully,

For L&T Finance Limited,



Pooja Vanjani

Senior Manager- HR

L&T Finance Limited
Correspondence Address
Brindavan, CST Road,
Kalina, Santacruz (East)
Mumbai 400 098

Registered Office
7th Floor, Technopolis, A-Wing
Plot No 4, Block-BP, Sector-V
Salt Lake, Kolkata 700 091
CIN: U65910WB1993FLC060810

T +91 22 6212 5000
E customercare@lifs.com

Summer Internship Batch 2021-2023

Sr. No	Full Name	Specialization	MBA Degree	Name of Summer Internship Organisation
1	Aastha Laad	Finance	PGDM-Fin	Derivium Tradition Securities India pvt. Ltd.
2	Abhiraj Mendhe	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
3	Adil Jamal	Finance	PGDM-Fin	CRISIL Limited
4	Aditya Khalapure	Finance	PGDM-Fin	Inventure Growth & Securities Ltd.
5	Aditya Shah	Finance	PGDM-Fin	SG Analytics
6	Aishwarya Bindal	Finance	PGDM-Fin	Anand Rathi share and stock brokers Ltd.
7	Anant Dumbhare	Finance	PGDM-Fin	S G Analytics
8	Anirban Sharma	Finance	PGDM-Fin	Nneell's Invest
9	Anisha Jambhale	Finance	PGDM-Fin	Acuite Ratings and Research Limited
10	Ankit Panchal	Finance	PGDM-Fin	Impetus Arthasutra
11	Ankur Chhag	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
12	Arshad Vahora	Finance	PGDM-Fin	IndusInd Bank
13	Ashita Sharma	Finance	PGDM-Fin	SG Analytics
14	Ashutosh Khetan	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
15	Atul Pandey	Finance	PGDM-Fin	Cushman & Wakefield
16	Ayush Soni	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
17	B P Bharath	Finance	PGDM-Fin	Paterson securities
18	Bhavika Mour	Finance	PGDM-Fin	Cushman & Wakefield
19	Bilal Vaid	Finance	PGDM-Fin	Anand Rathi Wealth Limited
20	Chandrika Malpani	Finance	PGDM-Fin	Hem Securities Limited
21	Damini Datta	Finance	PGDM-Fin	Acuite Ratings and Research Limited
22	Debosmita Ganguly	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
23	Devam Parikh	Finance	PGDM-Fin	HEM Securities Ltd
24	Divya Oswal	Finance	PGDM-Fin	CRISIL Limited
25	Divya Patel	Finance	PGDM-Fin	SG Analytics
26	Gaurav Hingnikar	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
27	Gaurvi Garg	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
28	Gourri Duragkar	Finance	PGDM-Fin	ICICI Bank
29	Govind Daga	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
30	Harsh Agarwal	Finance	PGDM-Fin	Inventure Growth & Securities Ltd.
31	Harsh Pethad	Finance	PGDM-Fin	Inventure Growth & Securities Ltd.
32	Hrishikesh Pandit	Finance	PGDM-Fin	ILNB Finserv

33	Hrushikesh Patil	Finance	PGDM-Fin	CRISIL Limited
34	Ishanq Dugar	Finance	PGDM-Fin	Aryaman Financial Services limited
35	Jay Jain	Finance	PGDM-Fin	Impetus arthasutra
36	Jay Sangani	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
37	Jay Shah	Finance	PGDM-Fin	HEM Securities Limited
38	Jeetiksha Chandiramani	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
39	Jeevan Gorade	Finance	PGDM-Fin	SG Analytics
40	Jesal Raja	Finance	PGDM-Fin	SG Analytics
41	Jigar Zala	Finance	PGDM-Fin	Inventure Growth & Securities Ltd.
42	Jinali Shah	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
43	Jugal Wadhwani	Finance	PGDM-Fin	SG Analytics
44	Juhi Chowdhri	Finance	PGDM-Fin	Bloomberg LP
45	Jyoti Singh	Finance	PGDM-Fin	CRISIL Limited
46	Kajal Jain	Finance	PGDM-Fin	Eduvanz Financing Private Limited
47	Kavitha Ramanathan	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
48	Khushboo Soni	Finance	PGDM-Fin	S G Analytics
49	Kushal Gandhi	Finance	PGDM-Fin	Motilal Oswal Financial Services Limited
50	Madhav Agarwal	Finance	PGDM-Fin	Kotak Securities Limited
51	Mangesh Phadse	Finance	PGDM-Fin	CRISIL Limited
52	Mayank Yadav	Finance	PGDM-Fin	Inventure Growth & Securities Ltd.
53	Md Ahamadur Rahman	Finance	PGDM-Fin	Inventure Growth & Securities Ltd.
54	Mithila Kherdey	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
55	Muskan Chellani	Finance	PGDM-Fin	CRISIL Limited
56	Nain Baldawa	Finance	PGDM-Fin	SG Analytics Ltd.
57	Namita Rathi	Finance	PGDM-Fin	Paterson Securities
58	Neil Gonsalves	Finance	PGDM-Fin	Tata Consultancy Services (TCS)
59	Nidhi Agrawal	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
60	Niharika Gehlot	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
61	Nirali Khant	Finance	PGDM-Fin	HEM Securities Limited
62	Nishant Sadana	Finance	PGDM-Fin	Derivium Traditions Securities India Pvt. Ltd.
63	Nitesh Tikkas	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
64	Parash Gidwani	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
65	Parth Patel	Finance	PGDM-Fin	Polymath Advisors
66	Parul Mittal	Finance	PGDM-Fin	Acuite Ratings and Research Limited
67	Piyush Kumar Kumavat	Finance	PGDM-Fin	KBS India Limited
68	Pragati Tripathi	Finance	PGDM-Fin	Impactguru
69	Pranjal Gupta	Finance	PGDM-Fin	SG Analytics
70	Prasad Nikumbh	Finance	PGDM-Fin	Expleo Group
71	Pratiksha Patidar	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
72	Priyanka More	Finance	PGDM-Fin	Reserve Bank of India
73	Purvi Prakash	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
74	Rahul Subramanian	Finance	PGDM-Fin	Paterson Securities Pvt Ltd.
75	Raj Desal	Finance	PGDM-Fin	Acuite Ratings and Research Limited
76	Rajan Singh	Finance	PGDM-Fin	DCB Bank
77	Raveena M	Finance	PGDM-Fin	GEP
78	Ria Rai	Finance	PGDM-Fin	73 Strings
79	Rishabh Kamalia	Finance	PGDM-Fin	Prabhudas Lilladher Pvt. Ltd

80	Rishi Dhawan	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
81	Ritika Gupta	Finance	PGDM-Fin	Inventure Growth & Securities Ltd.
82	Ritu Agrawal	Finance	PGDM-Fin	Balaji Amines Limited
83	Roopal Dhody	Finance	PGDM-Fin	HEM Securities Ltd.
84	Sagar Patro	Finance	PGDM-Fin	IndusInd Bank
85	Sahil Phatak	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
86	Sanchita Kapoor	Finance	PGDM-Fin	S G ANALYTICS
87	Sanket Patil	Finance	PGDM-Fin	SG Analytics
88	Shalom Dsilva	Finance	PGDM-Fin	HEM Securities Limited
89	Shambhavi Pradyumna	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
90	Shimoni Jain	Finance	PGDM-Fin	Hem Securities
91	Shivani Banpurkar	Finance	PGDM-Fin	SG Analytics
92	Shivani Doshi	Finance	PGDM-Fin	Ambit Capital
93	Shreya Dawada	Finance	PGDM-Fin	ImpactGuru
94	Shreya Shah	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
95	Shreyas Chheda	Finance	PGDM-Fin	Dalmus Capital Management
96	Shubh Dedhia	Finance	PGDM-Fin	CRISIL Limited
97	Sonu Jivani	Finance	PGDM-Fin	MONDIAL (DUBAI) L.L.C
98	Subham Kumar	Finance	PGDM-Fin	Apptad technology pvt ltd.
99	Sudipta Shrivastava	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
100	Sumeet Khaitan	Finance	PGDM-Fin	ICICI Bank
101	Sumeet Rajani	Finance	PGDM-Fin	CRISIL Limited
102	Suraj Singh	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
103	Suryanjay Sonawane	Finance	PGDM-Fin	Inventure Growth & Securities Ltd.
104	Tanmay Joshi	Finance	PGDM-Fin	Inventure Growth & Securities Ltd.
105	Tanvi Mitbander	Finance	PGDM-Fin	SG Analytics Ltd.
106	Tanya Bajaj	Finance	PGDM-Fin	Canara Robeco Asset Management Company
107	Tapasya Gupte	Finance	PGDM-Fin	Reserve Bank of India
108	Tushar Ghonge	Finance	PGDM-Fin	Eduvanz Financing Pvt. Ltd.
109	Urmi Desai	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
110	Vanshika Agrawal	Finance	PGDM-Fin	CRISIL Limited
111	Vedant Wankhade	Finance	PGDM-Fin	Paterson Securities Pvt. Ltd.
112	Vishnu Reddy Sangala	Finance	PGDM-Fin	Captive IR Strategic Advisors Pvt. Ltd
113	Yash Golani	Finance	PGDM-Fin	HEM Securities Ltd
114	Yash Vanka	Finance	PGDM-Fin	IndusInd Bank
115	Zeel Nayak	Finance	PGDM-Fin	Reserve Bank of India



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Aastha Laad has successfully completed her Internship program with us as a "Fixed Income Dealer", from 4th April 2022 to 30th June 2022.

During the period of her assignment, we found her sincere, hardworking and a keen learner.

We wish her all the best in her future endeavors.

For Derivium Tradition Securities (India) Pvt. Ltd.,

Ms. Ami Sampat
Head Wealth Partnership & Structured Credit

derivium tradition securities (india) pvt. ltd.

📍 eucharistic congress III, 10/f, 5 convent rd, colaba, mumbai - 400 039. india

☎ (+91 22) 6606 4600 📠 (+91 22) 6606 4601

CIN: U67120MH2003PTC139989

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

ABHIRAJ MENDHE

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

3rd Jun 2022

Adil Jamal
1014991

Project Completion Certificate

Adil Jamal, A student of N.L. Dalmia Institute of Management Studies and Research, Mumbai has satisfactorily completed the internship project with us from 28th Feb 2022 to 30th May 2022.

His project was with the Data Management and Analytics - GDS in Ghole Road, Pune, CRISIL Limited.

Project Name: Analysis of Financial Statement

His project guide was Mayur Bartere, Associate Director, HR-Business Partner.

We wish him all the best in his future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363



Certificate of Internship

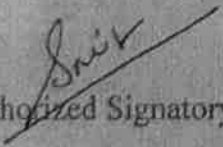
To whomsoever it may concern,

This is to certify that Mr. Aditya Khalapure student of N.L.Dalmia Institute of Management Studies and Research, Mumbai, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory



13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Aditya Shah has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Aditya worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Aditya was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Aditya in a successful career.

We at **SG Analytics** wish Aditya luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594

Date: 09 June 2022

Aishwarya Bindal


Mumbai

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Aishwarya Bindal has successfully completed her Internship in the project titled 'Equity & Advisory' with Anand Rathi Group for the period dated 04 Apr 2022 to 03 June 2022.

We wish her all the best in her future endeavors.

For Anand Rathi Share and Stock Brokers Limited,


Authorized Signatory

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Anant Dumbhare has worked with SG Analytics Pvt. Ltd from 01st April 2022 to 30th June 2022.

Anant worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Anant was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Anant in a successful career.

We at **SG Analytics** wish Anant luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No:U74140PN2007PTC145594



Place: Online

Date: 02/07/2022

CERTIFICATE OF INTERNSHIP

This is to certify that

Anirban Sharma

a PGDM(Finance) student of N L Dalmia Institute of Management Studies & Research, has done his summer internship at NNEELL'S INVEST LTD from 4th May 2022 to 2nd July 2022 as a **Portfolio Manager**, under the guidance of Ajay Dharaviya & Neel Patel.

He has successfully completed the project entitled "**Analysis of Investor's Determinance, Trepidation and Decision-Making process in the Indian Stock Markets**".

We found him to be a self-starter who is motivated, duty-bound and hard working. He worked sincerely on his assigned tasks and projects and his performance was par excellence. We wish him best of luck for his future endeavors.

FOR NNEELL'S INVEST



Neel Patel
(Founder)

February 24, 2022

Anisha Jambhale
PGDM – Finance
Batch: 2022
N. L. Dalmia Institute of Management Studies and Research
Mumbai

Subject: Letter of Intent for Summer Internship

Dear Anisha,

We thank you for your interest in pursuing your academic internship with Acuite Ratings & Research Limited and are proud to share that Acuite Ratings & Research Limited is certified as a Great Place to Work®. This reflects our high-trust, high-performance culture and our people-centric aspirations.

We are pleased to inform that you have been selected from your Institute to undertake a Three (3) months Student internship programme starting April 1, 2022 and ending June 30, 2022, with our organization (Location: Mumbai).

You will be paid a Student Internship stipend of Rs.20,000/- (Rupees Twenty Thousand Only) per month.

Congratulations on the Internship, may you have an enriching learning experience.

Please return a signed accepted copy of this offer for our records.

Warm Regards,

For Acuite Ratings & Research Limited



Loretta Fernandes
Head – Human Resources

cc: Placement Cell
N. L. Dalmia Institute of Management Studies and Research, Mumbai

Acuite Ratings & Research Limited

SEBI Registered | RBI Accredited

708, Lodha Supremus, Lodha IThink Techno Campus, Kanjurmarg (E), Mumbai – 400 042

+91 22 4929 4000 | +91 99698 98000 | www.acuite.in | info@acuite.in | CIN: U74999MH2005PLC156683





**IMPETUS
ARTHASUTRA**

SEBI Registered Portfolio Manager

TO WHOM IT MAY CONCERN

This is to certify that **Mr Ankit Panchal**, a student of MBA Finance of N.L. Dalmia Institute of Management Studies and Research has successfully completed 2 months (01 April 2022 to 31 May 2022) summer fellowship program on the Topic '**A Six Sigma Approach in Wealth Management**' at Impetus Arthasutra Pvt Ltd. He has worked in areas like Industry Analysis, Client Risk Profiling and Preparation of Financial Roadmap. During the period of his fellowship program with us, he was found sincere and hardworking.

We wish him every success in life.

P R Dilip,

Managing Director



Impetus Arthasutra Private Limited.

July 5, 2022.

206, Atlanta Estate, Off. Western Express
Highway, Goregaon (E), Mumbai - 400 063

Tel : +91 22 4056 2727
Mob : + 91 9324072046

info@impetusindia.in
www.IMPETUSINDIA.IN

GSTIN : 27AAACS5662FIZC
CIN : U74110MH1994PTC083384

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

ANKUR CHHAG

of NL Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management. The duration of the internship was from April to June 2022.

During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

11th July, 2022



Balachandran Venkataraman, CFA
CFO

Date: 30 June, 2022

Certificate of Appreciation

Dear Arshad Vahora,

Congratulations on successful completion of your "Internship Program" with IndusInd Bank Ltd, Mumbai under the guidance of Mr. Samir Doshi (Head - Accounts, Finance). The internship was held for the period from 04th April'2022 to 03rd June'22 on the topic.

"A Study on Evolution & Consumer Perception of Online Banking in India"

This is an appreciation of the sincerity, dedication and application of your knowledge displayed during the internship program. We value your contribution and take this opportunity to express our heartfelt thanks and congratulations to you on your success.

All the best to you...!!!

Regards



Amit Raj

Associate HR Partner
Human Resources



Solitaire Corporate Park Office : IndusInd Bank Limited, Building No.7, Solitaire Corporation Park, Andheri- Ghatkopar Link Road, Chakala, Andheri (E), Mumbai - 400 093, Tel: (0022) 66412200

Registered Office : 2401 Gen. Thimmayya Road, Pune 411 001, India
Tel: (020) 2634 3201 Fax: (020) 2634 3241 Visit us at www.IndusInd.com
CIN: L65191PN1994PLC076333

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Ashita Sharma has worked with SG Analytics Pvt. Ltd from 01st April 2022 to 30th June 2022.

Ashita worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Ashita was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Ashita in a successful career.

We at **SG Analytics** wish Ashita luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

ASHUTOSH KHETAN

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022.

During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



Cushman & Wakefield India Pvt. Ltd.
14th Floor, Building 8
Tower C, DLF Cyber City
Gurgaon – 122 002, India
Tel +91 (124) 469 5555
Fax +91 (124) 4695566
Cushmanwakefield.com

30-May-2022

EXPERIENCE CERTIFICATE

This is to certify that **Mr. Atul Pandey** has completed his internship with us, during the period **1-February-2022 to 1-May-2022**, with the **Strategic Consulting** - Division of the company, at **Mumbai**.

During his short stint with us, he was found to have very good people skills, an eye for details, commitment and dedication towards his work and a high level of integrity.

He was also found to have an eagerness to learn teamed with a positive attitude.

We wish him all the best for his future endeavors.

For Cushman & Wakefield India Private Limited

A handwritten signature in black ink, appearing to read 'Rajesh Nair', written over a horizontal line.

Rajesh Nair
Senior Director – Human Resources

CIN : U70101DL1997PTC090431

Registered Office: Cushman & Wakefield India Pvt. Ltd., JA1120-1121, 11th floor, Tower A, DLF Tower Jasola, Jasola District Centre
New Delhi – 110 025, India, Tel +91(11) 4111 5222, Fax +91 (11) 4056 3813, info.india@ap.cushwake.com

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

AYUSH SONI

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

B P BHARATH

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

OFFER LETTER

5th January 2022

Dear **Bhavika**,

On behalf of **StocksProsper**, I am pleased to offer you employment with **StocksProsper** in the position of Equity Research Intern.

Your employment begins on **6th January 2022** and it gets completed by **5th April 2022 (In event of leaves taken- the completion date of the internship will vary accordingly)**.

During your employment, you will be working on extensive research on different companies, financial products & services.

The company is extending a perk to all our interns, Each intern can learn the basics of stock markets and we can also make you learn in greater depth and details. In case you are interested in earning through stock markets, We can help you out and we will provide the services at discounted rates.

The intern needs to devote a minimum of **3 hours** everyday. The working days are **Monday to Saturday**. We are flexible in regards to time.

Additional Agreements:

- The company is providing a lot of research based work and we also use our resources. In the process of all this research, No research report and its related documents can be shared to anyone except StocksProsper, In case the documents were shared to anyone except us, The company reserves the right to penalise the intern monetarily and legally.
- The intern is responsible to handle the financial resources with care. The intern can not use the financial literature or content for personal use without the company's written approval. Using the literature for personal use can lead to penalties.
- The Intern is also having an opportunity to consult with our client network. If an intern is providing services on behalf of StocksProsper, No intern can use the services for their personal use and they cannot share any financial resource.

Bhavika, We are delighted to have you on board.

Regards

Vasu Goenka

Founder- StocksProsper

June 30, 2022

Internship Certificate

This is to certify that Mr. Bilal Vaid has completed his Internship with Anand Rathi Wealth Limited in Mutual Fund Research Department under Ms. Shweta Rajani – Sr. Vice President from April 04, 2022 to June 30, 2022.

He has successfully completed the same and during his stint with us, he has been extremely diligent, sincere and forthcoming.

For Anand Rathi Wealth Limited



Authorized Signatory



Hem Securities Ltd.

Building Your Wealth Through Values

Member: BSE, CDSL-DP
Category 1 Merchant Banker, Portfolio Manager
Sobl Regd. No.: IN DP CDSL-83-2000, BSE-INZ000168034,
M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurities.com

Date: - 3rd July 2022

To whom so ever it may concern

This is to certify that Ms Chandrika Malpani, had successfully completed her internship at our corporate office in Mumbai from 4th April 2022 to 3rd July 2022.

Her internship activity included learning the process of an IPO followed by a Merchant Banker and also gaining a practical experience by working on assignment of the IPO. She had also worked on Business Development for SME IPO. During the period of her internship with us, we found her punctual, hardworking and inquisitive.

We wish her success for her future endeavors

For Hem Securities Ltd


(Director)



Certificate of Completion

This certificate is presented to

Damini Datta

to commemorate her completion of the student internship program
from April 01, 2022 - June 30, 2022

Sankar Chakraborti

Sankar Chakraborti

Group Chief Executive Officer

Suman Chowdhury

Suman Chowdhury

Chief Analytical Officer

Antony Jose C

Antony Jose C

Chief Rating Officer



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

DEBOSMITA GANGULY

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



Hem Securities Ltd.

Building Your Wealth Through Values

Member: BSE, CDSL-DP
Category I Merchant Banker, Portfolio Manager
Sebi Regd. No.: IN DP CDSL-83-2000, BSE-INZ000168034,
M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurltles.com

Date: - 30th June 2022

To whom so ever it may concern

This is to certify that **Mr. Devam Parikh**, had successfully completed his internship at our corporate office in Mumbai from 4th April 2022 to 30th June 2022.

His internship activity includes learning the process of an IPO followed by a Merchant Banker and also gaining a practical experience by working on assignment of Private Equity and M&A. During the period of his internship with us, we found him punctual, hardworking and inquisitive.

We wish him success for his future endeavors

For Hem Securities Ltd


(Director)



23rd Jun 2022

Divya Pravin Oswal
1015408

Project Completion Certificate

Divya Pravin Oswal, A student of N. L. Dalmia Institute of Management Studies & Research, has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

Her project was with the ICR - Bilateral Credit Risk in Mumbai, CRISIL Limited.

Project Name: - Credit monitoring and analysis based on financial and non-financial triggers

Her project guide was Ms Sonia Kothari, Associate Director, HR-Business Partner

We wish her all the best in her future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L87120MH1987PLC042363

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Divya Patel has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Divya worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Divya was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Divya in a successful career.

We at **SG Analytics** wish Divya luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

GAURAV HINGNIKAR

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Gourri Duragkar bearing Applicant ID: 4841874 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RETAIL BANKING GROUP.

She had worked under the guidance of Yogesh Deshpande and Vivek Chaudhary. She has successfully completed her project.

We wish her all the best for her future endeavors.

Regards,

A handwritten signature in black ink that reads 'Nishtha Jolly'.

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chakli Circle,
Old Padra Road,
Vadodara 390 007, India.

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

GAURVI GARG

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

GOVIND DAGA

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

INVENTURE

GROWTH & SECURITIES LTD.

Enhancing Fortunes, Enriching Lives.

NSE • NSI • EQUITY & DERIVATIVES

CURRENCY DERIVATIVES • DP-CDSL

Certificate of Internship

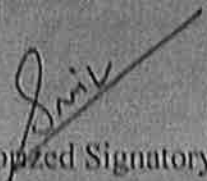
To whomsoever it may concern,

This is to certify that Mr. Harsh Agarwal student of N.L.Dalmia Institute of Management Studies and Research, Mumbai, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory



SEBI Registration No: IN2000221034 (BSE | NSE | MFII) | CDSL Registration No: IN-DPCDSL-12-99 | CIN NO: L65990MH1095PLC089839
AMFI ARN NO: ARN-33146 | SEBI Research Analyst No: INH00000129 | GSTIN NO: 27AAAG12044K1ZP

Corporate & Reg. Office:

201, Vijay Towers, 2nd Floor, Near Land Mark, Western Express Highway, Andheri (East), Mumbai - 400 093
Tel: + 091-022-71148500, 40761616 Fax: + 091-022-71148511 Website: www.inventuregrowth.com E-mail: info@inventuregrowth.com

Certificate of Internship


To whomsoever it may concern,

This is to certify that **Mr. Harsh Pethad** student of **N.L.Dalmia Institute of Management Studies and Research, Mumbai**, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory





524, First Floor, Sandhurst Building, SVP Road, Opera House, Mumbai 400004

Contact: +91-9702521326

E-Mail: contact@ilnb.co.in

Website: <http://www.ilnb.in>

(AMFI Registered Mutual Fund Distributor)

ARN-133121)

OFFER LETTER

Dear Hrishikesh,

We are pleased to inform you that, we are going ahead with your application. We are happy to offer you the position of "Research Analyst" at our organization, as your summer internship

Duration –

4 Months. From 1st March 2022 to 30th June 2022

Job Role –

1. Equity Research
2. Financial Product Research
3. Making Reports for Content Creation Team
4. Providing Detailed Report for each upcoming IPO
5. Any suitable research as per requirement from Company

Compensation –

Total Compensation is agreed upon INR 1,50,000/- for the mentioned duration

Working Days:

Monday to Saturday

Working Hours:

9am to 5.30pm on weekdays and 9am to 1pm on Saturdays.

Work Location:

Work from home

Holidays:

All equity Market Holidays will be holidays for the office, except Saturday

We wish you all the best for your assignment with us.

Regards,

Management

24th Jun 2022

Hrushikesh Patil
1015415

Project Completion Certificate

Hrushikesh Patil, A student of N. L. Dalmia Institute of Management Studies and Research, has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

His project was with the FR - Sell Side - Equity Research in Mumbai, CRISIL Limited.

Project Name: - A study and comparison of Integrated and Pure Renewable Companies

His project guide was Ms. Vaishali Dhar, Associate Director, HR-Business Partner

We wish him all the best in him future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L87120MH1987PLC042363



ARYAMAN
FINANCIAL SERVICES LTD

Corporate Office :
60, Khatau Building, Gr. Floor,
Aakash Dinesh Modi Marg, Opp. P. J. Tower (BSE Bldg.),
Fort, Mumbai - 400 001.
Tel. : 022-6216 6999 / 2261 8264
Fax : 2263 0434
Email : info@afsl.co.in • Website : www.afsl.co.in
CIN : L74899DL1994PLC059009
GSTIN : 27AABCA1376P1ZD

OFFER LETTER

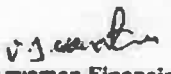

Dear Ishanq Dugar,

We are pleased to appoint you as an intern in Aryaman Financial Services Limited for the duration of 3 months, i.e., with effect from 4th April 2022.

We would like to extend our heartiest congratulations on your selection for this internship and wish you All the very best for the same.

Our team is looking forward to having you work with us.

We look forward for a long-term professional relationship with you.



Aryaman Financial Services Limited

TO WHOM IT MAY CONCERN

This is to certify that **Mr Jay Jain**, a student of MBA Finance of N.L. Dalmia Institute of Management Studies and Research has successfully completed 2 months (01 April 2022 to 31 May 2022) summer fellowship program on the Topic '**A Six Sigma Approach in Wealth Management**' at Impetus Arthasutra Pvt Ltd. He has worked in areas like Industry Analysis, Client Risk Profiling and Preparation of Financial Roadmap. During the period of his fellowship program with us, he was found sincere and hardworking.

We wish him every success in life.

P R Dilip,

Managing Director



Impetus Arthasutra Private Limited.

July 5, 2022.



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

JAY SANGANI

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

JEETIKSHA CHANDIRAMANI

of N.L. Dalma Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Jeevan Gorade has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Jeevan worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Jeevan was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Jeevan in a successful career.

We at **SG Analytics** wish Jeevan luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No:U/4140PN2007PTC145594

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Jesal Raja has worked with SG Analytics Pvt. Ltd from 01st April 2022 to 30th June 2022.

Jesal worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards Its Stakeholders, Society and Environment

During the project, Jesal was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Jesal in a successful career.

We at **SG Analytics** wish Jesal luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594



Certificate of Internship


To whomsoever it may concern,

This is to certify that **Mr. Jigar Zala** student of **N.L.Dalmia Institute of Management Studies and Research, Mumbai**, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

JINALI SHAH

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Jugal Wadhvani has worked with SG Analytics Pvt. Ltd from 01st April 2022 to 30th June 2022.

Jugal worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Jugal was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Jugal in a successful career.

We at **SG Analytics** wish Jugal luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594

16 January, 2022

Juhi Chowdhri
401, Chhatrapati CHS, Vasant Kunj Lane, Opp. Rajnigandh, Pawar Nagar, Near Hiranandani
Meadows, Pokhran Road 2, Thane West, Maharashtra, India
India, 400610

Bloomberg

Dear Juhi:

I am delighted to confirm our offer of employment as an Intern in the 2022 Summer Internship Program at Bloomberg Data Services (India) Private Limited ("Bloomberg") in the Financial Products department. Assuming the required documentation is completed and subject to you obtaining and maintaining the right to work in India, we look forward to welcoming you on 18 April, 2022 and ending on 10 June, 2022.

You are joining a thriving enterprise of 19,000 colleagues in more than 176 locations. Together, we give our customers a critical edge by delivering data, news, and analytics that provide unmatched visibility into global and local markets and the world of business. We look forward to providing you a work experience that is personally and professionally rewarding, with nonstop challenges and limitless opportunities.

Compensation: Your annual salary of INR 1,296,000, less applicable payroll deductions, is payable on a Monthly basis.

Virtual Internship: Our current intention is to hold your internship in person in our office at the location we have outlined above. While there remains the possibility that Covid-19 may impact your ability to work in the office, we will not know for certain until closer to your start date. In the event that we need to shift your internship to be held virtually, we will inform you as soon as we have made a final decision. In addition, virtual interns in certain countries will need to be hired through one of our agencies. If this scenario applies to you, you will be informed at the appropriate time and your internship paperwork will be wholly replaced (and will cease to have legal effect), as new paperwork will be issued by our agency.

Equipment: If you are being provided with any Bloomberg equipment during your internship, you will be required to return it to us at the end of your internship program. If you fail to return the equipment, you will be required to pay for the full cost of the equipment. Unless specified, all homeworking expenses have been and shall continue to be incorporated within your base salary.

Working Hours: The normal office hours are 0800 hours to 1800 hours (with one hour lunch break) Monday to Friday. Depending on the workload and schedules, the normal hours may be varied whenever circumstances so require.

Place and Scope of Work: Your place of work will generally be Bloomberg's offices, currently at 16F Tower 2B One World Center, 841 Jupiter Mills Textile Mill Compound, Senapati Bapat Marg, Elphinstone, Mumbai - 400 013 Maharashtra, India. The place of work may be changed by Bloomberg during your employment. This offer does not entitle you to any particular position at Bloomberg, and your job functions and duties may be changed by Bloomberg at any time.

Surveillance and Monitoring: Bloomberg notifies you that it monitors, and you agree and consent that Bloomberg will be entitled to monitor usage of its electronic Company Equipment (as defined under the Global Resource and Information Core Guide) and that Bloomberg may use and disclose its surveillance records for its legitimate business or legal reasons, including:

- monitoring compliance with the Global Resource and Information Core Guide, the India Supplement, the Employee Confidentiality Agreement or this offer;
- maintaining the security and management of Bloomberg's Company Equipment; or
- for the purposes of employee supervision.

Monitoring may include surveillance, monitoring and recording by means of software or other equipment that monitors or records the information input, output, or other use of electronic Company Equipment used to visit sites on the internet, participation in chat groups and news rooms, material downloaded or uploaded from the internet, and email and other communications. Monitoring may occur both inside and outside of the workplace (such as through use of remote access facilities).

For new employees, monitoring will start immediately on commencement of employment and after being notified of the Global Resource and Information Core Guide and the India Supplement. Monitoring occurs on a continuous and ongoing basis.

Bloomberg will endeavour to preserve your privacy and personal information to the extent possible. Monitoring is only carried out by authorised persons. You may consult with us about the matters set out above.

Taxation: You shall account to the appropriate authorities for all taxes payable by you under any applicable law or regulation in any jurisdiction in the world in respect of all sums or benefits received by you under or in connection with your employment with Bloomberg and/or the cessation of that employment. You agree to indemnify Bloomberg for any losses, costs, surcharge or expenses incurred by Bloomberg resulting from any breach by you of this clause.

Termination: Please be advised that our employment relationship may be terminated by either you or Bloomberg at any time for any or no reason by giving 7 days' notice in writing to the other party or paying 7 days' wages in lieu of the outstanding required notice. Please refer to India Supplement for further provisions relating to Termination.

Notwithstanding anything in this letter or the India Supplement, Bloomberg may terminate your employment at any time for any reason to the extent that local law permits.

Repatriation Costs: Regardless of the reason for the cessation of your employment, all costs to repatriate you and/or any of your dependants (if applicable) (the "Repatriation Costs") after termination of employment will be borne by you. Bloomberg will not be responsible for any Repatriation Costs and you shall indemnify Bloomberg for any and all Repatriation Costs incurred in respect of you.

Acceptance of Offer: Please print, sign, and return a copy of your offer letter to me. The signed copy will serve as your acceptance of our offer and should be received on or before 23 January, 2022. If we do not receive your letter by this date it will lapse.

Within two (2) days of accepting of this offer, you will receive an email from Bloomberg's background check company, Cisive, with a package ID, login, password and instructions for completing an application for a background check. Completion of the background check is mandatory and you will not be able to commence employment until it is completed. For the avoidance of doubt, this offer is also contingent on you submitting an application for a background check to Cisive within five (5) business days of accepting this offer.

Please note that employment at Bloomberg is conditional upon your ability, in conjunction with Bloomberg, where applicable, to secure continuous work authorization, including, where required, all relevant visas, approvals, immigration permits, and licenses that allow you to lawfully reside and work in India. You will not be able to begin working for Bloomberg until your authorization for employment has been approved or the appropriate documentation has been issued. Bloomberg does not control the approval or denial of the relevant visas, approvals, immigration permits (or other employment authorization or licenses) and, therefore, cannot

guarantee the approval or issuance of the above, but we will do our best to assist you with the process. In addition, in the event that you are unable to obtain the requisite visa or permit to work in India, Bloomberg may, at its sole and absolute discretion, retract its offer of employment to you. If you have commenced employment with Bloomberg and you cease to have the right to work for Bloomberg in India, whether by law, contractually or otherwise, then Bloomberg may notwithstanding anything contained in this letter terminate your employment by giving you 7 days' notice or payment of wages in lieu.

You must comply with the Global Resource and Information Core Guide and India Supplement (as may be amended from time to time during your employment, at our sole discretion). You are required to read and understand the contents and agree to comply with the policies contained therein.

Further, during your employment, you shall observe and comply with all other policies and procedures of Bloomberg and all applicable laws. Such documents may be provided in hard copy format, on Bloomberg's intranet or in another format.

In the event of a conflict between the terms and conditions of this Agreement and any policies, the terms and conditions of this Agreement shall prevail.

Your employment will be contingent upon your acknowledgment and acceptance of the content of such Policies, as well as your agreement to adhere to and abide by the terms therein.

Conditions Precedent and warranties: In addition, this offer, and employment at Bloomberg, is conditional on:

- (a) you representing and warranting that by accepting this offer with Bloomberg that you are not entering into this Agreement in reliance on any representation not set out in this offer or the documents referred to therein, and understand that the terms of this offer are subject to agreement;
- (b) Bloomberg's receipt of:
 - a signed Employee Confidentiality Agreement (which is included in your offer packet);
 - a signed employee acknowledgement form for the Global Resource and Information Core Guide and India Supplement (which is included in your offer packet);
 - your written confirmation that you are not bound by any court order, agreement, arrangement or undertaking which in any way restricts or prohibits you from entering into this agreement or from working for Bloomberg and you authorize Bloomberg to release your name and other relevant personal details to a background check company, Cisive and you agree to complete the necessary steps to facilitate the background check process. You are to provide said confirmation by initialing in the relevant portion set out at the end of this offer; and
 - acceptable results of a reference check and background investigation (authorized when you sign the General Authorization Statement located on our background check company's website).

Please be aware that additional information may be added to this offer as addendums.

New Hire Orientation: On your first day, you will participate in our orientation program along with other new hires around the Asia Pacific region. We will use this time to tell you more about Bloomberg and our culture, and provide an introduction to the Bloomberg terminal and key functionality. Our goal is to make your transition as smooth as possible.

Bloomberg

Bloomberg

Again, congratulations. We look forward to welcoming you to the Bloomberg community.

Sincerely,



Melanie Coate
Human Resources, Asia Pacific
For and on behalf of Bloomberg Data Services (India) Private Limited.

Juhi Chowdhri

Please Sign As Acceptance of Our Offer of Employment

Date

Initial Here

I certify that I am not bound by a confidentiality or non-compete agreement, or any other contractual restriction or any court order that would prevent me from working for Bloomberg. (If you cannot affirmatively certify this provision, please contact Human Resources.) I also certify that I will adhere to and abide by all company policies as a condition of my employment.

Initial Here

I authorize Bloomberg to release my name and contact information to the background check company, Cisive. I also agree to complete the necessary authorization and application forms immediately upon being contacted by Cisive to facilitate the background check process

April 06, 2022

Jyoti Singh

Dear Jyoti Singh,

Internship

We thank you for your interest to associate with our organisation as an intern for a short period, pending completion of your management education.

We are delighted to offer you internship with our organisation and welcome you to the CRISIL family. You will undergo internship with CRISIL Limited (*Company*).

The particulars of your internship are given in the attached Annexure I. Your internship will be governed by the terms and conditions set out in the attached Annexure II (*T&C*).

Please go through each of these and return a copy of this letter to us signed by you (together with the T&C duly initialled) as a token of your acceptance, within 2 working days of your receipt.


Yours faithfully,
For CRISIL Limited,



Anand Sivashankar
Director – Human Resources

Encl.: Annexure I and II.

By signing below, I acknowledge and confirm that: (a) I have received this letter along with its annexure; (b) I have read the T&C fully. I understand that my internship with you will be governed by the terms and conditions of the Agreement, which I accept and agree to be bound by.

Signature:  _____

Name: <Name> Jyoti Singh

Date of Signature: 06-04-2022

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

Registered Office: CRISIL House, Central Avenue, Hiranandani Business Park, Powai, Mumbai - 400 076. Phone: +91 22 3342 3000 | Fax: +91 22 3342 3001
www.crisil.com

TO WHOMSOEVER IT MAY CONCERN

Internship Certificate

This is to certify that Ms. Kajal Jain, was working as "Intern" at Eduvanz Financing Private Limited during the period 06th April 2022 to 30th June 2022.

During her tenure, we found her sincere, technically sound and result oriented and was actively involved in several other initiatives where her contributions were useful. She worked well as part of a team.

We take this opportunity to thank her and wish her all the best for her future endeavors.

For Eduvanz Financing Pvt Ltd.



Hanish Dewan
Head – Human Resources

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

KAVITHA RAMANATHAN

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Khushboo Soni has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Khushboo worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Khushboo was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Khushboo in a successful career.

We at **SG Analytics** wish Khushboo luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594

New York | Seattle | San Francisco | Austin | London | Zurich | Pune | Hyderabad |

info@sganalytics.com | www.sganalytics.com



MOTILAL OSWAL

Motilal Oswal Financial Services Limited
CIN : L67190MH2005PLC153397
Regd. Office: Motilal Oswal Tower,
Rahimtullah Sayani Road, Opp. Parel ST Depot,
Prabhadevi, Mumbai – 400025.
Board: +91-22-71934200 / 71934263
Fax: +91 2250362365

20-July-2022

Intern code: 2910

TO WHOMSOEVER IT MAY CONCERN

Dear Associate,

This is to certify that **Mr. Kushal Parthiv Gandhi** has completed his Project Training on the project 'Trends in Healthcare industry post Covid'.

The tenure of the training was from **04-04-2022 to 04-07-2022**.

During his aforesaid training period with us we found him a sincere and hard working person.

We wish him all the best for his future endeavors.

Thanking you,

For, Motilal Oswal Financial Services Limited.

Pragnesh C. Patel
Senior Vice President – Human Resource



Securities

May 6, 2022

To Whom It May Concern

This is to certify that **Mr. Madhav Agarwal** has been appointed for an internship with Kotak Securities at our **Jaipur** branch office from **2 May 2022 to 30 June 2022**, under the guidance of **Mr. Ashish Jain**.

We wish him all the very best in his academic and career endeavors.

For **Kotak Securities Limited**

A handwritten signature in black ink, appearing to be "Ashish Jain".

**Authorized Signatory
Human Resources**

Kotak Securities Ltd.

CIN: U99999MH1994PLC134051

8th Floor, Kotak Infinity
Bldg. No. 21, Infinity Park
General A K Vaidya Marg
Opp. Film City Road
Malad (East), Mumbai - 400 097.

T +91 22 4285 6825
www.kotaksecurities.com

Registered Office :
27 BKC, C 27, G Block
Bandra Kurla Complex
Bandra (E), Mumbai - 400 051

T +91 22 43360000
F +91 22 67132430
Toll Free: 1800000000
www.kotaksecurities.com

12 July 2022

Name: Mangesh Phadse
EMP ID: 1015321

Project Completion Certificate

Mangesh Phadse, A student of - N L Dalmia Institute of Management Studies and Research, Mumbai University has satisfactorily completed the internship project with us from **11 April 2022 to 16 June 2022**

His project was with the Greenwich Department - Mumbai CRISIL Limited.

Project Name: Overview of Banking

His project guide was Pushpak Vanjari - Associate, Ravi Bhutoria – Director.

We wish him all the best in his future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

Registered Office: CRISIL House, Central Avenue, Hiranandani Business Park, Powai, Mumbai - 400 076. Phone: +91 22 3342 3000 | Fax: +91 22 3342 3001
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CURRENCY DERIVATIVES • DP-CDSL

Date: 15th February 2022

To Whomsoever It May Concern

Dear Mayank Yadav,

We are pleased to appoint you as an Intern in Inventure Growth and Securities Limited in Finance and Marketing Department for the duration of 3 months. I.e., With effect from 1st April 2022.

We would like to extend our heartiest congratulations on your selection for this internship and wish you all the very best for the same.

Our team is looking forward to having you work with us.

We look forward for a long-term professional relationship with you.

From Inventure Growth and Securities Limited

Authorized Signatory



SEBI Registration No : INZ000221934 (BSE | NSE | MSEI) | CDSL Registration No: IN-DPCDSL-12-99 | CIN NO: L65990MH1995PLC089838
AMFI ARN NO : ARN-33446 | SEBI Research Analyst No:INH000006129 | GSTIN NO : 27AAAC12044K1ZP

Corporate & Reg. Office:

201, Viraj Towers, 2nd Floor, Near Land Mark, Western Express Highway, Andheri (East), Mumbai - 400 093.
Tel.: + 091-022-71148500,40751515 Fax : + 091-022-71148511 Website : www.inventuregrowth.com E-mail : info@inventuregrowth.com

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

MITHILA .M KHERDEY

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

April 05, 2022

Muskan Chellani

Dear Muskan Chellani,

Internship

We thank you for your interest to associate with our organisation as an intern for a short period, pending completion of your management education.

We are delighted to offer you internship with our organisation and welcome you to the CRISIL family. You will undergo internship with CRISIL Limited (*Company*).

The particulars of your internship are given in the attached Annexure I. Your internship will be governed by the terms and conditions set out in the attached Annexure II (*T&C*).

Please go through each of these and return a copy of this letter to us signed by you (together with the T&C duly initialled) as a token of your acceptance, within 2 working days of your receipt.

Yours faithfully,
For CRISIL Limited,



Anand Sivashankar
Director – Human Resources

Encl.: Annexure I and II.

By signing below, I acknowledge and confirm that: (a) I have received this letter along with its annexure; (b) I have read the T&C fully. I understand that my internship with you will be governed by the terms and conditions of the Agreement, which I accept and agree to be bound by.

Signature: _____

Name: <Name>

Date of Signature: _____

CRISIL Limited

Corporate Identity Number: L87120MH1987PLC042363

Registered Office: CRISIL House, Central Avenue, Hiranandani Business Park, Powai, Mumbai - 400 078. Phone: +91 22 3342 3000 | Fax: +91 22 3342 3001
www.crisil.com

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Nain Baldawa has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Nain worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Nain was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Nain in a successful career.

We at **SG Analytics** wish Nain luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



DR. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No:U74140PN2007PTC145594

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

NAMITA RATHI

of NL Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management. The duration of the internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career.

Date

11th July, 2022



Balachandran Venkataraman, CFA
CFO

Building greater
futures through
innovation and
collective knowledge

TCS Commitment



In it for good.



Bring everything.



Know-how.



Master the journey.



Building on belief

Internship Certificate

Neil Gonsalves

Course: PGDM in Finance

Institute: N. L. Dalmia Institute of Management Studies and Research

From **04-Apr-2022** to **03-Jun-2022**

Mentor Name: **Supratim Majumdar**

Project: **Study of Trends across Life Sciences Value Chain and Analysis of emerging startups for M&A, collaborations and other business opportunities**

Chandra Koduru

Head – Academic Interface Programme

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

NIDHI AGRAWAL

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career.

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

NIHARIKA GEHLOT

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



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Member: BSE, CDSL-DP
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Sebi Regd. No.: IN DP CDSL-83-2000, BSE-INZ000168034,
M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurities.com

Date: - 3rd July 2022

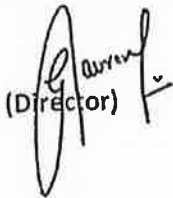
To whom so ever it may concern

This is to certify that Ms Nirali Khant, had successfully completed her internship at our corporate office in Mumbai from 4th April 2022 to 3rd July 2022.

Her internship activity included learning the process of an IPO followed by a Merchant Banker and also gaining a practical experience by working on assignment of the IPO. She had also worked on Business Development for SME IPO. During the period of her internship with us, we found her punctual, hardworking and inquisitive.

We wish her success for her future endeavors

For Hem Securities Ltd


(Director)





June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Nishant Sadana has successfully completed his Internship program with us as a "Fixed Income Dealer", from 4th April 2022 to 30th June 2022.

During the period of his assignment, we found him sincere, hardworking and a keen learner.

We wish him all the best in his future endeavors.

For Derivium Tradition Securities (India) Pvt. Ltd.,

Ms. Ami Sampat
Head Wealth Partnership & Structured Credit

derivium tradition securities (india) pvt. ltd.

📍 eucharistic congress III, 10/f, 5 convent rd, colaba, mumbai - 400 039. india

☎ (+91 22) 6606 4600 📠 (+91 22) 6606 4601

CIN: U67120MH2003PTC139989

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

NITESH TIKKAS

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

PARASH GIDWANI

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



POLYMATH

ADVISORS

Internship Certificate

To whomsoever it may concern

This is to certify that Mr. Parth Patel, a student of N.L. Dalmia Institute of Management Studies and Research, Mumbai and pursuing Two years of Master's in Finance (PGDM Finance), underwent Three months of internship from 04th April 2022 - 03rd July 2022 at Polymath Advisors Private Limited.

During the internship Mr. Parth Patel has successfully completed his role & responsibilities of an Investment Banking Analyst. The role and responsibilities during the tenure of internship were successfully completed as follows:

1. Member of Polymath front-end sell-side deal team.
2. Co-ordinator of financial and legal due diligence processes along with sectorial research, finding potential investors.
3. Cross functioning with Client and legal team and attending client calls for potential Fund-raising mandates.
4. Successfully able to complete a deal in Health-Tech vertical and another deal was in penultimate stages of completion.

The above roles and responsibilities were performed under the guidance of Shom Jagtiani-MD of Polymath Advisors Private Limited. Polymath found Mr. Parth Patel to be hardworking and diligent in performing his duties.

We at polymath wish all the best for all your future endeavours.

Regards,
For Polymath Advisors Private Limited.

SHOM
HARESH
JAGTIANI

Digitally signed
by SHOM HARESH
JAGTIANI
Date: 2022.07.05
15:42:18 +05'30'

Shom Jagtiani
Managing Director

506, Neelkanth, 98, Marine Drive, Mumbai - 400 002. Tel.:- +91 22 66669727
Website : www.polymathadvsors.com
CIN: U67110MH2006PTC160858

June 30, 2022

To Whomsoever It May Concern

This is to certify that Parul Mittal, participated in the Acuité Credit Rating Student Internship Programme and successfully completed her internship with us from April 01, 2022 to June 30, 2022.

We wish her all the best for her future endeavours.

For Acuité Ratings and Research Limited,



Loretta Fernandes
Head – Human Resources

Acuité Ratings & Research Limited

SEBI Registered | RBI Accredited

70B, Lodha Supremus, Lodha iThink Techno Campus, Kanjurmarg (East), Mumbai - 400042
Board : +91 22 4929 4000 | SMS: +91 9969898000 | www.acuite.in | CIN: U74999MH2005PLC155683



Date:01/07/2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Piyush Kumar Kumawat has done his Summer Internship in Equity Research & Portfolio Management at KBS India limited, Mumbai, from 1st April 2022 to 30th June 2022.

During his internship he has demonstrated his skills with self-motivation to learn new skills. His performance exceeded our expectations and he was able to complete the project on time.

We wish him all the best for his upcoming career.

KBS India Limited



Tushar Suresh Shah
Managing Director

TO WHOMSOEVER IT MAY CONCERN

Date: 7th July, 2022

This is to certify that **Pragati Tripathi** has successfully completed her tenure as **Intern -Business Development** from 4th April 2022 to 30th June 2022 at Impact Guru Technology Ventures Pvt. Ltd. Her performance during the tenure was found to be very good.

We wish her all the very best for her future endeavors.

Regards,



Sandeep Kumar Tripathy
(Senior VP Business Development)
Impact Guru Technology Ventures Pvt. Ltd

01st July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Pranjal Gupta has worked with SG Analytics Pvt. Ltd from 01st April 2022 to 30th June 2022.

Pranjal worked as a Consultant in ESG Project, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Pranjal was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Pranjal in a successful career.

We at **SG Analytics** wish Pranjal luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr.KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No:U74140PN2007PTC145594

(expleo)

Ref: EXP/HR/22-23/0626
Date: 30th June 2022

To,
Prasad Nikumbh
Renuka Niwas, Plot No 56,
Anand Nagar, Vasai West,
Pin - 401202.

CERTIFICATE

This is to certify that **Prasad Nikumbh** student at N. L. Dalmia Institute of Management Studies and Research, Mumbai has successfully completed his internship in our organization under Finance Department from 4th April, 2022 to 30th June, 2022.

We wish good luck for all his future endeavors.

Thanks

For Expleo India Infosystems Private Limited


Sachin Dhavale
Director Human Resources



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

PRATI KSHA PATIDAR

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO

भारतीय रिज़र्व बैंक
RESERVE BANK OF INDIA
www.rbi.org.in

CO. HRMD. No. S1337 / 26.54.001 / 2022-23

May 06, 2022

The Director
NL Dalmia
Mira road
Mumbai. 401107

Madam / Dear Sir

Summer Placement Scheme - 2022

This is to inform you that Ms. Priyanka More, from your institute has been offered summer internship at the Reserve Bank of India.

2. She will be undergoing summer internship in the Mumbai Regional Office, Mumbai from May 17, 2022 and would be required to attend the internship related work from 10:00 AM to 06:00 PM on the weekdays (Mon-Fri).

3. The topic of the project will be decided by the HRMD, MRO in consultation with the student. The contact details of the officer, who will act as the point of contact from the department is provided below -

Name of the Officer: Ms. Aditi Tayal
Designation: Manager
Email: aditit@rbi.org.in
Contact No: 9953321511

Yours faithfully



(Shweta Bhatt)
Assistant General Manager

मानव संसाधन प्रबंध विभाग, केन्द्रीय कार्यालय, 21वीं मंजिल, केन्द्रीय कार्यालय भवन, शहीद भगतसिंह मार्ग, मुंबई - 400 001. भारत

फोन: 022-2260 1000, फैक्स : 022-2267 1415 ई मेल: cgminchrmd@rbi.org.in

Human Resource Management Department, Central Office, 21st floor, C.O. Building, Shahid Bhagat Singh Marg, Mumbai-400 001. India
Tel.: 022-2260 1000 Fax:022-2267 1415 E-mail: cgminchrmd@rbi.org.in

हिंदी आसान है, इसका प्रयोग बढ़ाइए।

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

PURVI PRAKASH

of NL Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management. The duration of the internship was from April to June 2022.

During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career.

Date
11th July, 2022



Balachandran Venkataraman, CFA
CFO

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

RAHUL SUBRAMANIAM

of NL Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management. The duration of the internship was from April to June 2022.

During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

11th July, 2022



Balachandran Venkataraman, CFA
CFO

Certificate of Completion

This certificate is presented to

Raj Desai

to commemorate his completion of the student internship program
from April 01, 2022 - June 30, 2022

Sankar Ch.

Sankar Chakraborti

Group Chief Executive Officer

Suman Chowdhury.

Suman Chowdhury

Chief Analytical Officer

Antony Jose C

Antony Jose C

Chief Rating Officer

4th July 2022

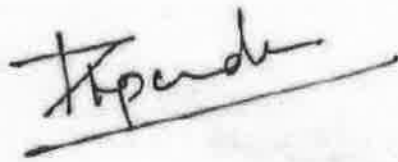
To Whomsoever It May Concern

This is to certify that the traineeship period was served by **Ms. Rajan Kumar Singh** under the supervision of **Mr. Sanjit Gosh**, for the duration of **1st April 2022 to 30th June 2022**.

He has during the course of his traineeship successfully worked on the projects given to him.

His conduct is found to be satisfactory.

Yours sincerely,



Pradeep Pandey

Associate Vice President - HR

DCB Bank Limited

Corporate & Registered Office: 6th Floor, Tower A, Peninsula Business Park, Senapati Bapat Marg, Lower Parel, Mumbai - 400013
CIN: L99999MH1995PLC089008 Tel: +91 22 66187000 Fax: +91 22 66589970 Website: www.dcbbank.com



CERTIFICATE OF COMPLETION

TO: RAVEENA MOHAN

In recognition of successful completion of

THE INTERNSHIP PROGRAM 2022

from May 04, 2022 to June 30, 2022

30 / JUNE / 2022

Date

S. Aich-Dharap

Sathi Aich-Dharap

Senior Director, Human Resources

June 30, 2022

To Whomsoever It May Concern

Re: Internship Completion Letter

Dear Sir/ Madam,

This is to confirm that Ms Ria Rai, has successfully completed her internship at 73Strings AI India Pvt. Ltd. from April 01, 2022 to June 30, 2022.

Ria Rai worked as **Valuation Intern** in the Research Team of our company.

She was very punctual and hardworking. She displayed great interest in learning the functions of our core division and put in her best efforts to get into the depth of the subject to understand it better.

It was a pleasure to work with **Ria** and we wish her all the best in all her future endeavors.

Yours sincerely,



Sambeet Parija

Director, 73Strings AI India Private Limited

73Strings AI India Private Limited

4/02, Ground Floor, 15th Cross, II Block, Jayanagar, Bangalore, Karnataka, India, 560011.

CIN: U72900KA2019PTC123289

1st July, 2022

To Whomsoever It May Concern

Dear Sir/Madam,

This is to inform you that **Mr. Rishabh Kamalia** has completed 3 months of internship at our organization.

The details are mentioned below:

Department: Institutional Research

Duration: 1st April 2022 – 30th June 2022

Project Name: Viability of Delivery models of Zomato and Swiggy

Project Guide: Mr. Amnsh Aggarwal

Sincerely,

From **Prabhudas Lilladher Pvt. Ltd.,**



(Deepa Vishwanathan)

Chief Human Resource Officer

Prabhudas Lilladher Private Limited

Regd. Office: 3rd Floor, Sadhana House, 570, P.B. Marg, Worli, Mumbai - 400 018. Tel: +91 22 6632 2222 Fax: +91 22 6632 2420
CIN: U67190MH1983PTC029670 Compliance Officer: Ms. Snehal Kathrani Email: SnehalKathrani@plindia.com

SEBI REGN. NO.: INZ000196637 | Membership Codes: NSE - 059771 BSE - 5641 MCX - 40690.
CDSL: IN-DP-CDSL-14-99, DP ID - 12011300, NSDL: IN-DP-NSDL-329-2010, DP ID - IN3038681 PMS - INP000001231. RESEARCH
ENTITY REGN. NO.: INH00000021 | INVESTMENT ADVISOR REGN. NO.: INA00011811 | AMFI ARN - 3276



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

RISHI DHAWAN

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



Certificate of Internship


To whomsoever it may concern,

This is to certify that **Ms. Ritika Gupta** student of **N.L.Dalmeida Institute of Management Studies and Research, Mumbai**, has successfully completed her Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

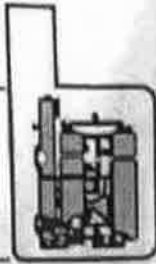
During the period of Internship, she is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish her all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory





TEL : 0091-217-2310824
: 0091-217-2451800
FAX : 0091-217-2451821
E-MAIL : hr@balajiamines.com
WEBSITE : <http://www.balajiamines.com>

Balaji



ISO 9001:2015



www.tuv.com
ID: 819963879

CIN : L24132MH1988PLC049387

AMINES LIMITED

... A Speciality Chemical Company

Regd. Off. : 'Balaj Towers' No. 87A/1,
Hotgi Road, Aasara Chowk, Solapur - 413 224
Maharashtra. (India)

BAL/SOLAPUR/HR/2022-23

Date: 20/06/2022

CERTIFICATE

This is to certify that Miss. Ritu Pawankumar Agrawal has completed her Two Months Internship in our Organization for Financial Analysis in Accounts & Finance department from 18/04/2022 to 18/06/2022.

During her internship we found her sincere, hard working and very keen in learning.

We wish her all the best in future career.

FOR BALAJI AMINES LIMITED




Varsha V. Guntuk

Manager - Human Resources



Hem Securities Ltd.

Building Your Wealth Through Values

Member: BSE, CDSL-DP
Category 1 Merchant Banker, Portfolio Manager
Sebi Regd. No.: IN DP CDSL-83-2000, BSE-IN2000168034,
M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurities.com

Date: - 4th June 2022

To whom so ever it may concern

This is to certify that Ms. Roopal Dhody had successfully completed her internship at our corporate office in Mumbai from 4th April 2022 to 4th June 2022

She worked as Investment Banking Intern. Her internship activity includes Research and analyze about financial Intermediaries and also gaining a practical experience by working on assignment of the Strategic Partner Relationships. During the period of her internship with us, we found her punctual, hardworking and inquisitive.

We wish her success for her future endeavors

For Hem Securities Ltd

(Director)



IndusInd Bank

Date: 30 June, 2022

Certificate of Appreciation

Dear Sagar Patro,

Congratulations on successful completion of your "Internship Program" with IndusInd Bank Ltd, Mumbai under the guidance of Mr. Samir Doshi (Head - Accounts, Finance). The internship was held for the period from 04th April'2022 to 03rd June'22 on the topic.

"A study on customer preference to take unsecured loans on credit card"

This is an appreciation of the sincerity, dedication and application of your knowledge displayed during the internship program. We value your contribution and take this opportunity to express our heartfelt thanks and congratulations to you on your success.

All the best to you...!!!

Regards



Amit Raj

Associate HR Partner

Human Resources



Solitaire Corporate Park Office : IndusInd Bank Limited, Building No.7, Solitaire Corporation Park, Andheri- Ghatkopar Link Road, Chakala, Andheri (E), Mumbai - 400 093, Tel: (0022) 66412200

Registered Office : 2401 Gen. Thimmayya Road, Pune 411 001, India
Tel.: (020) 2634 3201 Fax: (020) 2634 3241 Visit us at www.indusind.com
CIN: L65191PN1994PLC076333

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SAHIL PHATAK

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Sanchita Kapoor has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Sanchita worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Sanchita was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Sanchita in a successful career.

We at **SG Analytics** wish Sanchita luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No:U74140PN2007PTC145594

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Sanket Patil has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Sanket worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Sanket was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Sanket in a successful career.

We at **SG Analytics** wish Sanket luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No: U74140PN2007PTC145594



Hem Securities Ltd.

Building Your Wealth Through Values

Member: BSE, CDSL-DP
Category 1 Merchant Banker, Portfolio Manager
Sebi Regd. No.: IN DP CDSL-83-2000, BSE-INZ000168034,
M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurities.com

Date: - 4th June 2022

To whom so ever it may concern

This is to certify that Ms. Shalom D'silva had successfully completed her internship at our corporate office in Mumbai from 4th April 2022 to 4th June 2022

She worked as Investment Banking Intern. Her internship activity includes Research and analyze about financial Intermediaries and also gaining a practical experience by working on assignment of the Strategic Partner Relationships. During the period of her internship with us, we found her punctual, hardworking and inquisitive.

We wish her success for her future endeavors

For Hem Securities Ltd


(Director) 



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SHAMBHAVI PRADYUMNA

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



Hem Securities Ltd.

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Member: BSE, CDSL-DP
Category 1 Merchant Banker, Portfolio Manager
Sebi Regd. No.: IN DP CDSL-83-2000, BSE-INZ000168034,
M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurities.com

Date: 15/06/2022

TO WHOM IT MAY CONCERN

This is to certify that Shimoni Jain, has successfully completed 6 months (12/01/2022 to 15/06/2022) of summer internship program at Hem Securities Ltd. She has worked in Hem Angels Department .During the period of her internship program with us, she was found sincere and hardworking.

We wish her every success in life.

For, Hem Securities Ltd.




(Director)

13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Shivani Banpurkar has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Shivani worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Shivani was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Shivani in a successful career.

We at **SG Analytics** wish Shivani luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No:U74140PN2007PTC145594

July 05, 2022

TO WHOMSOEVER IT MAY CONCERN

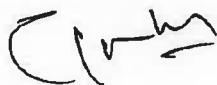
This is to certify that Ms. Shivani Doshi worked as an intern with Ambit Capital Private Limited in the Institutional Equities business for the Research function from May 10, 2022 to July 01, 2022.

During her internship, she worked on the following projects:

- Worked on the Hotels industry and extensively on Indian Hotels, which included going through the annual reports of last 10 years and preparing summary for the same, working on the news articles and few exhibits
- Separately, also attended earnings conference calls for real estate developers like Oberoi Realty
- In the small/mid-cap space, attended conference meetings of companies including Garware Technical Fibers, Metro Brands and Tarson Products
- Contributed to client queries and work related to companies like Jindal Steel
- Lastly, working on fundamental comparison of 3 listed hotel chains for Summer Internship report

She performed her responsibilities to our satisfaction. We wish her good luck in all her future endeavors.

For: **Ambit Capital Private Limited**



Tulika Dass
Group Head - Human Resources

Ambit Capital Private Limited

Ambit House, 449, Senapati Bapat Marg, Lower Parel, Mumbai 400 013 India T: 91 22 6623 3000 F: 91 22 6623 3100
www.ambit.co CIN: U74140MH1997PTC107598.



TO WHOMSOEVER IT MAY CONCERN

Date: 7th July, 2022

This is to certify that **Shreya Dawada** has successfully completed her tenure as **Intern -Business Development** from 4th April 2022 to 30th June 2022 at Impact Guru Technology Ventures Pvt. Ltd. Her performance during the tenure was found to be very good.

We wish her all the very best for her future endeavors.

Regards,

A handwritten signature in black ink, appearing to read "Sandeep Kumar Tripathy".

Sandeep Kumar Tripathy
(Senior VP Business Development)
Impact Guru Technology Ventures Pvt. Ltd



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SHREYA SHAH

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career.

Date

30th June 2022

Balachandran Venkataraman, CFA
CFO



DALMUS CAPITAL MANAGEMENT LLP

B-1302 Meera CHS, Plot 15, S No 41, Off Link Road,
Near Oshwara Police Station, Jogeshwari (W),
Mumbai - 400102, Maharashtra, India

INTERNSHIP CERTIFICATE

Date: 4 July 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Shreyas Chheda has completed his internship program of 2 months with Dalmus Capital Management LLP. His internship tenure was from 4 April 2022 to 3 June 2022. He worked as an Investment Analyst and was actively involved in research and investment related tasks assigned to him.

We wish him all the very best for his future endeavours.

Yours faithfully,

For Dalmus Capital Management LLP

A circular stamp with the text "DALMUS CAPITAL MANAGEMENT LLP" around the perimeter and a small star at the bottom. A handwritten signature, "Pulkit", is written across the center of the stamp.

Authorised Signatory

Name: Pulkit Singhal, CFA

22nd Jun 2022

Shubh Dedhia
1015456

Project Completion Certificate

Shubh Dedhia , A student of N.L. Dalmia Institute of Management Studies and Research , Mumbai has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

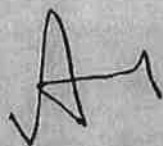
His project was with the Greenwich in Mumbai, CRISIL Limited.

Project Name: - Secondary research on prospective respondents for Corporate Investment Banking survey

His project guide was Mary Anusha Yeruva, Associate Director, HR-Business Partner.

We wish him all the best in his future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited
Corporate Identity Number: L67120MH1987PLC042363

CERTIFICATE OF INTERNSHIP COMPLETION

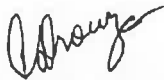
June, 30th 2022

To whomever it may concern,

This is to certify that Miss. Sonu Jivani, student of N.L Dalmia Institute of Management Studies and Research has completed her 12 weeks internship with Mondial (Dubai) L.L.C, from 4th April, 2022 to 1st July, 2022.

As part of her internship, she worked as a Research analyst and performed other ad hoc administrative work. During the tenure with us, we found Miss. Sonu Jivani, sincere and result oriented. Throughout her internship Sonu has demonstrated outstanding willingness to learn, punctuality and curiosity. She has a genuine interest in financial markets and a can-do attitude which is a personality type we as a company seek the most amongst our ranks. Furthermore, Sonu is highly skilled in research, communication and is overall a pleasant coworker making her a great fit and addition to the company. Her research played a crucial role in our attempt of launching a new and innovative business operating software. Every task assigned was completed with utmost diligence in a timely and precise manner. Outside her normal day to day duties Sonu's interactions with clients put a smile on many faces, preserving the Mondial brand identity, reputation and quality of service. For reasons mentioned above, there is no doubt that Sonu proved to be a valuable asset to the company, and potentially a future Mondialian.


We wish Miss. Sonu Jivani all the best for her future endeavors.



HR



CEO



Mentor

CISI

ACCREDITED TRAINING PROVIDER OF THE CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

LICENCED BY THE UAE SECURITIES AND COMMODITIES AUTHORITY

مونديال (دبي) ش. ذ. م. م

Mondial (Dubai) LLC

Pinnacle Building, Suite 110

Al Barsha 1, PO Box 50060

Dubai - United Arab Emirates

TO WHOM IT MAY CONCERN

This is to certify that Mr. Subham Kumar a student of PGDM (Finance) N.L Dalmia Institute of Management Studies and Research has successfully completed his summer internship for a period of two months (April and May) and was designated as financial analyst Intern in the finance department.

During the period of his internship program with us he had been exposed to different process was found punctual, hard working and inquisitive.

We wish him every success in his life and career.

Warm Regards,



Jaspreet Kour

HUMAN RESOURCE

Registered Office :
No. 37, Kalpataru Nilaya, 1st Floor, 1st Cross,
Pillappa Layout, Near Virupaksha Arch,
Kodlgehalli, Vidyanarayapura Post,
Bangalore - 560097, Karnataka

Ranchi Office Address :
STPI Ranchi, 2nd Floor,
Namkum Industrial Area,
Namkum, Ranchi-834010,
Jharkhand, India



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SUDIPTA SHRIVASTAVA

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



June 30, 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Sumeet Khaitan bearing Applicant ID: 4843919 had done his Summer Internship with ICICI Bank Limited from April 4, 2022 to May 28, 2022 with our RETAIL BANKING GROUP.

He had worked under the guidance of Nisha Chandra and Ramita Nayak. He has successfully completed his project.

We wish him all the best for his future endeavors.

Regards,

A rectangular stamp containing a handwritten signature in black ink that reads 'Nishtha Jolly'.

Nishtha Jolly

ICICI Bank Campus Team

ICICI Bank Limited
ICICI Bank Towers
Bandra-Kurla Complex
Mumbai 400 051, India.

Tel.: (91-22) 2653 1414
Fax: (91-22) 2653 1122
Website www.icicibank.com
CIN.: L65190GJ1994PLC021012

Regd. Office : ICICI Bank Tower,
Near Chaki Circle,
Old Padra Road,
Vadodara 390 007, India.

24th Jun 2022

Sumeet Rajani
1015337

Project Completion Certificate

Sumeet Rajani, A student of N.L. Dalmia Institute of Management Studies & Research, has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

His project was with the Industry Research – Analytical in Mumbai, CRISIL Limited.

Project Name: - Auction Impact Analysis of Iron Ore in India along with Quality Profile Survey

His project guide was Ms. Sushmita Vazirani & Mr. Koustav Mazumdar, Associate Director & HR-Business Partner

We wish him all the best in his future assignments.

Yours faithfully,
For CRISIL Limited



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363



INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

SURAJ SINGH

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022.

During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him, hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO



Certificate of Internship

To whomsoever it may concern,

This is to certify that Mr. Suryanjay Sonawane student of N.L.Dalmia Institute of Management Studies and Research, Mumbai, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory





Certificate of Internship

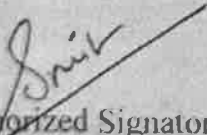
To whomsoever it may concern,

This is to certify that **Mr. Tanmay Joshi** student of **N.L.Dalmia Institute of Management Studies and Research, Mumbai**, has successfully completed his Internship in our company, during the period from 1st April, 2022 to 30th June, 2022.

During the period of Internship, he is found to be committed to the assignments & tasks assigned and have shown the desire to learn and complete the tasks systematically.

We wish him all success in future endeavours.

From Inventure Growth & Securities Limited


Authorized Signatory



13th July 2022

Experience Letter

To Whom So Ever It May Concern

This is to certify that Tanvi Mitbander has worked with SG Analytics Pvt. Ltd from 31st March 2022 to 30th June 2022.

Tanvi worked as a Consultant in ESG Services, which involved:

- Conduct sustainability research & analysis of companies across multiple sectors on ESG companies
- Analyze the Annual Reports, CSR Report, Proxy Statement and Articles of a company to fetch information with regards to Economic, Environmental, Social and Governance-related data
- Understand and analyze company Policies, Processes and Commitments towards its Stakeholders, Society and Environment

During the project, Tanvi was found to be punctual, positive and performance oriented. We hope the experience has been enriching and will aid Tanvi in a successful career.

We at **SG Analytics** wish Tanvi luck for future endeavors.

Best Regards,
For **SG ANALYTICS PVT LTD**



Dr. KIRAN BALA
Chief People Officer

SG ANALYTICS PRIVATE LIMITED

Registered and Head Office: 601 & 602, 6th Floor, Wing 2, Cluster C, EON Free Zone, Kharadi, Pune 411014, Maharashtra, India
Tel +91 20 6730 7200 | PAN No: AAKCS7498H | CIN No:U74140PN2007PTC145594

CANARA ROBECO

Date: February 18, 2022

Tanya Bajaj
Agra.

Dear Tanya,

Subsequent to our discussion, we are pleased to confirm your internship in Canara Robeco Asset Management Company Ltd (hereinafter referred to as 'the Company') on the following terms and conditions:

Project Title	: 1) Analyzing the products and category of products being offered in the AMC industry. 2) Competition analysis of the Peer set.
Duration	: April 4, 2022 to June 30, 2022
Location office	: Mumbai
Reporting Manager/Project Guide	: Atit Turakhiya (Head - Products & Corporate Development)
Monthly Stipend	: INR 7,000/-

During the time of internship you will abide by the rules and regulations of the Organization. In token of your acceptance of the terms and conditions stated above, may we request you to return the duplicate copy of this letter duly signed.

We take this opportunity to wish you all the best in your assignment.

Sincerely,



Upasna Saboo
Head – Human Resources

I accept the above terms and conditions.

Name:

Signature & Date

— **Canara Robeco Asset Management Company Ltd.**

Construction House, 4th Floor, 5, Walchand Hirachand Marg, Ballard Estate, Mumbai 400 001, India T (B) +91 22 6658 5000
F +91 22 6658 5012 / 13 E crmf@canararobeco.com www.canararobeco.com CIN : U65990MH1993PLC071003

भारतीय रिज़र्व बैंक
RESERVE BANK OF INDIA

www.rbi.org.in

CO. HRMD. No. S1314 / 26.54.001 / 2022-23

May 06, 2022

The Director
N. L. Dalmia Institute of Management Studies and Research
Sector 1; Srishti
Mira Road East
Thane MMR. 401107

Madam / Dear Sir

Summer Placement Scheme - 2022

This is to inform you that Ms. Tapasya Kishor Gupte, from your institute has been offered summer internship at the Reserve Bank of India.

2. She will be undergoing summer internship in the Department of Payment and Settlement System of the Bank's Central Office, Mumbai from May 17, 2022 and would be required to attend the internship related work from 10:00 AM to 06:00 PM on the weekdays (Mon-Fri).

3. The topic of the project will be decided by the DPSS in consultation with the student. The contact details of the officer, who will act as the point of contact from the department is provided below -

Name of the Officer: Ms. Priti S Padval
Designation: Manager
Email: prtipadval@rbi.org.in
Contact No: 8104419096

Yours faithfully



(Shweta Bhatt)
Assistant General Manager

मानव संसाधन प्रबंध विभाग, केन्द्रीय कार्यालय, 21वीं मंजिल, केन्द्रीय कार्यालय भवन, शहीद भगतसिंह मार्ग, मुंबई - 400 001. भारत

फोन: 022-2260 1000, फैक्स : 022-2267 1415 ई मेल: cgminchrmd@rbi.org.in

Human Resource Management Department, Central Office, 21st floor, C.O. Building, Shahid Bhagat Singh Marg, Mumbai-400 001. India
Tel.: 022-2260 1000 Fax:022-2267 1415 E-mail: cgminchrmd@rbi.org.in

हिंदी आसान है, इसका प्रयोग बढ़ाइए।

TO WHOMSOEVER IT MAY CONCERN

Internship Certificate

This is to certify that Mr. Tushar Ghonge, was working as "Intern" at Eduvanz Financing Private Limited during the period 11th April 2022 to 30th June 2022.

During his tenure, we found him sincere, technically sound and result oriented and was actively involved in several other initiatives where his contributions were useful. He worked well as part of a team.

We take this opportunity to thank him and wish him all the best for his future endeavors.

For Eduvanz Financing Pvt Ltd.



Hanish Dewan
Head – Human Resources

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

URMI DESAI

of N.L. Dalmia Institute of Management Studies & Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the internship was from April to June 2022. During the aforementioned tenure, she remained involved in her work with determination and sincerity. We found her, hardworking and a dedicated participant with a performance attitude.

We wish her every success in her career

Date
30th June 2022



Balachandran Venkataraman, CFA
CFO

22nd Jun 2022

Vanshika Agrawal
1015460

Project Completion Certificate

Vanshika Agrawal, A student of N.L. Dalmia Institute of Management Studies & Research, Mumbai has satisfactorily completed the internship project with us from 11th Apr 2022 to 10th Jun 2022.

Her project was with the Coalition in Mumbai, CRISIL Limited.

Project Name: - Secondary Research of prospective respondents for Corporate Investment Banking Survey

Her project guide was Mary Anusha Yeruva, Associate Director, HR-Business Partner.

We wish her all the best in her future assignments.

Yours faithfully,
For **CRISIL Limited**



Anand Sivashankar

Director – Human Resources

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

INTERNSHIP COMPLETION CERTIFICATE

THIS CERTIFICATE IS AWARDED TO

VEDANT WANKHEDE

of N. L. Dalmia Institute of Management Studies and Research, who has successfully completed the Summer Internship Program in Equity Research, Portfolio Management, and Equity Options. The duration of the Internship was from April to June 2022. During the aforementioned tenure, he remained involved in his work with determination and sincerity. We found him hardworking and a dedicated participant with a performance attitude.

We wish him every success in his career.

Date

30th June 2022



Balachandran Venkataraman, CFA
CFO



Date: 30/06/2022


Internship Certificate

This is to certify that **Vishnu Vardhan Reddy Sangala** has worked as an intern in our organization for 10 weeks from **18th April 2022** to **30th June 2022**.

We can confirm that he has been diligent and disciplined during his time with us. He showed exemplary team spirit and was loyal to his job roles and responsibilities, which included analysing financial data & performance and communicate the same to existing and potential investors by preparing earnings reports and investor presentations among many others.

We wish him all the success for his future endeavours and career ahead.

For,
Captive IR Strategic Advisors Pvt. Ltd.
Authorized Signatory


Authorized Signatory

Krunal Shah
(Director)



Hem Securities Ltd.

Building Your Wealth Through Values

Member: BSE, CDSL-DP
Category 1 Merchant Banker, Portfolio Manager
Sebi Regd. No.: IN DP CDSL-83-2000, BSE-INZ000168034,
M.B.-INM000010981, P. M. -INP000006794
CIN: U67120RJ1995PLC010390
www.hemsecurities.com

Date: - 3rd July 2022

To whom so ever it may concern

This is to certify that Mr Yash Golani, had successfully completed his internship at our corporate office in Mumbai from 4th April 2022 to 3rd June 2022.

His internship activity included learning the process of an IPO followed by a Merchant Banker and also gaining a practical experience by working on assignment of the IPO. He had also worked on Business Development for SME IPO. During the period of his internship with us, we found him punctual, hardworking and inquisitive.

We wish him success for his future endeavors

For Hem Securities Ltd


(Director)



IndusInd Bank

Date: 30 June, 2022

Certificate of Appreciation

Dear Yash Vanka,

Congratulations on successful completion of your "Internship Program" with IndusInd Bank Ltd, Mumbai under the guidance of Mr. Samir Doshi (Head - Accounts, Finance). The internship was held for the period from 04th April'2022 to 03rd June'22 on the topic.

"A Study on Analysis of Asset Liability Management & Non-Deliverable Derivative Contracts"

This is an appreciation of the sincerity, dedication and application of your knowledge displayed during the internship program. We value your contribution and take this opportunity to express our heartfelt thanks and congratulations to you on your success.

All the best to you...!!!

Regards



Amit Raj

Associate HR Partner
Human Resources



Solitaire Corporate Park Office: IndusInd Bank Limited, Building No. 7, Solitaire Corporate Park, Andheri-Ghatkopar Link Road, Chakala, Andheri (E) Mumbai 400 093, India Tel: (0022) 66412200

Registered Office: 2401 Gen. Thimmayya Road, Pune 411 001, India
Tel.: (020) 2634 3201 Fax: (020) 2634 3241 Visit us at www.indusind.com
CIN: L65191PN1994PLC076333

भारतीय रिज़र्व बैंक
RESERVE BANK OF INDIA

www.rbi.org.in

CO. HRMD. No. S1320 / 26.54.001 / 2022-23

May 06, 2022

The Director
N. L. Dalmia Institute of Management Studies and Research
Srishti Road
Sector 1; Mahajan Wadi
Mira Road
Mira Bhayandar
Thane. 401107

Madam / Dear Sir

Summer Placement Scheme - 2022

This is to inform you that Ms. Zeel Sushil Nayak, from your institute has been offered summer internship at the Reserve Bank of India.

2. She will be undergoing summer internship in the Department of Regulation of the Bank's Central Office, Mumbai from May 17, 2022 and would be required to attend the internship related work from 10:00 AM to 06:00 PM on the weekdays (Mon-Fri).

3. The topic of the project will be decided by the DOR in consultation with the student. The contact details of the officer, who will act as the point of contact from the department is provided below -

Name of the Officer: Ms. Nivedita Ghurye
Designation: Assistant Manager
Email: nsghurye@rbi.org.in
Contact No: 9757393763

Yours faithfully



(Shweta Bhatt)
Assistant General Manager

मानव संसाधन प्रबंध विभाग, केन्द्रीय कार्यालय, 21वीं मंजिल, केन्द्रीय कार्यालय भवन, शहीद भगतसिंह मार्ग, मुंबई - 400 001. भारत

फोन: 022-2260 1000, फैक्स : 022-2267 1415 ई मेल: cgminchrmd@rbi.org.in

Human Resource Management Department, Central Office, 21st floor, C.O. Building, Shahid Bhagat Singh Marg, Mumbai-400 001. India
Tel.: 022-2260 1000 Fax:022-2267 1415 E-mail: cgminchrmd@rbi.org.in

हिंदी आसान है, इसका प्रयोग बढ़ाइए।

Final Project Pen-Finance Batch-2020-2022

Sr. No	Roll. No. Guide Name.	Project Title.	Student Name
1	Guide Prof. Tapas M. PF-2022-1135	Could decisions derived from a credible and Automated model of Optimised Trading strategies for an investment portfolio drive Increased Participation in capital markets	Mohammad Khan
2	PF-2022-1060	Indian Automobile company's strategies To transition to electric vehicle (EV)-s it's Implications	Arth Sani
3	PF-2022-1104	Can Traditional credit cards survive the new buy now pay later terms of Payment	Mansi Jeshmukh
4	PF-2022-1045	A study on the impact of covid-19 Pandemic on the saving and Investment Patterns of People	Simran K.
5	PF-2022-1049	A Comparative study of strategies Used in IT Industry	Tanvi Tambat
6	PF-2022-1092	Technology Vs manpower: should development in both Lead to Sustainable growth	Sarvesh T.
7	PF-2022-1064	Analysis of Indian telecom sector	Ayush Maheshwari
8	PF-2022-1084	Impact of Indian Banking Sector on The stock market	Prathamesh B.
9.	PF-2022-1072	Insurance A tool for minimizing risk For	Munan Murshi

Sr. No.	Roll. No.	Project Title	Student Name
10	PF-2022-1068	Impact of Covid-19 Pandemic on the Retail Investors of Mumbai, their Learnings and Preparedness	Hritik Kumar
11	PF-2022-1056	'Study of PE Investment trends in the recent Past'	Aakansh Bedi
12	PF-2022-1088	Comprehensive Wealth Management	Ranak Mehta
13	PF-2022-1100	Micro-Insurance - a revolution to empower low-income group	Aayushi Shah
14	PF-2022-1096	Do Investment decisions lead to expected Value enhancement in Corporates	Tanmay Nandiwade - Kar
15	PF-2022-1108	Have the Indian cement companies Learnt to handle Pandemic like Uncertainties in business	Rachel D Souza
16	PF-2022-1076	A Study to Understand the Rationale for Persons in 30-55 year age group to Shun Investing in Capital Market and the Necessary Inducements for their Return	Hiravj Kumar B.
17	PF 2022-3167	Comparative Analysis between Direct Investment in equity and Investment through mutual funds	Krutika Mohanir
18	PF 2022-3168	The Indian healthcare and Pharmaceutical Sector: Impact of Covid-19 on their stock Returns.	Shagun Benia

guide Dr. Tarun A.

Sr. No	Roll. No.	Project Title	Student Name
19	PF-2022-3164	Gold Vs Equities From the eyes of Retail investors	Rajvi Pattadia
20	PF-2022-2069	Detailed study on the Indian Auto-mobile Landscape, its competition, Current growth trends & Future Prospects	Javed Shaikh
21	PF-2022-4059	Comparative Evaluation of M-S A Strategies of TATA Steel	Akshat Maheshakar
22	PF-2022-4075	A study on Portfolio Analysis of NBFCs and Portfolio Securitisation	Nikhil Sharma
23	PF-2022-3153	Sectoral Analysis of fastener sector	Shubham Agarwal
24	PF-2022-2065	Fundamental Analysis of the steel Sector in India.	Azim Bawa
25	PF-2022-3145	Special Purpose Acquisition Company (SPAC) - the Rise of Blank check Companies	Pratik Chinnekar
26	PF-2022-4063	Analysis of the electric vehicle (EV) segment in India and its Evaluation from PE Funding / M-S A perspective	Ayaz Qureshi
27	PF-2022-3133	A Study on companies chemical Industry Using Fundamental Analysis and deep Learning models.	Mandar Patil

Sr. No.	Roll No.	Project Title	Student Name
28	PF-2022-3141	Study of deep Learning models for Stock Price Prediction	Pavita Rana
29	PF-2022-4071	Comparative Analysis of Public sector and Private sector Banks in India	Kush Samfert.
30	PF-2022-4083	A study on mutual funds in India	Prasad Desai
31	PF-2022-4067	A Study on Investment Products and structure of Investment Products of India	Harsh Sheth.
32	PF-2022-4063	A study on the Employee stock option scheme (ESOS) and its effect on the Share Price of a company	Ajaz Qureshi
		<u>Guide: Jai Kotecha</u>	
33	PF-2022-3062	Identifying the Need scope and market Potential of Islamic Banking and Finance and Niche service in India	Atif Azmi
34	PF-2022-1029	"Fundamental Analysis of Banking Sector"	Ritu Yadav
35	PF-2022-7058	Cryptocurrencies - A study of the tech. Need for its Regulation in the Indian Context	Aditya Agarwal
36	PF-2022-1033	"A Study on Venture Capital Financing in India"	Rujuta Kulkarni
37	PF-2022-1009	Impact of Foreign Exchange Rate on BSE Sensex	Deepshikha Yadav

Sr. No	Roll. No.	Project Title	Student Name
38	PF-2022-3051	"A Study on Financial Derivatives and Its Trading Strategies"	Vaishnavi Parkar
39	PF-2022-1017	A Study on the Performance of Pharmaceutical Companies listed on Bombay Stock Exchange for the past 5 year	Krishani Croka-
40	PF 2022-1013	A comparison of different Internationally accepted Financial Reporting Standards	Harleen Kaberwal
41	PF-2022-1001	A Study on the mergers of Public Sector Banks in India	Aakamshi Salian
42	PF-2022-1021	Impact of Covid-19 Pandemic on the Financial Performance of Selected Indian Bank and customer Perception on digital Banking services	Mihalee Chalke
43	PF2022-3043	"A study of the Fin-Tech Industry in India	Shrishti Kedia
44	PF2022-1025	Role of Memes in development of Indian Economy	Rhutuja Walimbe
45	PF2022-1041	A study on Impact of NBFC on Indian Economy	Shreya Jain
46			
47			

Sr. No.	Roll. No.	Project Title	Student Name
48	PF-2022-2169	Fundamental Analysis of Insurance Sector in India	Shail Thadeshwar
49	PF-2022-2160	Developments in FDI and its Impact on Economic Growth of India and China	Warad Degwekar
50	PF-2022-2152	Macroeconomic Factors Impacting Stock Market Index Interest Rate, Foreign Rate & Inflation	Sarang Chivarkar
51	PF-2022-3039	A comparative Analysis on credit Risk Management in NBFC Sector in India	Shikani Nayak
52	PF-2022-3035	Covid-19 Macro Risks and Implications for The Best Sector	Sakshi Jain
53	PF-2022-2144	The comparative study on Indian Insurance Industry Using duPont model	Pratik Giri
54	PF-2022-2166	An Analysis of working capital mgmt. of Indian FMCG companies	Kiran Maurya
55	PF-2022-2140	Major Factors affecting Forex Markets	Paras Tank
56	PF-2022-3027	Impact of Merger & Acquisition on Stock Prices Evidence from India	Riddhi Rungta
57	PF-2022-3015	Analysis of India's Debt To GDP	Jamvi Shah.
58	PF-2022-3023	IL-SFS crisis A Red Flag	Priyanka Joshi

Sr. No	Roll. No.	Project Title.	Student Name
59	PF 2022-3031	The Evaluation of GPM, ART and Fama-French models on the Indian capital market:	Rucha Pathak
60	PF 2022-2156	Analysis of FPI/FII in Indian Economy and other Asian market with covid-19 impact	Sumit Kadam
61	PF 2022-3003	A study of impact of Non-Performing Assets on schedule Commercial Bank Performance in India	Akanksha Manjrekar
62	PF 2022-3011	Case study of Hindustan Unilever (HUL) dealing with covid-19 disruption & climate change	Jisha Gogri
63	PF 2022-3019	A study on Impact of Indian Banking Sector on stock market	Manushi Shah.
<u>Guide - Khushbhoo Vora</u>			
64	PF 2022-1165	A Study on the Performance of real Estate companies on the stock Exchange for the past five year	Rounak Tiwari
65	PF 2022-1151	Impact of RBI's Monetary Policy Instruments on money supply in India	Sanket sahal
66	PF 2022-1139	A study on the performance of mutual funds in India	enkar jadhav

sr. no	Roll. no.	Project Title	Student Name
67	PF2022-1123	"A study on microfinance in India	Ankush chawhan
68	PF.2022-1127	"A study on comparative analysis of mutual funds and Investor Perception in India	Crunulant Lambodari
69	PF2022-1172	Working capital management of Automobile Industry	Rahul Singh.
70	PF-2022-1143	Electronic Payment - current scenario and scope for Improvement	Prashant Upadhyay
71	PF2022-4008	Analysis of Nifty 50 and its correlation with thematic and sectoral Indices	Marilyn Garcia
72	PF2022-1119	Study of actual 'sensex 30' stock returns with theoretical returns to find a better fit model in the Indian context	Amol Nakashe
73	PF2022-1159	A study on the Performance on Power Sector companies for the last 5 year in the secondary market	Vineet S Bist.
74	PF-2022-1131	In-Depth study & comparison between USA & Indian mutual fund industry	yash Landge
75	PF-2022-1163	study on Risk Perception and Portfolio management of Investors in India	Juhi Ashar
76	PF2022-4012	"A study on Impact of FII's on the Indian Stock Market"	Estuti Jain

Sr.No	Roll. No.	Project Title	Student Name
77	PF2022-4004	Impact of macro-economic factors on yield levels of money market Inst.	Ambika Dubey
78	PF2022-1115	Study on various asset classes and their relationship	Abrar Khan
79	PF2022-1161	To find the determinants of Indian IPO performance from 2016-2021	Shreyank Rao
80	PF2022-1155	Understanding ESG in Equity and other Asset classes	Siddesh Kadam
81	PF.2022-4036	A study on working capital mgmt in the FMCG industry	Sakshi Khemka
82	PF-2022-4053	Mergers - & Acquisitions: A review of Phases motives and success factors in India	Vidhi Puj
83	PF-2022-4020	Comparative Evaluation of non-perf. Assets of Indian Banks: A study of Public and Private sector Banks	Natasha Fernandes
84	PF2022-4044	"Private Equity Investment in India: their contributions, challenges and future	Shruti Kedia
85	PF2022-4054	To study the working capital management	Vinita Bhagwami

Sr. No	Roll. No.	Project Title	Student Name
86	PF 2022-4016	A Study on Rating methodologies Adopted by Core Rating across sectors	Khyati Shah
87	PF 2022-2061	Mutual Fund Analysis at ICICI Prudential Asset management Company	Atharva Bai
88	PF 2022-4040	Relationship Between capital structure and dividend policy in companies and their impact on company performance and total shareholder returns	Shreesha - Padannayil
89	PF 2022-4024	Indian Corporate bond market	Rakhi Narula
90	PF 2022-4048	Indian Corporate Bond market - An Outlook challenges & Development measures 2022	Tanvi Phutane
91	PF 2022-4028	Indian Insurance and Reinsurance market at outlook	Ritika Ramane
92	PF 2022-2132	Impact of Bonus issue and stock splits on stock pricing hypothesis Testing	Lavkush Chaurasia
93	PF 2022-4171	Analysis of Investment decisions	Kushal Jhaveri
94	PF 2022-4052	A study on the working capital mgmt. of selected FMCG companies	Vedanthi Kale
95	PF 2022-4032	A study on Investment Perspectives	Ruchi Shah.
96	PF 2022-4099	A study on Investment Products and Structural Investment Products of India	

Sr. No	Roll No	Project Title	Student Name
Guide <u>Dr. Chitra Ch</u>			
97	PF2022-4130	Study on Fixed Income Securities	Kunal Prabhu
98	PF2022-4118	Impact of Privatization on Banking Sector in India	AKshay shekar
99	PF2022-4162	Impact on Foreign Exchange and its Related Transactions in India	Kaustubh Karnik
100	PF2022-4122	"Asset & Liability management mism, in Banking Sector"	Ankit Pandey
101	PF2022-4103	Impact of ESG Analysis on Valuation of Companies of Energy Sector	Heena Fatwani
101	PF2022-4107	Growth of Self-Help Group due to microfinance	Nisheeth
102	PF2022-4138	A study of Indian electric vehicle Mktg. Analysis of major market markers from various EV spaces	omkar joshi
103	PF2022-4150	A study of challenges and opportunities for development of Indian Insurance Business.	Sameer Sawant
104	PF2022-4154	Mergers and Acquisitions by Byju's Reasons After effects, Strategies executed, to being the Leader of the ever-booming Ed-Tech. sector in India	Shubham Dolas

Name	Sr. No	Roll. No.	Project Title	Student Name
	105	PF-2022-4126	Future of life Insurance Industry in India and its rising Importance amongst the youths	Atharva Parkhi
	106	PF2022-4142	Does diversification pay a comparative study of Diversified and focused companies	Piyush Nakade
	107	PF2022-4170	A study on Investment Products and their Returns	Nidhi mittal
	108	PF2022-4111	Comparative Evaluation of M&A strategies of Two companies in the Automobile sect.	Sanjukta Singh
	109	PF2022-4134	Effects of the Determinants on the NPAs and Trend of NPAs of the Indian Banks	Mohamed Siddiqui
<u>Guide Vinay B.</u>				
	110	PF 2022-3110	"A Study of working capital management of Cement Industry in India	Rekshata Khatakur
	111	PF2022-3114	Analysis of the Performance Evaluation of different mutual Fund Houses and their schemes for different Investor Risk Profiles in India	Sukanya R. Gaudhary
	112	PF2022-3121	A comparative study on working capital management of Air India Interglobe Aviation and Spicejet	Anirudh Sharma
	113	PF2022-3098	An Analysis of the effect of Indian Banking Sector on the Indian Stock market Indices.	Yash Shah.

Sr.No	Roll.No	Project - Title	Student Name
114	PF-2022-3125	The effect of debt on Profit Ability, size 2-score study for the steel Industry	Ashwin Kawale
115	PF2022-3117	Impact of Interest Rate on stock market Index	Aishwary Powra
116	PF2022-3082	An Empirical study on option selling strategies - 8 selling options with overvalued Premium calculated using Bs Model	Pawan Kulkreja
117	PF2022-3070	Analysis of working capital management of selected FMCG Companies	Karun Mathew
118	PF 2022-3086	Performance Analysis and Comparison of Mutual Fund schemes in India	Rahul Tulsian
119	PF2022-3074	An Analysis of Foreign Exchange Risk management: Technique employed in Indian IT Software Products Industry	Mukul Pandey
120	PF 2022-3129	Stock Market Volatility: A study of the Indian stock market	Himanshu Kumbhare
121	PF2022-3090	"A study on the effects on FDI on Economics	Rushabh Joshi
122	PF2022-3106	A study on consumer perception towards goods and services Tax	Namrata Yadav

Sr. No	Roll. No	Project Title	Student Name
123	PF2022-3102	Analysis of Public and Private sector Banks in India using camel model	Dipali Chhule
124	PF2022-3078	Impact of trade Balance on currency Exchange Rate	Hishit Relan
125	PF2022-3066	Consumer Perception of mutual funds Investment	Deep Lalsia
<u>Guide Neeraj Cn.</u>			
126	PF2022-2109	A Study on Risk Return Analysis of select Mutual Fund India	Raksha Sharma
127	PF2022-2128	Effect of Microeconomic factors on Inflation	Himanshu Khadik
128	PF2022-2077	Evolution of Indian Banking Industry and its future Prospect	Hishant Shelar
129	PF2022-2116	Factors Affecting FDI in India	Aadesh O. Brahme
130	PF2022-2136	A Project Report on Impact of share buyback Announcement on share Price of companies in Indian scenario	Nipun Dhole
131	PF2022-2081	Industry overview of Textile sector of India	Pavni Zaveri
132	PF2022-2089	A study on the Impact of covid-19 on various sectors of the Indian markets	Ronak Shah.

Sr. No	Roll. No.	Project Title	Student Name
133	PF2022-2101	Impact of Fintech Industry on Indian Economy	Devika Ghosh
134	PF2022-2085	To study Corporate Credit Appraisal and Working Capital Assessment of Tata Steel	Pratik Jadhav
135	PF2022-2097	Study the Impact of Corporate Action on Stock Price	Tushar Sachdeva
136	PF2022-2093	Impact of Macroeconomics Variables on Performance of Stock Market in Indian Context	Shubham Bangar
137	PF2022-2073	"A study on NPA's their impact on Banking Sector and how Bad Banks as a preferred solution"	Meet Shah.
138	PF-2022-2124	Impact of mergers & Acquisition on Firms in Indian Context	Rishik Sharma
139	PF2022-2120	Indian Stock market return and Volatility amid Covid-19 Pandemic Uncertainty	Anand Dubey
140	PF-2022-2113	Impact on securitization on non performing Assets	Shreyas Ghosh

Sr. No.	Roll. No.	Project Title	Student Name
141	PF2022-2010	A Review of Blockchain Technology - Indian Context	Dhulani P.
142	PF2022-2057	A Review Based study About Passive Investment in India	Abhinav Saksona
143	PF.2022-4095	A study of Investment Behavior of Individual Investor with special Reference to Post Pandemic Era	Taher Tella
144	PF2022-4087	Sectoral Analysis of Utility sector in Indian and ASEAN Region	Rajkumar Gupta
145	PF2022-2026	A study on Impact of Pandemic Crises on Indian Stock Market with special Reference to difference sectoral index	Alvani Parekh.
146	PF-2022-2034	A study on Investors Perception towards ESG Investments	Rutuja Yewale.
147	PF2022-2042	Profitability and operational Efficiency of Automobile sector companies in India	Shreya jog
148	PF2022-2030	Study of Risk Analysis in the Stock Prices of NBFC	Rucha Kelkar
149	PF2022-2018	A Project report on Impact of MSA announcement on share price of comp.	Mansi Masankar
150	PF2022-2050	To study the Impact of credit Rating Revisions on the marketing prices of shares.	Tafasya Nerurkar

Sr. No.	Roll. No.	Project Title	Student Name
151	PF 2022-2026	An Analysis Study of the housing Finance sector in India	Richa Warang
152	PF 2022-2022	A comparative study of Financial Performance of selected Indian Banks Using Camels model	Pradhya Sarda
153	PF-2022-2046	An analysis of determinants of capital structure of Indian Automobile Industry	Stuti Beri
154	PF 2022-2014	"Study on Investors Perception Towards Investment in mutual Funds"	Heena Solanki
155	PF 2022-2002	Indian Investor's Perception towards mutual funds"	Aditi Malpani
<u>Marketing</u> ↓ <u>Guide Dr. Joyeeta C.</u>			
156	PM 2022-3059	A Study on electronic Payment Systems and their Impact on Retail	Tejas Parkar
157	PM 2022-4016	Study on Borderless media Rethinking Global Marketing	Sapna Johari
158	PM 2022-3051	A study on consumer Buying Behaviour towards kitchen Durables	Prasad Phadtare
159	PM 2022-4060	A study of the Impact of Corporate Social Responsibility on Automobiles Brand Sales	Harita Rawat

Sr. No	Roll. No.	Project Title	Student Name
160	PM2022-1033	Cultural tourism and sustainability Role of Social media	Kirti Sonawale
161	PM2022-4048	A Study on Determinants of consumer Behaviour towards E-commerce	Chaitam Hegde
162	PM2022-2064	Study of the effectiveness of sales Promotions at modern trade stores with respect to personal care products	Vishaldev Kadam
163	PM2022-1045	OTT is eating the share of big screen An Exploratory study	Ayush Joshi
164	PM2022-1077	Marketing Strategies of BTS: How Branding and social media Mktg. Contributed to BTS's Success	Shweta Pednekar
165	PM-2022-4020	Rise of new technologies in Mktg Communication- An effectiveness Study	Angika Roy.
<u>Guide Dr. Koshti M.R</u>			
166	PM2022-3063	A study on social media marketing with respect to consumer durables	Swarnil Kesare
167	PM2022-3019	A study on consumer Behavior and Drivers of Brand Loyalty with Resp. to FMCG sector.	AKshay Dani
168	PM2022-4066	A study of showing the impact of Advertising on consumer Behaviour	Shreya Haidu.

Sr. No	Roll. No	Project Title	Student Name
169	PM-2022-2002	A Study of Operations in Retail Industry	Afreen Khan
170	PM-2022-4000	Brand Engagement: Content Mktg. via social media	Mansi Bhandari
171	PM-2022-3047	Psychological Pricing: To study the influence of price on consumer behaviour	Divyam Jakhmoj
172	PM-2022-2006	Brand equity of different category products of Unilever	Kritika Rathi
173	PM-2022-4024	Analysis of the factors influencing consumer buying behaviour of liquor in India	Joel Mendes
174	PM-2022-1041	Analysis Brand Elements of King - Fisher Beer	Abhijit Chandankar
175	PM2022-1029	A Study on Impact of Gender on Consumer Buying Behaviour	Anshree Dush
<u>Guide Prof. Sourav G.</u>			
176	PM2022-2010	The efficacy of Sales Promotion in Marketing of Consumer Product	Neha Mishra
177	PM2022-3027	Impact of culture on marketing stra.	Maithily Baroka
178	PM2022-2030	A study on packaging of FMCG Products and its influence on consumer buying behaviour	Siddhi Lanjekar

Sr. No.	Roll No.	Project Title	Student Name.
179	PM2022-2014	To study the effect of Packaging on sale of products and its impact on consumer buying behaviour in Mumbai	Rachel Vaz
180	PM2022-4062	Factors Affecting Consumer Pref. while choosing an OTT Platform	Mikheil Bhatti
181	PM2022-1037	A study of consumer buying beh. Towards Cosmetic products.	Rutuja Khollam
182	PM2022-1013	Influence of social media Advertising on consumer's purchase decision	Priyanka Hande
183	PM-2022-4052	A study on Impact of Humor in Adver.	Sourav Dalvi
184	PM-2022-2018	A study on the Impact of Corporate Social Responsibility on Brands	Tanu Arjariya
185	PM2022-3039	Study of consumer satisfaction and Impact of marketing on Automobile Consumers.	Supriya Sawant
<u>Guide Prof. Baisakhi M.</u>			
186	PM2022-1025	Finding the most effective services recovery methods in cases of services failure.	Saumil Shah
187	PM2022-3055	Impact of Covid-19 Pandemic on consumer buying behavior in FMCG Industry	Shubham Patil
188	PM2022-1001	Impact of social media marketing on consumer buying behavior	Aayushi Rathi

Sr. No	Roll. No.	Project Title	Student Name
189	PM2022-1053	A study on Consumer Buying Beh. in organized Retail Store for Groc. and vegetables.	Shubham Deshpande
190	PM2022-2050	Study on consumer perception towards Nescafe as one of the most preferred Instant coffee brands	Maithil Haik
191	PM2022-2046	A Study on Customer Satisfaction on Amazon online Shopping in the	
192	PM2022-2046	A Study on customer satisfaction on Amazon online shopping in the Region of Chandrapur	Bhushan Dakhore
193	PM2022-3065	Consumer Behavioral Attributes tow. Premium Fashion Apparel, Brand A Study on the Indian consumer	Shoaib Shaikh.
194	PM2022-3061	A Study on consumer Perception towards Dell Laptop	Shantam Tawre
195	PM2022-4036	Impact of digital Advertising on Consumer Attitude towards online food delivery and restaurant Bus.	Prajakta Jadhav
196	PM2022-1009	A Study on the shift in consumer Preference towards selected OTT Platforms Post the Advent of Covid and its impact on the Indian Television Industry	Merushka Rao

me	Sr. No	Roll. No.	Project Title	Student Name
hlandr	198	PM-2022-2026	Understanding factors influencing consumer preference while using music streaming app	yash Pujari
K	199	PM 2022-1021	Impact of celebrity Endorsements on consumer Behaviour	Aniket Kalyankar
	200	PM 2022-2023	Understanding the various factors that lead to customer loyalty with reference to chitale bandhu mithaiwala.	Eshan PATE
ore	201	PM 2022-3031	Transformation in media consumption habit, consumer behaviour and the consequent change in marketing strategies during Covid.	Deepti shelar
	202	PM 2022-4032	Comparative study on Branding strategies and consumer preference on choosing Swiggy vs Zomato	Gauri Chandgude
tre	203	PM 2022-2022	Factors influencing Buying Behaviour of men's grooming products on E-commerce websites	Devansh jayediq
av			Guide Dr. mangesh K.	
	204	PM 2022-3015	A study of the Impact of consumer Reviews on the Perception of consumer towards cosmetic brands	Richa singh.
	205	PM 2022-1057	Impact of Covid-19 on over-the-top (OTT) Platforms.	Swapnil more
	206	PM 2022-2054	A study on the shift of Indian consumer perception towards OTT Platforms during the Covid-19 pandemic	Shubham, K

Sr. No	Roll. No	Project Title	Student Name
207	PM2022-2042	To study the operational in organised Retail format - D-mart	Abhinav Anchaliya
208	PM-2022-3035	A study of Customer satisfaction towards online shopping	Nidhi Mishra
209	PM-2022-3003	A study of Brand awareness and Loyalty towards Luxury Brand Among millennials	Frenzita D'Souza
210	PM-2022-4004	Understanding the brand Audit of Coca-cola	Ishita Jazuka
211	PM2022-1005	Future of over-the-top (OTT) Platform and services in India An Exploratory research.	Janvi Shah
212	PM-2022-4044	Changing Consumer behaviour and Preference towards immunity boosting and better healthy products	AKshay Karanke
213			

HR ↓

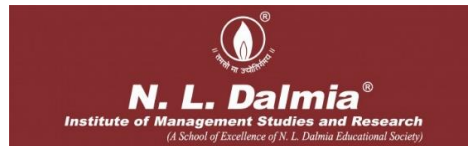
Guide Dr. Nitins.

214	PH2022-3017	Employee Perception About organizational Culture.	Shreyas Vij
215	PH2022-3013	Employee Retention strategic in the organizational	Kamchan Putil
216	PH2022-3003	A study on role played by exit inter in employer branding	Khushboo Arora
217	PH2022-2021	Revamp the Employee Referral Program For Zydus Wellness Pvt. Ltd.	

Sl. No	Roll. No.	Project Title	Student Name
218	PH2022-216	To study different non-monetary motivators Post-Pandemic	Radhika Naik
219	PH2022-1022	The Impact of Performance Appraisal on Employee motivation	Prasad Chhant
<u>Guide Dr. Carol D.</u>			
220	PH2022-4014	A study on Employees Perception towards work from Home.	Poornima Nayare
221	PH2022-2020	Role of Emotional Intelligence and work Life Balance in job stress	Vidisha Jain
222	PH2022-4004	The Impact of work life Balance on job Satisfaction Among women Professionals	Ritika Toshniwal
223	PH2022-4018	To study the diversity & Inclusion practices adopted by India I.T companies	Sushree Subhanandi
224	PH2022-3020	Gig workforce and HRM: challenges & opportunities in the India landscape	Tushar Pandey
225	PH2022-4009	Study on the Impact of effective talent management Practices on employee Retention	Yesha Jhaveri
<u>Guide Dr. Chandrakant</u>			
226	PH2022-1019	Skill Gap Analysis of nursing students	Hinat Patil
227	PH2022-2012	"A study of Recruitment & selection Process Automobile"	Arti Jami
228	PH2022-2006	A study on the Employee Engagement Practices in the organizations in the New normal	Shruti Tambe

UNNATI

KONDGAON VILLAGE: PROBLEMS & PROSPECTS



Presented By: -

TEAM ALPHA

Parth Patel

Roopal Dhody

HEALTH AND HYGIENE

PROBLEMS: -

- ✓ Not enough hygienic washrooms and toilets. Majority use poorly maintained washrooms.
- ✓ Unavailability of medical resources.

SOLUTIONS: -

- MSR Team can come in contact with **Sulabh International**. Sulabh International can work as their **cooperation partner**. It's India's largest NGO, which works on promoting open defecation-free habits.
- Those villagers who keep themselves **dirty** or **don't use toilets** can be penalized. For **strict action** they can also be **denied ration from ration shops**.
- **Second hand rental cars can be converted into ambulances** and appointed in the villages. So, in case of a medical emergency, villagers can be rushed to hospital which is around 40 km from the village.
- **Few villagers** can also be **appointed for cleaning public toilets** and school toilets on regular basis. Few can also be given **duty for cleaning streets once or twice a day**. This will also provide them **employment**. **Participation model** can be adopted in which 5%-10 % of the cost of toilet can be contributed by the recipients.
- Villagers can be encouraged for **constructing their own personal toilets at home**.
- With the help of NGO's MSR Team can also set up **sanitary napkin making machine** (made by **Arunachalam Muruganantham, which costs around Rs. 80,000/-**). **Jayaashree Industries sanitary napkin machine is powered by electricity and foot pedals and can make 1,000 napkins a day**. A small group of women/men can also be given employment. They can be given duty for the production of sanitary napkins by using this machine. These napkins can be distributed to the females of the villages at very minimal cost and if possible, can also be provided for free.
- **MSR team can Goonj (not just a piece of cloth) sanitary napkins** can be provided to the **females of the villagers**. They are making sanitary pads from waste cloth pieces. In the last few years, Goonj has been able to create over 2.5 million environment friendly, re-usable, economic cloth sanitary pads.

EDUCATION

PROBLEMS: -

- ✓ Students reported to be unserved and neglected by official school (inadequate communication, small habitation size, teacher absenteeism).
- ✓ School lacks computers, stationaries and books on regular basis.
- ✓ Children not engaging in school.

SOLUTIONS: -

- **NL Dalmia school teachers** can also contribute to the MSR team. They can be appointed to visit the village school on regular basis. **Subjects can be decided prior and teams can be formed on regular basis that will be visiting there.** We can consider those children as part of our NL Dalmia family and take a little more initiative for them.

- **Teach For India (NGO that works for children's education)** can be contacted. The **volunteers can help to improve the situation when the MSR team is not able to visit** there. As the team consists of students who sometimes can also be occupied by their own work. **We believe education camps are not that beneficial as they do not impart consistent knowledge.** We have to focus to the fact that going school on regular basis becomes a habit there.

- NL Dalmia Institute can also start **door - door donation campaign for collection of old books.** These books can be provided to the children of the Kondgaon village.

- Different **education competitions** can be organised for villagers. Which will include basic topics like simple calculations. **Monetary rewards** can be given to the winners. This move will **increase their interest in studies. This will motivate the children, women and even men to incline themselves towards education.**

SKILL DEVELOPMENT

PROBLEMS: -

- ✓ Majority of the population is engaged in agriculture. Hence, there is less diversity among the working population.
- ✓ Less diversity leads to less alternative income-generating options.
- ✓ Farmers use age-old conventional farming methods which give less output.
- ✓ Women are highly enthusiastic and skilled in departments like Warli art, ceramics, torans, needlework, and other crafts, but they lack the resources and opportunities to market their products.

SOLUTIONS: -

- With **modernisation of agriculture**, we can increase the agricultural output and hence farmers can earn more profit. Even in traditional farming there are few things like crop rotation technique, improved seeds, insecticides and pesticides spraying methods that can be altered for a better output. But all these things have to be taught to farmers and especially their future generations because there are chances, they will take over this occupation in near future and follow their elders. Also, **we have observed that the older generation generally don't accept the newer ideas so with the help of their children or grandchildren we can convince them.**
- In today's world it is of utmost importance to make **women self-independent** so that during extreme situations she can be the bread earner of the family. Financially also it **stabilises the risk when there are more than one person earning in the house and earnings are coming from a more diversified source.**
- All these basic **financial risk averting things can be explained to the locals** who are reluctant to the idea of changing their source of income and also do not support women.
- Look for **industries in the neighbourhood where the people of Kondgaon can work.**
- Develop **hydroponic farming in Kondgaon along with private investors and there on we can also mobilise the population into hydroponics.**
- Villagers can also be provided **employment in tourists camps near Kondgaon Dam.** Stalls can also be setup in that area where **villagers can sell their art work or handicrafts as well as vegetables, fresh from farm directly to the tourists visiting there.**

Below, we have **derived a 5-year plan keeping** in mind the population of Kondgaon Village and simultaneously We have **tried to allocate skills which can be relevant for the people of Kondgaon:**

Sr. No	Sector	Name of the QP	Annual Target for 5 yrs.					No. of the youth to be trained
1	Agriculture	Beekeeper	5	5	5	5	5	25
		Broiler Poultry	5	5	5	5	5	25
		farm worker	3	3	3	3	3	15
		Floriculturist	3	3	3	3	3	15
		Organic grower	2	2	2	2	2	10
		Hydroponic Technique						
2	Apparel Made-ups & Home furnishing	Hand Weaving	2	2	2	2	2	100
		(Puan tah)	0	0	0	0	0	100
		Self Employed	2	2	2	2	2	
		Tailor	0	0	0	0	0	
3	Automotive	Automotive Service Technician	2	2	2	2	2	10
4	Beauty & Wellness	Assistant Beauty Therapist	2	2	2	2	2	10
		Beauty Therapist	1	1	1	1	1	5
		Beauty Therapist						
5	Construction	Mason General	5	5	5	5	5	25
		Mason Concrete	5	5	5	5	5	25
		Shuttering	5	5	5	5	5	25
		Carpenter System	5	5	5	5	5	25
		Assistant Electrician	5	5	5	5	5	25

		Construction painter and decorator						
6	Electronics & Hardware	DTH Set Top Box Installation & Service Technician	1	1	1	1	1	5
		Field Technician- Other Home Appliance Field Technician	2	2	2	2	2	10
		UPS & Inverter Installation Technician - Computing & Peripherals Mobile Phone Hardware Repair Technician	2	2	2	2	2	10
			1	1	1	1	1	5
			1	1	1	1	1	5
7	Plumbing	Plumber (General)	2	2	2	2	2	10
8	Power	Electrician Domestic Solution Lineman Distribution (Multiskilled)	4	4	4	4	4	20
			2	2	2	2	2	10
9	Tourism & Hospitality	Multi- Cuisine Cook	2	2	2	2	2	10
			5	5	5	5	5	25

		Street Vendor Standalone	Food						
10	Sanitation	Dry and wet waste management Manure formation		5	5	5	5	5	25

ENVIRONMENT AND SANITATION

PROBLEMS: -

- ✓ Poor infrastructure and sewage planning.
- ✓ No specific waste disposal system.
- ✓ Few habits like burning of waste which can be harmful for environment should be restricted.

SOLUTIONS: -

- People can be engaged in **dry and wet management of waste** which can be further **processed into manure**. Manure produced can be sold out in the outside market and can also be an **extra source of income for the people of Kondgaon**.
- By **managing waste, we can solve a ton of their problems like waste flowing on roads during rainy seasons, spread of illnesses** and can also improve the efficiency of the sewage systems which are not so well developed and face blockage because of garbage thrown here and there.
- By **improving the skills of people** living in the Kondgaon village in fields like sanitation, plumbing and construction we can expect better planning of their homes. **Maybe not in the near future but slowly and gradually we can surely see the change.**
- Our aim should be sustainable development and not quick turnaround which lasts hardly for a few months.
- **Cycle -rickshaws and bullock carts** can be assigned for everyday **door to door garbage collection**.
- **Dustbins** can be arranged and kept on **streets** and on **road side**.

FUND RAISING STRATEGIES

- College can organise a **fair**, in which students will perform. We can have dance, singing and drama shows. **The tickets to the fair have to be sold by the students only. The money collected through selling of the tickets can be used in Kondgaon village.**
- **One percent** of the **student's fees and professor's salary** can be allotted for the development work of Kondgaon. This can be informed to the students during the time of the admission itself.
EX: If student's fees is **10,00,000/-**. 1% of his fees makes it 10,000/-. Let us also assume college has around **160 students**. So, the total comes up to be around **16 lakhs**. This is the contribution from only the student's side. If we also add the contribution from teachers' side, we can expect the total funds raised to be around **30 lakhs**.
- We can organise **food festival**. In which teams can be formed. These teams can make **home cooked food. By selling their food in a stall, they have to raise funds**. Students can also apply **their business strategies to make as much profit as they can**. These funds can be used for development activities of the village.

KONDGAON VILLAGE

Solutions & Prospects



Presented by :-

Team Name : 22

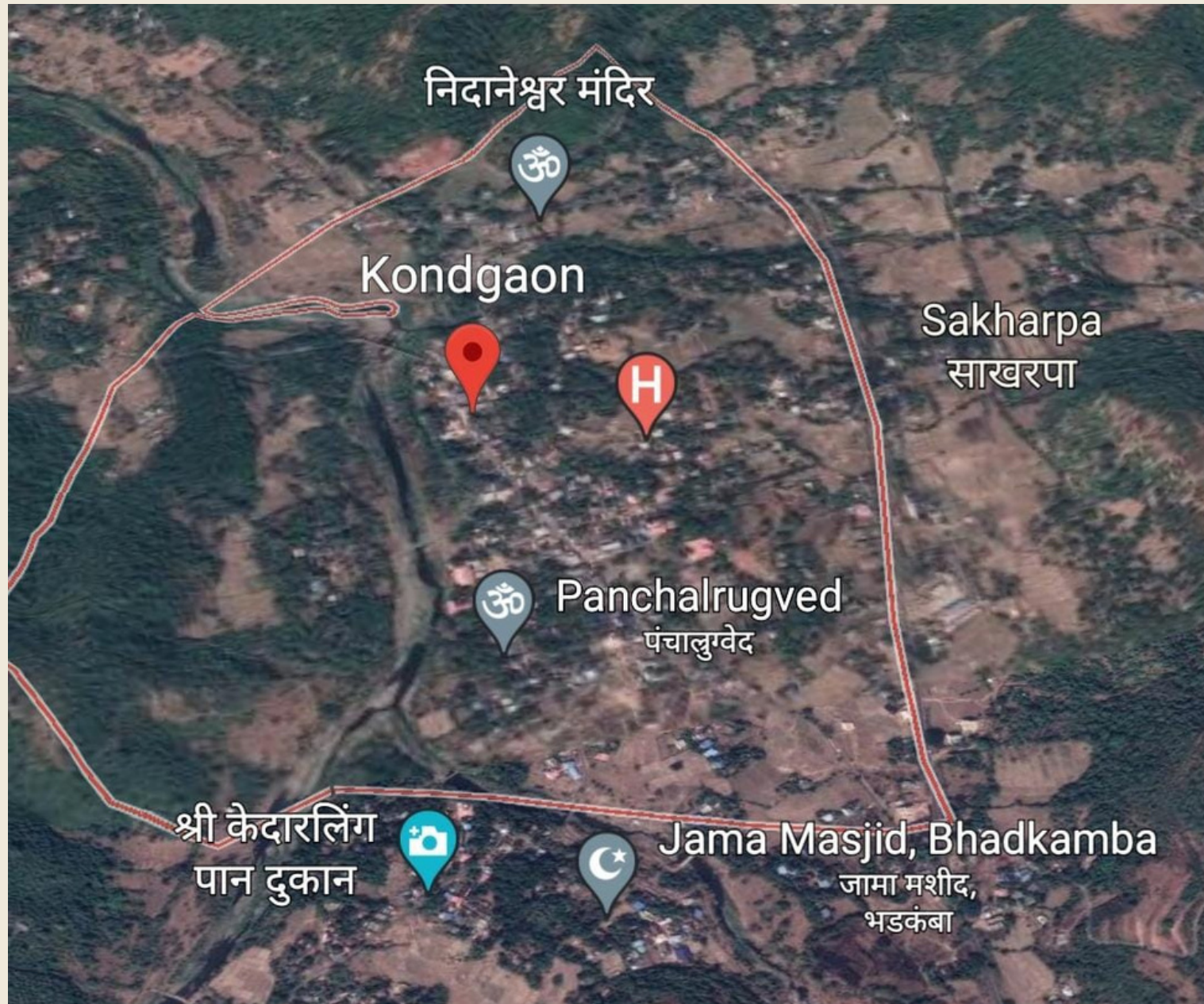


AYUSHI SHUKLA



PRINCE SHUBHAM

PLAN OF ACTION



<https://maps.app.goo.gl/2JZrFnJzU7dHGhhv7>



1. HEALTH AND HYGIENE

A. Switching to Biodegradable

Sanitary Napkins and Mensurational Cups :-

6 things to keep in mind while using Sustainable Menstruation Products



INSERTING MENSTRUAL CUPS

A menstrual cup is an internally worn product which forms a seal in the reproductive tract thereby making it leakproof. Squeeze the walls of the cup together, and fold into a C shape. Cups are easy to use but it takes 2-3 cycles to get used to the insertion and removal of the cup.



USING CLOTH PADS

Each pad has multiple layers of cloth and a leak-proof layer which makes it absorbent enough to last 6 hours. It's recommended to change even disposable pads every 6 hours to avoid bacterial growth which lead to bad odour and infections.



USING BIODEGRADABLE PADS

They have a leak-proof layer with glue which has to be removed before throwing away. If the layer is not removed then it will remain in landfills and won't degrade. If the layers are separated, then the remaining part can be composted.



USING MENSTRUAL CUPS

Menstrual Cups can collect the menstrual flow for upto 12 hours! They can also be reused for a lifetime. A pantyliner could be used as a backup but it is not needed once a person learns the skills.



CLEANING CLOTH PADS

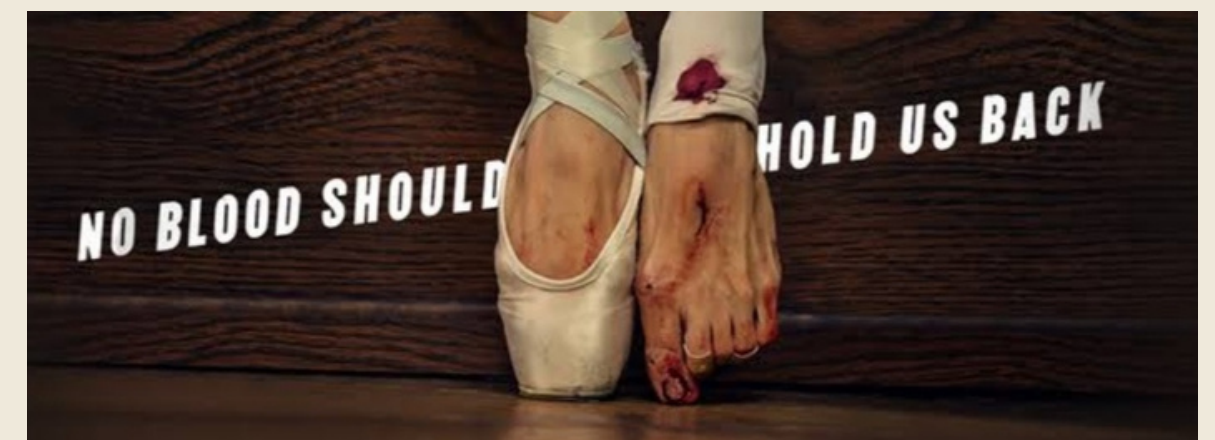
Cloth pads need 20-30 minutes of soaking in regular water and then you can wash them with soap and dry them in the sunlight. They come with a travel pouch which is extremely useful to keep used pads.



CLEANING MENSTRUAL CUPS

The cup should be emptied every 8 hours and and cleaned with water. It should also be sterilised before and after every period.

This will avoid the problem of pads disposal. As well as help in controlling the spread of infections and diseases as there is cleanliness problem in the Kondgaon Village.



B. Let's Eradicate Malnourishment :-

The lack of nutritious food for children and the lack of information and knowledge of government schemes by the villagers results in malnourishment in village children. There should be camps set up in the Kondgaon Village to provide the knowledge and guidance in taking up the government schemes and assistance.



Malnourishment Schemes by the Government that could help :-

1. Poshan Abhiyan : to improve nutritional indicators of children adolescent girls , pregnant women

(Malnutrition Free India 2022)

2. Antyodaya Anne yojana : Target PDS - 35 Kgs of rice and wheat.

3. Mid Day Meals





2. EDUCATION

Need to Educate :-

Let's Approach Practically, what we perceive about the condition of Kondgaon, is that the distribution of stationary kits is not the sole solution to promote education.

Here, NGOs that particularly look into the educational development of villages should come into action. As our institution has adopted Kondgaon, we as an institution can collaborate with different NGOs, this will develop the educational condition of the village as well as help our institution to save funds for other development areas of the village.

Educational NGOs that could help :-

1 .Turning Tide foundation

Founder : George Remedios

Contact no. 9820431690

2. Pratham education foundation (mumbai)

3. Akansha foundation (mumbai)





3. SKILL AND DEVELOPMENT

A. Winter Internship :-

As our college already provide with the one-day platform for Kondgaon named as Kondgaon Utsav to promote skills and products of the villagers like Warli Art, Handcrafts, Needle-work, Ceramics, Torans but hardly that one-day event would be enough for the villagers.

So here we can do one thing, we can provide two months of Winter Internship as a live project to our college students, here what they can do is in place of providing only our college campus as the market for Utsav, our college students can help in finding the potential market for the villager's as well.

The Finance Students can help in cost cutting and controlling, Marketing Students can do the market research and pitch the customers, HR Students can bring connection and many more

Our students can come up with new innovative ideas like sales of village handicrafts at Meesho etc. according to themselves.

This will help the villagers financially as well as it will improve the practical business skills of our college students.



B. Competition / D2C :-

If our plan A gets success in execution, then we can spread it on a larger platform and can involve different colleges in it. Here, what we can do is, we can provide competition on National Level Basis to promote market for Kondgaon Utsav and can register on D2C.

This will further improve the financial condition of the village as well as it will increase the goodwill of our college Nationwide in the sense that our college is directly involved in CSR. It would be a new innovation and creativity learning that could bring ethics in the mainframe. Even our college can lay bases for these types of activities that can be carried forwarded by different colleges for different village development.





4. ENVIRONMENT AND SANITATION

A. Providing few Portal Washrooms :-

We could place these in the places where there is gathering in the villages such as schools, kirana stores, etc. This will provide better sanitation facilities, safety and security of females during natural course and overall development of villagers in sense of hygiene.



B. Water Sanitation and Purification :-

We can install water purifiers at schools, square (chaurahas). As we have done research and found that it will hardly cost ₹2500 - ₹3500, and as our college is helping Kondgaon village, we can further push the efforts and can provide this permanent water safety solutions that could further improve the condition of the village and can eradicate water borne diseases.



C. Rain Water Harvesting :-

According to the case study the supply of clean water is not enough to fulfill the needs of the Kondgaon villagers so we can propose them with the idea and knowledge of rain water harvesting.

In this process we can provide them with tent (tripal), bamboo grass and other new innovative techniques so that the store the rain water and use it according to their needs.

This will be a good solution as there is no proper water supply system in the village as well as there are unconstructed roads that could not serve the purpose of water tankers to be provided in the village.





**LET'S MAKE
KONDGAON
INDEPENDENT**

FUNDRAISING

A. Project Bazaar :- (Let's make Kondgaon Financially Independent)

There are many steps to raise fund like Social Media Approach, Charity, Donations etc.

But here our main purpose is to make Kondgaon Financially Independent in the long run as raising of fund would be a temporary solution.

Instead, we can find a source for them to earn, flourish and develop their area, here, the source would be the solutions given by us.

As we know that they are experts in Warli Art, Needle Work, Making Torans and other Handicrafts, so here what we can do is by our solutions of Winter Internship and D2C Competition we can provide a permanent solution as the growing love in people for natural and hand made products can provide a permanent consumer base for the village market.

(Refer slide no. 10 & 11)



B. Project Pradarshan :- (Media Influence to showcase the condition of Kondgaon village and tribes.)

We can sponsor students to showcase their talent on short film and video making, this will promote the students skills as well as the keep the real picture of Kondgaon village in front of people through the help of media, specially who are into documentary making.

We can use the emotional approach by showing the way of living and daily challenges faced by them. It will help to raise funds from different Institutions, NGOs and even individuals.

When we will keep the real picture of their lives in front of people then the government would take more interest in helping the people to develop. Here our main moto is to bring Kondgaon in lime light so that we can gather help from all possible sources.



C. Project Sahyog :- (Adoption with Collaboration)

Our college to its fullest can only help Kondgaon on a temporary solution bases and if we really look into the matter the village expenses (if they spent ₹10 per day on a person and we know that the population is 4,000+ then the total day's cost of the village is arround ₹40,000, it sounds too much for our college to bear the sole expenses of the Kondgaon.

So here, the best solution would be Adoption with Collaboration. Our college can collaborate with different NGOs who are specialised in their particular areas. Eg. NGO for sanitation would look into sanitation and hygiene problems and similar others NGOs as well.



Educational NGOs that could help :-

- 1. Turning Tide foundation**
Founder : George Remedios
Contact no. 9820431690
- 2. Pratham education foundation (mumbai)**
- 3. Akansha foundation (mumbai)**



**HOW
TO EXECUTE
OUR
PLAN
OF
ACTION**

OUR ROADMAP

3.
GOVERNMENT
SCHEMES

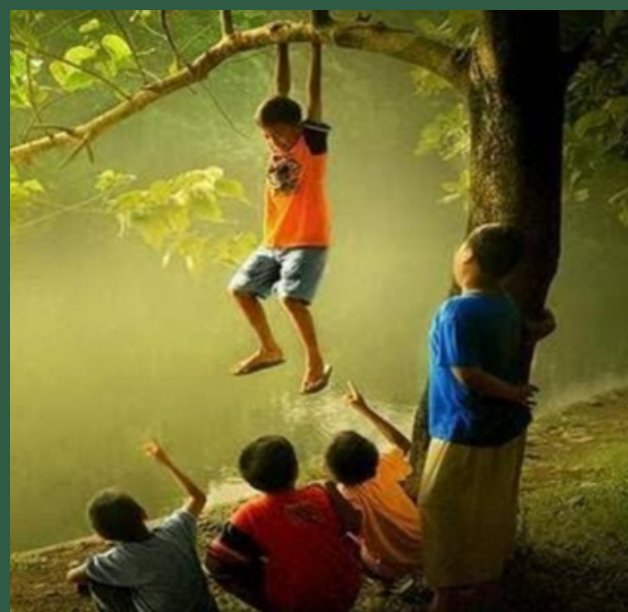
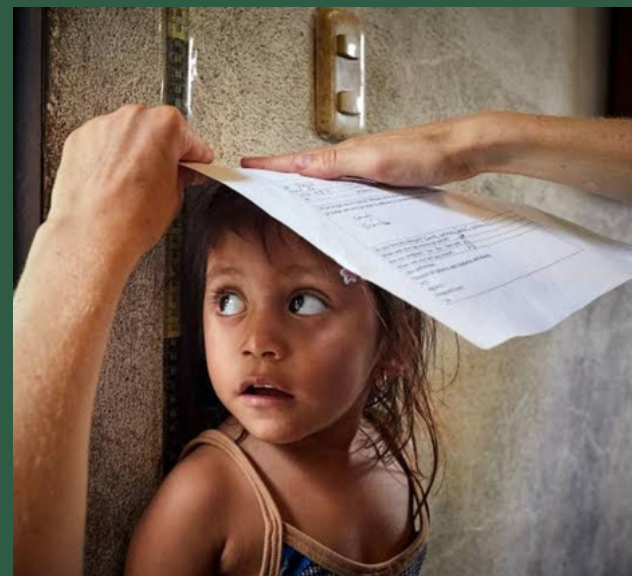
2.
PROJECT
PRADARSHAN

4.
PROJECT
SAHYOG

1.
PROJECT
BAZAAR



5.
SPECIAL
FUND FOR
MALNOURISHED
KIDS



ANNEXTURE

GOVERNMENT SCHEMES

1. Poshan Abhiyan : to improve nutritional indicators of children adolescent girls , pregnant women.

(Malnutrition Free India 2022)

2. Antyodaya Anne yojana : Target PDS - 35 Kgs of rice and wheat.

3. Mid Day Meals

NGOS

1. Turning Tide foundation

Founder : George Remedios

Contact no. 9820431690

2. Pratham education foundation (mumbai)

3. Akansha foundation (mumbai)

***THANK
YOU***

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unnati

CASE FOR A CAUSE

"KONDGAON VILLAGE:
PROBLEMS & PROSPECTS"

PRESENTED BY:

SONCHIRIYA

DIVYA PATEL – PF2123C275

RITU AGRAWAL- PF2123C230

SOLUTIONS

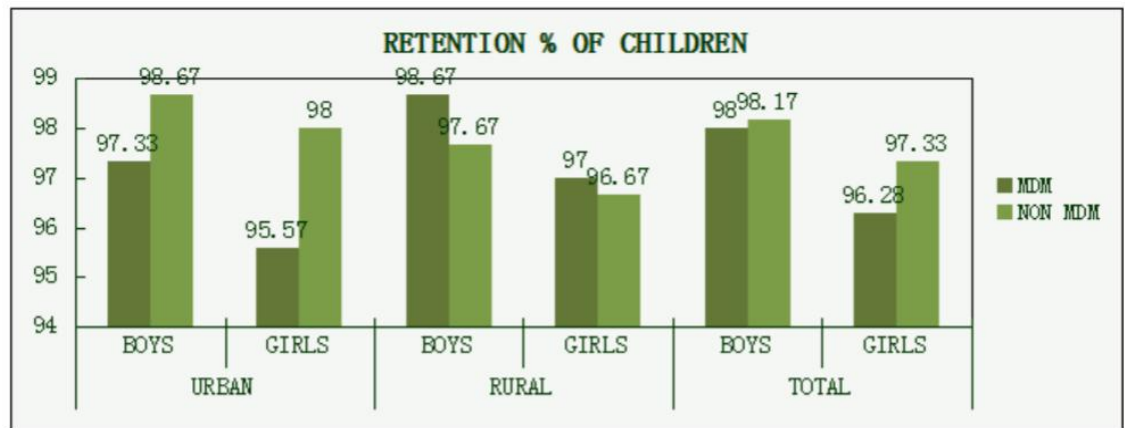
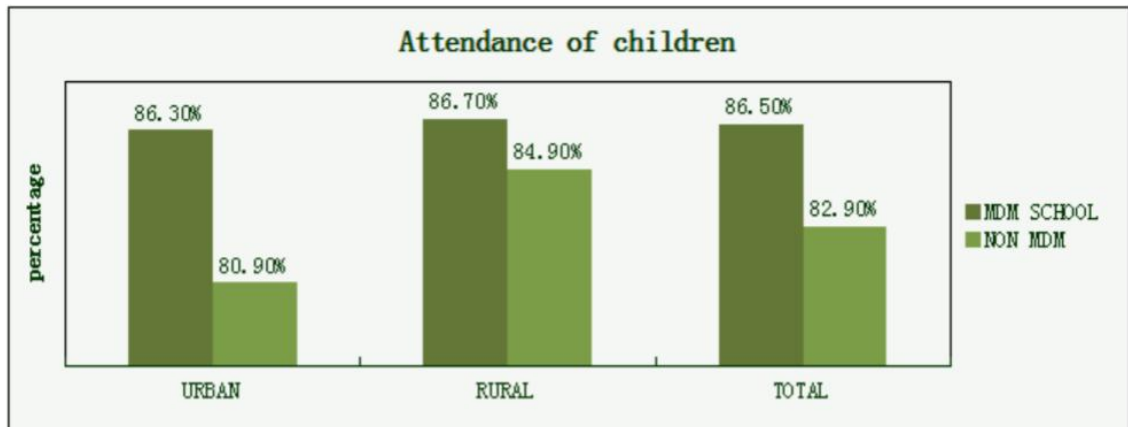
HEALTH AND HYGIENE

1. *Creating awareness about hygiene methods.*
2. *Teaching them the ways to avoid certain diseases like dengue, malaria, etc.*
3. *Planting of trees that repel mosquitoes such as **Citronella grass (or lemon grass)***
4. *Teaching them how to make **BIO ENZYMES** - natural cleansers or disinfectants at home using, Citrus peels (lemon, orange, sweet lime, Jaggery, and Water in the ratio of 3:1:10, which are easily available in fields. This can be used to wipe the floors of the house, washrooms, etc. It leads to zero water pollution and has no expiry.*



EDUCATION

1. *Keeping Mid-day meals to attract students which will keep regular attendance*
2. *Train teachers and create importance of education amongst the minds of the villagers.*
3. *Concession on school fees for girls.*



SKILL DEVELOPMENT

1. *Promote their art and skills through social media and confront artists and startups that would want to tie up. (Instagram, Facebook)*
2. *Patent of their block prints of their Warli Art*
3. *Connect them with retailers who would sell their products.*

ENVIRONMENT AND SANITATION

1. *Teaching the villagers ways to have a village dump yard and manage disposal of kitchen waste, agricultural waste, toilet waste etc. and recycling the waste to further use it as agricultural organic fertilizer (manure, compost) which will boost agricultural growth.*
2. *Training them about waste management which will help reduce sewage blockage.*

FUND RAISING STRATEGIES for Sustainable Growth and Development of Kondgaon Village

- ❖ *Confronting Temple Trusts that donate for education and well-being of society.*
- ❖ *Raising funds through social media which will boost the generation of funds.*
- ❖ *Organizing an event in college 'Event for a Cause- Kondgaon' charity event to put a spotlight on the fund.*
- ❖ *Approaching people to give their helping hand for voluntary donation.*



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

UNNATI : CASE FOR A CAUSE

Presented by :

Team Aimers

Members :

Mohd Waris Warsi

Kajal Jain

A) Plan of action on all the four verticals which will improve the situation of villagers in

Kondgaon :

1) Health & Hygiene :

- Hygiene is the most basic thing, for this we can distribute toothbrushes, toothpaste, and soaps to the villagers to use on a daily basis.
- We can teach children basic habits such as brushing their teeth every day, having a bath on a regular basis, washing their hands before and after meals, and dressing well. We can go to the village and demonstrate the behaviours in front of them so that they can learn them as well and begin to inculcate these habits.
- As we know the washrooms are in poor condition, we can get them repaired and hire a maid to keep them clean time to time so that girls can use them whenever they need to.
- Due to a shortage of medical facilities, we can appoint a doctor who will be available to the villagers 365 days and will be able to supervise them on a regular basis.
- Due to the villagers' terrible living conditions, we can encourage all college students to contribute any clothes that they no longer need and donate it to the villagers.

2) Education :

- We may provide free meals to students on school grounds so that they will want to come to school every day, which will also encourage them to learn.
- Many parents are unaware of the increasing value of education, we can schedule counselling sessions for all of them to help them understand the importance of education so that they can send their children to school every day.
- Install smart boards in classrooms to help students enhance their attention, learning, and comprehension, resulting in an increase in student engagement.
- Rent a small van/mini bus and start a monthly mobile school from our end, such as using our own laptops to teach them computer basics.

3) Skill Development :

For kids :

- Create a small training unit to teach skills such as singing, dance, and painting, among other things. We can divide it among the committee members and travel to the village to teach the children so that they will know what they enjoy the best.
- Organizing sport events for children so that they can learn how to work as a team, how to lead, and how to be disciplined. We can give them the opportunity to volunteer to be a captain for any sport and lead the entire team, which will help them improve their inner skills as well.
- A field trip to a museum or zoo, which will interest the children and allow them to discover new things.

For parents :

- We can train how to use mobile phones effectively, for example, online money transfer and cell recharge, which will aid their learning and benefit them in a long run.
- Villagers are accustomed to speaking in their local language, it can be difficult for them to communicate with outsiders who speak other languages. For this, we can teach them Hindi and English, which would enable them to communicate anytime they need to.
- Many people who live in villages are unaware of the value of having a bank account, we can conduct a seminar to teach them the basics of banking and encourage them to open accounts.

4) Environment & Sanitation :

- As from the case we can infer that people dump and burn waste in their backyards, an appropriate garbage disposal system, such as landfills, might be done to collect and dispose all of the community's garbage at a location far from the village.
- Since many harmful diseases spread through open sewages, all of the sewages in the village can be properly covered by following a proper procedure.

B) Fund raising strategies for sustainable growth and development of Kondgaon village :

- Women of kondgaon are experts in Warli Art, Ceramics, and other crafts, we can showcase them online, build an Instagram page, and sell their wares to everyone in Mumbai. This is referred to as thrifting. We can assist them generate money by selling their items at reasonable costs.
- A group of women may gather and give laundry services to other villages, such as ironing clothes, for a fee of 5 rupees per cloth, which could be a source of revenue for them.
- Men can earn money by doing dairy farming and providing milk to the entire village at lower cost.
- Due to a lack of infrastructure and efficient water treatment plants, freshwater from tube wells or hand pumps can be stored in huge cans and delivered to all villagers by a group of men, allowing them to earn money.

THANK YOU.

PROJECT VIKAAS

MY SOCIAL RESPONSIBILITY

PRESENTS



CASE FOR A CAUSE

**“KONDGAON VILLAGE:
PROBLEMS & PROSPECTS”**

Team Defenders

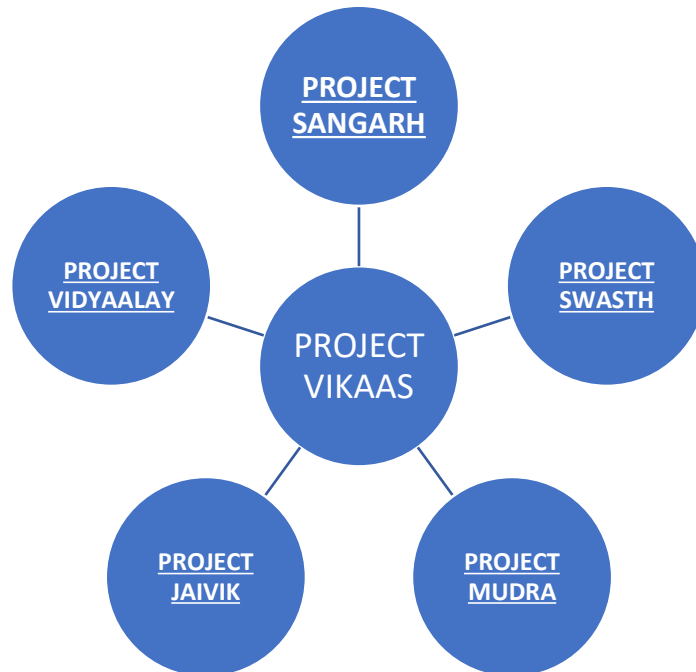
Jay Jain PF2123-C110 &

Akshit S. Dalmia PM2123-C279

PROJECT VIKAAS

PROJECT VIKAAS

Problems
Less number of Toilets
Lack of Proper Medical Facilities
Malnourishment
Teacher Absenteeism
Single Source of Income for Men and Women
Growth of Vegetation
Lack of Sewage Treatment
Lack of Garbage Collection
Insufficient Infrastructure



PROJECT VIKAAS

PROJECT SANGARH

The following are the major difficulties that the Kondgaon is dealing with:

1. There aren't **enough sanitary toilets and washrooms** for everyone, the bulk of people rely on badly maintained public facilities. As a result, diseases like as malaria, dengue fever, and other infectious diseases continue to afflict the population. As a result, we have devised a cost-effective plan to ensure that everyone has access to clean and safe restrooms.
2. **A lot of vegetation (weed plants) grows**, especially when it rains.
3. Environmental sanitation, on the other hand, is a major public health concern in Kondgaon. A lack of proper **sewage treatment** causes water obstruction. There is no appropriate garbage disposal system in place.

We have given these projects the name “**PROJECT SANGRAH**”

- As part of this initiative, we will educate the villagers on how to dispose of various types of waste in various ways.



- We would provide several colored dustbins and instruct them on which kind of waste should be placed in which color trashcan.
- Like Green for Wet and Biodegradable Waste, Blue is for Plastic wrappers and non-Biodegradable waste, Yellow is for papers and glass bottles and the Red is for medical waste and equipment.
- After that, we'd go over the benefits of these procedures.
- We would carry out drive through small NGO as well as through areas of our locality and ask them to donate plastic bottle which would help us to collect plastic for construction of restroom.
- We might also collaborate with the government's **Swachh Bharat project**, which would assist us in raising finances for our building.

PROJECT VIKAAS

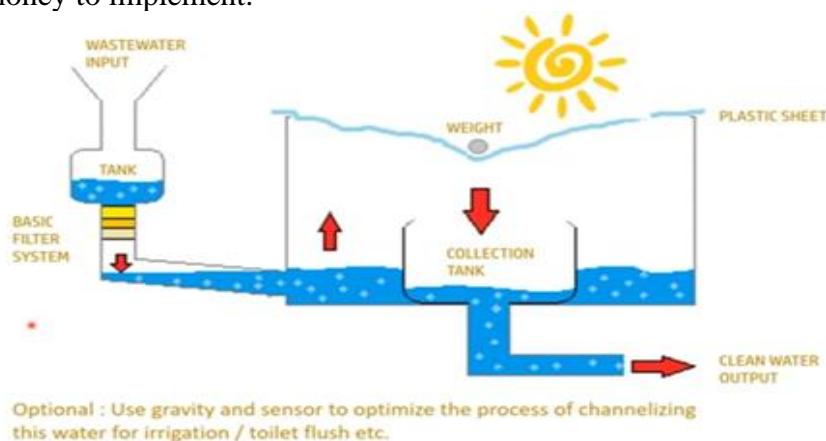


We would educate the villagers on the need of preserving plastics and then inform them that we will assist them in constructing washrooms using plastic. These washrooms are easy to maintain and use, and they will cost them very little in terms of both construction and maintenance. Not only adults, but also youngsters, will find it simple to use.

Since plastic takes a long time to degrade, if it enters any sewage system, it can cause clogs. Using this strategy, as we have done with “Project Sangrah”, they will be able to avoid such situations in the future while also help to keep their environment clean.



1. Because there is a serious lack of clean water in the hamlet, we looked into a few ways that take little money to implement.

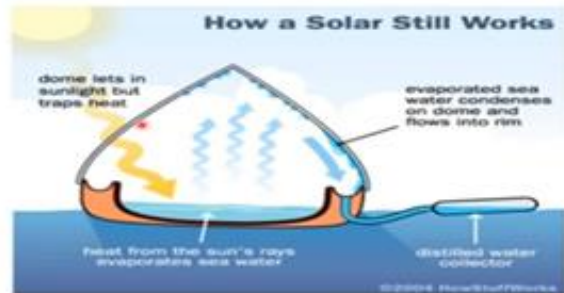


Contaminated water would be collected in one location, and a small filter system would be installed, after which it would be collected underground and covered with a plastic sheet with stone in the middle, so that as the temperature rises, water would evaporate and be collected in the empty pit dug in the middle.

These waters could be used for farming or other small-scale activities.

PROJECT VIKAAS

1. Use **easy to build SOLAR STILL**.
2. Generate **Cheap supplement** (and possible alternative) to irrigation water.
3. Uses sunlight to evaporate wastewater, then condense it against a plastic film. The water droplets drip down into a collection container. India has lots of sunlight across year.
4. Water collected is **distilled water of acceptable quality**.



2. There is another method in which used and contaminated water would be transferred and collected in small tanks with a filter system already installed and this water could be used for plants. We could even set up a small park nearby the tanks to help grow good quality plants in the surrounding and even stop vegetation as of today these types of water are thrown due to which unknown phlegm is growing. which attract insect which further leads to various kind of diseases like Dengue, Malaria etc.



PROJECT VIKAAS

PROJECT SWASTH

The following are the major difficulties that the Kondgaon is dealing with:

1. The hamlet lacks adequate and timely medical services. Serious cases are transported 40 km to Palghar's "Dhawale hospital." Because medical resources are few, most locals rely on home remedies.

We have given these projects the name "PROJECT SWASTH"

- As a part of this initiative for medical services and facilities we came across numerous schemes and NGOs in the villages that would give services, therefore we'd like to draw your attention to some of the most fruitful and helpful services that would help the villages become self-sufficient in terms of medical services and facilities, and they are as follows:
 - 1) Village Health Guide Scheme
 - 2) Training of Local Dais
 - 3) ICDS scheme
 - 4) Asha Scheme

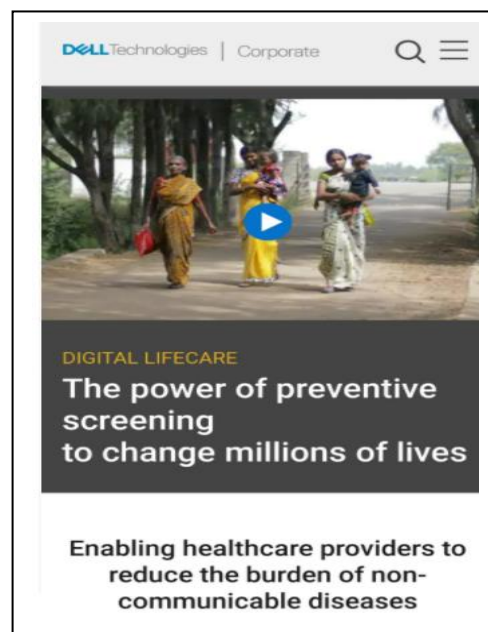
Villagers will not only become self-sufficient in terms of medical services and facilities under this system, but it will also provide them with a source of revenue.

Eg. Local Dai

Under the Rural Health Scheme (1977), a comprehensive program has been implemented to train people from all walks of life in the fundamentals of mother and child health, sterilization, and obstetric skills. During this training period of 1 month they would be earning a stipend of Rs 300.



We'd like to attract your attention to the non-governmental organizations (NGOs) that will be offering medical exams and camps in the communities on a weekly/monthly basis. If we form a partnership with them, the people will benefit greatly since they will be kept informed about their health.

A screenshot of a Dell Technologies advertisement. The top part shows the Dell Technologies logo and 'Corporate' text. Below that is a video player with a play button icon. The video content shows a group of people walking on a dirt path. Below the video, the text reads: 'DIGITAL LIFECARE The power of preventive screening to change millions of lives'. At the bottom, it says: 'Enabling healthcare providers to reduce the burden of non-communicable diseases'.

PROJECT VIKAAS

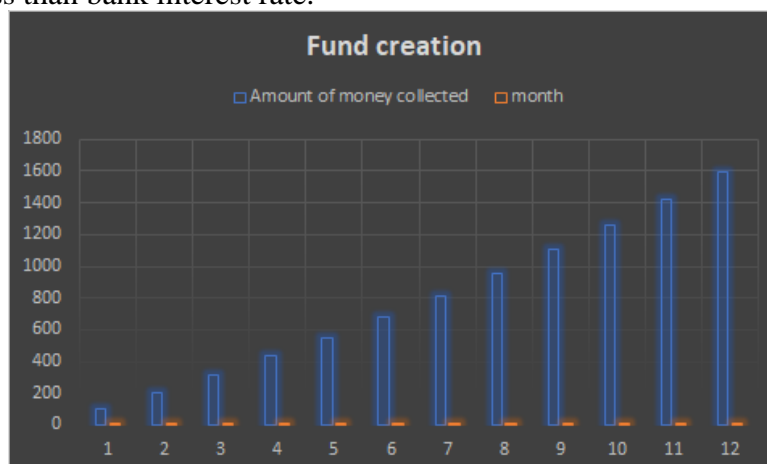
PROJECT MUDRA

The following are the major difficulties that the Kondgaon is dealing with:

1. The majority of Kondgaon's population is occupied in various agricultural activities, and they are uninformed of other sources of income. Will help them develop the skillsets that can land a job for eg tailor, making pots, labor intensive work in industry.
2. Kondgaon's women are eager to work and skilled in Warli painting, ceramics, torans, embroidery, and other crafts, but they lack the means and chances to market their wares.

We have given these projects the name “**PROJECT MUDRA**”

- As a part of this, initiative we will help the villagers to learn and develop the skill set require so that one can land a job other than being in an agricultural for eg Maitri Charitable Trust in Bihar.
- Women’s only have two options over there is to work in agriculture or work at house. We can develop their skills. By promoting Mahila Shakti Kendra is a scheme that aims to empower them with skills development, employment, digital literacy, health and nutrition. Or tying with startups like The Art Exotica.
- Surbhi Agarwal, The Art Exotica
Surbhi Agarwal left behind her family business of running a specialty hospital in Jodhpur and followed her passion towards art and hopes to help underprivileged women of India. As a solution to both, her startup, The Art Exotica works with artisans in rural areas of Rajasthan to manufacture home décor products, showcasing unique Indian handicrafts and textiles and exports them internationally. The entrepreneur had learnt about the struggles that traditional weavers and artisans - mostly women - face while organising rural medical camps in the villages. Surbhi then took up the responsibility to impart financial education and helped them produce sustainable, eco-friendly products, recycled, organic, and ethical products. Currently working with weavers in western Rajasthan and Bhuj in Gujarat, she hopes to help weavers in North-Eastern states as well.
- Money Circulation – Every family in the village come together and deposit a fix amount of money every month like Rs 100. If there’s 100 family the monthly deposit will be of Rs 10,000 and the yearly collection will be of Rs 120,000 the money can be lend to someone as a loan or can be used for the development of a village like the construction of water tank, roads etc And they could also lend the money and get a minimum rate of interest which would be less than bank interest rate.



- We will also be getting investment schemes like Rural development schemes from Government and NGOs as will also try to raise the fund from our end

PROJECT VIKAAS

PROJECT JAIVIK

The following are the major difficulties that the Kondgaon is dealing with:

- The majority of Kondgaon's population is occupied in various labour and agricultural activities, and they are uninformed of other sources of income. Farmers, for example, follow traditional farming methods.

We have given these projects the name “**PROJECT JAIVIK**”

- After knowing about the methods that the villages are still using for their farming we came across that they were still using the traditional approach of farming and they haven't updated themselves with the current market Trend so for that we have a started a project name Mudra in which we would be helping the villagers to know about the benefit of organic farming and how it would help in increasing their revenue as in the current market there is a quite good trend and quite good demand for Organic food. example village Ontimamidipally in Tamil Nadu has a started with the one hector of land for organic farming and today in 2021 it has about hundred hectares of land for organic farming in which they grow crops like cotton, tomatoes, corn and many other fruit and vegetable...Organic farming basically means to use organic and homemade fertilizer and pesticide. They have also given the method of preparing both and they are as follows:

1. Organic fertilizer:
2. Ghan Jeeva Amrutham Preparation requires
3. 2 bags of cow shed waste
4. 1 kg unsprayed soil
5. 1 kg pulse flour
6. 3 to 4 kg neem paste
7. 1 kg jaggery and 5 litres of animal urine

This type of fertilizer is simple to make, has no detrimental impact on soil quality, and produces fresh and high-quality fruits and vegetables.



PROJECT VIKAAS

PROJECT VIDYAALAY

The following are the major difficulties that the Kondgaon is dealing with:

- The problem of teacher availability and many students neglected by official schools have only one Secondary and six elementary schools.
- Inadequate resources such as computers, stationary and books on regular basis.
- Lack of adequate opportunities for higher education.

We have given these projects the name “PROJECT VIDYAALAY”

- After knowing the absenteeism of teachers, teachers are either paid less or travelling every day to the school is a tough task for them. It can be either solved by paying teacher an adequate amount money or making arrangements for him/her staying in a village.
- Tying up with NGO’s or taking an old junk PC or laptop that can run it will not only help in improving the digital skills but can also increase an amount of resources (Online Study Materials) one can surf. One or Two computers with the basic net can help them reach the global studying materials.
- Teachers should be trained so that she can encourage the kids to opt for Higher Education and the ways to achieve it.
- NGOs like Magic Bus, Maitri Charitable Trust are empowering the younger talents and giving them a chance to shine.



PROJECT VIKAAS

PROJECT VIKAAS

Project Vikaas, which addresses all current and future problems that may happen in Kondgaon, should be executed in order to improve and make Kondgaon's sustainability. Project Vikaas is made up of five main projects: Project Sangarh, Project Swasth, Project Mudra, Project Jaivik, and Project Vidyaalay, which address a wide range of issues from water purification to educational crisis.

By properly executing this project, we will not only cure current difficulties, but also the problem of malnutrition and a number of other minor issues that we are unaware of.

MY SOCIAL RESPONSIBILITY PRESENTS



KONDGAON VILLAGE:
“PROBLEMS AND PROSPECTS.”

PRESENTED BY:

TEAM INFERNO

ANISHA JAMBHALE PF2123-C023

TAPASYA GUPTE PF2123-C003

INTRODUCTION-

Kondgaon is a village located in Maharashtra. It is situated in the Palghar district, in the taluka of Vikramgad. With an overall population of 4,108 people, (2,108 Female; 2,000 male) Kondgaon has around 388 houses.

MSR has adopted Kondgaon for several years now and aim to contribute towards the betterment of the village across 4 verticals:

- a. Health and Hygiene
- b. Education
- c. Skill Development
- d. Environment and Sanitation

When discussing about the challenges faced by the village, we decided to find solutions where the farmers won't have to be too dependent on MSR. Our main aim was to help them develop certain skills through MSR which would make them self-sufficient in the long term.

With this said, we have provided a solution for each vertical.

Breakdown of the total budget is as follows:

Particulars	Amount
Total earning	₹ 3,00,000
Games Fest	₹ -25,000
Net earning	₹ 2,85,000
Project Aarogya	₹ -60,000
Project Shiksha	₹ -40,000
Project Swawalambi Kondgaon	₹ -30,000
Soak pits (40 per year)	₹ -1,20,000
Reserve	₹ 35,000

HEALTH AND HYGIENE:



Project Aarogya:

Budget estimate: 60,000 Rs.

1. Spread awareness about the importance of public restrooms and washrooms:
Until and unless the people of the village are not aware about the importance of public sanitation, they will not use it. For this Documentary films depicting awareness can be shown to the people there.
2. Also, given that the public restrooms are not clean, the local authorities i.e. The Gram panchayat and the Sarpanch should be contacted and the panchayat workers who are given the job of cleaning the restrooms should be contacted. It should be properly explained to them the importance of their job and how it has drastic effect on the society.
3. Also, incentives can be provided to the sanitation workers who keep the public washroom the cleanest. So, the incentives will motivate the workers to do their job properly.
4. The Swachh Bharat Mission (Gramin) provide monetary benefits to build toilets and latrines in households as well as in public. These schemes can be utilized so that more facilities would be available for the people.
5. Awareness regarding the menstrual hygiene should be given. For this young girl and other women in the village should be made aware about the usage of sanitary napkins. They should also be made aware about PCOD and PCOs. PCOD and PCOS is a problem which almost 1 in every 4 women face, so awareness about it is necessary. Shaming is done when a woman has such problems. So, to uproot this, awareness program and regular check-ups should be organized. As these are life style problems no serious medication is required and can be completely reversed, diagnosis is important for this once 6 month a check-up camp can be set up.
6. As good medical facilities are not available, reputed hospital can be contacted and they can organize a medical camp in the village once a month. Many NGOs also organize such medical camps they can also be contacted for the same.

EDUCATION:



Project Shiksha:

Budget estimate: 40,000 Rs.

1. Education is a basic necessity of today, and this message needs to be imbibed in the young mind of Kondgaon. For this awareness programs can be conducted, where in animations, games, song can be used to teach them the importance of education. Once they know the importance of education, then they will have a desire to learn.
2. Also in the schools, fun learning activities should be conducted, wherein learning would be interesting for the children. For this induction programs for the teachers in the schools should be organized so that they get acquainted with innovative teaching methods and engaging learning activities.
3. Also, team MSR can correspond with the teachers in the schools on teaching methods, use of new and innovative teaching methods could help. Also, if the teachers are too strict with the students there is good chance that they might drop out of entire schooling. So disciplining student whilst not being very strict is the key.
4. The mid-day meal scheme of the government of India is implemented in almost all schools. However, checking if students are actually receiving the meals is important. If this scheme is implemented properly, then the economically backward students would be motivated to come to school for the meal. It would lure students and the parents would also send their children to schools.
5. Team MSR can award the students with good grades, subject toppers, with certificates and a cash prize of some amount. Since cash prize is awarded, parents would encourage their children to study well. Such incentives will attract the children to schools. These techniques will motivate them to study as well as to attend the school.
6. Teachers in a particular class that have high attendance and best grades can also be felicitated, this will encourage them to teach well and attract more students to learn more and more.
7. A proper counselling of the parents is also necessary, as they are the ones who send the children to school. The importance of schools and education should be firstly imbibed in their minds. They should understand how important education is for their children, and they should not force the children to work, or quit studies as this happens in most of the in rural India cases.

SKILL DEVELOPMENT:



Project Swawalambi Kondgaon

Budget estimate: 30,000 Rs.

In order to make Kondagaon self-sufficient, we came up with the idea of helping the villagers to sell their artwork and produce like Warli art, ceramics, torans, needlework, and other crafts etc online through platforms like Instagram and Facebook. Instead of being dependent just on Kondgaon Utsav, we can help make the village self-sufficient by helping them develop skills in order to market their own produce all year round.

Majority of crops grown in Kondgaon are of Rice, MSR can help the farmers develop by-products of rice and market them as organic produces by conducting talks with various buyers online e.g., <https://www.krishi-market.com/> or offline.

MSR can also help farmers to register themselves on government websites such as e-NAM which is an online trading platform for agricultural commodities in India. e-NAM helps farmers to discover better prices and smooth marketing for their produce.

Activities:

1. Teaching effective farming skills for the farmers.
2. Providing seeds and manure to the farmers.
3. Help to develop the by-products of rice and other major crops.
4. Selling artworks and by-products.
5. Forming a committee to oversee the online transactions.
6. Providing technical skills and amenities to the farmers e.g., Tab which they can use to click photos and list them on online platforms.

ENVIRONMENT AND SANITATION:



Waste Water Management: Soak Pits (Leach Pits)

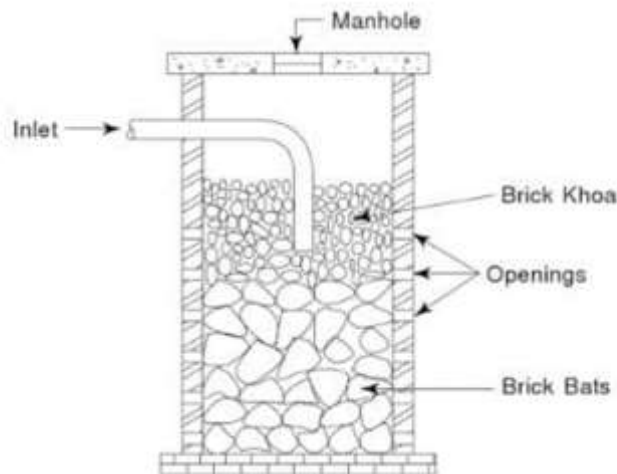
Budget estimate: 1,20,000 Rs.

In Kondgaon, the untreated wastewater when discharged directly into the local surroundings leads to the contamination of surface and sub-surface water. This results into negative effects on the environment and public health. We need to introduce effective wastewater management systems to mitigate this problem.

By taking into consideration, the lack of proper infrastructure in order to improve the environmental sanitation and solve the issue of water blockage caused by the lack of appropriate sewage treatment, we have come up with the idea of setting up **Soak pits** outside the houses of the villagers.

It is a commonly used technique of discharging wastewater and also helps in the recharge of groundwater. This would result in a continued and clean supply of safe drinking water to the masses and lead to improved hygiene and sanitation.

Specifications of the project-



Source: <https://dreamcivil.com/soak-pit/>

The soak pit is 5 feet deep with a diameter of 4 feet, however the size may vary according to the amount of wastewater generated and soil quality. It is connected to a slit chamber which is one by one foot. This slit chamber helps to block and sort the solid waste so that only water goes into the pit. It also controls the water force. Moreover, these pits do not cost much and are maintenance free. A soak pit can last for 3-5 years. If constructed properly it can last up to 10 years.

FUNDRAISING:

Games Fest

A game fest fundraiser gives equal opportunity of fun and social good. It is an event which we receive a good applause from the students and will help to gather funds for the cause of Kondgaon. A games fest can be arranged by MSR once in every year where anyone is welcome to play games and the proceeds for the same will be distributed towards the development of the verticals. An entry fee can be charged, and also for playing a particular game some amount can be charged. All of these would help generate funds for the noble cause. Also, Games Fest is an interesting and engaging concept which would receive huge participation and thus help in fundraising.

Also, we could have stalls in the event which would also help in fund raising. As a lot of students would be engaged in the fun gaming activities we could have food stalls, book stalls, stalls for decorative articles etc.

Another important fund raiser is advertisement hoardings. Advertisement hoarding are an excellent source of fund raising during such events.

Specifications:

1. It is important to decide on what kind of games can be played, there are many types:
 - a. **Carnival games**
e.g., Can knock down, Water pong, Ring toss, Hit the bull's eye etc.
 - b. **Competitive events**
e.g., Singing, Dancing, Drawing, Sketching, Chess, etc.
 - c. **Team events**
e.g., Cricket, Football, Badminton, Carrom, Treasure hunt etc.
2. The above-mentioned examples of carnival games are low budget and fun to play which can also be incentivized.
3. Entry fees can be charged for team and competitive games and the winners can receive certain token of appreciation.

Also, during this one stall for selling various articles made by people from Kondgaon can be kept. So, all those participating the competition can witness the skills and talent which the people in Kondgaon possess, this is will also be an opportunity for them to showcase their

creativity. Also, during this event pamphlets can be distributed stating the cause of fund raising so that if people are willing to contribute beyond the game night, then can do it as well.

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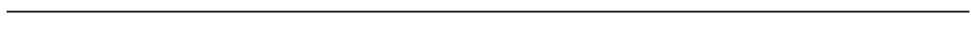


CASE FOR A CAUSE

**‘KONDGAON VILLAGE:
PROBLEMS & PROSPECTS’**

**Presented by:-
‘TEAM OUTLINER’**

**Team Members:
Megha Patel
Divyanshi Jain**



To tackle the problem of health and hygiene. We need to take proper steps towards the betterment of the people. To improve health and hygiene we can take these steps:

- We can use the help of authority i.e. panchayat ; to educate them about the importance of hygiene, how everyone's contribution in keeping their surrounding clean can help in their own betterment.
- We can inform the people the scheme of the government of India launched Swachh Bharat Abhigyan which states “that assistance available for construction of an individual toilet is Rs 4000/- from the Central Government and an amount of Rs 1333/- at least from the State Government.” The people should be aware about the schemes which work for their welfare. This would be an initiative for the betterment of their health and hygiene.
- We can spread the preventive methods on how to prevent malaria and dengue fever for example throwing away still water and keeping the surrounding clean as still water is a breeding ground for mosquitoes which spread malaria.
- As there are medical camps that are set up for the people of the village we should spread the word that its for their betterment and it for their benefit that these camps are set. “Prevention is better than cure” as the proverb states we can also educate them on how to prevent diseases and to consult a doctor before the case becomes serious.
- The government of India has provided mid day meals for the underprivileged children which can be useful in helping those malnourished children and they should be taken for medical check up so as to know what can be done for their health. As it is a tribe, we can inculcate the sense that they have to take care of each other and look after these children as well, as it is everyone's responsibility to take care of these children.
- Education is one of the important things whose growth shouldn't be hampered. The parents of the children should be educated that sending their girls to school will help them in future and if maximum number of children are going to school the authorities will take notice and they might improve the quality of infrastructure.

To improve education in the primary and secondary schools we can take consider these steps:

- Each one teach one, When someone learns how to read or write, it became their responsibility to teach someone else. The idea is to “spread knowledge for the betterment of your community.” Spreading this idea around will help the children in being able to get the basics of education.
- If the children are going in maximum number the school authority will be compelled to take action and give better education to the children.
- If we take initiative and contact with some publication houses and ask them to help the children in Kondgaon village, some of them might extend a helping hand and provide basic necessities like books, stationaries and supplies.
- There are many government scholarships and schemes that can help higher secondary students such as Rashtriya Madhyamik, Shiksha Abhiyan, National Scheme of Incentives to Girls for Secondary Education, Inclusive Education for Disabled at Secondary Stage, Scheme of Vocational Education, National Merit-cum-Means Scholarship Scheme, Scholarship schemes for Minority students, National Scholarships, etc; we can inform the students about various Scholarships and more so they can get themselves enrolled and take the benefits of some of these schemes.
- The parents of these children should be informed about the befits of education and how it can lead to their own betterment if they get their child educated and send them to school, how working smart not hard will get them in a better place in future. Giving them an idea of how so many successful people got where they are through education.

For the development of skills of the community we can help them in various ways:

- As there’s already an event that’s conducted for the villagers of Kondgaon we can invite local merchants and shopkeepers and show them the craftsmanship of the villagers. This will help them in promoting their products and help them financially as well.
- As social media is a big thing we can we it to our advantage and spread the word with the help of students of our college about the craftsmanship of the villagers and help them in being noticed.
- We can also establish a fundraiser for providing resources to the villagers to make products and sell them in the market.
- We can make them aware regarding the government schemes which help them to sell their work in a larger market place.

Environment and sanitation is one the major things that should be looked after, these steps can help the villagers:

- They should be properly informed about the waste management system, and how they can take advantage of it. We can take initiatives and take the help of local authoritative bodies like panchayat to inform them about plastic waste and biodegradable waste.
- For pit composting, in which trenches are dug to bury your waste. After that, you sit back and forget about it, while the organic materials gradually break down over a period of six months to a year. Composting pit which converts biodegradable waste into organic fertiliser. This could help them in properly managing their waste.
- Plastic waste which could be recycled can be kept separately and sold, so it could be recycled.
- Villagers can construct soak pits that could be built with locally available materials and little assistance.
- We should educate the people to make them aware why there is a need for trash disposal and each month people should come together to clean and to gather trash. The trash is then separated into 'Organic' trash, which is composted and then used as natural fertilizer, and the 'Reusable' waste which is recycled.
- We can educate them the importance of wastewater treatment, with that we can also give an example of a new wastewater treatment method that has been devised by one of the leading environmentalists, Sant Balbir Singh hewal, to treat, recycle and reuse wastewater. As this project success empowered and evolved community sustained processes for water management.

Way in how funds could be raised:

- In this modern world where everything works digitally, seeking fund for the villagers could be easily spread through social media like Facebook, Instagram etc. hosting fund raising events has been made easy by spreading the news through posts, stories etc.
- The students could help spread the word by sharing on their own social media pages, in this way the word can spread faster and people may come forward to help them.
- Local NGOs could be contacted and they can help in raising funds for the villagers as well.

- We can ask for donations of used clothes, toys, books etc from students in different institutions by talking to the authorities. The clothes and toys could be used by the children residing in the village
- We can make a page for the villagers and post about their development and their skills on social media, so people can communicate and help them whenever they want to, also it is effective way to get noticed by government bodies which might help them further.

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UNNATI 2021 – Case for a Cause

Presented by:

Team- Untold

Team Members: Aagam Tongya

Debosmita Ganguly

A. Detailed, feasible and viable plan of action which will improve the situation of villagers in Kondgaon.

1. Heath & Hygiene:

The main problem is the people are not educated about hygiene. So we need to educate them about maintaining proper hygiene by providing clean water, mobile toilets. Schools should have clean washrooms as well and for that it needs a proper maintenance (like flushing every time after usage) which goes same for the mobile toilets as well. We also need to provide them handwash.

We need to teach the people of Kondgaon village, 2 children policy i.e, each parent should have 2 children and not more than that. As a result each child will have proper nutrition and care.

2. Education:

We need to arrange good teachers for the students and some video counselling sessions by a projector. We should also encourage women empowerment by sharing the stories of some top women in business sectors who can share their stories for an inspiration to the women of Kondgaon village so that they can excel in their field just with the willpower or with the push. Even if we provide stationery kits to the youngsters, they do not know the usage of it, instead we should encourage that they should be coming to school by arranging good teachers, sports, free lunch, some fun learning activities. If we create a base for the kids of age 5-10, a play school initiative where learning will be with fun, they will want to attend school. Also for the ones who give their first priority as farming, they can attend school in the morning and then can engage themselves the entire day in farming.

3. Skill Development:

Farmers can take loan over land. We can teach them how to take loan and other facilities. As a result they can have money in hand. We should prepare a research report on what or they should grow on their fields and accordingly they can grow. If they become successful they will earn and will be able to repay the loan and economy of Kondgaon village will be improved. As a result, they will be motivated and will know the efficient use of resources. Women of Kondgaon are willing to work and are excellent in Warli art, ceramics, torans, needlework, and other crafts but what they lack is, a platform to showcase the talent. For that we need to develop a customer base for them on social media platforms by creating Instagram page and Youtube channels as well as exhibitions. Also we can take help of the students of N. L. Dalmia by making them share their artwork in their social media handles so that it reaches to a greater number of people.

4. Environment & Sanitation:

The key point is that the village lacks infrastructure, they do not have proper roads, proper water, proper trashbins. We should educate them about using 2 dustbins at home- 1 for biodegradable wastes which we can collect and make compost and another for non-biodegradable waste. We should also tell them not to throw wastes outside. We should educate them about rain water harvesting technique and we should help them develop proper infrastructures to install the same to maintain underground water level which will serve them in various purposes.

B. Fund raising strategies for sustainable growth and development of Kondgaon village.

1. Collaborate with various agencies and NGOs that work for uplifting of rural areas. The NGOs can share some strategies to raise funds and solutions to implement in the village as they have much more experience.
2. We can do some fundraising campaigns in social media and ask people to donate whatever they can as every single penny counts.
3. Pitch social workers by submitting a detailed report of Kundgaon village as in showing reasons as in why they should donate for the village.
4. We can teach the villagers how to take bank loan and they can repay by earning from growing crops and artwork done by women.
5. We can create a charity or fundraising exhibition or show and invite different personalities to join us where the artwork of women will be for sale and we will narrate the story of the village and show reasons why they should donate.
6. We can create Youtube channels and Instagram page for the artwork done by the women by the women. Once they get monetized they can have a source of earning.

**“KONDGAON VILLAGE:
PROBLEMS & PROSPECTS”**

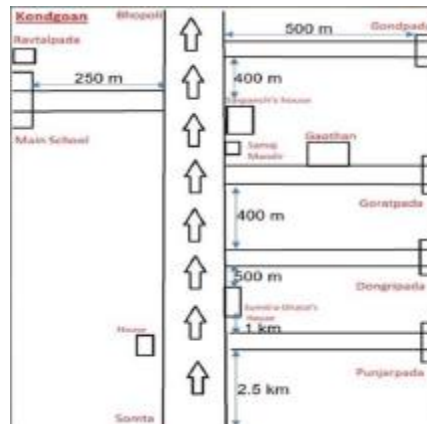
**PRESENTED BY
THE MASTERMIND**

**TEAM MEMBERS:
PRIYANSH TIWARI
GAURAV HINGNIKAR**

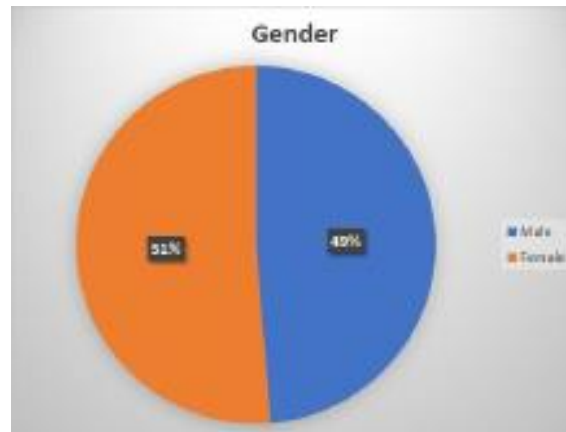
INTRODUCTION

KONDGAON VILLAGE: Problems & Prospects

Kondgaon is a village in Maharashtra, India, located in the Palghar district, in the taluka of Vikramgad. The village's entire geographical area is 857 hectares.

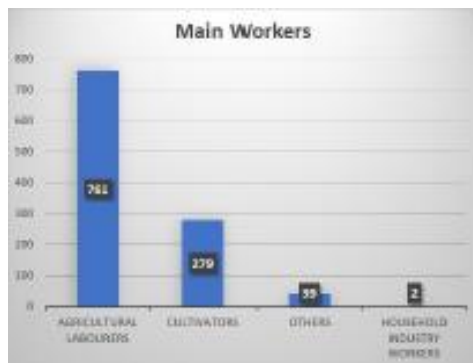


Kondgaon has a population of 4,108 people (2000 males and 2108 females) with around 388 homes. Palghar, about 40 kilometres from Kondgaon, is the closest town.



People of Kondgaon are indigenous village residents who are resistant to modern ideas and culture. They still use a conventional approach and practices for their daily activities. Women in Kondgaon, for example, still use cloth for their menstrual cycles, which is unhygienic and fatal. Family is a primary social institution and this is reflected in Kondgaon where each family member's roles and obligations are clearly defined and delineated. Women are occupied with tasks, such as getting firewood and water, keeping the house clean, cooking,

and gathering certain roots and tubers. Men plow the field, chop bamboo and lumber, and perform manual work in the fields, among other things.



The welfare activities performed in kondgaon along with their challenges are divided into 4 verticals mentioned below:

1. Health & Hygiene:

Challenges-

There aren't enough hygienic toilets and washrooms for everyone. The majority of them utilize poorly maintained public restrooms. Malaria, dengue fever, and other infectious illnesses continue to plague the population. The village also lacks proper and timely medical facilities. Serious cases are sent to Palghar's "Dhawale hospital," which is 40 kilometres far. Due to such unavailability of medical resources, most residents rely on home cures. There are about 16-18 malnourished children. The washrooms at six primary schools in Kondgaon are in such bad shape that parents are afraid to send their girls to school.

2. Education:

Challenges-

Due to a variety of factors, including inadequate communication, small habitation sizes, and teacher absenteeism, many students in Kondgaon are reported to be unserved or neglected by official schools. Only one secondary school and six elementary schools, together known as "Aanganwaadis" exist. Despite providing essential educational kits, these schools lack necessary resources such as computers, stationary, and books on a regular basis. Lack of adequate opportunities for higher education also prevails for higher secondary students. Majorities of school-aged children in such settings do not continue formal education and are

thus exposed only to conventional sources of earning i.e., agriculture. The youngsters, especially those aged between 6-11 years, were found either at home or on a field. Girl child at home is normally engaged in taking care of younger siblings and performing household activities, whereas boys are engaged in assisting their parents in wetland cultivation involving activities like cleaning lands, fetching water, harvesting, etc.

3. Skill Development:

Challenges-

Because the bulk of Kondgaon's population is employed in different labor and agricultural activities, they are unaware of alternative income-generating options. Farmers, for example, use conventional farming practices. Women of Kondgaon are willing to work and are excellent in Warli art, ceramics, torans, needlework, and other crafts, but they lack the resources and opportunities to market their products.

4. Environment & Sanitation:

Challenges-

Kondgaon, as a tribal community, has a lot of vegetation, especially during the rainy season. However, in Kondgaon, environmental sanitation is a serious public health concern. Water blockage is caused by a lack of appropriate sewage treatment. There is no suitable trash disposal system in place. As a result, individuals toss rubbish on the backside of their houses and dispose of the waste by burning it, exposing them to the multiplicity of illnesses. Their homes do not have the infrastructure for wastewater or rainwater drainage. The village lacks concrete roads and alleys are naturally muddy in the rainy season and filthy, otherwise.

SOLUTIONS

Health & Hygiene:

1. Magic show & Nukkad Natak:



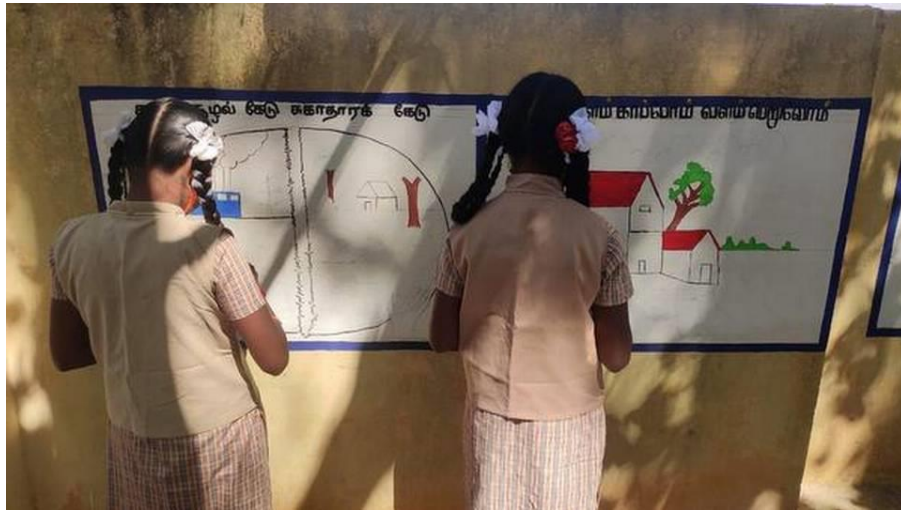
Nowadays Magic shows & Nukkad Natak organized in rural & urban areas are vanished due to a lack of interest but still, people are crazy about experiencing it. We can organize a magic show by collaborating with Magicians to engage the audience in kondgaon. Between the show, we can give awareness speech and also we can request magician to customize magic in a way to create awareness about diseases like malaria, typhoid, dengue, etc.



Nukkad Natak has always been popular when it comes to creating awareness in rural areas. We can create a small **Nukkad Natak team in college** to perform in kondgaon to create awareness on the prevention of diseases caused due to unhygienic toilets, drinking contaminated water, water & waste pollution, etc.

2. Wall painting/Paper painting competitions:

We can organize the competition for students of Anganwadi on the Theme of creating awareness about the diseases and their prevention.



Another idea is we can organize a paper painting competition with some cash prize money and the best painting will be painted on the wall houses or shops.

3. Flim shows:



As kondgaon is 40km away from the nearest town people are not much connected to films & movies other than TV but probably will be more interested in watching them. It can be a regional Maharashtra film or Bollywood.

We can organize a one-day film event to engage the audience of the village. In these film events we can provide them entertainment as well we can show them documentaries of other tribal areas and their transformation, this can go a long way in changing their mindset towards modern health, hygiene and medical practices especially the younger generations.

The cost of organizing this event is less as we can use a projector of college and film we can download online in good quality. Anchor will be from our campus.

4. NGO collaboration:

We can collaborate with various NGOs as they have more funding and their reach is more to spread awareness and provide resources like sanitary pads, medical resources, and food to malnourished children.

They can also help with the promotion of their talents like selecting some paintings from the above-mentioned competitions and showcasing it to their resource to garner more attention of them towards kondgaon

NGOs can also help to set up medical camps at regular intervals thus providing medical care regularly to them also it can encourage them further to be more open towards their health and hygiene especially in the case of women. This can also help in reducing their hesitant behaviour towards modern medicine and medical practices and allow them to shift from traditional to the more modern methods of treatments which are safer Compared to traditional.

Education:

1. Book & Stationery Donation drive:



With the help of the MSR team, we can organize a book & Stationery donation drive in Mumbai where people can donate course-related books through which we can donate education books and stationery items to kids in kondgaon free of cost and also through various online movements we can encourage people to donate any amount to for donation purpose.

2. Scholarship Program:

We can organize this scholarship program in two ways:

1. Program for Middle school students:

N. L Dalmia group has its own school. So, we can organize an exam for middle school Anganwadi students with criteria and as a prize, we can offer them to study in Dalmia school on scholarship. That will boost their confidence to score well in the exam.

2. Program for High school student:

N. L Dalmia College of Arts & Commerce offers courses of UG. In this program, we can offer scholarships to those top-3 students who scored more

than 80-90% in board exams. This scholarship will motivate them to score well to get a chance to study in the prestigious college of Dalmia Group.

3. Projector study:

We can raise funds or we can donate a Digital classroom projector with a course to enhance their study and make it more interactive and entertaining.

A digital classroom will help them understand the concepts more clearly and deeply.

4. Education Awareness Program:

We should always try to inculcate the importance of education through various means such as movies, documentaries, success stories of individuals who were in their situations and have achieved a lot with the help of education, etc. This will make them realize the importance of education. Also, this will present a window from where they can see various opportunities where they can utilize their potential. Attention should be given that while creating awareness about education we should not narrow it down to only the academic part of education but we should include all the other fields like sports, business, etc.

Another important bottleneck is education awareness in females. There are various reasons for the lacking or poor condition of female education, amongst them one of the prominent ones is the hesitant attitude in interacting with outsiders especially to males. Efforts should be made to arrange a team of female volunteers to cater to this problem as females of the village will be more participative, open, and comfortable with people of the same gender, also the female volunteer team will provide a more effective response to their queries and doubts.

5. Educating the modern techniques to the Farmers with the help of Agriculture college:

We can organize training sessions for the farmers and youths who are involved in agriculture practices to adapt to modern methods and subsequently increase their output with the help of agriculture university scientists & professors regarding new techniques employed in farming and how to secure fertilizers, etc, it could be a weekend session where solutions to various problems faced by the farmers can be addressed.

Skill Development:

1. Fish Farming:

Fish farming is currently one of the best sources of income when doing it properly.

We can request the Central of Fisheries education's professors and professionals to take sessions on educating them regarding Fish Farming which will include all the details to use available resources, modern methods, etc.

Fish farming requires less amount of investment and has great demand.

2. Training to make a designer mask, Sui Dhaaga art:

We will conduct a training session with the interested teacher or trainer to teach people of kondgaon to make designer masks or various techniques of sui dhaaga art like on bedsheet covers, curtains, table cloths etc and help people of kondgaon to generate an alternate source of income by selling their products in Mumbai or other regions near kondgaon. Students of our college can also help them in selling their products in college itself or outside college also.

We will ask trainers to do volunteer work but if they demand and also, if possible, we can give them incentives and awards related to volunteering to maintain their continual participation in such activities we also need to make sure that they feel it's worth their time to do such things and it will really help people there.

3. Women committee in Kondgaon and Live project opportunity for Marketing student of NLDIMSR:

Here we will help women of Kondgaon to set up a committee or a self-help group where they will send us samples of artwork such as Bedsheets, Curtains, Needle art, cloth art, etc. and we will make a live project for our Marketing students to visit various vendors or shop owners in local Mumbai to convince them to buy and order more of such artworks and also students can engage in social media activities to promote their art and attract a customer in social media platform and also simultaneously training this committee to conduct their business online or through phone also.

Through such activities, after such time our aim is to make them self-reliant where they don't need our help to conduct their business in a profitable manner.

4. Training sessions for youths in Electrical & Electronics:

We can conduct seminar or training sessions with the help of a suitable instructor (ITI Professionals) , by giving them proper incentives be it in terms of some money or recognition awards to keep them motivated,, to teach the youth of kondgaon electrical and electronics repairing techniques so that they can go out in other regions and make a living there with those skills and in turn help their families in kondgaon with more money and better resources, it will give youth more opportunity to grow more in other regions and earn more, thus helping in the overall development of kondgaon and they will try to make living conditions of their family in kondgaon better.

5. Active part in local Mumbai event (Mela, Art exhibition, etc):

We can connect with various event organizers who organize Mela, art exhibitions or connect to museums in Mumbai where they will showcase the art and offerings of people kondgaon and hopefully creating buzz and promoting the kondgaon in due process and grabbing people's attention towards this village thus giving the people of kondgaon more chances in generating alternate sources of income other than traditional ones like farming and vegetable selling, as more people will be made aware towards this village and they will try to give them more chances at generation other income sources.

Environment & Sanitation:

1. Soak Pits:

We could work with rural communities The goal of the initiative is to sensitize communities to the advantages of hygiene and sanitation. Apart from creating awareness, sanitation drives are conducted to sensitize the community, build engagement, and motivate them to adopt healthy practices.

Wastewater disposal was an issue in the area due to a lack of proper drainage. This resulted in accumulation and water-logging, leading to a host of vector-borne diseases for villagers. We could help in building soak pits that could be built with locally available materials and little assistance.

The soak pit is five feet deep with a diameter of four feet. It is connected to a silt chamber that is one foot by one foot. The silt chamber helps to sort and block other solid waste so that only water goes into the pit. The silt chamber controls the water force so that water runs smoothly into the soak pit. The size of a pit varies according to the amount of wastewater generated and the soil quality. It employs a process of

filtration that segregates solid waste, treats the wastewater, and ultimately recharges the water table with groundwater that is free of contaminants. These pits do not cost much and are virtually maintenance-free.

Wastewater treatment is interconnected with the water chain, and thus affects the environment. Water used by rural homes gets converted to sewage or gets contaminated chemicals and other pollutants. It must be treated before it is released back to the environment. While nature is able to process and cope with a small amount of wastewater, imagine the huge volume produced every day before being released back to the environment.

2. DIY competition for engineering colleges:

We can organize a competition for Engineering students of other colleges on the low-cost model of Rainwater harvesting in rural areas.

We will give them criteria to use DIY method which can be easily installed in village areas using easily available resources with a prize pool and certificate for the winners. If this competition will be successfully organized, we can use that DIY model into kondgaon which will result in a better water level.

Fundraising strategies

CSR approach:

We can approach the CSR team of the companies to help us in building Kondgaon village environment, sanitation, etc.

Online Fundraising:

Students of our college can make online campaigns for fundraising through various social media platforms. They can encourage other people close to them to donate. There are websites like Ketto & Milaap etc where students can start fundraising.

NGO Collab:

MSR can collab with NGOs to raise funds with their connections and help kondgaon by giving some part of the funds for the development of the village and also conduct visitation for the donor to show how their small financial help has contributed to the development.

Alumni Connect:

Our college can connect to the alumni to donate or help in any other capacity which will contribute in the development of the village and occasionally MSR team will conduct a visitation for them to show how their contribution is helping kondgaon

College fundraising:

We can ask students in our college for donation and the money collected will go to kondgaon to fund them ventures or skilling them up. Students can also be encouraged to go and help people in their own capacity and contribute

UNNATI 2021: CASE FOR A CAUSE

**“KONGAON VILLAGE: PROBLEMS &
PROSPECTS”**

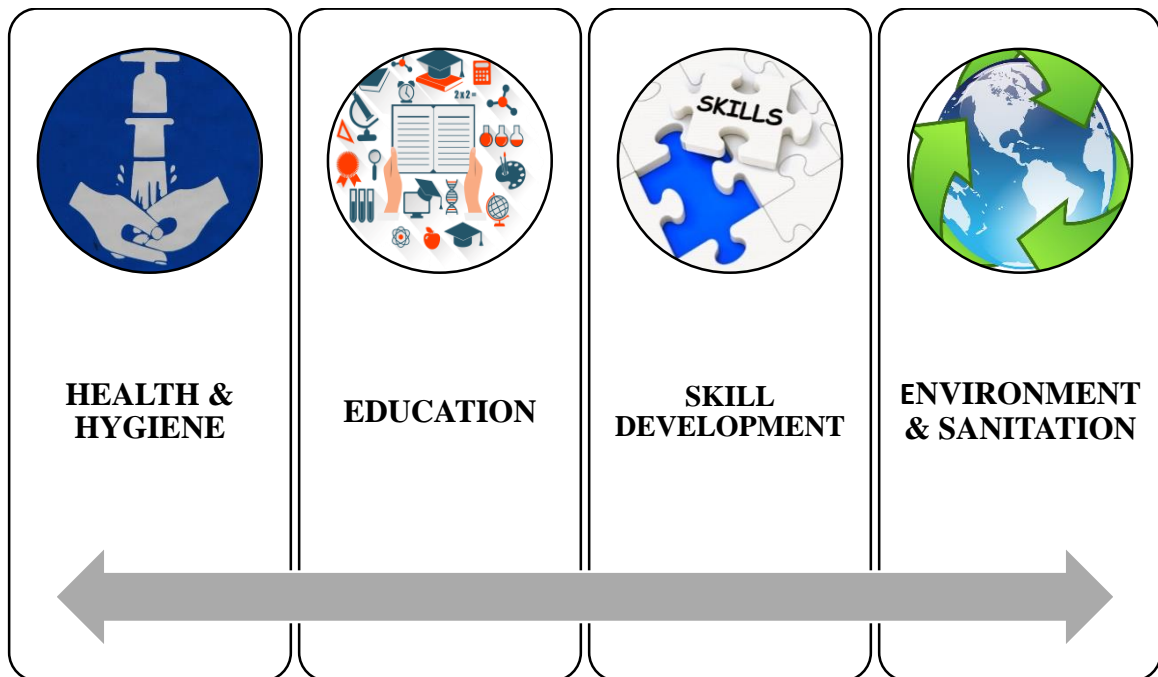
PRESENTED BY:

TEAM NAME: UNITED

TEAM MEMBERS:

- 1)KAJAL HINGER**
- 2)AISHWARYA BINDAL**

THE FOUR VERTICALS



SOLUTIONS

1) HEALTH & HYGIENE

Key Focus Area: Kondgaon village doesn't have enough hygienic and well-maintained public restrooms because of which there is an increased spread of malaria, dengue fever & other infectious illness.

Solution: Keeping in view the above problem, we can organize "**Cleanliness Drive**" in kondgaon village wherein we can focus on some of the following points:

- Importance of Individual responsibility of maintaining cleanliness in public restrooms.
- Having separate washrooms for boys and girls in school.
- Appointing cleaning personnel which will generate employment.

2) EDUCATION

Key Focus Area: Students lack necessary resources such as computers, stationary, and books on a regular basis and thus aren't able to get a basic education. Also, a Girl child at home is normally engaged in taking care of younger siblings and performing household activities, whereas boys are engaged in assisting their parents in wetland cultivation involving activities like cleaning lands, fetching water, harvesting, etc.

Solution: Keeping in view the above problem, we can organize "**BOOK DONATION DRIVE**" in which we can ask primary school students to return their books to school and they can pass it to the MSR committee which will further distribute to village children.

3) SKILL DEVELOPMENT

Key Focus Area: Women of Kondgaon are willing to work and are excellent in Warli art, ceramics, torans, needlework, and other crafts, but they lack the resources and opportunities to market their products.

Solution: Keeping in view the above problem, we can bring in opportunities to market their product and **tie up with local NGOs** who work for the development of the rural people and provide them with markets to get stable income.

4) ENVIRONMENT & SANITATION

Key Focus Area: There is no suitable trash disposal system in place. As a result, individuals toss rubbish on the backside of their houses and dispose the waste by burning it, exposing them to multiplicity of illnesses.

Solution: Keeping in view the above problem, we can **create awareness regarding the waste disposal system** that is how to segregate and dispose of the trash effectively.

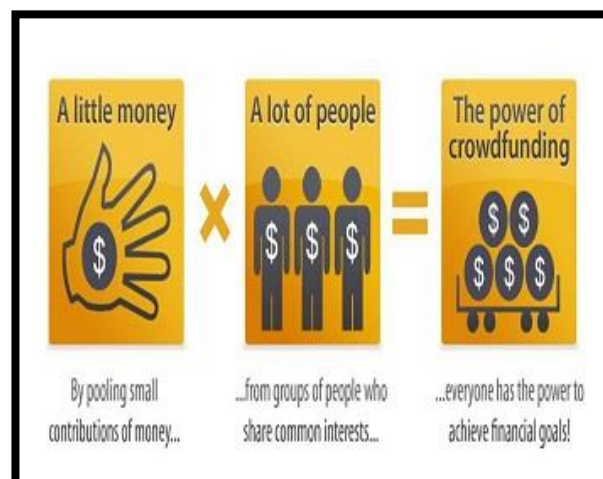
- Dispose of dry and wet waste in separate dustbins.
- Reusing wet waste as a fertilizer in agricultural activity.

FUND RAISING STRATEGIES

1. **Exhibition/Fun fair**: Organize an event like Exhibition/Fun fair to raise awareness as well as to collect funds.
 - Organize a college funfair/Mela and ask the students to set up their own stalls by booking a slot through deposit amount (Ex: Rs 500).
 - Through this deposited amount the funds can be generated.



2. **Crowdfunding**: A Voluntary donations by students, faculties or other staff members of at least Rs 50/- each. A small contribution by each one of us would enable us to generate a sufficient amount. Also, asking student volunteers to help raise awareness and collect donations from family and friends.



N.L. DALMIA INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH

Women Entrepreneur: Induben Khakhrawala

Subject: Entrepreneurship Management

Breakout Group No.: Group No.1

Group Members

Shreyas Cheeda (PF2123-A092)

Parth Patel (PF2123-A127)

Mangesh Phadse (PF2123-A080)

Shubham Kothawade (PM2123-A178)

Features:

“Our mission is to provide the best quality and hygienic snacks to our customers at reasonable prices. We understand the value of service and never compromise on quality at any cost.”

-Induben Khakhrwala

About Induben Khakhrwala

Induben Khakhrwala specializes in manufacturing, exporting and supplying a wide variety of khakhras and Indian Snacks.

They export more than 50 varieties in khakhras and their khakhras are renowned as traditional gujarati snack prepared with lot of care. The khakhras are made by mixing wheat flour with other ingredients to form dough and rolled in circular thin layer by hand and roasted on hot plate till most of the moisture is evaporated. It is a healthy breakfast as well as a healthy snack liked by people of all ages. We supply all kinds of khakhras like ghee khakhras, fenugreek khakhras, low diet khakhras, khakhras for diabetes, khakhras for B.P., cumin khakhras, black pepper khakhras, spicy khakhras and many more, the list being endless.

The company provides more than 100 varieties in Indian snacks and also provide all kind of mixtures, assorted dry fruit mixtures, sev, papdi, bhelpuri, spicy snacks, roasted snacks, fried snacks, dried snacks, low diet snacks, ganthiya, papdi, samosa, kachori. Various variety of snacks made from spinach, fenugreek, cumin, cashewnuts, almonds, peanuts, assorted dryfruits etc. are supplied to our customers in India, Asian countries as well as many countries in the world. We intend to serve our Indian customers worldwide with countless varieties of Indian snacks in such a way that they don't feel deprived of their own country.

Besides Khakhras and Snacks we are also into exporting papads, pickles, syrups, chutneys, sweets and various varieties in food products.

The story of Induben, is the story of an unassuming housewife-turned-entrepreneur who swam against the tide, reached the other shore against heavy odds, and brick by brick, built there an institution that stands strong even today, long after she left.

Challenges faced by Induben -

Induben parents were traditional Jains and were financially sound. Marrying into a middle-class family changed the course of her life. Having grown up in a well-to-do family, Induben initial years after marriage in a middle-class household were difficult. Her husband had health problems, and his earnings were not enough to sustain the entire family. So, Induben was compelled to take up odd jobs to support her family. Her initial works included sewing, handicraft, and a job at a mill. Induben soon realized that these laborious jobs did not compensate for her hard work at par. She started hunting for a job more lucrative than these.

Belonging to a traditional Jain family, where women are perceived to be homemakers, Induben started her own Khakhra¹ venture, which has become a trademark for women entrepreneurship. Induben, not only changed the perception of her community towards business, but also successfully rebranded Khakhra, a roasted chapati, in Gujarati culture. Changing its status of 'the diet of the miser', khakhra has positioned itself in the diet products market.

Organization

Induben was the first women to set up a shop of making kahakhra in Ahmedabad city 35 years ago. She used to make tasty food and her Khakhras were always famous in her Neighbour. In early Sixties, Induben's family suffered financial problems and so she began making four to five snacks at home and started selling them and eventually the demand of her products grew and were liked by many people as Gujarati's were fond of food. Later she started manufacturing khakhras in the community house for her neighbours and well-wishers. Little did she know that the venture she started, would one day lead her to become a household name after 10 years of service in the community house, this was in 1961 and by 1970 the shop was doing very well with employing a greater number of women workers. Her family moved to the western part of the city at Mithakhali, leaving their home in the old city area. Today, this house serves as the shop selling products made under the banner "Induben Khakhrawala". As most Gujarati's are fond of dried snacks, her business grew and within four years she hired four to five women assistants to help her meet the increasing demands of the customers. Currently she has more than 20 outlets in Gujarat and Maharashtra which are run by his son to maintain the goodwill and taste of the brand name Induben Khakhrawala.

Women Entrepreneur - Vandana Luthra



Report by:

Neha Gupta - PH2123-A135

Raveena M - PF2123-A045

Nidhi Agrawal - PF2123-A005

Introduction

Vandana was born in 1959, in New Delhi, and completed her graduation from the Polytechnic for Women in Delhi. She travelled to Germany to complete her studies in nutrition and cosmetology. Her greatest inspirations were her parents. She travelled with her father, a mechanical engineer, on his work trips to Germany. She dreamt of bringing the well-established health and wellness centres of Germany to India. Her mother, an Ayurveda doctor by profession administered a charitable initiative, Amar Jyoti. Such an obliging background stimulated her to launch her own business.

Vandana set up her first VLCC (Vandana Luthra Curly and Curves) Centre in Safdarjung Enclave in New Delhi in 1989 as a single salon. The beauty and wellness centre focused on diets, exercise and weight management programs. Since then, she has been able to build a sustainable business that operates across Asia and Africa.

The Persistent Vision

Vandana started her journey in a period when the society was not so progressive and one could hardly find women entrepreneurs. In a patriarchal society, women were limited to household chores and thus Mrs. Luthra faced a lot of criticism. She even said that many others wanted to subdue her progress and stunt her growth. During her times, there was lack of knowledge in the field of fitness, wellness and adequate nutrition. Vandana laboured a lot to create awareness and later, impacted people with her theory.

She was way ahead in time to integrate medical profession with wellness and struggled to uphold this concept. She commenced her journey after both her daughters were born, the elder one being only 3 years old. Hence, she balanced her professional work and personal life very well. Vandana has stated that her husband, Mukesh Luthra always supported her in everything she wanted to achieve.

Her focus, determination and belief in her unique idea is something, budding and women entrepreneurs can learn from. It also serves as a lesson for the males to pillar their female counterparts.

The Growth and The Pinnacle

Having a distinctive notion itself, Luthra got success in the initial stages. But it is her promotional techniques that led to greater peaks. She considered her own start-up as a clinic and promoted it on those lines. She worked hours with doctors and provided her customers with marvellous results.

Today, VLCC has the largest scale of operations in India and is recognized internationally for comprehensive beauty and wellness products and services. VLCC is currently serving 14

countries in Asia, South East Asia and East Africa with over 330 locations in their kitty. They have 3 company-owned manufacturing units for personal care products. The well-established company manufactures and markets 170 hair, skin and body care products along with fortified food, meant for in-house consumption.

In addition to the business, VLCC operates a skill development, vocational training enterprise, “The VLCC Institute of Beauty and Nutrition.” It presently has 79 campuses in 54 cities.

Recent introduction to the business has been the Vanity Cube – a-beauty-services-at-home platform and WellScience – a direct seller of nutraceuticals.

VLCC currently has a family of 4500 employees with over 30 nationalities. The successful lady founder makes it a point to try and stay connected with all of them

Entrepreneurs can learn the importance of right direction and art of expansion from her.

The Glory

CNBC had listed Vandana Luthra as one of India’s top 10 self-made richest women with a net worth of INR 1,300 crore. She has received the Padma Shri Award (India’s fourth highest civilian honour) for her contribution to trade and industry. She has even been awarded The Asian Business Leaders Forum Trailblazer Award in 2012 and The Enterprise Asia Women Entrepreneur of the Year Award in 2010.

The boss lady has featured in *Fortune* magazine’s annual listing of the ‘50 Most Powerful Women in Business in India’ for five years in a row – from 2011 to 2015. This great entrepreneur is also the chairperson of the Beauty & Wellness Sector Skill Council (B&WSSC).

She has written two books named Complete Fitness Programme and A Good Life.

Her Philosophy, Our Learning

A mother of two daughters, Vandana, has always sought to lead by example. According to her, an empowered woman is someone who adapts to changes bringing out the best in an individual. As a leader, Luthra believes that it is important to have a vision and that, all criticism should be taken constructively. Self-determination is a major quality that she attributes to her success. She champions that one should stay focused and look for motivation from within. Vandana through her self-learning advocates that finding your own unique style is what builds upon an individual’s personality.

Her organization is women-dominated and thus they understand the numerous roles a woman has to perform at home and at work. Hence her firm constantly engages in keeping them motivated. Her contribution to society is immense. She is the vice chairperson of NGO Khushii, which has projects like remedial schools with midday meal facilities.

Philanthropy

Luthra is Vice Chairperson of the NGO, Khushii. They have projects like telemedicine centres, a vocational training facility and a remedial school with midday meal facility catering to 3,000 children.

She is the member of (MDNIY) Morarji Desai National Institute of Yoga. MDNIY is a focal Institute for Coordination of Yoga Education, Planning, Promotion, Training, Therapy and Research in all its aspects.

Morarji Desai National Institute of Yoga is an autonomous organisation under Ministry of AYUSH, Government of India. Vandana is patron of Amar Jyoti Charitable trust, voluntary organization rendering rehabilitative services.

According to Wikipedia, Amar Jyoti Charitable trust pioneered the concept of educating disabled (Divyang) and without disability children in equal number from nursery to class VIII. Now the charitable trust has more than 1000 children in two schools.

Awards and recognition

She was awarded by Padma Shri–India’s 4th highest civilian award in 2013 for her contribution to trade and industry. In 2010, Vandana Luthra received The Enterprise Asia Women Entrepreneur of the year award. In 2012, she received The Asian Business Leaders Forum Trailblazer award.

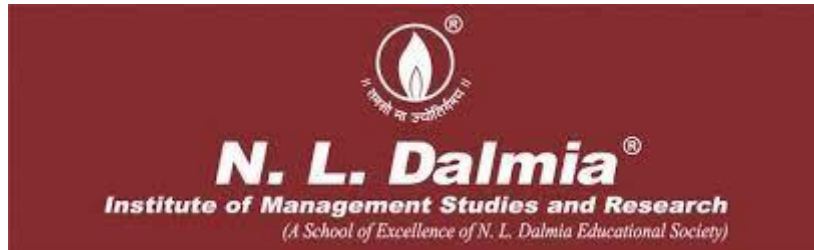
She was ranked 26th in the distinguished annual Forbes Asia 2016 list of 50 powerful Businesswomen in the APAC region.

In Fortune magazine’s annual listing of the ‘50 most powerful Women in Business in India’, she was listing for five years from 2011 to 2015.

She has authored two books

Vandana Luthra published a Complete Fitness Programme on wellness and fitness in 2011

Luthra wrote “A Good Life – The VLCC Way” book in 2013.



Report on: Women Entrepreneur

Sudha Murthy

Subject: Entrepreneurship Management

PGDM Batch 2021-2023

Trimester: III

Division: A

Group no: 9

Group Members	Roll No
Hardik Panchal	PM2123-A213
Yash Sharma	PM2123-A217
Suryanjay Sonawane	PF2123-A064
Sahil Phatak	PF2123-A236
Parash Gidwani	PF2123-A286



Personal Life

On 19 August 1950, Sudha Murthy was born in a Brahmin family in Shiggaon, Karnataka. Her father Dr R.H. Kulkarni who was a surgeon and her mother Vimala Kulkarni supported her in her endeavours right from her childhood and raised young Sudha along with her three siblings. An educated atmosphere in the family instilled in her a passion to do something extraordinary at an early age. Sudha Murthy's brother Srinivas Kulkarni is a renowned astronomer who received the Dan David Prize in 2017. Her early life experiences and affinity to her grandmother became the foundation for some of her books.

Education

Sudha Murthy's education has a major role to play in shaping her as a successful author, even though her educational path was more technical in nature. Her hard work and commitment are clear from the fact that she emerged as a topper during her bachelor's and master's degrees.

Sudha Murthy completed her BE in Electrical Engineering from B.V.B College of Engineering, Hubli, where she won a gold medal for her exceptional academic performance. Later on, she considered the option for higher studies and went to pursue her ME in Computer Science in 1974 from the Indian Institute of Science, Bangalore and later received a gold medal from the then Karnataka chief minister for topping both the final exams.

Career

Sudha Murthy has always been an advocate of women's rights and a pioneer in the development of education. Once she wrote to Tata Motors, also known as Telco about their men-only policy, and for that she was called to an interview, and later became the first female engineer to be employed in India. Her position at Telco was important in redefining the company's jobs policies.

Besides supporting her husband Narayana Murthy in establishing Infosys and giving him the initial investment, she has written a humongous volume of literature which includes books for kids as well. Through her books, she has encouraged the young and elderly to inculcate a habit of reading in them. Sudha Murthy's education and relentless efforts at contributing towards the improvement in society has made her a brand name. Through her Infosys Foundation, she has helped in spreading awareness about education, public hygiene, poverty alleviation, etc.

She is an active member of the Gates Foundation. Her efforts at revolutionizing the Education System of India have been phenomenal in the country where she supported the use of Computer Technology in educational institutions in Karnataka. She also established the Murty Classical Library of India (MCLI) at Harvard.

Achievements

Sudha Murthy's education and her work in various domains have led her to win many awards. She has received numerous awards for her academic excellence. In the year 2019, IIT Kanpur awarded her Honorary Doctor of Science (DSc) degree. Her achievements include a list of literary works in many languages. Initially, she started to write in Kannada and later wrote in English as well. They're all about family, marriage, social problems, etc. She has received several awards and distinctions for her achievements, including the R.K. The Narayan Award for literature.

Sudha Murthy Infosys and Social Work

Sudha Murthy is also the chairperson and trustee of Infosys Foundation. With her Masters in Electrical Engineering from the Indian Institute of Science, Bangalore, she started Infosys Foundation in 1996. She has built 2300 houses in flood-affected areas through the foundation. She also covers public hygiene, healthcare, education, art and culture and poverty alleviation. She has built 7000 libraries in schools, 16,000 toilets.

Awards and Accolades

In her long career, Sudha Murthy has learned a lot. Let's look at them one by one:

- India's fourth-highest civilian honour Padma Shri in 2006
- Gold medal from Indian Institute of Engineers, India
- Cash award for securing highest marks in SSLC
- Gold medal from Chief Minister of Karnataka Sri Devaraj Urs, for securing the highest marks in B.E in the state
- CS Desai Prize for standing first in University of Karnataka
- Best Teacher Award in 1995 by Rotary Club of Karnataka
- 'Ojaswini' award for excellent social work for the year 2000
- 'Millenium Mahila Shiromani' award
- R.K. Narayan's Award of Literature
- Honorary LLD for her contribution to promoting formal legal education and scholarship in India
- Life Time Achievement Award at the Crossword-Raymond Book Awards
- "Hemmeya-Kannadiga" award from television
- IIT Kanpur awarded her Honorary degree of Doctor of Science

Changing Mindsets

Due to her amazing academic performances, she got a scholarship to study in America, an opportunity that no would like to miss since those days going abroad to study was a huge achievement added to it was the fact that a woman student was getting such a chance. It was then that she got a taste of destiny and coincidence. Just before leaving for America, she accidentally noticed an advertisement in a newspaper about a TELCO (now TATA motors) job vacancy but to her surprise, the job was "only for men". This made her furious because according to her, women were no less than men and were, in fact, better but without an opportunity, they wouldn't be able to prove themselves. She expressed her displeasure by writing to J.R.D Tata and was soon called for a personal interview. Impressed by her vision, qualities, and other skills, TELCO inducted her as its first-ever woman engineer. The company went on to change its "Men Only" policy and opened up recruitments for women as well. She became a symbol against Gender Bias and forced many other companies to rethink the composition of their workforce.

The pillar behind success

After marrying N.R. Narayan Murthy, things didn't remain the same for her because her husband didn't have a settled life in terms of career. It was she who stood firmly behind

Narayan Murthy's idea of starting Infosys even when he wasn't sure about the financial backing. He had the vision but no money and during the 90s, it was difficult for any entrepreneur, who couldn't arrange sufficient funds, to begin his journey. Facing monetary challenges and going low on motivation, Narayan Murthy found an investor in her wife who lent him Rs.10000 which she had saved for life's contingencies. Apart from this, she also took the responsibility of looking after the financial needs of their family while he invested all his time in the venture. She was a pillar of immense strength for her husband and did all that she could to encourage him and help him achieve his dream. Other than moral and financial support, she also used her educational brilliance to steer Infosys in the right direction by serving as a part-time programmer in the company. She is a crystal clear example of a woman being behind the success of a man.

For the society

Her life always revolved around social work the seeds of which were sown at an early age when she faced an awkward situation in her college. There were no Toilets for women since the composition of her engineering college was tilted completely in favour of males. The situation was very grave but she couldn't do anything about it at that time other than requesting the administration to make architectural efforts. It was then that she decided that no girl should ever face this kind of situation and vowed to do whatever she could when she becomes capable enough. Years later, through Infosys foundation, she helped in building over 16000 toilets in places where they were least accessible. Her determination to not only think but also deliver for society was rock solid.

She also helped in the construction of over 60000 libraries and a lot of schools throughout the country while realising her dream of giving it back to society in the best possible way. Be it healthcare, women empowerment, poverty alleviation, public hygiene or any other societal change, she is quick to offer help and bring about change at the grassroots level.

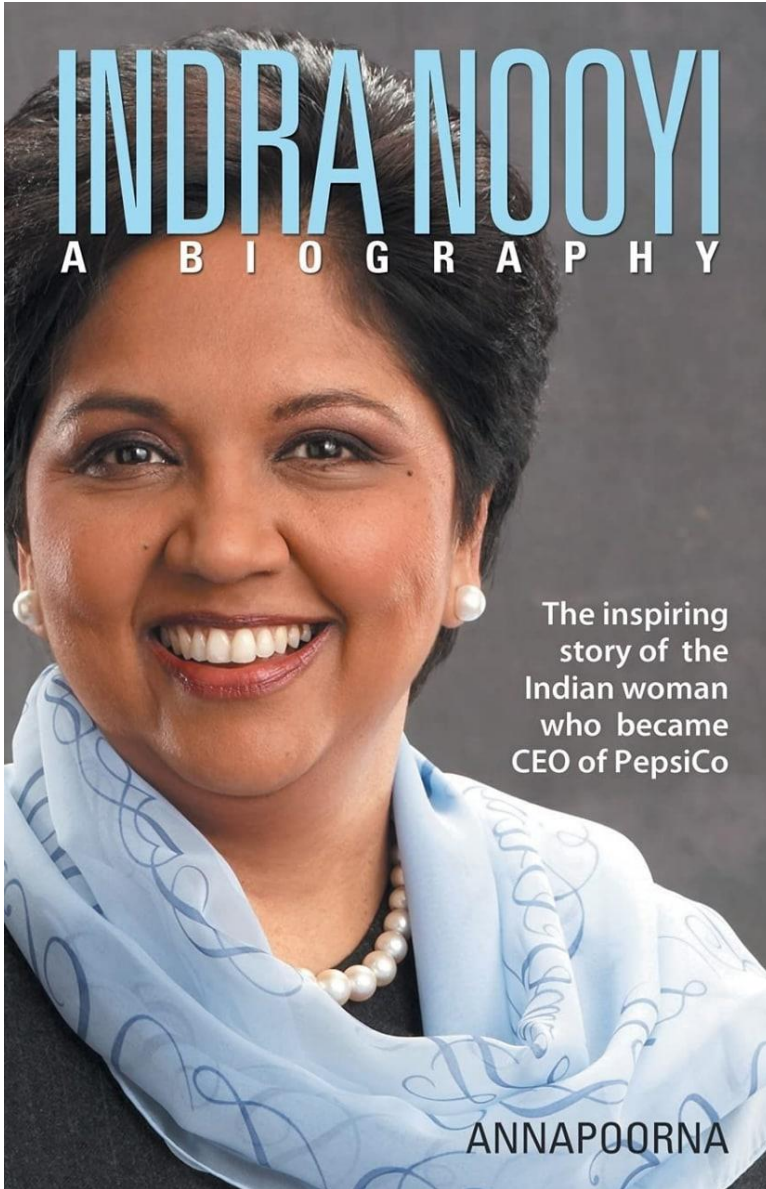
Conclusion

Sudha Kulkarni Murthy has faced various societal oppositions in life where she had to be up against the ire of society for challenging the male dominance in spheres of education and employment but she always fought and stood up for what was right. Out of 600 students at her engineering college, she was the only girl. Out of hundreds of engineers at TELCO, she was the only female engineer. From a bright student to a supportive wife and a champion social servant, she has done all that a responsible citizen strives for in a truly commendable way.

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WOMEN ENTREPRENEURSHIP

Contributors:

<u>Name</u>	<u>Roll Number</u>
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I. Life Story

Indra Nooyi, (born October 28, 1955, Madras [now Chennai], India), Indian-born American businesswoman who was instrumental in the lucrative restructuring and diversification of soft-drink manufacturer PepsiCo, Inc.'s brands. Nooyi served as the company's CEO (2006–18) and chairman of the board (2007–19).

Nooyi earned a bachelor's degree in chemistry from Madras Christian College in 1976 and a master's degree in business administration from the Indian Institute of Management in Calcutta two years later.

After moving to the United States, she received an additional master's degree in public and private management from the Yale School of Management in 1980. For the next six years, Nooyi worked as a consultant for the Boston Consulting Group. She later held executive positions at Motorola Inc., and the engineering firm Asea Brown Boveri (now ABB).

In 1994 Nooyi joined PepsiCo as senior vice president of corporate strategy and development. In 2001 she was named president and chief financial officer of the company. Nooyi was responsible for guiding a major restructuring, which included the company's spin-off of its restaurants—which included KFC, Pizza Hut, and Taco Bell—into Tricon Global Restaurants (which later became Yum! Brands, Inc.), as well as the spin-off of PepsiCo's bottling operations. In addition, she oversaw the acquisition (1998) of Tropicana Products and a merger in 2001 with the Quaker Oats Co. as part of the company's strategy of diversifying into more healthful drinks and foods.

Nooyi assumed the title of CEO in October 2006 and the next year became chairman of the board as well. The fifth chairman and CEO in PepsiCo's 42-year history, Nooyi was the first woman to lead the soft-drink and snack-food giant and one of only 11 female chief executives of Fortune 500 companies. Although analysts expressed surprise at the timing of Nooyi's appointment as chairman (her predecessor, Steven Reinemund, had served just five years before abruptly deciding to retire), many praised the skills that she would bring to the job. Nooyi continued the strategy of making PepsiCo a well-balanced consumerproducts company that was less reliant on sales of its flagship soft drinks. She also aggressively pursued international expansion. Under her leadership, PepsiCo's revenues increased from \$35 billion in 2006 to \$63.5 billion in 2017. The following year it was announced that Nooyi would be stepping down as CEO in October and as chairman of the board in early 2019.

Nooyi's memoir, *My Life in Full: Work, Family, and Our Future*, was published in 2021.

II. Early life

Nooyi was born in Madras (now known as Chennai), Tamil Nadu, India. Nooyi did her schooling in Holy Angels Anglo Indian Higher Secondary School in T. Nagar.

Education

Nooyi received bachelor's degrees in physics, chemistry and mathematics from Madras Christian College of the University of Madras in 1974, and a Post Graduate Programme Diploma from Indian Institute of Management Calcutta in 1976.

In 1978, Nooyi was admitted to Yale School of Management and moved to United States of America (USA) where she earned a Master's degree in Public and Private Management in 1980.

III. Career

Beginning her career in India, Nooyi held product manager positions at Johnson & Johnson and the textile firm Beardsell Ltd. While attending Yale School of Management, Nooyi completed her summer internship with Booz Allen Hamilton. In 1980, Nooyi joined the Boston Consulting Group (BCG) as a strategy consultant, and then worked at Motorola as Vice President and Director of Corporate Strategy and Planning, followed by a stint at Asea Brown Boveri.

PepsiCo

Nooyi joined PepsiCo in 1994, and was named CEO in 2006, replacing Steven Reinemund, becoming the fifth CEO in PepsiCo's 44-year history. Prior to becoming CEO, Nooyi served as President and Chief Financial Officer, beginning in 2001, she was also named to PepsiCo's Board of Directors. Between February 2000 and April 2001, Nooyi was Senior Vice President, and Chief Financial Officer of PepsiCo. She also served as PepsiCo's Senior Vice President, Corporate Strategy and Development from 1996 until 2000, and as PepsiCo's Senior Vice President, Strategic Planning from 1994 until 1996. Nooyi has directed the company's global strategy for more than a decade and led PepsiCo's restructuring, including the 1997 divestiture of Tricon, now known as Yum! Brands. Tricon included companies like Pizza Hut, KFC, and Taco Bell under its umbrella. The financial gains from this spinoff allowed the company to increase the pace of its share buyback strategy, thereby giving it more leverage to pursue future acquisitions without as much shareholder backlash. Nooyi also took the lead in the acquisition of Tropicana in 1998, and the merger with Quaker Oats Company, which also brought Gatorade in 2001. The \$3.3 billion acquisition of Tropicana initially faced opposition from other PepsiCo executives and Wall Street critics. Acquiring Tropicana allowed PepsiCo to gain a competitive edge; Tropicana at the time captured 44% of the chilled orange juice segment, the fastest growing segment of the juice market, an especially positive metric when compared to Coca-Cola's Minute Maid which captured less than half of Tropicana's market share.[citation needed] The Quaker Oats Company's ownership of Gatorade was a positive strategic move for PepsiCo, since Gatorade was responsible for 80% of sports drink sales at the time. Similar to the Tropicana acquisition,

this strategic move gave PepsiCo leverage against Coca-Cola, owner of Powerade – second in the sports drink segment. PepsiCo's annual net profit rose from \$2.7 billion to \$6.5 billion.

Nooyi was named on Wall Street Journal's list of 50 women to watch in 2007 and 2008, and was listed among Time's 100 Most Influential People in The World in 2007 and 2008. Forbes named her the #3 most powerful woman in 2008. In 2014, she was ranked #13 by Forbes. Fortune ranked her the #1 in the list of Most Powerful Women in Business in 2009 and 2010. On 7 October 2010, Fortune magazine ranked her the 6th most powerful woman in the world. In Fortune's Most Powerful Women List of 2015, Nooyi ranked second.

Nooyi's strategic redirection of PepsiCo, called Performance with a Purpose, has been largely successful and involved creating long-term growth while leaving a positive impact on society and the environment. She reclassified PepsiCo's products into three categories: "fun for you" (such as potato chips and regular soda), "better for you" (diet or low-fat versions of snacks and sodas), and "good for you" (items such as oatmeal). Her initiative was backed up with ample funding. She moved corporate spending away from junk foods and into the healthier alternatives, with the aim of improving the healthiness of even the "fun" offerings. In 2015, Nooyi removed aspartame from Diet Pepsi, furthering the shift towards healthier foods, despite lack of evidence of aspartame's harmful effects.

As part of Performance with a Purpose, Nooyi also focused on environmental concerns and sustainability, redesigning packaging to reduce waste, conserving water, switching to renewable energy sources and recycling. In 2020, company-operated U.S. facilities are using 100% renewable electricity. The third component of Performance with a Purpose involved creating a culture where workers were encouraged to stay with the company. As one example, Nooyi wrote to the parents of her leadership team and visited their homes to create the personal connection.

Nooyi has stated an intent to develop a line of snacks marketed specifically for women, feeling that it is a hitherto unexplored category. In a radio interview, Nooyi stated that PepsiCo is getting ready to launch products designed and packaged as per women's preferences, and based on behavioral differences in the way men and women consume snacks.

On August 6, 2018, Nooyi stepped down as CEO, and Ramon Laguarta, a 22-year veteran of PepsiCo, replaced her on October 3, as well as becoming a member of the board of directors. However, Nooyi continued to serve as the chairman of the company until early 2019. During her tenure, the company's sales grew 80%. Nooyi served as CEO for 12 years, 7 years longer than the average CEO tenure at large companies according to an Equilar study.

Connecticut public service

In 2019, Nooyi became the co-director of the newly created Connecticut Economic Resource Center, a public-private partnership with the Connecticut Department of Economic and Community Development.[45] She will help draft the state's new economic development strategy. Nooyi is a resident of Connecticut and a Yale SOM classmate of Connecticut Governor Ned Lamont.

In April 2020, it was announced that Nooyi – along with Yale epidemiologist Dr. Albert Ko – will represent Connecticut on the six-state working group planning for the careful easing of COVID-19 restrictions. Both Nooyi and Ko will also co-chair the Reopen Connecticut Advisory Group.

Nooyi is also the co-chair of Connecticut-based nonprofit organization AdvanceCT.

Remuneration

While CEO of PepsiCo in 2011, Nooyi earned \$17 million, which included a base salary of \$1.9 million, a cash bonus of \$2.5 million, pension value and deferred remuneration of \$3 million. By 2014, her total remuneration had grown to \$19,087,832, including \$5.5 million of equity.

IV. Awards and recognition

In January 2008, Nooyi was elected chairwoman of the U.S.-India Business Council (USIBC). Nooyi leads USIBC's Board of Directors, an assembly of more than 60 senior executives representing a cross-section of American industry.

In 2008, she was elected to the Fellowship of the American Academy of Arts and Sciences.

In 2008, Nooyi was named one of America's Best Leaders by U.S. News & World Report.

Nooyi was named CEO of the Year by the Global Supply Chain Leaders Group in July 2009.

In 2009, Nooyi was considered one of "The TopGun CEOs" by Brendan Wood International, an advisory agency.

Fortune magazine has named Nooyi number one on its annual ranking of Most Powerful Women in business for 2006, 2007, 2008, 2009 and 2010.

Nooyi was named to Institutional Investor's Best CEOs list in the All-America Executive Team Survey in 2008 to 2011. After five years on top, PepsiCo's Indian American chairman and CEO Indra Nooyi has been pushed to the second spot as most powerful woman in US business by Kraft's CEO, Irene Rosenfeld.

In 2013, Nooyi was named one of the "25 Greatest Global Living Legends" by NDTV. On 14 December 2013, she was awarded the Padma Bhushan award by the President of India Pranab Mukherjee at the Rashtrapati Bhavan.

Forbes magazine ranked Nooyi on the 2008 through 2017 lists of The World's 100 Most Powerful Women.

Nooyi was named one of the "Best CEOs In The World" by the CEOWORLD magazine in 2018.

Nooyi was selected as one of the 2019 American Portrait Gala honorees by the Smithsonian's National Portrait Gallery. The oil on canvas work created in 2019 by Jon R. Friedman was commissioned by the museum to be part of the collection.

In 2019 Nooyi received the Bower Award for Business Leadership from the Franklin Institute Awards Program.

In February 2020, Nooyi was honored with the Outstanding Woman in Business award by the League of Women Voters of Connecticut.

In 2021, Nooyi was inducted into the National Women's Hall of Fame.

Philanthropy

In 2016, Nooyi gifted an undisclosed amount to her alma mater, The Yale School of Management. She became the school's biggest alumni donor in history and the first woman to endow a deanship at a top business school with her gift. Nooyi and her husband Raj donated 187,000 Scholastic books to Connecticut's alliance school districts as part of the Partnership for Connecticut during the COVID-19 crisis.

V. Personal life

Indra married Raj K. Nooyi, president at AmSoft Systems, in 1981. Nooyi has two daughters and resides in Greenwich, Connecticut. Forbes ranked her at the third spot among "World's Powerful Moms" list. She is a devout Hindu who abstains from alcohol and is a vegetarian because of her adherence to the religion's teachings and traditions.

Her older sister Chandrika Krishnamurthy Tandon is a businesswoman and also a Grammy-nominated artist. South Indian Carnatic musician Aruna Sairam is Indra's aunt.

In India, she used to play cricket and was also in an all-girl rock band, where she played guitar.

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ENTREPRENEURSHIP MANAGEMENT

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SHAHNAZ HUSAIN



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Priyansh Tiwari	PM2123-A209
Shivani Doshi	PF2123-A278
Shubham Sharma	PM2123-A190
Neha Gupta	PH2123-A135

About Shahnaz Husain



Born Shahnaz Beg, she is the daughter of Justice Nasir Ullah Beg, a former Chief Justice of the Allahabad High Court and Sayeeda Begum, who was the daughter of the commander-in-chief of the Hyderabad army. Her grandfather, Justice Samiullah Beg, was a prominent politician of the United Province who later served as Chief Justice of the Hyderabad High Court. Her uncle, Mirza Hameedullah Beg, was a former Chief Justice of India.

Shahnaz studied at St. Mary's Convent Inter College, Prayagraj. She was married at an early age to Nasir Husain with whom she has two children. She studied Ayurveda in Iran while Nasir Husain was posted in Tehran. She then completed her training in cosmetic therapy and cosmetology from leading institutions of the West, such as Helena Rubinstein, Schwarzkopf, Christine Valmy, Lancome and Lean of Copenhagen. She returned to India and started Women's World in New Delhi at her home. The then Prime Minister of India, Indira Gandhi, frequently visited her.

Nasir died in 1999 of cardiac arrest. Their son, Sameer Husain who was a rapper allegedly committed suicide in Patna in 2008 and their daughter Nelofar Currimbhoy is taking her legacy forward. Nelofar is also the author of Shahnaz Husain's biography "Flame".

Shahnaz Husain is the founder, chairperson & managing director of The Shahnaz Husain Group in India. She has received international acclaim for pioneering the Herbal beauty care movement and taking the Indian herbal heritage of Ayurveda worldwide. In 2006, she was awarded the Padma Shri, the fourth highest civilian award, by the Government of India for her contribution to the fields of trade and industry.

Shahnaz Husain entrepreneurial journey

Shahnaz Husain`s journey as an entrepreneur is a great inspiration for all the young entrepreneurs and start-up ventures. Shahnaz Husain is one of the rare and few first generation women entrepreneur, pioneer, visionary and an innovator, who introduced a totally new concept of Ayurvedic Care and Cure worldwide. She created a brand with universal appeal and application. Shahnaz Husain`s brand found place in the international market for Ayurvedic beauty care. In a world ridden with environmental degradation, Shahnaz Husain ventured into the world of nature and its healing powers, taking the Indian herbal heritage of Ayurveda to every corner of the globe with a crusader`s zeal. When Shahnaz Husain was in Chennai recently for an assignment, she was candid in her utterance when questions were thrown to her. The pioneer of Ayurvedic beauty care has achieved unprecedented international acclaim for her practical application of Ayurveda, the ancient Indian system of herbal healing. Just when there was a worldwide “back to nature” trend, Shahnaz Husain recaptured an ancient herbal system and made it relevant to modern demands.

Ms Husain explained how a person can get younger day-by-day by maintaining his or her health in a phased and fine-tuned manner. It was indeed not surprising seeing the ever agile Shahnaz who adopted the principle of Ayurveda, based on an integrated system of clinical treatments and product ranges, almost four decades ago. In fact, her career has been a constant search for a better alternative. After all, she firmly believed that there is a room for improvement.

The suave and soft-spoken, Shahnaz`s study of Ayurveda, the Indian holistic system of herbal healing, strengthened her faith in nature after finding that it could offer the ideal answers to protective, preventive and even corrective cosmetic-care. What started as a young women entrepreneur`s dream is today one of the biggest brand in the cosmetic care space, the Shahnaz Husain Group. Shahnaz Husain is the CEO and the Brand Ambassador of the group. Today, the group has a chain of over 400 franchise clinics, shops, schools and spas worldwide, as well as ayurvedic formulations for skin, hair, body and health care covering almost 138 countries. Her journey, from one herbal clinic to a worldwide chain, is one of unprecedented success. What started as a small business at home at a time when internet was unheard of, went on to become one of the greatest brands across the globe in the ayurvedic care segment.

Shahnaz indeed is an example of women empowerment and is an inspiration for all of us. Females who are wishing to become a female entrepreneur, her inspirational story may encourage you to solve real world problems or discover a unique idea.

Awards Received

Some of Shahnaz`s greatest entrepreneurial achievement includes **Padma Shri Award** - First entrepreneur person from the beauty sphere to receive the coveted Award. Ms Husain`s other international awards include the **Arch of Europe International Gold Star** in Madrid, Spain, **the Quality Excellence Award** in Geneva, Cannes and London, **Golden America Award** in New York, **the Outstanding Woman Entrepreneur Award** in London, **Woman of the Millennium Award** in USA, **Woman of the Year Award** from the Governor of California, USA and the **WQC International Star Award** in Paris in November 2007 and **Leonardo da Vinci Diamond Award** by International Biographical Centre, Cambridge, U.K.

Corporate social responsibility:

Shahnaz Husain empowered the physically challenged people (speech, hearing and visually impaired) for free beauty training course. Her beauty book has been put into Braille.

Shahnaz Husain has tied up with Government skill development for beauty

and wellness. Her beauty academy has trained and certified more than 40,000 underprivileged women. Even they have to distribute tool kits for a home-based business.

Challenges faced by Shahnaz Husain

Going against the wind; not only did Shahnaz enter the cosmetics industry, but she did so without doing any marketing. All she did was hung a banner outside her clinic, which had her qualifications and services offered mentioned. In a matter of few days, she was booked for the next 6 months and this word-of-mouth was enough for her to get the banner removed for ever. This also turned out to be a boon than a curse, coz her no-advertisement policy gained her so much popularity that it proved the very fact that, it is the product and service of a company that matters. And since then there has been no looking back for her!

Since 1980 to 1982; was the time when Shahnaz`s popularity scaled to global level and some of her achievements of that time included: -

- Represent India at the CIDESCO World Beauty Congress in New York in 1980
- Appointed as the President of the congress proceedings, at CIDESCO World Beauty Congress
- Elected as the Chairman of I.T.E.C. International Beauty Congress in 1981

- Represented India at the Cosmetics Fair at Brighton, U.K., in the same year
- Elected Vice President Independent Professional Therapists International in 1982

But the real turning point in her career came when she represented India at the **Festival of India** in 1980.

Not only did the sales they did there broke the cosmetic sales record at Selfridges, but also got front-page articles on the Daily Telegraph with a headline saying, “Herbal Hell Breaks Loose at Selfridges”, and followed by a BBC television interview on Shahnaz named – “Meet the Herbal Hotline”.

During that interview abroad, she was told that, she had a superiority complex about India and her herbal heritage, to which she very calmly answered, “it is no complex – we are superior”.

And since then, they entered into the international market and began the extension of their chain of clinics and outlets rapidly, to every corner of the globe.

The Expansion

She always had a burning desire to motivate, inspire and encourage the Indian housewife to become career oriented. To do so, she also set up a beauty school called “Woman’s World International” and also followed a broad syllabus. She started this during a time, when only beginner training was available in beauty in our country.

She went a step ahead and also pushed all the housewives to learn beauty and open their own salons in their own homes, under her Shahnaz Herbal banner. This would not only help them build their career, but would also help them do so without having to leave their current household schedule and family.



What was even more great of her was that, she also started Shamute, a free training school for the speech and hearing impaired in 1984. It was inaugurated by the then President of India, Giani Zail Singh.

Soon after that, Shahnaz made the country proud on various occasions:

She was featured by the Indian Government on a television series for the United Nations established “Woman of the Decade”

Represented India at the India Hour, and spoke about our herbal heritage and herbal cosmetic care Honoured with several international awards and recognitions such as: World’s Greatest Woman Entrepreneur (Success magazine of the U.S.A.). She was also the first woman in the 107-year history of the magazine to receive it.

Now till the initial stages, till the early 90’s; Shahnaz Husain products were sold only in her salons located in or across Delhi. Later she decided to take a leap and entered into the retail market and changed her life forever!

As soon as she entered into the retail sector, the company instantly boomed and gained huge profits, and the demand was so much that she was forced to expand to the international markets as well. Shahnaz very intelligently used the franchising-mode to expand her business in India and abroad. To meet the demands, she also had to setup additional factories at Roorkey and Noida to meet the demands for both national and international markets.

And today after 36 years, when you look at the company; it has grown on to become a grand chain of 600 Franchises clinics & 400 Distribution Partners deeply spread across India and 138 countries abroad, under the Shahnaz Herbal banner.

The Initiation

Going against the wind; not only did Shahnaz enter the cosmetics industry, but she did so without doing any marketing. All she did was hung a banner outside her clinic, which had her qualifications and services offered mentioned. In a matter of few days, she was booked for the next 6 months and this word-of-mouth was enough for her to get the banner removed for ever. This also turned out to be a boon than a curse, coz her no-advertisement policy gained her so much popularity that it proved the very fact that, it is the product and service of a company that matters. And since then there has been no looking back for her!

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Entrepreneurship Management

Group 1

Women Entrepreneur Profile - Nisa Godrej



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Brief Introduction

Nisa Godrej is an Indian female business leader, industrialist, executive, and philanthropist who is regarded as one of the youngest chairpersons in corporate India. She is the younger daughter of Adi Godrej, the Godrej Group's chairman, the chairperson and managing director of Godrej Consumer Products Limited, focusing on innovation, strategy, and human resources. She's also recognized for leading transformation at GCPL, including the introduction of a performance-oriented culture and workplace inclusion. Nisa has mostly been responsible for GCPL's global expansion in South-East Asia and Latin America as the leader of the company's corporate social responsibility (CSR) efforts.

Nisa Godrej was born on February 12, 1978, with the zodiac sign Aquarius, under the name Nisa Adi Godrej (age 43; from 2021). She was born and reared in Mumbai, where she studied from 1983 to 1994 at Cathedral and John Connon College. Nisa then travelled to Stowe College in England to complete her research till 1996. She relocated to the United States for further education, earning a Bachelor of Science degree from Wharton College at the University of Pennsylvania and an MBA from Harvard Enterprise College in Massachusetts.

Profession & Career Details

Nisa Godrej performed an internship with A. Mahendran, the previous CEO of GCPL, in her early twenties, before proceeding to Harvard for her MBA. Nisa, who graduated from Wharton at the time, worked for a year at Godrej's three-way cooperation with Sara Lee in the United States in 2000 before becoming the firm's deputy director of human sources. She considered herself a failure at the time, according to her. Nisa rose through the ranks of Godrej Tea's final supervisor's top assistant in less than a year. Nisa was appointed to the board of directors of Godrej Agrovet in 2008, and in less than two years, Godrej's centre child rose

through the ranks to become President of Human Capital and Innovation at Godrej Industries Ltd., as well as a director of Godrej Family Merchandise Ltd. Nisa's new role include overseeing a variety of activities for the company in the areas of innovation, strategy, and human resources. Nisa was named Govt Director of Godrej Client Merchandise Restricted (GCPL) in May 2013, and she hasn't looked back since.

Nisa took over from her father as Govt President of the Godrej Group's FMCG department in May 2017 after completing her four years in this executive post. Three years later, in July, the younger Godrej was faced with yet another issue when Vivek Gambhir, the former Managing Director and Chairman of GCPL, left for personal reasons and Nisa was handed control of the firm. Godrej Lighthouse is a lighthouse in Godrej, India. His real issue was dealing with the impact of COVID-19 on the company's income, which had dropped by 12%. Nisa also directs the Godrej Household Council's activities and handles the Godrej Group's "Good & Inexperienced" CSR effort.

Philanthropy

The businesswoman is a philanthropist who works with social organisations like the Heroes Project and Teach For India, to make primary education accessible to underprivileged children.

Nisa is also actively involved with Dasra - a philanthropic foundation that works with women, children, and rural families for large-scale social change. Godrej revealed in an article that she is committed to "change the educational outcomes for a million Indian girls." Nisa, the face of change at the family-owned Godrej Group, also advocates for gender-neutral policies.

Nisa stood up for the rights of the LGBT + community at her company when she rolled out health insurance for same-sex partners and a pay policy for gender transition and hormone replacement therapy.

Facts

- Nisa Godrej's full name is Nisaba Godrej.
- Nisa has a reserved nature and is media-shy, who is quite guarded in her public profile.
- When Nisa was 6 years old, she got the chance to make her Bollywood debut in the film "Jaanbaaz" in 1986. Godrej appeared in the opening scene of the movie riding a horse with the initials N.A.G.
- The businesswoman is deeply passionate about women education and learning more about the human mind. In her free time, she likes to go trekking or engages in equestrian sports or water sports.
- The Harvard grad has also been admired for her move to hire foreigners for leadership positions at the 121-year-old Godrej conglomerate and for setting an example of performance-oriented hirings in the Indian business industry. In 2008, Nisa started the trend by replacing a long time Godrej employee with one of her Harvard classmates, Mark, as the Executive Vice President at Godrej Agrovetto.
- In 2007, GCPL's market capitalisation increased 20-folds - from Rs. 3,000 crores to Rs.60,000 crore, thanks to Nisa for her contribution to the GCPL's Project Leapfrog.
- Nisa is known for her quick decision making by her co-workers and she has become the face of the reinvention since she has been associated with the family business.

- Under Nisa's directorship, the revenue of Godrej Consumer Products Ltd. (GCPL) in FY 2013-2014 doubled to Rs. 7,583 crores from the FY 2010-2011.
- She famously transformed the loss-making venture - Godrej Agrovet to a profitable one in 2011- 2012 when the flagship fetched a profit of Rs. 80 crores.
- The young Godrej has also been credited with the launch of the new consumer products at Godrej in the past five years, such as hair dyes, insecticides, tissues, deodorants, inexpensive insect repellents, and car aerosols. Reports stated that these account for a fifth of Godrej Consumer Products' global growth and more than a third of the company's domestic growth.
- Nisa also achieved the feat of being the youngest executive chairperson of a company whose consolidated revenue was Rs. 9,600 crores.

Career Highlights

- July 2020: Chairperson and Managing Director, Godrej Consumer Products Limited (GCPL)
- May 2017: Executive Chairperson, GCPL
- May 2013: Executive Director, GCPL
- April 2010: President of Human Capital and Innovation at Godrej Industries Ltd. and Director at Godrej Household Products Ltd.
- 2008: Appointed to the board of Godrej Agrovet
- 2002: Executive Assistant to MD of Godrej Tea
- 2001: Assistant Corporate HR Manager
- 2000: Assistant Brand Manager, Godrej Sara Lee

Vision for GCPL

Nisa mentioned in an interview with Business Today "We want to be 10 times our current size 10 years from now," she says. She also wants more diversity at the workplace and has recently put together a team for the purpose. Currently, women comprise about 13 per cent of Godrej's workforce, but the plan is to ensure that this number goes up to at least 30 per cent in the next couple of years. "We are not even best in India and nowhere near being world-class," she says. "The idea is to make the company more and more attractive for women to stay in the workforce."

Closing Remarks

India is home to some of the world's largest family businesses, and for the longest time, law and society considered the men to be the natural heirs of family-run enterprises. However, for decades, many prominent reigning businesses have witnessed great success with women's leadership. Nisa, at Godrej, is not only breaking that glass ceiling but is also pushing for change through her influence, both within and outside the organisation.

Nisa's Bachelor's degree from The Wharton School at the University of Pennsylvania and an MBA from Harvard Business School is evidence to her competence as a chairperson of a conglomerate's business unit. In an interview with India Today, she accepts that she is a product of nepotism but also mentions that it can be dangerous for the health of an organisations. But under Nisa's charge, Godrej Consumer Products has flourished. It has grown in both valuation and goodwill, which speaks to the strengths of Nisa's leadership. She has a rock-solid vision for GCPL and the willingness to achieve greater successes.

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Nisa Godrej Height, Age, Boyfriend, Husband, Children, Family, Biography &
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Entrepreneurship Management Trimester III

Topic -Women Entrepreneur, Kiran Mazumdar-Shaw



By Dr. Kiran Mazumdar-Shaw

"There is no chance for the welfare of the world unless the condition of woman is improved. It is not possible for a bird to fly on only one wing."

Group3

Contributed by-

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Women around the globe have been doing exemplary tasks both at home and outside since forever. While the politicians, actors and some social workers garner most popularity for being great, there are others like Kiran Mazumdar Shaw, who keeps empowering women like you and me through their challenging work.

In comparison to others, we hear a lot less about them, but this does not impact how amazing they are and do not stop them from doing commendable jobs. The Executive Chairperson of Biocon, one of India's biggest biopharmaceutical companies recently made it to Fortune India list of India's most powerful women in business for making an impact by her business acumen.

And we say this happened for all the right reasons! While the world is facing a health crisis due to the outbreak of the novel coronavirus, her firm assisted our country in the best way possible. Going by Fortune India's report, it was her company that was granted 'restricted emergency use' of Biocon's novel biologic drug, Itolizumab, by the Drugs Controller General of India (DCGI) in July.

This medicine helps to treat cytokine release syndrome, something that is characterized by fever and multiple organ dysfunction in Covid-19 patients. Other than this, Biocon, under Kiran Shaw's leadership also managed to take approval for emergency use of CytoSorb, a blood purification device from DCGI. It is another revolutionary gadget to fight cytokine storms, only for those critically ill Covid-19 patients.

While these two are significant developments, many other signs of progress prove Kiran Shaw is a force to be reckoned with, when it comes to business and giving back to society. You must be thinking about how this all began? What is the story of this empowering woman, who assisted India in fighting a global pandemic? Here's all you need to know about the 67-year-old, who is one of India's top 10 most powerful women in business.

Early Life

Born in Pune, Maharashtra, on 23rd March, Kiran was one of the brightest children among her peers. Her parents were Gujrati, who were settled in Maharashtra. Her father, Rasendra Mazumdar worked as the head brew master at United Breweries and wanted his daughter to follow the same path. That is why he recommended her to take up fermentation science for higher education, besides, it being a very non-traditional field for women.

Education

Kiran Shaw completed her graduation from Bangalore University, post her schooling from Bishop Cotton Girl's School and Mount Carmel College. While she wanted to join a medical school, she ended up taking a bachelor's degree in zoology in 1973. As per her father's wish, she later went to Ballarat College, Melbourne University, Australia to study malting and brewing and ended up scoring the highest in her class.

Personal Life

Only if the society had started recognizing women's success since the very beginning, we would not be abiding by notions such as 'there is always a woman behind every successful man'. There can also be a man like John Shaw, Kiran Mazumdar-Shaw's husband did by taking a backseat. According to a CNBC-TV18 report, the billionaire entrepreneur first met her husband in 1990s.

Talking about the same she said, “So I first met him at a social gathering where we just got talking and then, of course, we found that we had a few interests such as art, golf, and both of us were single so we decided to spend time with each other.”

Postdating each other for 7 years, they decided to get married.

How Kiran Shaw Started Biocon?

It was not an easy journey for Kiran Shaw. She faced many hurdles and was even told initially in her career that ‘it’s a man’s work’ when she tried seeking a job as an expert brewer in India, besides meeting all the requirements. She then moved to Scotland for better opportunities. However, before that, she met Leslie Auchincloss, the founder of Biocon Biochemicals Limited, of Cork, Ireland.

Challenges

Talking about the conception of Biocon, she explained that she was 25 when she started up. “My journey started 40 years ago because of gender bias. I call myself an accidental entrepreneur. I started my company out of a garage. I knew it was going to be a challenge but I had the determination to succeed. I was young, had no experience and no collateral. I faced problems in recruitment because people were not ready for women. I had a huge credibility challenge everywhere”, she shared.

After serving the company for a while, she returned to India, to only start Biocon here in 1978. In the beginning, her office was in the garage of her rented house in Bengaluru. This was then when the IT hub of India, Bangalore was under the process of transformation. Shaw remembers the city as a "sleepy old retired city" but also exciting place at the same time to experiment.

During an interview with BBC News, she said, “We were first generation entrepreneurs trying to start high technology businesses... whether it was IT and services, or whether it was my biotech business... that was a time where there was tremendous energy, you know, being unleashed.”

Her philosophy of equitable access helped thousands of people sustain their life with affordably priced essential medicines. She also does her part in attracting more women to the field and her company supports it. “When I started Biocon in 1978, one of my driving missions was to provide job opportunities for women scientists. I wanted to create a company that was going to be a go-to company for women, who wanted to pursue these scientific careers. And I can tell you that whilst I’ve been successful in certain departments, like R&D and quality and a few of these more scientific aspects of our business. I’m very aware of the fact that Indian society is very protective of its women and they don’t like them to do any and every job, but I think time will come when women themselves will feel very confident to take on any job,” said the 68-year-old entrepreneur.

Kiran has several national and international recognitions to her credit. She was honored by the Government of India with the Padma Shri (1989), Padma Bhushan (2005) for her relentless works in the field of biotechnology. She has also been conferred with Order of Australia, Australia’s Highest Civilian Honour in 2020; the highest French distinction — Knight of the Legion of Honour in 2016; and the Othmer Gold Award in 2014. She was appointed the first Indian woman to join the board of trustees of the Memorial Sloan Kettering Cancer Centre and was also named in the Forbes list of a hundred most powerful women in the world paving the way for others.

Her success story inspires thousands of women to never lose their spirit and to take risks. She is living proof that girls can do anything if they set their minds to it.

Despite the success Indian women have achieved in science, business, sports and various other fields, certain sections of the Indian society continue to live under the cast of repressive mindsets. This finds expression in gender discrimination, female foeticide, preference for the male child, denying education to girls and extends to sexual violence against women. To create an environment that breeds equality, instils confidence in women and assures them of their safety and security, both men and women should come forward to commit themselves to a code of conduct that is built on mutual respect. Everybody needs to embrace a culture of gender diversity and gender equality. We need to create a society that is safe for each and every woman

Unleashing Women Power

India is home to 18% of the world's population and women make up almost half of that number. Indian women have been contributing significantly to the country's economy for decades now. Women thus have a crucial role to play in driving the Indian economy to the aspirational US\$5-trillion milestone by 2025.

Entrepreneurships a bold and daring path irrespective of whether you are a man or a woman. It is about being able to ideate, take risks, manage failures, sight opportunities, and understand markets. Ideas are agnostic to gender and women have a huge opportunity in creating solutions for every aspect of the new normal that the COVID-19 pandemic has created.

India has over 50,000 government-recognized startups, with at least 45% of them having women entrepreneurs. Several women-led startups such as Aduvo Diagnostics, Niramai, [gure.ai](https://www.gure.ai), OncoStem Diagnostics, LungXpert etc are bringing path-breaking healthcare solutions to India. Nykaa, India's first women-led unicorn, is readying for an IPO. The success of Nykaa should not only motivate more women to turn entrepreneurs but also inspire confidence among predominantly male-dominated venture capital firms to invest in women-led startups.

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Woman Entrepreneur - Falguni Nayar

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Introduction

Falguni Nayar is an Indian businesswoman and billionaire who is the founder and CEO of the beauty and lifestyle retail company Nykaa. Nayar is one of two self-made female Indian billionaires. Soon after Nykaa went public, Nayar became the wealthiest female Indian billionaire, with her net worth rising to the tune of \$6.5 billion and entered the list of top 20 richest people of India. She was born and raised in a Gujarati family in Mumbai, Maharashtra. She is a graduate from Sydenham College of Commerce and Economics and a postgraduate from the Indian Institute of Management Ahmedabad.

In 1993, Nayar joined Kotak Mahindra Group for 19 years. In 2005, she was appointed as a managing director. In 2012 she left Kotak Mahindra Group. In April 2012, at the age of 50, she founded Nykaa with \$2 million of her own money. Nykaa was worth \$2.3 billion as of 2021 bringing Nayar's fortune to an estimated \$1.1 billion. Nayar is one of 2 self-made female Indian billionaires, the other being Kiran Mazumdar-Shaw. Nykaa listed at \$13 billion on 10 November 2021 making Nayar India's richest self-made woman and is now among India's top 20 richest people.

Story behind Nykaa

The idea of Nykaa came to her mind when she visited a Sephora store in the United States. The sales associate recommended her the best beauty products and showed the best ways to use them. Although she didn't buy the beauty products so frequently, still she had spent hundreds of dollars on them. She felt a need to bring this concept to India, to have all well-known brands under a single store. Falguni Nayar took a huge step by quitting her well-established job at the age of 50 to start her entrepreneurial journey. Nayar's journey sounds like a very easy job? Well it wasn't as it seems like. It's not easy for anyone to quit a job at the age of 50 and start a totally different stream business from scratch.

Challenges faced by her

Being an investment banker, Falguni Nayar was well aware of the intricacies of raising funds and investment in a business. The first phase of her business was developing a site and creating a user experience for the customers. The second phase was to get the genuine products to the store and to make them available for customers at genuine prices. Then comes the Marketing and Promotion into picture to make the brand popular. She overcame all the challenges at every phase by her dedication and hard work.

Falguni Nayar's Impact

Nykaa is an e-commerce website that offers beauty and wellness products from all the leading brands including Lakmé, Kaya Skin Clinic, L'Oréal Paris, etc. It has stores in more than 17 stores now and is expanding. It has over 850+ curated brands and over 1 lakh products. It offers a comprehensive selection of makeup, skincare, hair care, fragrances, bath and body, luxury and wellness products for women and men.

The brand is now an epitome in wellness and beauty and is very popular, especially among an age group of 22-36. Nykaa is further opening its luxury stores (Nykaa luxury) in premier destinations. Nykaa has also been a front runner in bringing international luxury brands to India, which is obviously because of the overwhelming response of Nykaa customers.

Building on her experience as a banker, Nayar has created a capital-efficient and asset-light business model. Before its \$720-million IPO, Nykaa had raised only \$100 million in equity. It also stands as an outlier in the startup space as a profitable company. In FY21, it posted a profit of \$8 million on a revenue of nearly \$330 million. Startups that have recently gone public or are in the process of doing so, such as Zomato, Policybazaar, Mobikwik, Paytm, Oyo Rooms and Pharmeasy, are all loss-making.

Achievements

- In 2018 Nykaa collaborated with Femina and organized Nykaa Femina Beauty Awards 2018.
- Business Today featured Nykaa's founder Falguni Nayar in The Most Powerful Women in Business 2017.
- Nayar also won the 'Woman Ahead' award at the Economic Times Startup Awards 2017.
- Nykaa also raised funds for Project Nanhi Kali on International Women's Day, 2015. Project Nanhi Kali is an Indian NGO that provides primary education for underprivileged girls in India.

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ENTREPRENEURSHIP MANAGEMENT

Assignment on

‘Women Entrepreneur’

Richa Kar: The co-founder of Zivame

GROUP NUMBER 6

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Waqar Ahmad	PM2123-A182
Shreya Dawada	PF2123-A017
Aishwarya Nandedkar	PM2123-A161
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Richa Kar- The Woman Behind The Success of Zivame!

“I guess conviction in one’s belief is the greatest driver. If you are strong, focused, and passionate about what you want to do, everything falls in place. Being able to fulfill a certain need is most gratifying. It’s gratifying but it’s never easy.”

– Richa Kar (Co-Founder, Zivame)

In the settings of the conventional Indian Society, girls are doubted and, in many homes, they do not have the freedom to do something beyond their study, however, there are some exceptionally strong women who are fighting to possess freedom and to achieve their dreams. Below is the journey of one such Women Entrepreneur Richa Kar, the owner of a popular Indian online lingerie brand Zivame. The entrepreneurial journey of Richa Kar has been a tough ride from the very beginning as her parents did not support her and opposed her idea.

Shattering the taboo around lingerie shopping by curating a successful retail empire that makes it possible at the click of a button, Richa Kar has truly transformed the way we look at lingerie shopping. The founder and former CEO of the successful lingerie e-retailer, Zivame, brought a much-needed spotlight and efficient solution for battling the discomfort Indian women felt around lingerie shopping.



BIBLIOGRAPHY

Name	Richa Kar
Founder	Zivame
Nationality	Indian
DOB	17 July 1980
Education	BITS Pilani & NMIMS

EDUCATION AND EARLY CAREER

Born and brought up in the city of Jamshedpur, Richa Kar completed her graduation in engineering from BITS Pilani in 2002. She further pursued her masters from Narsee Monji Institute of Management Studies in 2007. Kickstarting her career journey, Kar worked with SAP Retail and Spencers. This is where she got first-hand exposure and work experience in the field of retail. During her time with SAP Retail, she worked closely with Limited, which is the owner of the world-famous lingerie company, Victoria's Secret.

Her close association with Victoria's Secret brought her the realisation that there is still a lot of discomfort around the topic of buying lingerie in India. This is where the idea of opening a one-of-its-kind e-retail brand came to her mind and the birth of Zivame happened. Kar noticed that her own mother was shy and uncomfortable talking about lingerie, which only reiterated her confidence in starting this venture. She chose the name Zivame because of the beautiful meaning it holds – Light of God. To get a deeper insight into the lingerie business, she visited various malls and shops and observed that women feel shy about buying lingerie offline as most of the time, shopkeepers in such shops are male. Women are not comfortable and other than that they cannot expect fitting and styling tips from such shops.

INITIAL STRUGGLES

When Richa Kar discussed with her mother about her idea of selling Women's lingerie online, her mother's reaction was not supportive. Her mother was worried that how she will tell her friends that her daughter is selling bra-panties online. Also, no support she got from her father as

he didn't get the concept of her business. To get more insights about lingerie business, she visited many malls and shops and observed that women feel shy about buying lingerie offline as mostly shopkeepers in such shops are male. Also, women cannot expect fitting and styling tips from such shops. Keeping all these points in mind, Richa came up with the name "ziva" for her idea which means Radiance in Hebrew. But since that name was not available so she settled with Zivame, which means Radiant Me. She launched the brand in 2011, with all her savings and Rs. 35 lakhs which she borrowed from her friends.

CRITICS FROM PEOPLE

Initial days of her startup life was very bad as people were making fun of her venture. She couldn't even find a house on rent as when her landlord asked what she was doing she had to tell them she sold clothes online. After some time because of Richa's patience and strength, Zivame got a good response from its buyers. Zivame got the first client from Indore who wanted to buy materials from her worth Rs. 7000. Eventually, Zivame claims growth of 300% yearly. Investors were extremely impressed by the dedication and hard work of Richa Kar and the turning point in her life was when she received her first funding of \$3Mn in May 2012. And later, another funding of \$6Mn in Dec 2013 and \$40Mn in 2015.

SUCCESS STORY OF ZIVAME, THE LINGERIE REVOLUTION

Richa Kar was adamant about setting up Zivame and carried out extensive research through which she found that branded innerwear was very limited. She had the vision that there was extreme potential in the industry and as an e-commerce business, it would be easily accessible to women. She began Zivame by accumulating funds from her family and friends and then pitched the business idea to top investors like DG Ventures, Unilazer Ventures and Kalaari Capital which later became investors in her e-retail brand. Richa Kar's vision and intelligence proved to be very profitable and soon her company grew both in size and finances. Zivame is now one of India's top lingerie stores with more than 200 members. It is home to more than 50 different brands of lingerie and a wider user base. Zivame delivers its services throughout India except in the Lakshwadeep Islands. The company has also recently started the physical distribution of its products.

THE JOURNEY CONTINUES

Richa Kar feels that lingerie is an extremely important part of a woman's life and it should be treated with respect. Having the choice to choose from a variety of brands also helps in liberating women as they should not be ashamed about it. Buying lingerie is a recurring need and it's about time we stop thinking of it as a problem.

Even today, one of the biggest reasons behind the success of Zivame is that it helps girls and women find the right size – a size that fits. Most shops don't have the sizes available even though they are being manufactured by the company. So to have all sizes easily available is definitely a brilliant concept and idea brought forth by Richa Kar.



TURNING POINT

Even after receiving so much criticism, Richa Kar didn't lose hope. Finally, after some time, Zivame got a good response from its buyers. Richa got her first client from Indore who was trying to buy materials from her worth of Rs. 7000. Gradually, Zivame claims growth of 300%

yearly. Investors got impressed from dedication and hard work of Richa Kar and she received her first funding of \$3Mn in May 2012. Then another funding of \$6Mn in Dec 2013 and \$40Mn in 2015. Today her company valuation is more than Rs. 681 Crores.

ABOUT ZIVAME

Zivame sounds like a unique name and what most people don't know is that Richa came up with the name "ziva" for her idea which signifies 'Radiance' in Hebrew. But since the name 'Ziva' was not available so she settled with Zivame, which means 'Radiant Me'. Richa then launched the brand in 2011, using up all her savings and Rs. 35 lakhs that she had borrowed from her friends. Zivame is an online lingerie store that features hundreds of styles tailored carefully for the needs of Indian women. Zivame has now become a leader in this niche online shopping segment, offering more than 5,000 styles, 50 brands, and 100 sizes. Zivame also offers a wide range of quality products for women in various categories that involves, but is not restricted to, lingerie and activewear. Zivame has witnessed such a tremendous reception that it now has brick-and-mortar stores across the country. Zivame's products come at affordable rates and the quality is also amazing. Zivame at one point had 5 million visitors online every month out of which nearly 1 million were new visitors which helped Zivame grow. This number has grown multifold since then. Zivame's consignments have reached all Indian states other than Lakshadweep. With e-commerce becoming mainstream, Zivame was quick to extract the maximum out of this domain by being amongst the early adopters. Richa Kar understood with the time that jumping onto the e-commerce bandwagon was solely the first step to success and becoming the leader in the lingerie category was worth much more.

For an unparalleled customer experience, a healthy inventory and customer service is very important, and that in turn requires significant cash reserves. Zivame made the right move in scouting for funding early on. When exploring its fundings, Richa met Vani Kola, the founder of Indo-US Venture Partners. Vani showed tremendous help and support towards Richa's initiative. The first meeting between the two parties went very smoothly and built a strong relationship by the end of the day.

LIFE LESSONS FROM RICHA

While initially everybody was against her idea for the startup, Richa Kar was focused and worked towards her dreams. And today the same people appreciate her for her work. Self-confidence is very much important in life. Criticisms are a part of life but what matters is to prove to the world about your abilities. If the criticisms are constructive take it in if not walk

past. Failures and setbacks are a part of life. When you are focused and hardworking your journey to success is not too far.

HER CONTRIBUTION TO SHELEADS

She was asked about her thoughts on women entrepreneurs in an interview with YourStory. Richa Kar's perspective was that man entrepreneurs and woman entrepreneurs are one and the same thing. Both the genders need to work hard and the challenges and advantages are all the same. The Zivame founder also mentioned that being a woman entrepreneur in lingerie business makes it easier for her. She can easily relate with the product, decipher customers' demands and be familiar with the dynamics of the market. Her idea about not having the need to differentiate the perceptions about man and woman entrepreneur is appealing. It inspires women to have courage and become entrepreneurs.

Today, Zivame has 5000 styles, 50 brands and 100 sizes of lingerie under its belt, with 2.5 million unique visitors a month and sells two bras a minute. It is because of her hard work, courage and commitment towards her entrepreneurial intentions, Zivame has been able to sustain itself in the highly competitive market. Richa Kar's journey as an entrepreneur is inspirational and something young entrepreneurs should learn from.

LESSER-KNOWN FACTS ABOUT RICHA KAR

Here are some lesser-known facts about Richa Kar, Former CEO and Co-founder of Zivame :

- ✚ She is a very active Twitter user and is one of the most influential women in India.
- ✚ To give an impetus to her startup, Kar put her entire social life on hold for two whole years!
- ✚ Zivame got its first order within 5 hours of its launch!
- ✚ The Indian Venture Capitalist, Vani Kola is her mentor and guided her to understand the scope and probabilities in the area of lingerie business.
- ✚ The co-founder of the company was the one who invested 30 lakh rupees in the venture.
- ✚ Richa Kar took an off just for one day for her wedding and was back to work the next day!

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ENTREPRENEURSHIP MANAGEMENT

“WOMEN ENTREPRENEUR”

NEHA ARORA



Group 8

Group Members:

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Nain Baldawa	PF2123-A232
Jay Sangani	PF2123-A123

About Neha Arora:



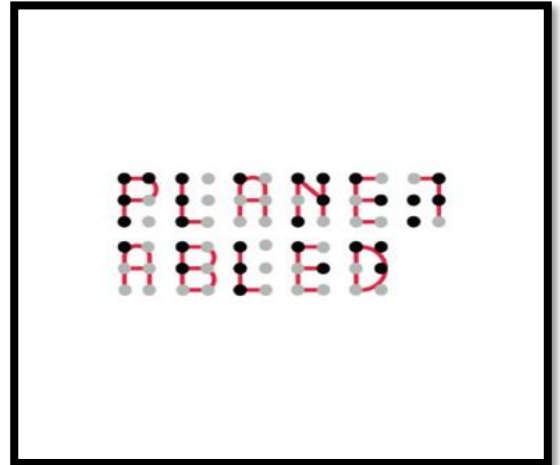
Neha Arora, is the founder of Planet Abled, which provides accessible and inclusive travel solutions for people of all types of disabilities. Neha worked with companies like HCL, Nokia & Adobe before taking the plunge to start Planet Abled. Born to parents with disabilities she experienced challenges in travelling. One such experience, became the tipping point for her to leave her corporate career and start the inclusive travel journey.

Neha is a graduate of Nasdaq Entrepreneurial centre MMI program and recipient of India Inclusion Summit fellowship for her work at Planet Abled. In personal capacity, Neha also conducts workshops and awareness sessions in corporate and various forums for seamless amalgamation of people with disabilities in mainstream via the medium of travel. She has also been delivering sessions on Social Entrepreneurship in universities/ colleges including seminars organized by IIMs.

Neha is a Global Good Fund Fellow and sits on the Advisory board of Travel Unity, a non-profit based out of the USA which promotes diversity and inclusion in the travel industry. She is a keynote speaker at global platforms like ITB Berlin, Global Sustainable Tourism Council, TiECON, Zero Project, TEDx, Women Economic Forum etc.

Planet-Abled

The company was founded in 2016 by Neha Arora, an electronics and communication engineering graduate. Her mother has polio from childhood and is a wheelchair-user while an infection rendered her father visually impaired when he was in college. There were instances when the family had travelled 1,000-2,000 miles only to realize that the place was not accessible. When she reached out to find the solution, she found none. After spending 2 years researching and conducting feasibility studies, she quit her job with Adobe Inc. in November 2015 to start Planet Abled on January 1, 2016.



Planet-Abled provides accessible travel solutions and leisure excursions for people with different disabilities. There are over a billion people with different disabilities in the world, but the percentage of them travelling is miniscule, owing to lack of accessible travel options available.

Planet Abled identified this gap and came forward to give them the freedom to travel no matter what their disability is! Whether they want to experience a small facet of the city they are in or they want to travel across multiple cities of their interest, we have something unique, safe and enjoyable for them.

Planet Abled is the only organization in the world, where we mix people of all disabilities together into one group and travel together.

Planet Abled is the recipient of the National Award in Tourism by the Ministry of Tourism, Government of India, Travel + Leisure Global Vision Award, Best Innovative Practice Award by Zero Project at United Nations Vienna and WTM London Responsible Tourism Award (India).

Awards Received

- NCPEDP Mphasis Universal Design Awards 2016
- World Responsible Tourism Awards (WRTA) 2017: Best innovation by a Tour Operator (GOLD)
- Best innovative practice award at Zero Project Conference at United Nations, Vienna in 2018
- The Global Good Fund Fellowship 2019

Challenges faced by Neha Arora

She quit a lucrative MNC job to work on making travel and tourism a friendlier experience for the physically challenged. It was a big challenge for Neha Arora, who resigned from Adobe and launched Planet Abled on January 1, 2016. It was also a personal mission for Neha, who comes from a family that has faced challenges while travelling. “My father is blind and my mother is on a wheelchair,” she says. “As kids, we didn’t travel much—it was always about school picnics and the homes of our grandparents. When we grew up and started travelling as a family, we faced a lot of issues in terms of accessibility and the kind of leisure activities available. There were instances when we had travelled 2,000 miles only to realise that the place is not accessible.” There came a point when her parents stopped travelling, saying they were unable to enjoy the experience due to inaccessibility and social insensitivity. “Very little of infrastructure is in place. Even at one of the Unesco World Heritage sites, which claims to have accessible toilets, it is mere tokenism.”

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Impact Created and Challenges Faced by Women Entrepreneur:

Vineeta Singh

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About Vineeta Singh:

The Indian entrepreneur '**Vineeta Singh**' was born in Delhi, India. She has completed her schooling with the Delhi Public School, Delhi and Rama Krishna Puran, Delhi. Her husband's name is Kaushik Mukherjee and she has two children whose names are Vikrant and Kaushik, in **2012 she became the co-founding member of Fab Bag**, recently she is serving as **Chief Executive Officer of her own Sugar Cosmetics** company.

Vineeta Singh has completed her Electrical Engineering from IIT Madras, and MBA from IIM Ahmedabad. As mentioned above she is the Founder & CEO of SUGAR Cosmetic, the beauty company boasts that it **has a 35,000 points of distribution network in 120 cities throughout India. Vineeta Singh's net worth is about \$8 Million.**

Veena Singh has done his studies with IIT Madras and IIM Ahmedabad, she has served as a summer student at Deutsche Bank. In free time she loves to gossip with friends and family, her hobbies are Travelling, Playing, Cycling & Swimming.

Let's know about some important events in her life.

- **At the age 23, Veena Singh became the youngest postgraduate in India to refuse a ₹1 Crore yearly placement offer from a worldwide investment company to start its HR Company services.**
- **Veena Singh is among the top hundred mindful women in the world.**
- **Veena Singh has become the judge of the first business related reality show named Shark Tank India.**

The reality show (Shark Tank India) in which she is a judge, premiered first time on 20 December 2021 on Sony TV.

IIM Alumnus who turned down a Rs. 1 Cr job to start her cosmetic empire:

There are many who start their own venture and make it big too. But how many of them have the courage to reject an enticing job offer worth a crore and take the risk of entering the cluttered cosmetic market?

From starting fresh and making a huge breakthrough in the Indian cosmetic market, Vineeta has several lessons to share for budding entrepreneurs.

Shift from turning down a well-paying corporate job to start a venture?

Vineeta's definition of success is how to have the freedom and ability to do anything she wants, without the fear of failure. When she turned down the job offer when she was 23 years old, she had her doubts. But again, going by her philosophy of not having any regrets, she went ahead to fulfil her dreams. She was pretty passionate about being an entrepreneur and creating a company. She just knew, if she doesn't do this now, she will probably regret this for the rest of my life and so she just took the plunge.



The uncertainty scares about building something independently?

Vineeta does not come from a business background, so the thought of starting one on her own was scary. She wasn't ready for all the hard work it was going to take. However, she gritted her teeth and for the next few years, after she graduated from IIM Ahmedabad, she learned more about scaling businesses and other necessary information. She was 23 and believed anything is possible. The first few years were really hard for her, she even had second thoughts about taking the right decision. Creating a large business has its share of humungous struggles but she persevered for many, many years before the breakthrough of SUGAR Cosmetics took place and now, it has actually turned out to be a brand that consumers love!

What all went into creating SUGAR cosmetics?

Back in 2015, before her business partner and she launched SUGAR, they were running an eCommerce company. Our core customers consisted of young millennial women who were into social media and make up a lot. Realising the big shift taking place with this generation, she began focusing on the prospect of creating products for women that would make them unstoppable! Women also started looking up to real women and not just celebrities. In conclusion, this generation wants to step out in the limelight and so, they want products that last them all day, work for every skin tone and especially, please the Indian aesthetics. Thus, SUGAR was born for the hearts of these women.

Business partner Kaushik Mukherjee, who also happens to be your husband, reflect on building a cosmetic empire?

Before they launched this company, Kaushik was working with McKinsey and Vineeta was trying to build up her knowledge in another company. The thought of working together never really crossed both their minds but we had a lot of respect for each other's skills. And eventually, they both realised, they loved different things like—Kaushik likes technological things and Vineeta liked product development and sales. But they both decided to join hands where Kaushik would build something related to Ecommerce and she would create a brand for women. They together felt a big synergy that could address their passions. They were warned against getting into a business with each other but they had their fundamentals straight.

Respect for each other's skills and a common passion. It was very hard at first. They had to draw some professional and personal boundaries, but still, they would have their arguments. The first two years were very hard. But after some time, they figured out a way of working together and not killing each other! There were times when they were flourishing and there were also times when they were struggling during [COVID](#). Of course, their relationship has been put to test. But luckily, they've come out of it stronger.



Effects of Pandemic and Vineeta's Job Role:

It affected everybody negatively. Even though she had grown as a business since last year, the overall impact has been hard. Vineeta's business partners such as vendors, distributors, teams—everyone has been suffering. So now, she has been focusing on just one thing and i.e getting through this time without any losses within the team and their families. The only thing that matters right now is for everybody to stay safe and get out of this pandemic alive. Her Ecommerce channels have witnessed an increase in percentage over the last year but her offline stores have been disrupted by the lockdown. But she also focused on connecting with our audience via social media because it's the best way to relate to millennials and Gen Z consumers. *SUGAR's monthly impressions went from 120 million on our social media platform to more than 200 million during the pandemic.* And that's because women have been spending a lot more time on their phones. Vineeta has even launched an app just before the pandemic, which now, has more than a million downloads. Even though SUGAR has had some interesting benefits, the disappointments lie in not being able to see her team for a long time.



An example of the struggles Vineeta has faced in her journey:

Vineeta Singh, the CEO, and co-founder of SUGAR Cosmetics and a Shark Tank India judge opened up about the challenges of being a woman entrepreneur in a "man's world," and how balancing her circle of relatives life and developing her personal agency has been tough but profitable.

Vineeta referred to in a humans of Bombay post that she was 17 years old when her professor encouraged her, "You must be an entrepreneur!" This created the groundwork for her future goals.

At the age of 23, she relocated to Bombay, where she started out her actual war. She began to distrust herself due to it. "I lived in a tiny residence which flooded without problems," she said.

Vineeta began going for walks marathons, which helped her get via the ordeal and provided her with clarity. She commenced a cosmetics subscription agency a 12 months later, which brought about the release of her a success brand, Sugar. But, the first leg of the journey changed into now not without its bumps. She admitted that it turned into tough to be a woman in a man's world, that combining kids along with her time-ingesting career changed into hard, and that she had run out of cash at one factor.

She said, "After a 12 months, I gave entrepreneurship every other shot with Fab Bag—a splendour subscription enterprise. But after research, I realised the need for excellent cosmetics in India—that's how SUGAR become born!"

She introduced, "I'd additionally just come to be a mom. So at instances I'd be pumping breast milk, working out, managing office calls, & hoping to not wake my son up. I'd have sleepless nights, but I loved what I was doing. After a year, it paid off—we were acknowledged as the quality lipstick brand!"

The lady entrepreneur concluded that girls can balance each work and family and even though 'the juggle is actual, but it's additionally absolutely really worth it.'

The girl entrepreneur and Shark Vineeta got here to the conclusion that women can manage career and family life, notwithstanding the reality that "the struggle is real, but it's totally really worth it."

Efforts to sustain the impact that Vineeta has created:

Women at Sugar Cosmetics are given an opportunity to pre-set their own goals with achievable timelines, they ensure to foster an environment that helps them achieve those goals. All employees at Sugar, largely comprising women, have an opportunity to network and grow personally and professionally within the organisation and outside. They are always encouraged to voice their opinions and thoughts because of how much value it holds.

When asked *“Some say women are hired not because of merit but because they check the diversity box. How do you respond to that?”*, she replied, *“We hire employees on the basis of their merit since we believe that their work speaks for themselves. The qualities of a person and what they contribute to the team matter far more than their gender.”*

When asked *“What are some of the qualities of your supportive male colleagues?”*, Vineeta said *“There aren’t any particular unique qualities that one needs to possess to create an inclusive ecosystem. We work on a principle that every individual has the freedom and space to express their thoughts and visions, alike. What are you doing to retain the women you hire? We ensure to create a positive environment because we understand how conducive it is to work in (one).”*

Vineeta ensure to create a positive environment at Sugar Cosmetics because she understands how conducive it is to work in (one). Also, work-life balance is given a priority so that everyone can manage the multiple roles they play and feel supported while doing so. These steps are not just limited to women in the company, but everyone who needs support.

Why did Vineeta Singh founded Sugar Cosmetics?

India has a growing market demand for cosmetics. People struggle to find the right shade and product and often switch to big foreign brands. This is where Vineets made her mind to create something made in India bringing shades and texture for the Indian populace. Vineeta along with her husband Kaushik Mukherjee focused on creating makeup products solely for the Indian skin tones and targeting the Indian market.

The company started with creating a buzz around social media and targeting the audience of the age group between 20-35 years.

Initial problems for Sugar Cosmetics

While the market was all set and products were ready to take on, Founder of Sugar beauty Vineeta and Kaushik faced many hurdles as they launched the digital-first beauty market. “When we tried raising capital, we were told that digital-first beauty will be a small market and that it would be impossible to compete with large FMCG companies without raising hundreds of millions of dollars. We were even told that the product itself won’t be a strong moat since it is a commodity,” they shared in an interview.

Rise of Sugar Cosmetics

Well after passing all the obstacles, now the company is reaching new heights and has created its name in the cosmetics industry. It has raised funds in millions and sells more than 650,000 products per month. The app of Sugar Cosmetics has more than 1 million downloads and a big following on social media pages. Apart from online, the company also has offline retail stores across 130+ cities in India.

Recent Stint with Shark Tank India

Vineeta recently came to the spotlight with her stint with the hugely popular show Shark Tank India. She revealed that the panel was auditioned for the show. She said that the makers advised them to treat the deals like they do in real life and not worry about the ‘larger than life’ factor that is needed for a show. She said that when the makers approached her, they made a mock pitch to her and asked her to give reactions and comments like she would do in a real deal.

She also mentioned that for the panel, the producers of Shark Tank India were looking for people who could bring different skill sets to the table. They were very clear that they wanted to see founders because a lot of the companies that came in were brands. They also wanted representation from women because the number of female entrepreneurs pitching at Shark Tank was almost 50% and they wanted similar representation in the panel.

Vineeta said that when they hear the contestants pitch their start-ups, they have 'zero background' and are not allowed to use their phones to look up the companies either. Speaking about her approach towards the pitch, she feels that even though sometimes, you can save somebody a bit of learning things the hard way by being direct and bluntly giving it to them, most times, the encouragement and cheerleading direction is what she prefers to take. Vineeta added that she may choose to not invest in a business but 'would still want to respect the individual and what they have built'.

Some of the investments that Vineeta made are, Momo Mami, Cos IQ, NOCD, Heart Up My Sleeves and a few other companies.

Conclusion

Looking at the journey of Vineeta Singh we can conclude that, women entrepreneurship is certainly a sturdy road to be travelled by women where they have to prove themselves. With lots of hurdles on the way, today's women are bold enough to stand out of the crowd setting an example for others like Vineeta did.

Its upon us, the citizens of this country to pay respect and salute the way she balances her personal & professional life. If our country wants to be seen on global map as economy of rapid growth, blooming buds of women entrepreneurs need to be fostered first.

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Entrepreneurship Management Assignment

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INTRODUCTION

Sairee Chahal



Sairee Chahal

Sairee is the Founder and CEO of SHEROES, a female-only social network. She is on the Board of Directors of Paytm Payments Bank and Milaan Foundation, and an ambassador for Girls x Tech Foundation. She is a recipient of the Devi Award, Femina Achievers Award, Editor's choice for L'Oreal, Femina Women's Award and Business Today, Most Powerful Women in Indian Business, and a Cartier Award Alumni. In 2018, SHEROES was awarded in the "Social & Economic Empowerment" category at the IAMAI Digital Awards. She went on to also work at corporates like A&M, Heidrick and Struggles and Confederation of Indian Industry. Sairee has an M. Phil from JNU and a PGDBM from IMT Ghaziabad. She is a Fellow of the Ananta Aspen's Kamalnayan Bajaj Fellowship and a member of Aspen Global Leadership Network.

ABOUT- SHEROES

In 1999, Sairee teamed up to build her first start-up Newslink Services, world's first news magazine for mariners and seafarers, to be accessed at sea. She followed this up with her consulting business SAITA, and Fleximoms, which eventually evolved into SHEROES. SHEROES started off as a jobs and opportunities platform for women. When they ran a phone-based helpline to support women in their careers, women would call and discuss many aspects of their lives – aspirations and struggles, and they realized the need for a larger ecosystem of support that can reach the massive number of women in India via the Internet. They see the Internet as a game-changer for women, and an enabler of their dreams. They are building the Women's Internet, and reimagining it for the new generations of women coming online every day. Their aim is to get 100 million women online by 2023 and on the growth track.

SHEROES is a women-only social network accessible via Sheroes.com and the SHEROES app, offering communities, a chat-based helpline, resources, mentorship, peer-to-peer conversations, health tracker, a marketplace and opportunities for women. SHEROES is reimagining how women use, experience, and benefit from the internet. It is specifically aligned to using the internet as a tool for change, especially for women in high gender gap countries offering a space for appreciation, recognition, growth, and interactions. Safety, empathy, and trust are tenets that are built into the platform at every level. The SHEROES Network is home to the SHEROES app; Babygogo, a platform to support young mothers'; Maya, a global reproductive health platform; remote work product MARS; our social commerce business SHECO, and newest acquisition Naaree.com. The network has a national and global footprint of 20 million women.

Impact of Business on Women

SHEROES: Social Media For Women, By Women

Even as a platform that just provided jobs and career opportunities to women, SHEROES did pretty well. In just two years, they had almost 1 Mn women and 20K companies signed up and would post 100K job listings a month, Chahal told Inc42.

SHEROES then set up a helpline for women to enable them to talk to a professional if they had any sort of career questions.

“Initially, we would get calls from women who wanted to talk about jobs. ‘How do I get back to work, how do I find work, how do I work part-time, how do I negotiate a salary’ and more. But soon, the conversation started to shift, and what we saw was that women were asking us about everything. They were asking us about health, relationships, in-laws, children, startups, entrepreneurship, and everything else,” pointed out Chahal.

“Even if you built something and failed, you are still more valuable. Think of it as an amazing learning experience, you will get so much to learn and experience. We have got nothing to lose.”

Women started coming to SHEROES for everything. These were not just corporate women; these were women from all over India right from Tier 2 cities such as Jaipur, Aurangabad, Surat to Tier 3 cities and more. So they decided to tap into this opportunity in two ways — One, they acquired a company named Babygogo, a community for mothers, and then they shut down its job listing section.

Rebirth Of SHEROES

Realising the opportunity that lay ahead, SHEROES became a space for women to come online in a high trust environment. The idea was to help women get ‘more from life’ — from careers and jobs to health, family life and wellbeing.

“There are a couple of themes that we follow—jobs and income opportunities, health and wellbeing, sense of identity, networking and more,” Chahal added.

Chahal calls the SHEROES helpline a vital part of the company, revealing that last year it helped counsel over 9 Lakh women through that helpline. These are one-on-one conversations with counsellors, “We have a team of professionals—director of women’s health, a bunch of doctors, counsellors and more—so women can get any and every advice. And they can get it not only from a counsellor but also from other women, mentors and more who are all on the network,” explained Chahal.

SHEROES is a safe environment where women can ask about any personal matter, be it related to domestic violence or legal rights or puberty, sexuality and more. Not only that but women can also buy and sell online on the platform.

“We even promote work, we run a workforce business which certifies women as remote workers. Today we have over 16 Mn women on the network and about 10K women are working via us as remote workers,” – Sairee Chahal

Till date, SHEROES has received total funding of over \$2.6 Mn over three rounds, according to secondary research by DataLabs by Inc42, with prominent names such as Lumis Partners, Leo Capita, Vijay Shekhar Sharma and more. In addition to that in August this year, it signed a strategic partnership with fintech major Paytm. With this, Paytm added a social community platform for women within the payments app, which enabled women to engage in several topics, including health, careers, hobbies and more.

To further expand its products and to provide a more seamless experience for women, it has made several acquisitions such as Gharkamai, an online platform assisting women to find work from home, health counselling platform LoveDoctor and women health app, Maya.

What Does Entrepreneurship Mean To Women Founders?

Talking about women entrepreneurship, Chahal says she has been very lucky. Her first venture, Newslink was totally funded by Kamran and the team she built there has travelled with her and now constitutes a major part of SHEROES.

But while entrepreneurship has really taken off in the country, women entrepreneurs still do not make for a big part of the Indian startup ecosystem today. Thanks to the social stigmas or for the responsibilities that a woman has in the context of her family and children, there aren't a lot of women who have ventured out to set up their own firms.

“Some of us got our way because we were brave and foolish but undeniably, there are still a lot of barriers,” she added.

Chahal feels that the conversation around women entrepreneurship needs to happen in schools and colleges, homes and even in Tier 2 and Tier 3 cities of the country.

Narrating an incident with a senior banker, she told Inc42, she was advised to call SHEROES a social network rather than a social network for women. That strengthened her belief that women are invisible to men unless they want to sell them a product.

Even then she believes that it has only become better as more women are coming up and the opportunities have increased.

Chahal said in the next four or five years there will be a huge change, especially thanks to the generation change that seems to be more in-sync with women and their growth.

“If I were a man, I would have much more money to burn, but look around you. Women have built such amazing companies with all the amount they have got.”



PROJECT REPORT ON
“WOMAN ENTREPRENEUR”

UNDER THE GUIDANCE OF
Prof. Dr. NAZIA ANSARI

SUBMITTED BY:

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Ruma Devi

President, Gramin Vikas Evam Chetna Sansthan, Barmer (Raj.)

LIFE:

Born in a financially weak family, she lost her mother when she was just five. Her father re-married and then started her real struggle. Her family members got her name dropped from school when she reached class VIII and engaged her in household chores. At 17, she was married where her struggle did not end. Poverty continued to chase her and when fed up, created a self-help group (SHG) named Deep Deva of around 10 women and collected Rs 100 each to purchase raw material to make bags with hand embroidery on it. And went to sell them in their village and got a strong feedback. Then they spread their work with more groups and went to sell them in nearby villages too. Grameen Vikaas and Chetna Sansthan in Barmer came to know of her work and praised it and in 2008 she became its member. In 2010, she became the president of this organisation. Then started participating in exhibitions and showcasing our work which helped us attain an identity. "Now, they have around 22,000 women working with them from different age groups of 17 to 70. The elderly women who were ill-treated by their children are also working and earning their livelihood by standing on their own. Also the girls who are working with us have started dreaming big, though in a veiled world." Many families did not want the women to work outside, and the ones who were already doing some work from home had middlemen who would take the work and not allow them to be seen. Some NGOs and middlemen would get the work done but they did not want the artisans to know where the markets were-they were always kept in the background. I had to face middlemen who were lowering the prices of the products, while big companies wanted minimal rates too. I had to ensure that the artisans in the network got the correct price. I wanted the artisans to be in the limelight. So, we got them on the fashion ramps and turned the whole system around so that the women could be recognised. Initially it was so because in a male-dominated society a family does not allow women to go out and work. It was hard to revolt against the 'purdah' system and keep motivating the women to work for their own welfare. Against all the back-handed compliments and sarcasm too, I persevered and made it (the effort) a success.

She has been a promoter for handcrafted products made by Tribal women. She has herself modelled for handcrafted apparels made by Thar women on ramp shows at the state and national level. She has been the chief initiator and motivator in making women attend training workshops conceptualized by her for better skill development. She has also designed contemporary products in furnishings and apparels to reach out to the youth of today and popularize and promote handcrafted goods at the international level. As president GVCS she has brought international fashion designers to the doorsteps of Rural women artisans proving to be a direct link. A role model and initiator of change she has been successful in generating continuous income for artisans and their families. Her business model in the field of innovation has won her critical acclaim at the national and international level and has helped women artisans reach out new clientele. A crusader for justice Ruma Devi today is the face of women empowerment. Her story has inspired numerous other women to stand up and question male dominance.

Today she is successfully leading artisans, both men and women, training them and making them small scale entrepreneurs in their own right through Self Help Groups, providing them with financial security, better health and education facilities, and a promise for a better tomorrow for them and their children.

ACHIEVEMENTS:

GVCS under her guidance has had the privilege of participating in the Rajasthan Heritage Week and ramp shows in IGHF for consecutive three years since 2016. It has also been promoting the rich heritage of Rajasthan state in HEIM Textile Fair Germany, Singapore Craft Fair and the prestigious London Fashion Week. Its work has been recognized and appreciated in the British Patchwork and Quilting Magazine.

AWARDS:

- Selected for the prestigious “Nari Shakti Puruskar 2018” the highest civilian honour for Women in India.
- Awarded by World CSR Congress as 51 most impactful innovators (A Global Listing) 2019.
- Award for exemplary work in handicraft sector by Export Promotion Council for Handicrafts, Textile Ministry of India 2018.
- Honour at Germany & Singapore Fair for the promotion of handcrafted products 2017.
- Honour by Women on Wings Netherlands 2016.
- Shilpa Abhimani Award for the promotion of handicrafts by the Govt.of Srilanka.
- Honoured by the prestigious “India Today Magazine” as the face of its cover page for the 2018 anniversary edition.



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ENT ASSIGNMENT ON WOMEN SOCIAL ENTREPRENEUR

(ANU SRIDHARAN)

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Mrs. Nazia Ansari

Anu Sridharan, Co-Founder of NextDrop



About Anu Sridharan-

Anu Sridharan is a co-founder of Next Drop. Next Drop helps people have improved access to water for residents in the urban cities of the country by providing access to reliable and timely information about piped water supply and maintaining a feedback loop to inform a better way of managing water for a better water utility. Residents who live in such cities where water comes and goes all the time are always unsure of when the water will come through their taps. So, what Next Drop does is that it provides them information about the same by giving them time when the water will come and so, they do not have to be under the stress of guessing.

Instead of being a regular, she chose to be a social entrepreneur which also got her featured in the Forbes edition where she made it to the list of 30 Social Entrepreneurs Under 30. The project was originally started in her grad school and started it as a pilot project in India. With her dedication and hard work, she was able to pull it off just the right way. She also had a job which she found the courage to quit because that was not where her heart belonged. She took the project and came back to India. This is where her success story began and reached such heights. She listened to her gut no matter what others told her was right for her. She was not the one who listened to people and let them have an opinion about her life and what she should do.

She chose freedom, respect, and responsibility. She chose to be responsible for something she should do in her life which was hers. She followed her own ideas, opinions and gave herself the space that no one would have given her in a job.

From the very beginning, she knew, that what she was doing was nothing she had learned in schools. It was nothing she could be taught. It was in her and that was what brought her success. She was not afraid to make mistakes, because we all know that they are unavoidable. All she did and will do involved figuring it out herself. Her energy and enthusiasm to achieve things in life. One of the things that she had and what every entrepreneur or aspiring entrepreneur must have in him or her is optimism.

It was her superpower like she says. When you have made up your mind to achieve something, you cannot expect to achieve it without using some things like work, time, money, mind, and so much more. but what awaits at the end of the tunnel is what this journey is all about and that is what we can learn from the woman who chose to a social entrepreneur. However, she also likes to spend her time outside of work with Charlie, her roommate's dog, learning French and indulging in physical activity because for her that is what life is about, balancing work and yourself.

The Solution:

Anu Sridharan a Civil and Environmental Engineer decided to tackle this problem of erratic water supply in urban areas by addressing the most simple yet mammoth sized pain point in the water management system. When will I get the water from the tap? To find the solution for this simple answer, Anu and her team created a

crowdsourcing data platform which informs the residents an hour before the water arrives via a text message. What started of as a student project called NextDrop slowly became a social enterprise that now provides reliable and accurate information about the water delivery, water cancellation and inform residents if there is any contamination or low pressure in the pipe network. On the utility side, engineers get live updates on problems pertaining the distribution system. NextDrop currently operates across 4 cities in India, including Bangalore and Hubli where the company's offices are located. To keep this social business running, each family is charged Rs.10 per month and for BPL Families (Below the Poverty Line) they charge Rs. 5 per month for the services.

nu explains that the technological principles behind the NextDrop are not new. The idea is based on the model of crowd-sourcing that has been around for a while. This idea to revolutionise the water supply system has bagged various cash awards and accolades from Bill & Melinda Gates Foundation, Knight Foundation and Google, Clinton Global Initiative University and many more.

What she believes in?

She firmly believes that an entrepreneur needs to find out what works for them. She feels that companies of the future are going to be the ones that can find and retain the best talent. According to her we have entered an age where Steve Jobs style of leadership is not going to work. The world has now shifted from "I'm telling you this and you must do it" to "Let's figure this out together, let's co-create together." We feel that her refreshing outlook towards entrepreneurship and leadership is exceptional and is aptly remodelled to be best fitted for today's new entrepreneurial era.

Her Values

She values freedom, respect, and responsibility pretty highly.

She really value freedom, the freedom to choose, the freedom to do what She want.

On the flip side of freedom is responsibility. She look at that responsibility at different levels – responsibility to society, responsibility to your family, responsibility to your friends, responsibility to your city, the responsibility to play whatever role that you play in life. She think that with those freedoms comes that responsibility – they are two sides of a very similar coin.

The third is just respect. According to her it's important to just respect people, respect people's time, respect people's ideas, respect people's opinions, and give people space to be who they are.

Thank You



Organization: **SHANTI LIFE**

Subject: **Entrepreneurship Management**

Topic: **WOMEN ENTREPRENEUR**

Website: <https://shantilife.org/>



Group No. 5

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2	RIYA PANDIT	PF2123-D044	FINANCE
3	MAHEK PAREKH	PF2123-D020	FINANCE
4	SAAHIL CHAUDHARI	PF2123-D248	FINANCE
5	SMRUTI MALADKAR	PM2123-D265	MARKETING
6	ATHARVA KANTODE	PM2123-D185	MARKETING

About the Entrepreneur



Sheetal Mehta Walsh

Soon after being uprooted from their home in Uganda by the Idi Amin regime in the early '70s, Sheetal Mehta Walsh's family relocated to Canada, where her parents set up the Alberta Gujarati Association. It was through this body that Mehta Walsh gained exposure to community life and saw beyond what life was like in the West. Later, she worked in the venture-capital funding sector (she has been director of venture-capital relations at Microsoft in the UK) and with international charitable institutions for close to two decades, eventually merging her learnings from both worlds to set up Shanti Life in 2009, in the UK. While the organisation has charitable statuses in Canada and the US, the operations and implementation take place in Gujarat. Sheetal is founder of a Canadian charity Shanti Life, that delivers financial inclusion to vulnerable women in India through a recycling microfinance fund so that they can access safe sanitation and create small businesses. Having found that most charities bear huge administrative costs, with funds often not reaching those who need them, Mehta Walsh's organisation follows the 'teach a man to fish' philosophy, by focusing on training and assisting the poor to access resources. Moreover, the organisation focuses heavily on women empowerment; and since they have FCRA [Foreign Contribution (Regulation) Act] status, they distribute the funds directly to women, and not through money-guzzling third parties. Not only

do they uplift the lives of the poor but also integrate them into the system, giving them ownership and responsibility, which in turn, fosters empowerment.

About the Organization: Shanti Life



Shanti life is a not-for-profit Organization founded by Sheetal Mehta as an initiative to giving back to the society. We have all seen hard times and many of our team have experienced vulnerability but there have always been people to help us out.

Shanti Life is a not for profit that brings together a variety of skills and people who care about social entrepreneurship and sustainable living. They want to transfer their skills in entrepreneurship, finance, technology, social work, sustainability and training to people who are vulnerable. The poor do not have access to resources so Shanti Life ensures they can get those resources and become independent from the loan cycle. Their interest rates are amongst the lowest MFIs and are used for local administration. They care about paying it forward so once a loan has been repaid it gets recycled.

They provide skills training, financial literacy and access to capital to rural women, so that they can access safe sanitation. They also help them set up sustainable livelihoods. They work on a grass-roots level. So, we adopt a community/village and get to know the specific challenges they face. Together, through a collaborative approach, they ensure that they can meet as many needs as possible and really learn about the issues facing the poor as a whole. They are based in Ahmedabad and have field operations in Surat, Surendranagar, Morbi, Panchmahal, Dahod, Mahisagar, Bhavnagar, Vadodara and Amreli.

Impact of the Organization on the life of women



- Shanti provides women entrepreneurs with loans to start new businesses. Many of these women have been victims of sex trafficking and they are the poorest of the poor. With funding from Shanti, they can buy sewing machines, set up cooking stalls, or help artisans to develop their textiles for sale
- Helps women to become self-sufficient. It also implements training of hygiene, financial literacy, savings and entrepreneurship skills as well as mentoring, to ensure sustainable businesses which help artisans to sell their items – even online, so that they can scale their businesses. It aims to provide help to the poorest of poor so that we can do our bit to help improve their lives.
- It inspires women and says “to be true to yourself, do what you want to do, be independent (we come here alone and we leave alone), network like crazy (those whose paths we cross do influence and affect us), smile, be elegant and always be humble!”
- One of the most unique aspects is how Shanti works directly with loan recipients on the ground. At the time of receiving a loan, every recipient is given a new bank account. By opening an account, the poor finally make it onto the financial ladder of independence. It also helps Shanti to ensure a smooth repayment audit trail while minimizing its own overhead costs.
- Enable women to sell their items online so they can scale their small businesses.

Impact story of Kubarben – Mandva Village, Bhavnagar, Gujarat

Kubarben belongs to the Darbar caste that follows strict purdah (head covering) for women. To defecate, she had to go either very early or very late in the night. She suffered from insect and snakebites, and feared for her life, as harassment was rampant. She stopped eating because she could not take the risk of being seen defecating during the day at all. For Kubarben, stomachaches, headaches, anaemia were a way of life. During menstruation, she suffered even further; walking long distances resulted in illness or pregnancy complications. A loan of Rs.10,000.00 made the difference.

With the help of Shanti Life, she now owns her own toilet, resulting in improved health and productivity. She has regained her dignity.

Impact story of Sajedaben – Santrampur, Gujarat

The 2002 Gujarat riots had resulted in a heavy toll on Sajedaben's family. But she fought these adverse circumstances bravely though finding a place to defecate in a semi urban area was next to impossible. The fear of attacks had not yet subsided and due to severe health issues, a toilet and a bathroom were very critical. A loan of Rs.15000.00 was granted by the women's federation that Shanti had supported. Access to the funds has dramatically changed her life in that she no longer lives in fear of attacks for her or her daughters. She does not have to fear violence or being violated. Sajedben has become a role model and helped 8 other women to build their own toilets thereby improving their health and lives forever.

Challenges faced by Sheetal and Shanti Life



- She was personally a refugee from Uganda, her parents landed in Canada with nothing in their hands.
- She was raised by their community and her upbringing was that you have to work to survive and you have got to put yourself out there.
- Consequently, carrying that sort of conviction and integrity in all her journeys has helped her to identify opportunities, where and when there have been challenges and have then been driven to tackle those challenges very quickly.
- She said in an interview “We can all complain and sit back and say, “Governments are not doing this” and “the corporates are focused on this” and “there are not enough resources”, but that is not the approach I've taken.”
- When asked how those challenges developed her as a leader she said, “We are always working to get to the next stage. I believe that our biggest teachers are our students. In my opinion, our families, communities and businesses on a day-to-day basis have allowed me to be a stakeholder in all those capacities as a leader. I think it is a really important element to think about our responsibility and how we influence others. What kind of investments are we going to make? How do we align with ESG and board governance and diversity? In a customer sense, we want to ensure that we instil values and in our activities with a bottom-line financial return; we do not have to sacrifice financial returns when we look at social impact. So as a leader my priority is how do we make money to benefit all and how do we do so in a way that protects our planet and our environment?”



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Entrepreneurship Management

Group Assignment

Women Entrepreneurship



Guided By- Prof. Nazia Ansari

Submitted By-

1. Ishita Gupta PF2123-D056
2. Muskaan Jain PF2123-D231
3. Sanika Itagi PM2123-D160
4. Divya Budhrani- PM2123-D261
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- About the Entrepreneur

Gloria Benny



Gloria Benny is an exceptional woman. During her childhood and youth, she was educated in Saudi Arabia enjoying a safe and secure environment. She later entered the University of Cochin where she discovered a very different world. The university was a place for self-improvement, but the history of the people she met in the city was very different. In 2003 during a visit to an orphanage, Gloria and her companions understood that society suffers from poverty because people do not have the tools to get out of it. The solution? For Gloria, the answer was to provide opportunities for children through education. However, the proposal that came up was definitely innovative.

It did not take much time for her to spread her charm. As I enter with my travel bags, her first question immediately after a warm greeting was, “Can I help you with one of these?” I decline, but that gesture was enough to win my heart. Beaming in response to my question about how many children she has, she says, “Every child that I see is like my own.” The sprightly 30-year-old has built two strong organisations of value and strength, ‘Make A Difference’ and ‘Guardians of Dreams’, for underprivileged children across the country who live in shelter homes. She wants them to dream of an ambitious life, just like their well-off counterparts, by providing them education, infrastructure, and psycho-social care.

- **About the Organizations**

Make a Difference & Guardians of Dreams

Gloria Benny and her friends Jithin Nedumala, Sujith Varkey, Kavin KK, Santosh Babu and Jithin John Varghese were determined to give some of their knowledge to the children of Cochin. But it was not enough to disseminate general knowledge, but it was a question of teaching specific knowledge that would allow them to carry out a special job. Indeed, Gloria and her classmates had knowledge that went beyond their university careers. Especially English language proficiency. And that would be Make a Difference (MAD)'s the approach: Teaching a second language to poor children living in orphanages and shelters. The next step was to recruit university students to join the initiative.

India has the largest child population in the world, of around 435 million. About 40% of the children need care and protection from the increasing psycho-social risks that include abuse, neglect, child labour, and early marriage. So in 2015, Benny quit MAD and started her second organisation, Guardians of Dreams, to look at childcare as a whole and not just through shelter homes or underprivileged children alone. While MAD essentially looks at mobilising youngsters to teach or to be a role model for the children in shelter homes, Guardians of Dreams looks to improve the way childcare practices are carried out. The organisation provides them scholarships via NGOs to pursue higher education, make sure the kids have basic ID documents such as birth certificates so that they are able to access their rights and benefits.



Dream big: Guardians of dreams is looking to improve childcare practices

Guardians of Dreams is trying to get local communities involved, where people can come together and ensure that every child, irrespective of where or which family they are born into, has some basic identity. "There are people who don't even know that a shelter home exists in their own neighborhood," she says. Benny draws inspiration from the many participatory social reform movements that don't require people to give up everything in their lives and still do their bit for the society.

The genius of Make a Difference is that the educators are part of a volunteer and the children are in shelters. So, there was no need to invest in trained staff or buildings. The resources required were pencils and notebooks, the rest the volunteers would do.

In the beginning, MAD stumbled upon the scepticism of the NGOs: "*They felt that we were too young to make a real impact. This ended up driving us and we worked even harder to prove them wrong,*" Gloria says. What the NGOs didn't have was the perseverance of these young entrepreneurs and Gloria Benny's love for children. MAD was founded in 2006 and in 2008 won the Ashoka Staples Youth Social Entrepreneur Award. The strength of MAD's youth is their perseverance and tenacity. Subsequently, the exponential growth of MAD led the organization to start hiring staff in 2010. Today, MAD's headquarters are in Bangalore.

- **MAD Builds Indian Society Values**

The volunteers that makeup MAD are mainly young people. They are recruited through calls that take place in the cities where MAD has offices. Volunteers experience the satisfaction of serving society and growing as individuals through enriching encounters. One of the thousands of volunteers stated: "*A day vividly etched in my memory is the first Fund Raising event that I was a part of. We had organized a photography workshop called 'Linsanity' where we raised about 1 lakh of profits. I remember how Gloria introduced me to someone during the course of the event; she called me as the 'Hospitality Head' and went on to describe how I had managed to create a beautiful experience for all participants. I was someone who suffered from low self-confidence and had never thought of myself in the positive light of how she described me.*"

MAD is a meeting point between India's entrepreneurial youth and the next generation. The nexus established between volunteers and children in the shelters opens the doors to a new

vision of Indian society. A society that is integrated every day by the work of exceptional people like Gloria Benny and her team.

Today it is said that Gloria has thousands of children all over India. These children are the young children who are educated under MAD's programs and also the young volunteers. MAD's growth brought it international fame to such an extent that US First Lady Michele Obama visited them during their India tour and they were called upon as part of the launch of the Queen's Young Leaders Trust via the first ever Royal Google+ Hangout in 2014.

- **The Great Challenges of MAD**

The initial scepticism about MAD's potential for success was not limited to NGOs. Many people felt that educating children in shelters was a waste of time. Sceptics said that these children had no expectations or constancy, so teaching them a language would be a failure. Gloria and the MAD team were confident that their initiative would change the lives of many children and they moved on.

The experience with the children in the shelters was very hard. Many of the children suffered abuse and mistreatment in the streets that made them distrustful of people and studies. Others child kept the child's illusion and desire to feel safe. In this universe of children with such different experiences, MAD volunteers worked with enthusiasm and sometimes with sadness. With pain, Gloria and her team had to recognize that there would be occasions when the children would leave the program to return to the streets. Even so, the MAD volunteers went on. In 2019 MAD has offices in 23 cities, serves 67 foster homes and has 3000 volunteer teachers.





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Guided By-

Mrs. Nazia Ansari

From philanthropy to changing the face of entrepreneurship for women in rural India, Chetna Gala Sinha's journey is one of true grit, humility and the power of empathy



Some people look at injustice and feel overwhelmed, unable to do anything about it. Chetna Gala Sinha is not one of them. She was born and raised in the bustling metropolis of Mumbai, where a spark of activism and social change was ignited early in life. Before setting up Mann Deshi Bank, India's first women's cooperative bank in 1997, she rallied for the drought-ridden farmers of rural Maharashtra during India's 'emergency' years of the mid-1970s.

Fast forward a few decades, and the Mann Deshi Foundation is now the umbrella for the country's first business school for women, a female-driven community radio broadcast and a series of initiatives aimed at improving the lives of local communities.

Key Believes by Sinha:

1. There is Always a Solution to Problems, No Matter How Big

Today, the Mann Deshi Foundation is synonymous with gender empowerment and entrepreneurship. And it all began back in the 1990s when some women approached Sinha for help. All they wanted was to open a savings account, Sinha recalls, but they were refused because of their "low-savings format".

"I decided to help them set up a cooperative bank," she recalls. Then, another hurdle: the central bank rejected their proposal, as the women were illiterate. "These inspiring women took it upon themselves to become literate," says Sinha. Six months later, the cooperative was sanctioned and Mann Deshi Bank was born.

From there, each initiative launched was an answer to a problem: "We started a business school because many of them didn't know how to market their products. Our community radio is used as a platform to share stories of triumph and encourage families to support these women."

2. Find Inspiration in Everyone

Staying motivated in tough conditions is no mean feat. Sinha does it by looking outwards. “To tell you the truth,” she says, “the young girls and women around me are my biggest inspirations. The way they overcome each hurdle that comes their way makes me push forward and find solutions.”

She shares a story: “We had a young girl of 10 or 11 years approach us asking to work over the summer. All she wanted in exchange was a bicycle that she could ride to school many miles away.”

She had finished her primary education close to home, Sinha explains, “but her secondary education school was too far away for her to travel without transport. She wasn’t cribbing or blaming — she was looking for a solution through work.”

3. Find Your Power Words — and Use Them to Help Others

Sinha’s five ingredients to a winning attitude boil down to five words:

passion, patience, persistence, listening and humility. As we chat to her it’s clear that she radiates positivity as well. The word is never far from her mind. “The women who start businesses here are surrounded by a negative atmosphere,” she says. “So, creating a supportive structure that they can depend on and standing behind them is very important. Instilling courage and confidence in them is key to their success.”

4. Never Stop Fighting

Asked what changes she would like to see in India around the empowerment of women and women’s rights, Sinha’s answer is immediate. “Ownership of property, knowledge and financial capital by women. If women have ownership of all these, their potential is unlimited.”

She notes, “The youth of this country have so much opportunity today.” These opportunities need to be provided to young girls and boys alike, she says.

Having found her drive, Sinha knows that she is far from done, because she’s fighting for something bigger than herself. “For me, the potential of women is not just in doing something for themselves or their families: we inspire the women to change society. We’ve achieved so much, but this is just the beginning.”

Awards and recognition

- "Entrepreneurship Development Award" on 29 July 2010 by Entrepreneurs' International, Pune.
- Chetna Sinha received the first Godfrey Phillips Bravery Amodini Award on 11 September 2009 by Godfrey Phillips.

Chetna Sinha received "Rani Laxmiibai Puraskar" on 7 March 2009 from Cyclo Transmissions Ltd., Satara. This award is given to the women who have done outstanding work in various fields.

Jankidevi Bajaj Puraskar Award for Rural Entrepreneurship 2005.^[7]

Shri Nanaji Deshamukh and the Rajiv Sheth Sabale Foundation Award 1999 presented by for work completed with drought-affected women. Governor of Maharashtra Shri P. C. Alexander Award 1994 for work in development.

Chetna Sinha is [Yale Fellow](#), [Schwab Fellow](#) and [Ashoka Fellow](#).

She was a speaker at TEDxGateway in 2013.^[8] She also spoke at Ted2018 in Vancouver.^[9] She was also ranked amongst the top 10 [International Women's Day \(IWD\) Speakers](#) in 2021 by Indian Speakers Bureau.

Forbes India Leadership Award 2017: Entrepreneur With Social Impact^[10]

Chetna Gala Sinha has been awarded the [Nari Shakti Puraskar](#), India's highest civilian award for women who work in the area of women's empowerment^[2]

THE BANK WAS SET UP BY WOMEN,
EXCLUSIVELY FOR WOMEN.
IT ALL STARTED WITH A NO

The Mann Deshi Mahila Sahakari Bank was set up in 1997 after Kantabai, a welder who worked and lived with her family on the footpath in Mhaswad, rural Maharashtra, approached our founder, Chetna Sinha. She narrated a harrowing account of being rejected by several banks when she tried to open an account. Kantabai simply wanted a safe space to save some money so she could buy tarpaulin sheets to protect her home in the monsoons. Chetna decided to set up a bank for women like Kantabai. 1335 women pooled their savings (7.8 lakhs) and set up the first bank for and by rural women in India. It remains a member-driven and member-owned bank.

While the Bank was initially conceived of as a safe space for rural women to save their money, we have grown and evolved over time. Our focus has remained on supporting women to control their finances and grow their incomes. We were one of the first banks that provided doorstep banking services, electronic passbooks, micro-enterprise loans and insurance schemes. We regularly develop and pioneer affordable loan products for women. We also work closely with the [Mann Deshi Foundation](#) to support women's businesses grow and flourish. Entrepreneurs who come to the Bank for working capital loans are referred to the Business Schools run by the Foundation for additional business support and training. Likewise, graduates from the Business schools are provided loans by the Bank to set up and expand their enterprises.

At present we are dedicated to empowering women to understand, access and become comfortable with cashless banking. We are gearing up to provide agent-based real-time digital banking services at convenient locations that will ensure that women entrepreneurs benefit from the latest technology.

Thank you

Report on
Women Entrepreneur- Neha Arora, Delhi
Planet Abled

Submitted by

Swapnil Deshpande- PF2123-D087

Vedanshi Agrawal- PF2123-D028

Akansha Gusain- PF2123-D040

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Guided By – Prof. Nazia Ansari

Introduction



Neha Arora- Hi, I am Neha Arora, and I was that child. My father is blind, and mother is a wheelchair user. The thought of traveling to unknown places raises a lot of questions in the minds of a person with disability. Inaccessibility, lack of basic amenities and societal prejudice are some of the barriers they face. When we grew up and started to travel, every attempt was a surprise. You travel 2000 miles only to realize that the place is not accessible & you can't go in, or it does not offer the kind of pleasant experience you came for. Thanks to insensitivity and social stigmas, which persist in the community.

The world is a book and those who don't travel, read only one page.

Then why should people miss out on reading the most beautiful chapters of life just because they have a disability?

Planet Abled

Planet Abled was conceived in 2016 by Neha Arora after she realised that differently abled people found it difficult to travel around India. With tour packages that include special portable ramps for easier accessibility, Neha has managed to successfully conduct a 17-day tour that spread across two countries, five states and 13 cities, with many differently abled people, and aims to plan many more such trips. The venture employs dedicated moderators and tour guides who help the differently abled pursue their dream of travelling without any barriers. Planet-Abled provides accessible travel solutions and leisure excursions for people with different disabilities. There are over a billion people with different disabilities in the world, but the percentage of them travelling is miniscule, owing to lack of accessible travel options available. Planet Abled identified this gap and came forward to give them the freedom to travel no matter what their disability is! Whether they want to experience a small facet of the city they are in or want to travel across multiple cities of their interest, we have something unique, safe and enjoyable for them. Planet Abled is the only organization in the world, where we mix people of all disabilities together into one group and travel together. **Planet Abled** wants to bring a paradigm shift in the way people travel by converting people with disabilities into avid travellers and creating a platform for inclusive tourism alongside. Whether you want to experience a small facet of the city you are in or you want to travel across multiple cities of varied interests, Planet Abled has something unique, safe and enjoyable for you. If you are alone and want to travel with a group, if you want to travel solo, if you want to travel with their family/friends/colleagues or if you want to go on a romantic getaway, the possibilities are endless.

We facilitate travels for people of all disabilities. So whether someone is a mobility impaired, visually impaired, hearing and speech impaired, have

intellectual or multiple disabilities, is a cancer survivor have some medical disorder or is a senior citizen looking for specialized travel, we love to create bespoke experiences for all. And under our no discrimination policy we promote people without disabilities also to join our tours for an inclusive travel experience.

Challenges faced

The first challenge was to convince people that they could travel like others. While she was doing her customer validation work, she realized everyone wanted to go out and they were doubtful if it was possible. When the first tour was organized in 2016, they came in with apprehensions. A 40-year-old person from Bengaluru who then worked with an IT company in Delhi said he never thought he could experience such a day in his life ever.

It is not easy to think of a tour that can be enjoyed by all in the group. Tour groups comprising people with different disabilities, so her concern is to chalk out the tour in such a way that everyone enjoys.

Since there was no existing model, finding the right people as moderators and guides who would like to take that extra mile and get trained by the group before being part of this tour was another challenge for her.

At many places there are steps, and no ramps. To solve this problem, they procured a portable ramp to make the place accessible for wheelchair users.

Funds were another issue, which she managed from her savings and loan from friends and family. Also, the revenues from the tours help with our operational expenses. We are still bootstrapped with no external funding. But her ultimate happiness is when she sees the change happening.

Planet Abled, Arora says, would work towards utilising the active senses a person possesses. "A blind person, for example, may not enjoy a sunset or sunrise much. For them, something tangible would be far more interesting. Similarly, there is no point in organising a concert visit for a hearing-impaired person unless it includes a dance performance.

Entrepreneurship Management

(Assignment)

Topic: Women Social Entrepreneur



Whitney Wolfe Herd
Bumble Founder and CEO

Submitted by

Prince PF2123D107
Ayushi Shukla PF2123-D012
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Bumble

A company catering to women and led by women has made its 31-year-old female founder a billionaire.

Shares of Bumble Inc, the owner of the dating app where women make the first move, soared 67% in its trading debut to \$72 at 1:03 pm in New York, valuing Chief Executive Officer Whitney Wolfe Herd's stake at \$1.5 billion.

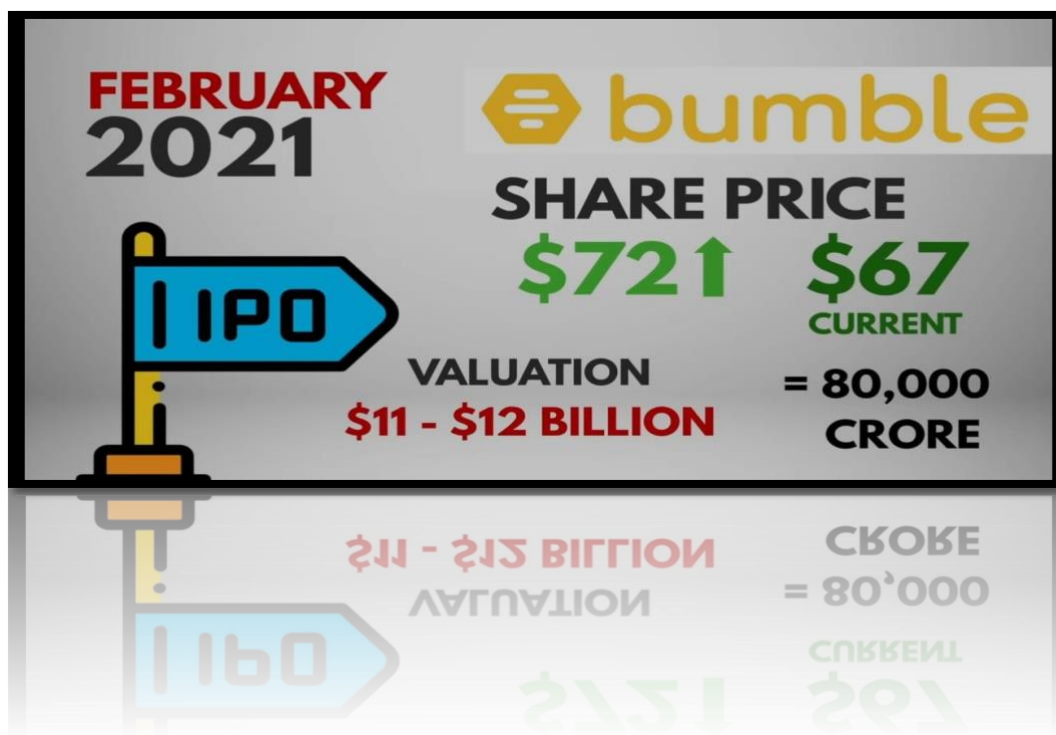
The listing caps a saga that's both inspiration and cautionary tale for women tech founders. Wolfe Herd capitalized on an underserved market and built a multibillion-dollar company that was in a sense born from one

of the most vexing obstacles to women entrepreneurs: sexual harassment.

Bumble's IPO launches Wolfe Herd into a rarefied club of self-made female billionaires. While women make up about half of the global population, self-made women — mostly from Asia — account for less than 5% of the world's 500 biggest fortunes, according to the Bloomberg Billionaires Index. Self-made men comprise almost two-thirds of the wealth index.

Of the 559 companies that have gone public in the US over the past 12 months, only two, aside from Bumble, were founded by women. It's the same with blank-check firms, Wall Street's favored wealth-boosting vehicle of the moment. Women-sponsored SPACs totaled fewer than a dozen, a fraction of the 349 that listed in the past year.

That means women are largely being left behind in what's likely the fastest wealth-creation boom in history. Last year the world's 500 richest people gained \$1.8 trillion, yet 91% of that windfall went to men, according to the Bloomberg index.



Formative Experience



The experience was formative. She initially wanted to create a female-only social network for women to send each other compliments but ended up focusing on match-making on the advice of Russian tech billionaire Andrey Andreev, the founder of dating app Badoo.

With Andreev's backing, Wolfe Herd created Bumble as a service "by women, for women," touting it as a place where women were empowered and harassment was rigorously policed. It's become the second-most popular dating app in the US with the help of advertisements bearing tag lines such as: "Be the CEO your parents always wanted you to marry."

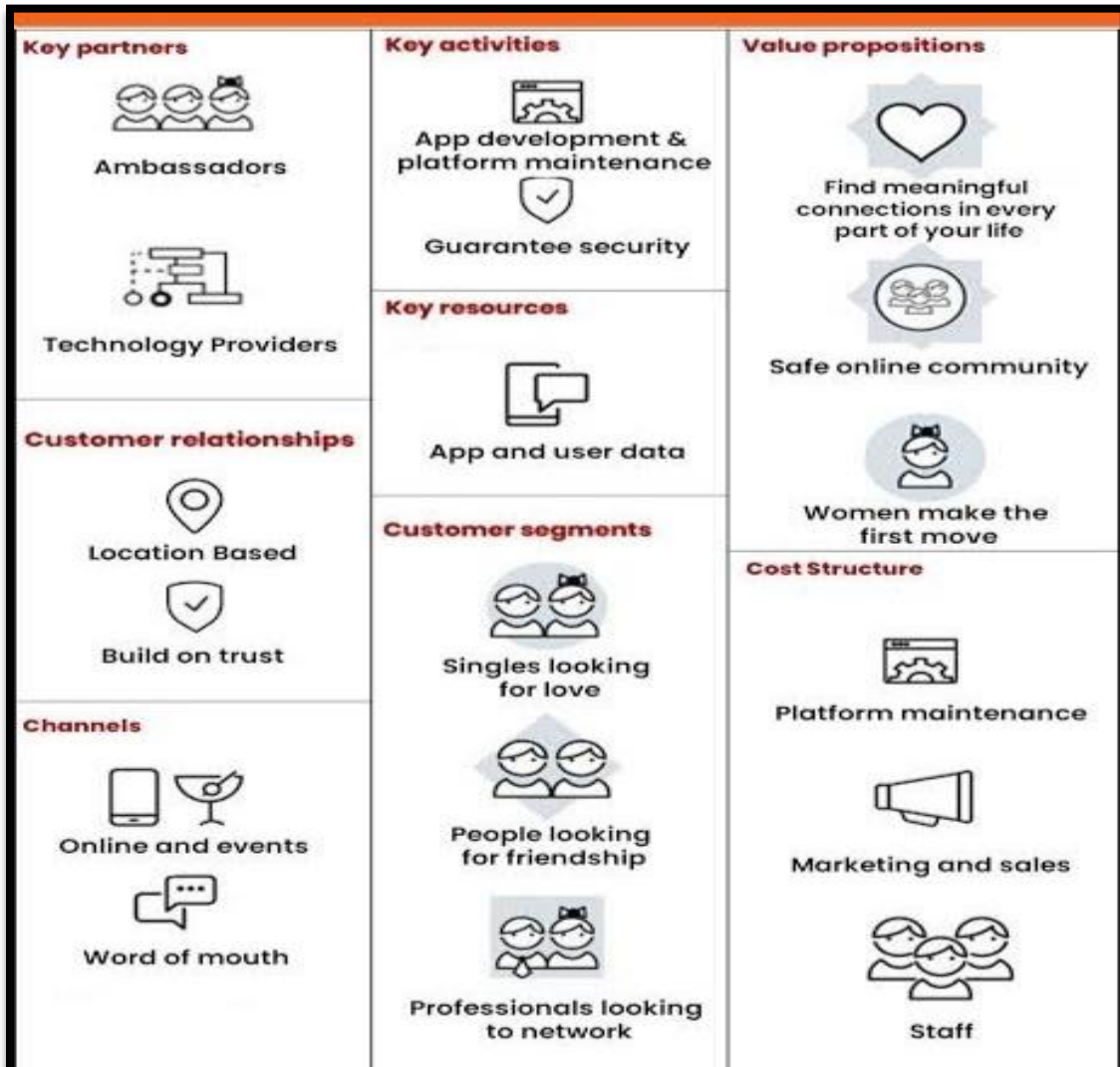
Wolfe Herd took over from Andreev when Blackstone Group Inc. bought a majority stake in Bumble's owner at a valuation of about \$3 billion last

year. As part of the deal, Wolfe Herd received about \$125 million in cash and a \$119 million loan that she's since repaid in full.









"I felt very comfortable handing the baton to Whitney," Andreev said in an email. "She has proved to be very insightful and innovative in the dating space."



Business Model of Bumble



Key Obstacle

Company's Financial	2019	2020
<p>PROFIT</p> 	<p>\$68.6M 500 CRORE</p>	<p>\$116M 823 CRORE</p> 
 <p>REVENUE</p>	<p>35% </p>	
<p>ВЕЛЕНЕ</p> 	<p>32% </p>	

Wolfe Herd's partnership with Andreev helped her surmount a key obstacle to women-led, women-focused startups: funding. Less than 3% of venture capital dollars go to startups founded by women, according to Pitchbook data, a figure that's barely budged over the past decade.

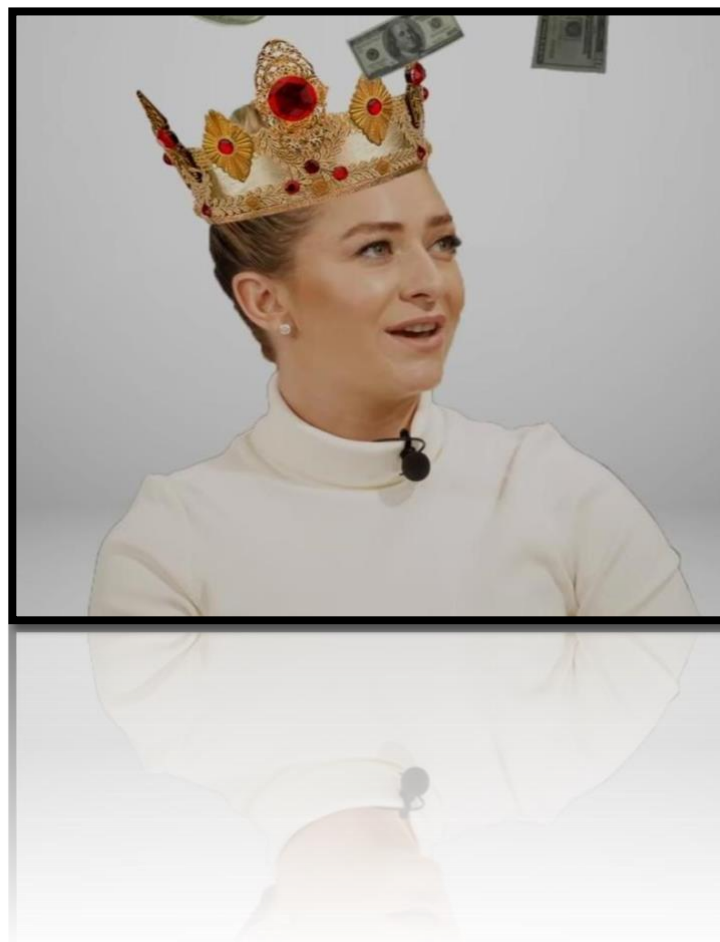
The tendency of venture capitalists to fund what they know and who's in their network sustains the gap. And that's despite evidence suggesting

women-led startups actually produce better returns than those founded by men. Studies by the Kauffman Foundation, MassChallenge and BCG found that female-founded companies generated more revenue and were significantly more capital efficient.

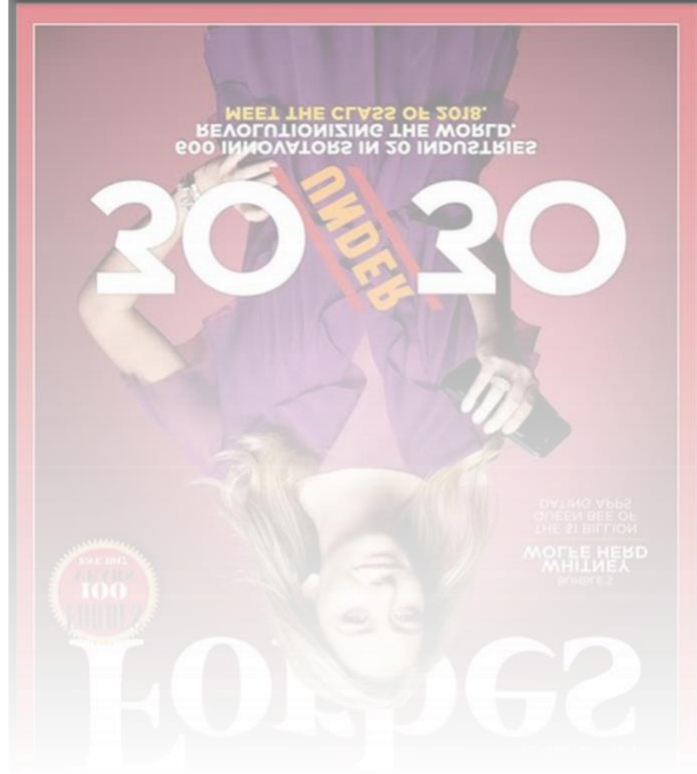
“This isn’t about charity, it’s about making a ton of money,” said Women Who Tech’s Kapin.

Another high-profile listing on the horizon is that of the Honest Co, a baby and beauty products company co-founded by actress Jessica Alba that’s said to be preparing to go public.

Women in the startup world are optimistic about a rising tide. “Whitney’s success will help further the case for investing in businesses that serve female audience or that are founded by women,” said Austin venture capitalist Kelsi Kamin. “It’s super exciting.”



Woman in Lead



THANK YOU

THANK YOU

Entrepreneurship Management

(Assignment)

Topic: Women Social Entrepreneur



Ruchi Jain

Founder: Taru Naturals

Submitted by

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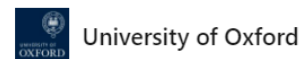
1. Introduction to Ruchi Jain



Ruchi Jain · 3rd

Founder/ CEO - TARU Naturals Pvt Ltd

Talks about #food, #healthy, #organic, and #sustainable



Experienced Founder with a demonstrated history of working in the organic foods, agri value chains, natural farming, agro-forestry, climate change, environmental services industry. Professionally skilled in Climate Resilient Agriculture, Sustainable Development, Corporate Social Responsibility, Environmental Awareness, Climate Change, and Non-Governmental Organizations (NGOs). Oxford Graduate in MSc Environmental Change & Management.

Recipient to several awards including, UN 50 Good Food SMB as part of UNFSS 2021, 15 Women Transforming India by Niti Aayog, 2020, GQ 50 Most Influential Young Indians 2019, Conde Naste Traveller Homegrown Brand of the Year 2019, SheUnltd Food Enterprise 2019, Women Economic

Forum Award 2017 etc. Presented at Caux Land Dialog Forum & was selected as part of Caux Emerging leaders Forum 2018.

Meditator, Traveller, Dreamer, Creator, Idealist, Foodie.

CEO / Co-Founder of Taru Naturals, an organic fair-trade foods brand, which focuses on sourcing and creating a market for organically grown super foods (such as Black rice, turmeric) from 10,000 identified tribal and small-scale farmer networks across India. The organisation buys the produce from small farmers, packages it and markets them under the Taru brand.

Ruchi's LinkedIn: <https://www.linkedin.com/in/ruchijain/?originalSubdomain=in>

Taru naturals LinkedIn: <https://www.linkedin.com/in/taru-naturals-and-organics-150278187/?originalSubdomain=in>

Website: <https://www.tarunaturals.com/>

2. Intend to start Taru Naturals

Currently there are two most important issues globally.

- Sustainable Development (Environment Friendly Development)
- Inclusive Development

Even if we read Economic Survey of our country it says about change in crop pattern. Due to this Farmers are not getting sufficient time to dispose stubble between two cycles. Hence, they have to burn it and which creates pollution. Main reason behind this change in crop pattern is the crops which are cultivated are not supported by the land of that area. Hence it is essential to grow the crops which are supported by the land and the climate.

We can see GDP of our country is growing years by years. Today again we are above pre pandemic level of GDP. But still, we can see poverty in our country. Reason behind this is development has not reached till every part of country.

TARU Naturals is a network tree, with roots which branch out in a grassroots movement of approximately 10,000 tribal and small-scale farmers across India, to become self-sufficient, in food, water and energy security, climate resilient agriculture practices, fair trade markets, small scale agri- tech and value-added product know how. It is a network connecting fair trade communities to markets and provide love, care, healthy, pure, safe products to end customers. The company currently sell organic products under the brand name of TARU in modern retail and supply bulk farm produce to 70 restaurants across India, with more and more partners coming onboard. The company founded by Ruchi Jain with her mother in April 2016. The company aims to help small scale farmers of India.

3. Introduction of Taru Naturals



Taru Naturals, a company working with small scale farmers and 10,000 tribal communities across India. Encouraging age-old wisdom and sustainable agricultural practice, Taru Naturals, a start-up company, aims to establish market linkages for farmers. Founded in 2016 by a Mumbai-based entrepreneur Ruchi Jain, it ensures a steady source of income, and also brings farm fresh organic products to our tables.

Taru Naturals was among the three India-based enterprises that won UN's global competition of 'Best Small Businesses'. By providing inspiring, diverse and impactful solutions for improving access to healthy and sustainable food, the start-up gained a lot of popularity.

4. Taru's Natural Development Model

The company's development model includes a complete process of sourcing and distributing:

1. At first, a leader within the farming community is identified as a point of contact. Farmer meetings are held for future training sessions.
2. Farmers are then trained for three days on regenerative farming, agriculture business models, marketing, value addition, farming techniques. Along with technical training they are also taught leadership skills, resilience, meditation, yoga, nutrition and health.
3. The farmers are then assessed on the basis of their training and learning and then the documentation and information for organic is collected. All the certification procedures are done by Taru executives.
4. Post the training programme, community leaders start working with farmers and brief them about sustainable agriculture practices. The farmers are made aware of the mobile technology and are taught how to use a smartphone.
5. Market linkages are built and monthly stakeholder meetings are conducted for follow ups.
6. Slowly the procedure moves towards making farmers independent by doing various activities and making them aware of the climate adaptation, agriculture business models, self-sufficiency, community living, etc.
7. At the final stage of the development model a farmer producer organisation is established for the farmers group to get an on-ground experience of scaling their market and coordinate the supply chain.

5. How Taru Naturals is Bringing Green Revolution?

The entrepreneurial goal of Taru Naturals is to promote sustainable living and bring a change in the society. By empowering and safeguarding the small-scale farmer communities, the start-up has already achieved many of the sustainable development goals.

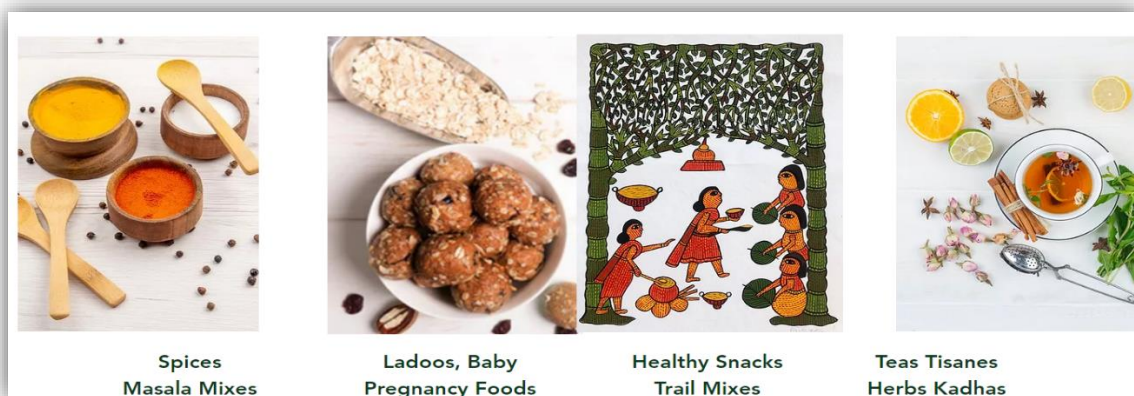
The organic food market has seen a rise in the market over the past few years. This has led restaurants to collaborate with firms like Taru Naturals and Zama organics to bring the fresh food and staples on the table. Taru Naturals partnered with Cafe Zoe and made the organic products affordable for the masses. By building a farmers' market and providing farmers with resources and technology to enable organic farming, the start-up is bringing another green revolution in India.

6. Projects and Product Line in Taru Naturals

Taru Naturals initiated Project My Organic Gurukul to incorporate a healthy and sustainable way of living as part of their education curriculum. Under this project young minds are taught about the core values of nurturing, nature, resilience, sustainability, and compassion. The project is a step towards providing a healthy, organic, and sustainable future with Taru products.



The start-up's product line includes sweeteners, whole grains, pulses and millets, heirloom rice, spices and herbs, oils, nuts, seeds and ghee's, premium flours, breakfast flakes, cereals and mixes (as Taru Breakfast), immunity boosting teas, jams and honeys, and much more. It also deals in kitchen garden essentials for keeping your garden organic and pesticide free.





7. Challenges faced by Ruchi Jain

Ruchi's road to starting up was anything but straight. She had tried different ideas from clean cooking services and technology solutions to trading food processing technology for farm produce and running a development consultancy services, all with little success.

Recalling her initial days as an entrepreneur, she says, "By mid-2015, I was fed up, I had exhausted all my savings. By then, I needed to make cashflows and money for myself, to survive."

However, a casual chitchat with a group of farmers eventually led to the big break. Many farmers shared with her their inability to sell jaggery and other produce.

Ruchi then decided to invest the last of savings of around Rs 1,000 to Rs 2,000 and successfully sold 20 kg of jaggery blocks among her circle of friends and family. This laid the foundation for Taru Naturals, her fifth entrepreneurial stint.

She then got in touch with Suresh Desai, a jaggery powder farmer from Belgaum. Ruchi says a great deal of research and development work went in developing their 5-gramme jaggery powder sachets.

Claiming to have pioneered the concept of jaggery sachets in the country, the active entrepreneur says, "We looked at whether it would attract moisture. And how will the product will sustain inside the sachet? What kind of packaging is have required? It took us a lot of time to surmount these challenges."

8. Impact of the organization on the life of women

(Case Study on the efforts to understand the impact of POWERED Accelerator for women entrepreneurs in the Energy sector)

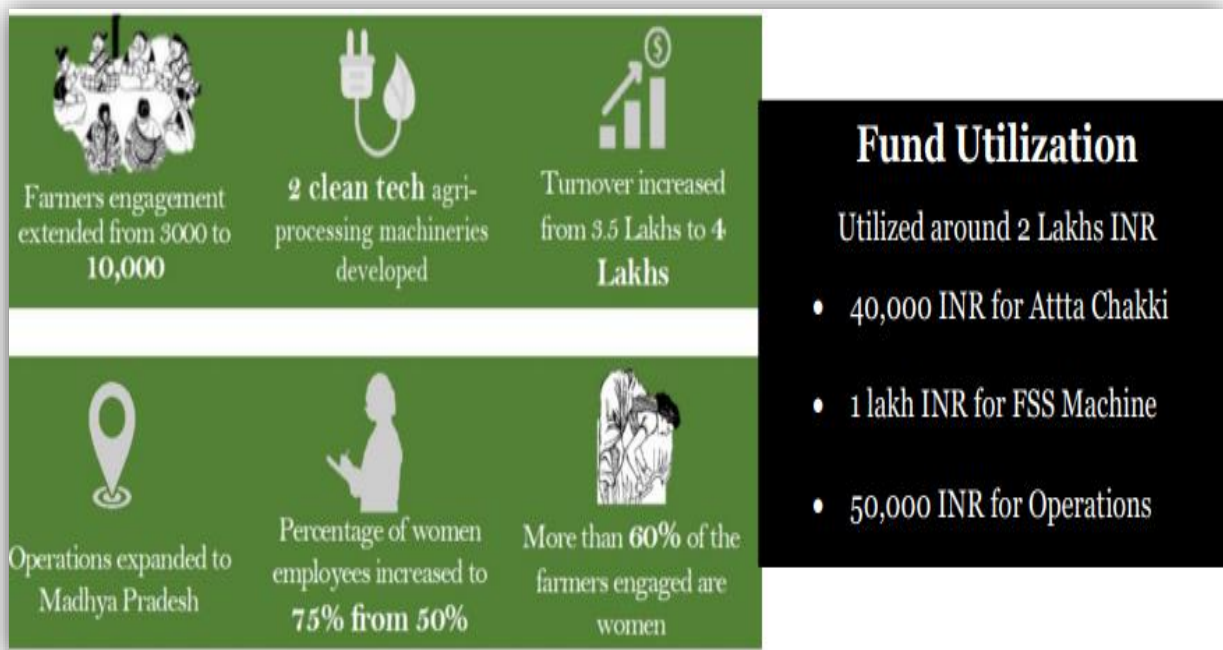
"POWERED accelerator has truly empowered me as a woman entrepreneur; connecting me to networks, training, capacity building, a sense of belonging with other women going through the same

challenges and the funding had helped me to scale up our impact on the ground with Farmers.” – Ruchi Jain

While working with the farmers, TARU operates under a three-pronged model; climate resilient agriculture, organic farming training's, sets up supply chains with market intelligence, clean tech value addition processing units and ensures fair-trade market ready products for end consumers which are sourced directly from small scale farmers.

Taru Naturals has been incubated with Powered Accelerator, Unlimited India Fellowship, SPJMIR, Sri Sri Institute of Agriculture, Art of Living, Women Transforming India- Niti Aayog, IWSEN Program- Amani Institute, Teach 4 Gud, etc.

Taru Naturals is working on the formation of a **Farmer Producer Organization (FPO)** in Purandar - a remote village in Maharashtra, with NABARD to implement the cleantech products. This project will be a pilot case for establishing many such FPOs with cleantech processing machines. Expansion of this model will have a direct impact on improving the efficiency of FPOs and livelihoods of farmers.



Why Women Entrepreneurs in Energy?

“It’s all about integrated development. Energy is one of the very crucial parts of livelihood development. As women entrepreneurs in the development sector, we are responsible to take the supply chain ahead in all the verticals of the sector. It is established that empowering women with access to finance and energy contributes to the overall economic and social development. Women are able to consider other aspects of development rather than just economic growth. We are able to connect with other people in their lives rather than with just them as individuals. Women are more holistic.

We create businesses which are holistic. Hence, our businesses are about overall development. While doing this, we do go through a different set of challenges. It’s great to have a platform to interact and

share your ideas, opinions, and challenges with women sailing the same boat. It gives us confidence.”
- Ruchi Jain Ruchi had been on a long journey in the sector and has performed the roles of different stakeholders. Performing all of these roles and entrepreneurship journey with Taru has given Ruchi a rich perspective and skill set to deal with societal norms about women in the sector. She is confident towards her visions and aims to gather contribution from a larger set of women in the industry.



Learnings in the program

Taru Naturals is a growing start-up and would require support on various fronts as they continue achieving their milestones. Engagement of POWERED Accelerator in the coming year with Taru Naturals

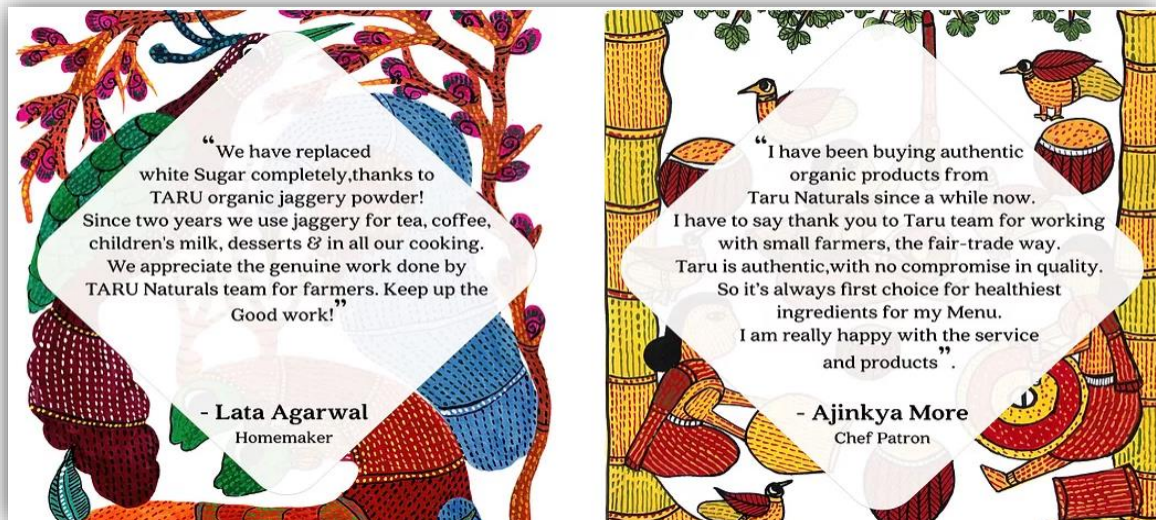
Mentoring

- Patenting and Certifications
- Marketing Strategies
- Financial Modelling
- Support in setting up the first FPO
- Crowdfunding Campaign

Platforms

- Taru Naturals would be having access to Monitoring and Evaluation platform to track its development throughout the year.
- Taru Naturals would be part of sector specific industry nights and events organized by Zone Start-ups to get engaged with more stakeholders, partners and fellow entrepreneurs.

8. Conclusion



1. Start-ups in the organic farming space should take away a major quality of promoting sustainable living from Taru Naturals.
2. It not only focuses on sourcing organic products but also connects the small-scale farmers with the market and empower them to earn a steady income.
3. The start-up focuses on educating the farmers and making them smartphone ready.
4. Taru Naturals is building a self-sufficient value chain ecosystem for farm produce, interfering with climate resilient agriculture practices, clean post-harvest technology and value-added products.



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A

ENTREPRENEURSHIP MANAGEMENT

ASSIGNMENT ON

WOMEN ENTREPRENEUR

ADITI GUPTA

(FOUNDER OF MENSTRUPEDIA)

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SUBMITTED TO
PROF. NAZIA ANSARI

ADITI GUPTA – WOMEN ENTREPRENEUR

Aditi Gupta is an Indian author and co-founder of Menstrupedia Comic. She and her husband, both National Institute of Design Alumni, co-founded Menstrupedia Comic in 2012. In 2014, she was named in the Forbes India 30 Under 30 2014 list.



Aditi Gupta is an engineering graduate and a New Media Design post-graduate from National Institute of Design, Ahmedabad. She was born in Garhwa in Jharkhand, India. She started menstruating at the age of 12, but only learnt about menstruation when she was taught about it in class 9 at the age of 15. In her childhood, when she was menstruating, she was not allowed to touch a place of worship, or sit on other people's beds; she had to wash and dry her clothes separately. She was not allowed to use the sanitary napkins available in the market as buying them would "*risk the family's dignity*". She bought her first sanitary napkin at the age of 15. Aditi met her husband, Tuhin Paul in the National Institute of Design where they both worked on several projects together. They found a severe lack of awareness about menstruation even among the most educated people, and that many still believed and followed menstrual myths.

Aditi Gupta runs Menstrupedia, the world's most innovative company when it comes to teaching and learning about periods. She has educated more than 50,000 girls about periods, trained 10,000 educators, and impacted the lives of 13 million girls worldwide.

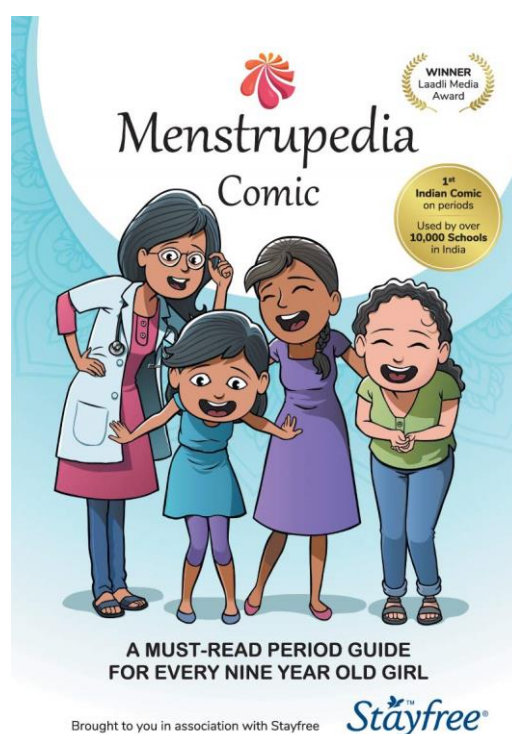
Her Menstrupedia Comic uses storytelling and sequential art for educating young girls about periods in an informative and fun way. Over 11,000 schools in India use these comic books as a part of their curriculum. The Menstrupedia Comic is available in 20 languages and is used in 23 countries around the world. Her teaching techniques are culturally sensitive and widely accepted by over 1.5 lakh Indian Parents!

Aditi was named Forbes India 30 under 30, 2014 for her work towards breaking the taboo around menstruation. She is a TED speaker, a UN Goalkeeper, and was listed in BBC 100 women. Aditi was named the "Most Influential Women" by BW Business World Magazine. Aditi aspires to create a future where menstruation is not shameful but a welcoming change.

MENSTRUPEDIA

BACKGROUND

When Aditi Gupta attained puberty at the age of 12, she found that menstruation is a taboo topic in India. She had to follow Indian traditional customs that implied that a menstruating person was impure, and although her family was well-to-do and educated, she had no access to sanitary napkins because buying them was considered shameful. As she grew up and moved away from her hometown, her perception of menstruation changed. She wished to spread awareness to help girls understand their bodies better and not let society shame them for their biology.



IMPACT OF MENSTRUPEDIA ON THE LIFE OF WOMEN

Menstrupedia is a fast-growing startup that offers high social impact educational materials in the form of comic books, workshops, and animated videos. The materials developed by Menstrupedia are used by over 10,000 schools and hundreds of NGOs, Corporates and Government organizations across India and several other countries across the globe. Menstrupedia is a definitive step to initiate conversations around growing up and puberty which has long been neglected.

Menstrupedia comic is a guide to educate people around the world, particularly in India, on menstruation. It was started by Aditi Gupta and her now husband, Tuhin Paul. Menstrupedia aims to help people understand the process of puberty in women and men, in order to destroy myths around menstruation and normalize the biological process.

COMIC

Menstrupedia explains menstruation by using relatable characters. In the comic, Priya Didi, a doctor, explains puberty to her younger cousin Pinki and to Pinki's friends Jiya and Mira. When Jiya gets her first period during Pinki's birthday party, Priya Didi uses the opportunity to talk to the girls about menstrual health, hygiene and puberty as they ask her questions.

POPULARITY

Since its launch, Menstrupedia has received appreciation for its fact-based portrayal of menstruation. By December 2016 their Facebook page had 37,000 likes, as of January 2019, it had 49,000 likes and their Twitter account had 4600 followers.

As of March 2019, the comic had been translated into 16 languages including Nepali and Spanish, and was in use in more than 250 schools in India.

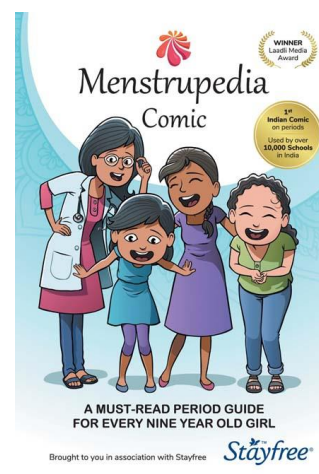
They also gained popularity when they appeared on Shark Tank India Indian version of American series Shark Tank.

PRODUCTS

MENSTRUPEDIA COMIC

The essential puberty guide for every girl

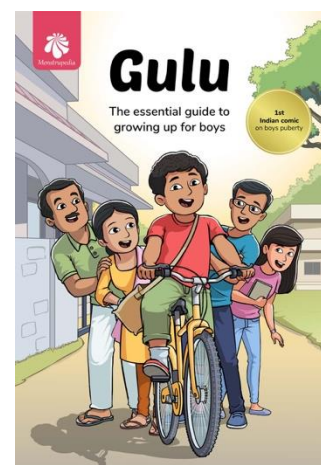
- Full of practical guidance based on real life stories
- Culturally sensitive
- Well researched and medically accurate content
- Available in 16 different languages
- Available in 2 formats



GULU

The essential puberty guide for every boy

- Prepare boys for challenges posed by puberty
- Culturally sensitive
- Well researched and medically accurate content
- Answers questions boys are shy to ask



PERIOD WORKSHOP FOR GIRLS

This fun workshop will prepare your daughter to manage her periods and inculcate body positivity to boost her self-confidence.



MHM MASTERCLASS FOR EDUCATORS

This master class will help you conduct an engaging period workshop and setting up a cost-effective menstrual awareness program.



CHALLENGES FACED BY ADITI GUPTA

When Aditi Gupta and her husband started Menstrupedia, they addressed the most significant problem- the lack of education about periods and sex. The biggest challenge in the process is shame - people are ashamed of talking about periods they were trying to change. It has been their biggest win; they had enabled people to overcome the shame. When people use their website and comics, when people share these with their daughters, it helps them rise above the shame, the discomfort.

They had taken workshops in the most rural, remote areas in Gujarat, as well as in the most posh, urbane school in Mumbai. If one thing is common to both schools, it is the taboo surrounding menstruation. They found it easier to talk about these things in the rural areas, because they found that people are more open to listening to what we have got to say. In urban schools, they seem to feel like knowing everything (which isn't the case most of the times). Menstrual unawareness has nothing to do with whether people are educated or uneducated, urban or rural. Throughout the walk, they had observed that belief systems are the same. Menstruating women are considered impure and secluded even in the most modern families.



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ENTREPRENEURSHIP

Women Entrepreneur – Ritu Kumar

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Juhi Arora	PM2123-E333
Vivek Mishra	PF2123-E325
Karan Rathod	PF2123-E317
Rishabh Ahluwalia	PF2123-E319
Jay Gupta	PF2123-E345

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Ritu Kumar: Women Entrepreneur & Indian Fashion Designer

Ritu Kumar is an Indian fashion designer. However, what we do not know is that, she is the pioneer of the Organized & Boutique-cultured Fashion Industry in India. She is an extremely popular fashion designer who runs her boutique called 'Ri' along with label 'Ritu Kumar' which is handled by her son. Ritu is the foremost fashion designer in India. She is also the recipient of the Padma Shri award, Achievement Award in 2012 at L'oreal Paris Femina Women's Awards and the Indira Gandhi Priyadarshini award for her role in the development of the fashion industry.

She started her career with two small tables and hand-block printing techniques. Her use of traditional designs and contemporary implementations have truly set her apart in the country's fashion world. Today, she is a respectable fashion designer with several achievements under her belt.

She is usually credited for her online fashion business however, she has also been influential in the India boutique culture. Ritu is a woman entrepreneur in India that has truly revolutionised the fashion industry.

Her work has been worn by top Bollywood actresses and several international celebrities.

What is [Label Ritu Kumar](#) ?

Ritu started her brand with bridal and fashion wear. With her designs focusing on natural fabric and traditional printing and weaving methods.

Ritu launched her company's sub-brand called Label in 2002 with her son Amrish Kumar. Together they targeted foreign markets and local fashion markets with their traditional yet contemporary fashion oriented outfits. It is a brand that is created to target a younger audience.

The company's annual turnover is estimated at around \$1 Million – \$5 Million.

Founding Year: 1969

Funding: \$ 16M

Investors: Everstone

Address: [Gurgaon](#)

Early life and education:

Ritu was born on 11th November 1944 in Amritsar, India. She came from a middle class family who believes in ideals & values.

In 1964, she completed her graduation from Lady Irwin College. At Lady Irwin College, she met & married Shashi Kumar.

In 1966, after completing graduation she went to from Briarcliff College, New York for higher education in Theatre and History of Art.

After returning to India, she studied museology at the Asutosh Museum of Indian Art, part of the University of Calcutta.

The couple have two sons named Ashvin Kumar & Amrish Kumar. Ashvin Kumar is the youngest Indian writer/director to be nominated for an Academy Award and Amrish Kumar is the founder of their Label.

Entrepreneurial Journey

Ritu began her fashion business in Kolkatta. She started her business with two small tables & hand-block printing techniques.

Her first set of sarees were purely accident! At the early stage of her business, she discovered different types of dying embroideries and prints.

She had never seen this world before. During 1960s & 70s, she started with evening clothes & bridal wear. Eventually, she moved into the international market succeeding two decades.

First Exhibition

She held her first exhibition at Hotel Park in Calcutta. It turned out to become a huge success. It also opened doors to multiple opportunities. Soon after that she opened her first small retail space.

With that, she became the first lady to introduce the 'boutique' culture in India under the brand name 'Ritu'. Kumar's company started her shop in India & later on, they opened their branches in London, New York & Paris.

After three years, in 1999, London branch closed. Her company's annual turnover reached to approx. 10 million that was the highest of any Indian fashion outlet.

In the early 70s, during her travels, she discovered embroiders of Ranihati. Now it is known as Zardozi, which once was owned by Mughal emperors. Her family was her team. Her husband made her business commercially successful with his business background.

In addition, her children used to accompany her to all the sites. During her third exhibition of sarees in Uttar Pradesh, she managed to sell only two sarees to her friends.

Launch first Book & Label

At that time fashion, itself was a huge challenge. She received a lot of criticism for her works. In 1999, she wrote a book called “Costumes and Textiles of Royal India”. Ritu launched the “Label” line in partnership with her son Amrish in 2020.

Ritu Kumar’s Designs:

Her designs focus on natural fabrics with traditional printing and weaving techniques. She included western elements to her designs.

Celebrities are big fan of her designs. Some of them are Priyanka Chopra, Princess Diana, Lara Dutta, MAdhuri Dixit Nene, Madhur Jaffrey, Deepika Padukone, Dia Mirza, Vidya Balan, Aishwarya Rai and many more.

Growth

Now, Ritu Kumar the brand has raised Rs.100 cr. from Everstone. Everstone is a leading Indian and South East Asian private equity investor, for an undisclosed minority stake.

Ritu has gone on to expand to 35 stores globally. Today under the name of Ritika Pvt. Ltd., they have two main production centres in Kolkatta & Gurgaon. They are equipped with in-house printing, tailoring, finishing and quality control facilities.

Awards & Recognition:

- In 2013, she was honoured with the Padma Shri award, India’s 4th highest civilian award, for her exceptional and distinguished service in the field of fashion, textile and craftsmanship. She also received the “Indira Gandhi Priyadarshini Award” for her achievements and contribution in the field of fashion.

- Again, in 2013, she received the “Delhi Women of the Decade Achievers Award” for Excellence in Fashion Retail by the ASSOCHAM Ladies League.
- In 2012, she got the “Achievement Award” at the L’oreal Paris Femina Women’s Awards.
- In 1998, the PHD – Chamber of Commerce, honoured her with “The Outstanding Women Entrepreneur Award”.

In the year 2019, the domain ritukumar.com attracted 1,658,109 users. The company has also invested on server to handle excessive traffic during wedding seasons in India.

Digital Impressions designed the website of Ritu Kumar. When she is not working, she chooses to go on a family vacations or just have discussions with her sons over art and books.

ENTREPRENURESHIP

'Women Entrepreneur' Jaswantiben Jamnadas Popat



करररम् कुरररम्, कुरररम् करररम्...

मजेदार लज्जतदार
सात स्वाद में
लिज्जत...

लिज्जत
पापड

सात-चटपटे कुरकुरे जायकेदार स्वादों में
उडद, उडद-स्पेशल, मूंग, मूंग-स्पेशल,
पंजाबी स्पेशल, लहसुन और मिर्च.

श्री महिला गृह उद्योग लिज्जत पापड

Group No. 06

Members	Roll No.
Divyanshi Jain	PM2123-E295
Anurag Mali	PH2123-E299
Megha Patel	PM2123-E302
Sreesh Anbarasan	PF2123-E300
Shashikant Yadav	PF2123-E310
Siddhant Pandey	PM2123-E347

Meet Padma Shri Jaswantiben Jamnadas Popat, 'The Woman Behind Lijjat Papad'



Jaswantiben Jamnadas Popat is one of the founders of Shri Mahila Griha Udyog Lijjat Papad, a women's worker cooperative involved in the manufacturing of various fast-moving consumer goods.

The story that inspire the society....

On March 15, 1959, Jaswantiben along with six of her friends met on a terrace in Girgaum, Maharashtra and started making papads, using a sum of ₹80, which were borrowed from Chhaganlal Karamshi Parekh, a social worker. With this borrowed money, they started to make papads.

The group of friends made 4 packets of papad and sold it to a businessman. Soon, the group size increased to 25 women. These 25 women then decided to register their group as Shri Mahila Griha Udyog Lijjat Papad.

The Name 'Lijjat'

Lijjat means tasty in Gujarati. When the group was first set up, it was named Shri Mahila Gruha Udyog Lijjat Papad and in the year 1962, it was renamed to Lijjat Papad.



A Group To Support Women



The group was first established with the idea of providing employment to women. Though the women who started the group didn't have enough knowledge about running a business, they gathered the courage to do something.

Even today, to ensure that the members of the company don't lose out on employment, no machines are used in the company. To date, papads are rolled out with hands by the women.

No donations or contributions from anyone are accepted by the company as the founder, Jaswatiben Popat believes in the principle of self-reliance.

Every Woman A Partner At Lijjat



“Everyone here is a partner and does not work for any other person, which was one of the factors that enabled women to join at the beginning.”

At Lijjat Papad, every woman is a Lijjat Ben (sister) and gets equal share profits. The former president of Lijjat Papad, Jyoti Naik had shared that every woman who joins the group gets the same share as others. It doesn't matter how long or short they have been with the group.

The profits earned by the group are distributed to all the members by giving them gold coins of 5 gram or 10 gram depending on the amount of profit.

Equal profits

Every woman that joins Lijjat is called a Lijjat Ben (Sister) and is given equal share in the profits. Jyoti Naik, the former president of Lijjat Papad during an interview had revealed that Lijjat's committee consisting of 21 members decides how profits are to be distributed.

“Even a *ben* who has recently joined gets the same share as others who have been with us longer,” she said.

The profits are usually distributed by purchasing gold coins -- either 5 grams or 10 grams, depending on the profit.

What were the challenges Lijjat Papads witnessed as a startup?

Even though they never imagined Lijjat turning out to be what it became for being a desperate effort to earn money for the family, they never gave up in the face of struggles that awaited them in this long decade of the journey.

Four Months of No Production in The First Year

It did not take a long period before the business idea exploded in the overcrowded and poverty affected towns of Mumbai. In three months, the members grew from seven to 25 woman as the quality and taste of the poppadoms acted in favour. But, it was also the year of discovering that women lacked rain prevented the drying of papads on the rooftop, the traditional way. Next year, they had cots and a stove ready.

Lower Quality Prohibited By Investor and Guide Parekh

Chhanganlal Parekh or Changanbapa guided women to not make two different qualities of papads and compromise on quality along with ensuring that they run it as a business and maintaining proper accounts.

Mumbai's First Branching Our Attempt Failed

The first attempt of expansion failed before its Lijjat Papad's incredible expansion began and it expanded as a co-operative with branches in Mumbai and rest of the country in subsequent years. Women were appreciated with awards and foreign dignitaries visited the factories. Exports flourished. Shri Mahila Friha Udyog Lijjat Papad which can be translated into Shri Women Home Industry Tasty Poppardoms was formed was registered as a society under the Societies Registration Act 1860.

Successful and Unsuccessful Ventures

Eventually after witnessing the tremendous success of their world-famous papads they tried their hands on khakhra (1974), masala (1976), Vadi, wheat atta, and bakery products (1979) and successfully set up flour mills (1975), printing division (1977) and polypropylene packing division (1978). However, they did continue to have some unsuccessful ventures such as cottage leather (1979), matches (1979), and agarbattis (incense sticks).

But throughout these struggles what made Lijjat papad grow was not only the idea that Jaswabntiben started the business with but also its sustainable model that provided large-scale employment to rural women, who are illiterate but skilled. Indeed, Padmashri holder Jaswantiben Jamnadas Popat deserves the appreciation by the government of India that she received on 26th January 2021, Indian Republic Day for the contribution she made with a business in her own right and continues to lead at 91.

We wish more power to her and the independent woman you created using your business as a platform.

Role in women empowerment



The growth of the Lijjat is often seen in the larger canvas of women and their empowerment. The organisation has undertaken various efforts to promote literacy and computer education for member-sisters and their families. A literacy campaign for sisters began through literacy classes at Girgaum on 18 June 1999. Later, the managing committee decided to start such classes in all its branches. From 1980 onwards, Lijjat started giving Chhaganbapa Smruti Scholarships to the daughters of the member-sisters.

The member-sisters used their organisation as a medium to promote their and their families' welfare. In the Valod centre, they set up an educational and hobby centre for the rural women. Orientation courses in typing, cooking, sewing, knitting and toy making as well as other courses like child welfare, first aid and hygiene were taught. The first ever pucca (tarred) road in Valod to be built and inaugurated in 1979 was with the help of the Lijjat, Valod branch.

In 1979, Lijjat teamed up with UNICEF to organise a seminar in Mumbai on "Child Care and Mother Welfare", as part of the International Year of the Child celebrations. In October 1984, Bhadraben Bhatt represented Lijjat at the UNESCO sponsored international workshop on

"The role of women in the assimilation and spread of technological innovation" held at NITIE, Powai. Alkaben Kalia represented Lijjat at the national level meeting on women convened by the National Commission on Self Employed Women.

At the behest of Mother Teresa, the member-sisters also took part in some activities of Asha Dhan, an institution to care for destitute women.

Lijjat member-sisters also tried to start a co-operative bank, but the effort was not very successful.

Contribution to social service

On several occasions, the Lijjat member-sisters have undertaken social service activities such as distributing nutritious food for poor children, donating money for conducting community marriage, instituting prize-money for spread of primary education, undertaking blood donation drive, organising health camps, plantation drives and even making donations to Government bodies.^[8] In 1999, the Mumbai City felicitated Rukminiben B. Pawar, Lijjat President, as an outstanding woman in the field of social work.

Lijjat undertook the rehabilitation of Chincholi (Jogan), the earthquake affected village in the Latur district of Maharashtra. The institution provided the finance and supervised the work of construction of fifty-eight houses for the people of the village. Member-sisters donated money from their daily *vanai* (wage). After the 2001 Gujarat earthquake, all the branches of Lijjat gave a total donation of more than ₹ 4.8 million, including Rs 1 million from the central office. Lijjat built forty houses for the rehabilitation of the people of Bhujpur (Bhachau) in Kutch District.



Entrepreneurship Management

A Report on Women Entrepreneur in India - HEMALATHA ANNAMALAI

Contributors

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Under the Guidance of

Prof. Nazia Ansari

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Time Line of Events for Ampere Electric -.....	7

HEMALATHA ANNAMALAI

About the Entrepreneur

Qualification:

- BE in Computer Science Engg (1985 - 1989), Bharathiar University, Coimbatore
- Master of Business Administration (MBA) (1994 - 1996), RMIT University – Australia



Hema is a first-generation women entrepreneur, founder and CEO of Ampere Vehicles (www.amperevehicles.com), a company spearheading India's Electric Vehicle (EV) revolution. Their products range from E-cycles to E-scooters, E-loaders for carrying load, and Special purpose vehicles for waste management.

Ampere leads the affordable mobility solutions needs of semi-urban/rural markets through battery operated vehicles where land transportation is an essential enabling economic component of the aspiring middle class. In a short span of time, Ampere has carved a niche for itself as an innovative technology creator in the nascent Indian Electric Vehicle Industry, contributing to environmental sustainability. Ampere's focus on rural markets has brought about far-reaching social transformation by empowering the individuals to commute at a very low cost. She believes, Personal mobility is a basic need on par with food, clothing and shelter that defines the dignity of an individual.

Hema aims to empower women and create jobs in manufacturing using sustainable and disruptive technologies. 30% of her workforces are women who she intends to make to 80% in the coming years with a vision of becoming a national leader in Electric Mobility through frugal/lean engineering. Hema holds an MBA from Royal Melbourne Institute of Technology, Australia and a Bachelor's degree in Computer Technology and Informatics from Government College of Technology, Coimbatore

You have to be daring and think out-of-the-box, says Hemalatha Annamalai of Ampere Vehicles whose social consciousness caught the attention of Ratan Tata

“In 2000, China sold 40,000 electric vehicles. In 2015, they are selling 32 million vehicles. Why not India?” Hemalatha Annamalai asked Ratan Tata in an e-mail. Hemalatha is the founder and CEO of Ampere that designs and manufactures Electric Vehicles (EV) including E-scooters, E-cycles, E-trolleys, and special purpose vehicles for the differently-abled.

Not only did Ratan Tata respond to her mail, but also spent 10 minutes with her when he visited Coimbatore. And, he has made an undisclosed personal investment in the Coimbatore-based electric bike company. Ampere Vehicles factory at Suler near Coimbatore is a flurry of activity. “We want to use the investment to scale up our operations and take our company to the next level. We want to strengthen our products and focus on large-scale production and make it faster, better and cheaper. In the electric vehicles industry, executions are challenging. We want to make a difference to it. We have started our talent hunt for sales, marketing, and R&D.”

Hemalatha says it was her precise, to-the-point mail that got Tata’s attention. “He receives over 10,000 mails and yours has to stand out. I wrote to him about the need for the auto industry to be democratised. It should be technology intensive and capital light. Most commercial players focus 80 per cent on building brand value and just 20 per cent on technology. I also emphasised on having manufacturing units in villages.”

The seven-year-old company is now gearing up to become a world-class manufacturing facility. “You have to think-out-of-the-box and dare to do new things,” says Hemalatha.

The Ampere Mitra series, the three-wheeler load carrier, is totally indigenous. “It carries loads up to one tonne and the battery requires about 6-8 hours of charging. Our customers, especially from villages, are happy. The four primary components of the vehicle are the battery, motor, controller and charger. Sixty per cent of our components are indigenous and we are working

towards making it 100 per cent.” It is not about the size any more, says Hemalatha. “What is important is your contribution to society. In 2010-11, we sold 1000 electric scooters.”

Ampere V60 Retro is an E-scooter with an intelligent battery designed for the differently-abled. Ampere Trisula offers low-cost mobility for textile mill workers. Textile workers use it to cover a distance of 12-13 km every day within the factory with ease. Ampere WMS (Waste Management Solutions) vehicle comes with adjustable partitions for carrying wet and dry wastes. Ampere supplied 30 WMS to the Kurudampalayam Panchayat. “We trained 300 women on how to operate it and a team led by Shanthamani are doing an excellent job. Of the eight tonnes waste that is generated there, four tonnes are collected using electric vehicles. It has empowered many families.”

Hemalatha hopes the Tamil Nadu Government will support women entrepreneurs. “The industry has to be democratised. Finances should be rapidly available for companies. The Government should work closely with industries to create awareness. It should support manufacturing units who want to become fully automated. The market is bullish now. Many players have shown confidence. Empowerment must happen at all levels.”

Favourable government policies, and import-export tax structure, tax subsidies will go a long way, she adds. “Relaxation in VAT and Central Sales Tax (CST) will be encouraging. In China, there is zero VAT for electric vehicles. The Tamil Nadu Government should enforce tax-friendly measures. Exemption in any form will be great boost to the industry.”

Her vision is to become a Rs. 100-crore company in the next three to four years. “We want to hire engineers, especially from middle-class families, who can contribute to R&D. Currently, 25 per cent of my workforce is women. I want to create more women managers,” she says.

Hemalatha’s day starts with yoga and meditation. She says it gives her the strength to face challenges. “My mentors have encouraged me and given me time selflessly. I want to prove them right. Ratan Tata liked our company’s goal. Any manufacturing facility creates instant jobs. We want to empower homes in tier II and III cities in a systematic way. Once there is job creation, everything falls in place. When you employ an individual, the entire family is empowered. The whole ecosystem flourishes.”

A meeting to remember

Meeting Tata was inspiring, says Hemalatha. “His beautiful choice of words, the length and breadth of the meeting....it was phenomenal. He gave me 10 minutes, but we spoke for 45 minutes at the first meeting in December in Coimbatore. He kept repeating, ‘very interesting’ about our product line. He understood my concept. He saw my cycles, scooters, e-trolley and load carriers. He was happy to see a lady entrepreneur. He also spoke about how he wanted to make the Nano a car with dignity.”

Hemalatha met Tata again in Mumbai. “He asked me about the financial model of the company. He said, ‘I am here to give you a little push and support from my side’.”



About Ampere Electric

With the foresight and passion to revolutionise everyday mobility, Ampere set out to take action back in 2008. It realised the dream of a sustainable future and set in motion a chain of events that would later bring Eco-Friendly Mobility within everyone's grasp.

Through research and innovation, Ampere designs Electric vehicles that power India through New Age Energy. It has a saying which goes by - Take charge of your journey with Ampere's sustainable mobility and ride towards a cleaner and greener planet.

The company is engaged in designing, developing, manufacturing and marketing of battery operated electric cycles, two wheelers, three wheelers and custom-built vehicles. They

manufacture their own chargers; AC-DC convertors and Intelligent chip integrated lead acid battery that provides double the life of regular batteries at minimal maintenance.

The company has now 150 dealers across ten states with an annual production of 60,000 vehicles. The company plans to scale up to a production of 100,000 vehicles in the next 3 to 4 Years. Ampere Vehicles has emerged triumphantly in identifying the untapped market demand, created its own market space and pioneered the widespread manufacturing and sales of electric two wheelers.

Time Line of Events for Ampere Electric -

2008	Origin of Ampere Vehicles, Launches 3 models of e-scooter
2009	Scooter For Differently abled : Government selects Ampere to supply vehicles for Differently abled people
2010	E-Cycle Launched : Launches 3 models of e-cycle
2011	New Product : Launch of V60
2012	Indigenization Push :Ampere Gets R & D Recognition from DSIR, Delhi; Ampere gets selected for a soft loan from TDB, Delhi.
2013	Innovation Galore : Introduction of Indigenized Charger and IQ Battery
2014	Waste Management : Design and Supply of Battery Operated Waste Management Vehicles for Panchayat, First of its kind implementation in India
2015	Tata Joins The Ride :Shri Ratan Tata invests in Ampere
2016	Factory Expansion :Ampere inaugurates second factory
2017	New Product :The launch of Reo and expands Distribution Footprint.
2018	New Product : The launch of Reo Lithium and Magnus 60V EScooter Greaves Invests In Ampere : Greaves Cotton Ltd invests in Ampere and acquires a majority stake

A
PROJECT REPORT
ON
Woman Entrepreneur



PREPARED BY

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Submitted to

PROF. NAZIA ANSARI

About the Entrepreneur:

From philanthropy to changing the face of entrepreneurship for women in rural India, Chetna Gala Sinha's journey is one of true grit, humility and the power of empathy.



Some people look at injustice and feel overwhelmed, unable to do anything about it. Chetna Gala Sinha is not one of them. She was born and raised in the bustling metropolis of Mumbai, where a spark of activism and social change was ignited early in life. Before setting up Mann Deshi Bank, India's first women's cooperative bank in 1997, she rallied for the drought-ridden farmers of rural Maharashtra during India's 'emergency' years of the mid-1970s.

Fast forward a few decades, and the Mann Deshi Foundation is now the umbrella for the country's first business school for women, a female-driven community radio broadcast and a series of initiatives aimed at improving the lives of local communities.

Key Beliefs by Sinha:

1. There is Always a Solution to Problems, No Matter How Big

Today, the Mann Deshi Foundation is synonymous with gender empowerment and entrepreneurship. And it all began back in the 1990s when some women approached Sinha for help. All they wanted was to open a savings account, Sinha recalls, but they were refused because of their "low-savings format".

"I decided to help them set up a cooperative bank," she recalls. Then, another hurdle: the central bank rejected their proposal, as the women were illiterate. "These inspiring women took it upon

themselves to become literate,” says Sinha. Six months later, the cooperative was sanctioned and Mann Deshi Bank was born.

From there, each initiative launched was an answer to a problem: “We started a business school because many of them didn’t know how to market their products. Our community radio is used as a platform to share stories of triumph and encourage families to support these women.”

2. Find Inspiration in Everyone

Staying motivated in tough conditions is no mean feat. Sinha does it by looking outwards. “To tell you the truth,” she says, “the young girls and women around me are my biggest inspirations. The way they overcome each hurdle that comes their way makes me push forward and find solutions.”

She shares a story: “We had a young girl of 10 or 11 years approach us asking to work over the summer. All she wanted in exchange was a bicycle that she could ride to school many miles away.” She had finished her primary education close to home, Sinha explains, “but her secondary education school was too far away for her to travel without transport. She wasn’t cribbing or blaming — she was looking for a solution through work.”

3. Find Your Power Words — and Use Them to Help Others

Sinha’s five ingredients to a winning attitude boil down to five words: passion, patience, persistence, listening and humility.

As we chat to her it’s clear that she radiates positivity as well. The word is never far from her mind. “The women who start businesses here are surrounded by a negative atmosphere,” she says. “So, creating a supportive structure that they can depend on and standing behind them is very important. Instilling courage and confidence in them is key to their success.”

4. Never Stop Fighting

Asked what changes she would like to see in India around the empowerment of women and women’s rights, Sinha’s answer is immediate. “Ownership of property, knowledge and financial capital by women. If women have ownership of all these, their potential is unlimited.”

She notes, “The youth of this country have so much opportunity today.” These opportunities need to be provided to young girls and boys alike, she says.

Having found her drive, Sinha knows that she is far from done, because she’s fighting for something bigger than herself. “For me, the potential of women is not just in doing something for themselves or their families: we inspire the women to change society. We’ve achieved so much, but this is just the beginning.”

Awards and Recognition:

- Entrepreneurship Development Award" on 29 July 2010 by Entrepreneurs' International, Pune.
- Chetna Sinha received the first Godfrey Phillips Bravery Amodini Award on 11 September 2009 by Godfrey Phillips.
- Chetna Sinha received "Rani Laxmiibai Puraskar" on 7 March 2009 from Cyclo Transmissions Ltd., Satara. This award is given to the women who have done outstanding work in various fields.
- Jankidevi Bajaj Puraskar Award for Rural Entrepreneurship 2005.
- Shri Nanaji Deshamukh and the Rajiv Sheth Sabale Foundation Award 1999 presented by for work completed with drought-affected women. Governor of Maharashtra Shri P. C. Alexander Award 1994 for work in development.
- Chetna Sinha is Yale Fellow, Schwab Fellow and Ashoka Fellow.
- She was a speaker at TEDxGateway in 2013. She also spoke at Ted2018 in Vancouver.^[9] She was also ranked amongst the top 10 International Women's Day (IWD) Speakers in 2021 by Indian Speakers Bureau.
- Forbes India Leadership Award 2017: Entrepreneur With Social Impact
- Chetna Gala Sinha has been awarded the Nari Shakti Puraskar, India's highest civilian award for women who work in the area of women's empowerment.

About the organization:

THE BANK WAS SET UP BY WOMEN,
EXCLUSIVELY FOR WOMEN.
IT ALL STARTED WITH A NO

The Mann Deshi Mahila Sahakari Bank was set up in 1997 after Kantabai, a welder who worked and lived with her family on the footpath in Mhaswad, rural Maharashtra, approached our founder, Chetna Sinha. She narrated a harrowing account of being rejected by several banks when she tried to open an account. Kantabai simply wanted a safe space to save some money so she could buy tarpaulin sheets to protect her home in the monsoons. Chetna decided to set up a bank for women like Kantabai. 1335 women pooled their savings (7.8 lakhs) and set up the first bank for and by rural women in India. It remains a member-driven and member-owned bank.

While the Bank was initially conceived of as a safe space for rural women to save their money, we have grown and evolved over time. Our focus has remained on supporting women to control their finances and grow their incomes. We were one of the first banks that provided doorstep banking services, electronic passbooks, micro-enterprise loans and insurance schemes. We regularly develop and pioneer affordable loan products for women. We also work closely with the **Mann Deshi Foundation** to support women's businesses grow and flourish. Entrepreneurs who come to the Bank for working capital loans are referred to the Business Schools run by the Foundation for additional business support and training. Likewise, graduates from the Business schools are

provided loans by the Bank to set up and expand their enterprises.

At present we are dedicated to empowering women to understand, access and become comfortable with cashless banking. We are gearing up to provide agent-based real-time digital banking services at convenient locations that will ensure that women entrepreneurs benefit from the latest technology. We are more than just a bank, we are a community dedicated to empowering women by helping them become financially confident and independent.

Vision: To create a supportive environment where millions of women micro-entrepreneurs can successfully grow their businesses and be valued by their families and communities.

Impact of the Organization:

Banking

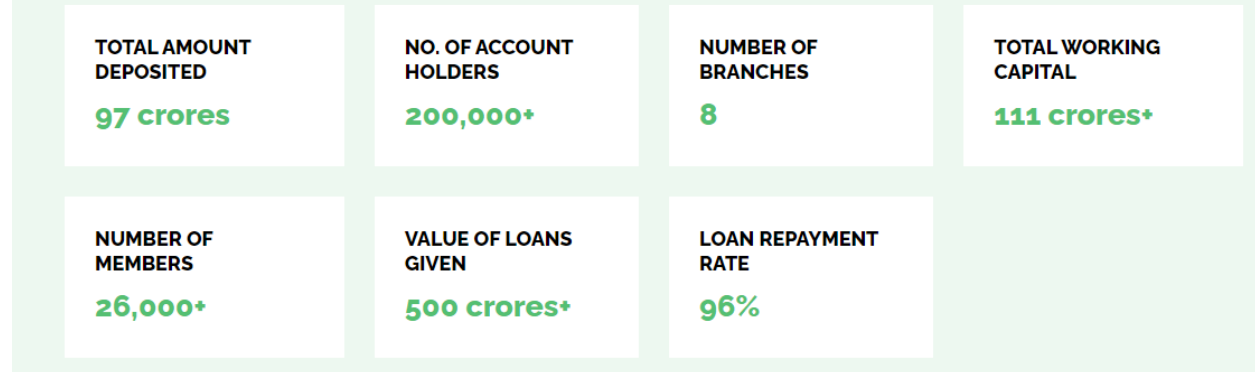
We have a grassroots understanding of women's micro-businesses and specific circumstances. This helps us provide our customers with the best in class services and products designed specially for their needs.

1. Doorstep Banking
We visit our customers regularly to provide small loans, and collect repayments and deposits.
2. Customised Products
We design products based on our grassroots understanding of rural women's needs. One of our first loan products was to help women buy goats and another was to design the first pension scheme for women in the informal economy. We continue to design products to suit our customers' needs.
3. Privacy & Financial Control
For us, access to finance is not enough. We support women control their own finances. Our financial and digital literacy programmes are designed with exactly this in mind; to increase women's financial control and privacy.
4. Affordable Finance
We offer a variety of affordable and flexible loan products so that women can meet their various consumption and business needs.
5. Non-collateral Loans
Women need not have collateral to apply for a loan. They can form a group with 4-5 other women and take a loan together.
6. Customer Service
Our employees belong to the communities we serve. This helps us understand our customers better, and address their every need.

For any entrepreneur to be successful, capital is not enough. It is equally important to have access to markets and also build both business and finance skills. Through the **Mann Deshi Foundation**, we support women beyond loans, accounts and deposits.

MANN DESHI TODAY

(Figures as of 31st March 2018)



Challenges faced by Chetna Sinha:

When we applied for the banking it was no easy as we did not get the banking license. It was rejected because the central bank officer said that they cannot issue the license for the bank whose founding members are non-educated. I was devastated. I came back from Mumbai and I told the women that I could not get the license. The women said “You know what? We could not get the license because we could not read and write. Why aren’t you crying? We will try to learn from today to read and write” And the classes started. All the women who were part of the membership of the bank started to learn to read and write.

After 6 months, we applied again, and at that time I did not go alone. Seventeen women accompanied me to the Central Bank of India. I had no idea what these women were going to say, but I could see the confidence on their faces. When we went to the Central Bank of India, these women told the officer that “you rejected the license because we could not read and write. There were no schools so we are not responsible for our non-education. And they said we could not read and write but we could count. Tell us to calculate the interest on the principal amount. If we fail, do not issue the license. Tell your officer to do it without a calculator and see who can calculate faster”. Needless to say, we got the banking license. Today, Mann Deshi is addressing more than half a million women, and we have more than 100 million of capital.

Women Entrepreneur: Ms. Divya Gokulnath

A Report by:

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Under the Guidance of Prof. Nazia Ansari, N.L Dalmia Institute of Management Studies and Research

About the Entrepreneur:

Divya Gokulnath is an Indian entrepreneur and educator who is the co-founder and director of Byju's, an educational technology company

Divya was born in Bengaluru. Her father is a nephrologist with Apollo Hospitals and her mother was a programming executive with the broadcasting company Doordarshan. She is an only child of her parents. As a child, her father taught her science.

Divya completed her schooling at Frank Anthony Public School and pursued a Bachelor of Technology in Biotechnology from RV College of Engineering in Bengaluru. After her graduation in 2007, she met Byju Raveendra, who was teaching her GRE exam prep course. Byju encouraged her to become a teacher due to her questions during breaks between the classes.



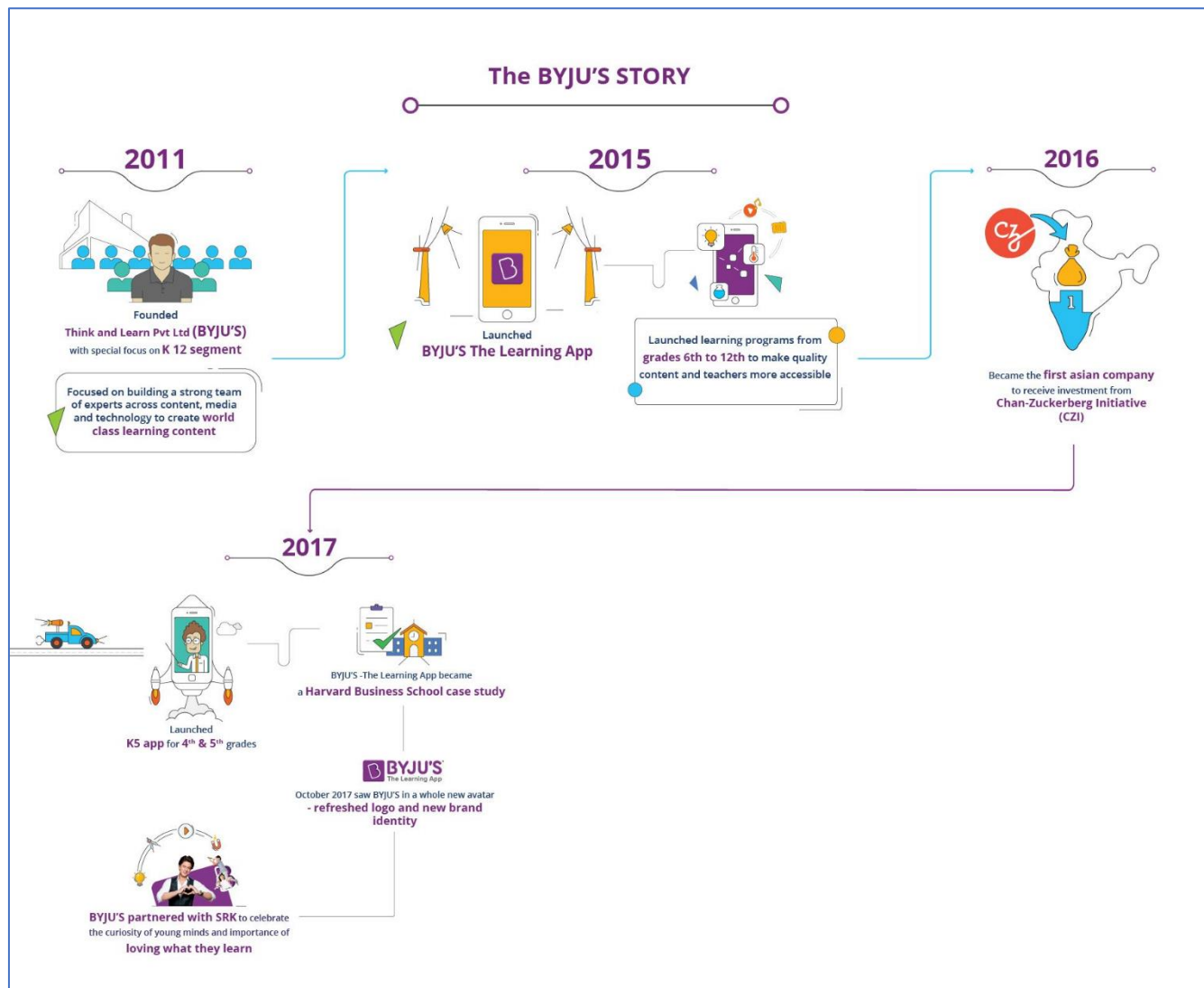
Her career as a teacher began in 2008 at age 21. In 2020, she told Fortune India, "It was an auditorium style class with 100 students. They were just a couple of years younger than me so to look mature I wore a saree to the class. "During her teaching career, she taught mathematics, English, and logical reasoning.

About the Organization:

Byju's is currently one of the most popular school learning app providing learning programs for students in classes 1 to 12. It has courses for competitive exams like JEE, NEET, CAT, IAS. Companies like Byju's are creating new-age learning experiences which will really help the children overcome the fear of exams and stop the practice of rote learning and initiate learning on their own.

The way concepts and topics are explained on BYJUS app, it helps students get conceptual clarity and form a strong base in math and science from a young age. They have learning programs from class 1 - 12 and in case any student is preparing for medical or IIT, they have specific learning programs for that too. The learning app encourages every student to learn the subject at their own pace, with interactive tasks to ensure a thorough understanding of each subject. The best part of the app- every parent can closely monitor their

child's progress and guide them when required. Overall, their main focus is to help student fall in love with learning.



Impact of the organization on the life of Ms. Divya Gokulnath:

Humble beginnings pave the way for big aspirations. She is a living example of that maxim. The daughter of a doctor, her love for learning started early on and inspired her to pursue science and math. Her parents always encouraged her to dream big, and their belief in her gave her strength to chase her goals fearlessly. She had a taste of teaching students at a young age, and she fell so in love with the profession that she gave

up admission to universities in the US for further studies, and, instead, stayed back to help her students realize their dreams. The rest, as they say, is history.

In 2020 she was covered up by Business today As a Most Powerful Women in an Indian Business. In 2020 she was on a Femina Power list.

She also gets recognition from the American magazine Forbes. And 2021 brings with it the power of superwomen. She makes India Conference, entrepreneur of the Year and women who makes India Awards.

Challenges she faced:

Wearing multiple hats—teacher, entrepreneur, content developer, mother—Divya Gokulnath has helped build India's largest EdTech company.

But because, by her own admission, Divya is a workaholic, continuing to juggle board responsibilities, team calls, and her online live classes even during the Covid lockdown. If anything, her schedule has become more grueling. She had been closely involved in launching Byju's free live classes for students as schools across the country were shut down.

Before the restrictions on movement imposed by the Covid-19 pandemic, the 34-year-old worked 12-hour days, leaving for the office at 8.30 a.m. and not getting home until 8-8.30 p.m. Besides her maternity break, she has never stayed at home for this long!

She says, "It's no doubt that for working women like me, the pandemic has blurred the lines between work and personal life. Working at home has led to the lack of a physical boundary between the two, a challenging situation at any point of time, let alone during a global health crisis. To that end, I'm lucky to have the advantage of my passion being in line with my profession. Because when you love what you do, you never really feel burned out. But at the same time, I also believe it is crucial to make time for yourself and to have a balanced daily routine. I do this by setting artificial boundaries around me - something I learned at a young age by watching my mother. These artificial boundaries help me priorities my tasks and ensure that I give 100 percent to the task at hand instead of giving 10 percent to ten things at the same time. I think it's important to remember that while multitasking is a skill, it can also put undue stress and pressure on a person"

Divya also writes online. She wrote on topics related to education like the future of education, parenting, and women's participation in Stem Fields. She has spoken in many events related to challenges that come with women entrepreneurs. She has also written a co-article with Byju Raveendran in Vogue India about educational technologies.

“I believe that education is one of the most powerful tools that shapes and moulds the way our youth think.”

Divya Gokulnath

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Assignment -3.

Women Entrepreneur.

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Pabiben Rabari, a woman who broke the mould by being the first woman from the Rabari community to own a website, conduct business and take Rabari embroidery to the world.



A daily wage-turned-artisan-turned-entrepreneur, Pabiben Rabari's success story is one could read every time one feels uninspired. Born in Kukadsar, a small town in Kutch, she had to quit studying after the 4th grade. However, giving up was never an option for her. With her husband as her constant support, she not only invented a new

form of machine embroidery, but also started an artisan enterprise that **empowers tribal women**.

Today, her designs have crossed the borders of Kutch to be featured in Bollywood and Hollywood films, including clients across the globe! She was also among the 15 uniquely-skilled artisans who helped in the designing of Sui Dhaga (Bollywood film starring Anushka Sharma and Varun Dhawan) logo that incorporated 15 different Indian art forms. Most recently, she was seen sitting on the hot seat of Amitabh Bachchan's Kaun Banega Crorepati. No wonder Laxmibhai Rabari introduces himself as 'Pabiben's husband'!

About the organization.



Pabiben.com is a first women artisan enterprise, aim to empower women artisans to shape their own future, families and future generations.

Their mission is to develop a strong viable business model for the women artisans.

Pabiben.com has used a new art form invented by Pabiben, a Rabari artisan from Kutch using ribbons and trims

applied by machines without breaking their community rules that banned hand embroidery completely for their dowry.

They are also using traditional embroidery techniques to offer a wide range of products to their well-wishers living across the globe.

They believe that whatever a person wears or carry makes a strong statement about them. Their exclusive products will give a confidence to be different. With the rise of Bhuj after the disastrous 2001 earthquake and white Rann festival came the flux of tourists. The market for traditional attire and handicrafts got a boost.

They started getting work from traders who would give them the materials and designs to stitch. After gaining experience, they started making their own products. With the help of Nilesh Priyadarshi, who helps women entrepreneurs through Kaarigar Clinic, they set up their own brand and a website Pabiben.com.

Pabiben Rabari won Jankidevi Bajaj Puraskar for rural entrepreneur for the year 2016. Last year, she recorded a turnover of over Rs 25 lakh. The number may not look big, but in the past five years, she has employed 160 families of her community.

Impact of organization on the life of women.



Pabiben Rabari organization recorded a turnover of over Rs 25 lakh & in the past five years, she has employed over 160 families of her community. While she never had the privilege to hold a book, as a young girl armed with a needle and vibrant threads, Pabiben learned the art of traditional *Rabari* embroidery from her mother.

It was a custom in the community where women would take embroidered pieces as dowry to the homes of their husbands. So, girls stayed back at their parental homes to finish those pieces. When the village elders realised that this was leading to late marriages, they banned embroidery for personal use. The move seemed to ease girls off the burden only on the surface, but Pabiben realised that it would also affect the community and its chance to display its craft.

Pabiben has a team of 60 women artisans from her village working on 25 designs. Her website has a turnover of Rs 25 lakh. She was awarded with the Janaki Devi Bajaj Puraskar for Rural Entrepreneur, 2016. Many of her bags were featured in Bollywood and Hollywood movies. Her organization has helped other women of the village to be self- dependent.

Pabiben is an idol for so many women who want to do something on their own but have trouble finding a path. This organization has brought a change in the life of so many Rabari women by making them independent and breadwinners of the family.

Her website Pabiben.com is also popular internationally for its exotic-looking bags. Organization's goal is to employ at least 500 women artisans to work independently through Pabiben.com.



Soni Rabari, a 28-year-old woman who works with Pabiben.

My husband rears cattle for big people of the community and gets Rs 50,000 a year. And for this amount, he would live in the jungles leaving me and children behind. After Pabiben brought me in, I started earning over Rs 10,000 a month which is much more than what my husband earns. I feel empowered now as I don't have to be dependent on his meagre income. Pabi and Nilesh are now trying to help other women like her.

Challenges faced by Pabiben Rabari.



When she was 5 years old her father passed away, and her mother was then expecting Rabari. She was too young to understand her situation then, the struggles of running a home and raising three daughters, but it didn't take her a lot of time.

She dropped out of school after class four, because neither could they afford the

commutation fee nor did the situation allow her to – she had decided that she'd help her mother in her efforts to earn a living. She worked at people's homes and farms, and together they used to travel from the village well to the houses, filling water for Rs 1.

When she first started, the women in her village weren't even allowed to go outside their homes, let alone going outside the village to sell items. When she started travelling all over India for exhibitions, people ridiculed her husband, saying, "If you give so much freedom to your wife, she will run away one day."

Pabiben's story is a testimony to how setting a goal and working hard to attain it can make the biggest difference, not only to one's own life but to the lives of an entire community.

When Pabiben started her website, Pabiben.com, and labelled her products with price tags, many of the customers opposed it and returned the products. This caused her huge financial losses.

With perseverance and sheer determination, Pabiben was able to shatter the glass ceilings and emerge victorious in her fight.

Ink Talks

Report Submitted By :

PGDM 2021-2023 : (Division E)

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Gayatri Kulkarni - PH2123-E335

Ami Zatakia - PF2123-E347

Vaishnavi Vikhe - PM2123-E351

Under the guidance of

Prof. Nazia Ansari



N. L. Dalmia[®]

Institute of Management Studies and Research

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

Lakshmi Pratury, founder and CEO of INK Talks, is helping Indian innovators from all walks of life.

Lakshmi was born in Visakhapatnam, India. She studied at the Nizam College of Osmania University in Hyderabad where she received a Bachelor's degree and was awarded a Gold Medal in Mathematics as well as graduating at the top of her class. She went on to attend IIT Mumbai She completed an MBA from the Bajaj Institute, India. She later earned a second MBA from Portland State University in Oregon. During this course of study, she minored in Theatre Arts.

Lakshmi worked at Intel in US for 12 years in the fields of finance, marketing, business development and strategy. She worked with software developers, media companies and content companies to develop strategic relationships with Intel. She was also part of the team that started Intel's investments into a larger technology ecosystem; this later evolved into Intel Capital. In 1999, she went on to join Global Catalyst Partners, a VC firm in Palo Alto, California where she focused on connecting India's software-development community with the US tech community.



Lakshmi Pratury is the founder of Ink Talks, an annual conference committed to spreading disruptive ideas and inspiring stories — from the most unexpected sources. INK is a movement to change how the young and young at heart view their world, goals and ambitions, particularly in emerging economies. Lakshmi is an entrepreneur, interviewer, speaker, and self-described “people collector”. Prior to this, Lakshmi spent two decades in leading roles in the technology, venture capital, and non-profit industries in the US.

Lakshmi Pratury is a storyteller who encourages others to tell stories and to dream big. Then she helps them transform their dreams into reality. Founder of Innovation and Knowledge (INK) talks in 2010, Lakshmi has put India’s best and boldest under the limelight by giving them a platform to tell their stories to a worldwide audience. While doing that Lakshmi realised that the real work in India is not only about telling stories but in creating paths to turn those stories into reality.



INK describes itself as "India's foremost platform for cutting-edge ideas and inspiring stories". INK is known for its events such as the annual INK Conference, INK Asia, and INK Salons. The organization has grown significantly over the years. As of February 2016, INK had conducted seven conferences (across multiple cities in India and abroad) and approximately 100 events; hosted 350 speakers and 70,000 attendees across these events; and received 20 million video views on inktalks.com and on various other social media platforms.

The 2015 INK Asia conference was a notable expansion for the organization because it was the first time a major INK event took place outside of India. This conference, held at the iconic Marina Bay Sands in Singapore with the theme of "Designing the Future", was created as a forum for business leaders, entrepreneurs and technologists to connect and collaborate with their counterparts.



Associated with TED :

A TED attendee herself since 1993, Lakshmi co-hosted TED India in Mysore in 2009 along with Chris Anderson, the curator of the TED conference. She has compared this feeling to one of bringing your best friend home, and has stated:

The independence that Chris Anderson gave me to co-curate, identify the stories and interact with India opened my eyes to the stories that exist here and need to be told. It also showed the power of the stories — Pranav Mistry's talk is still very popular. Talks by people like Devdutt Pattanaik and Sunitha Krishnan catapulted them from being local intellectuals to being global personalities.

Nearly 1,000 attendees from 46 nations traveled to Mysore, India, for the conference, which featured speakers from a range of fields, as well as one hundred young TEDIndia Fellows.¹ Following the enthusiastic response to TEDIndia, Lakshmi stayed in India and founded INK. In December 2010, Lakshmi curated and hosted the first INK Conference in Lavasa, India around the theme of "Untold Stories".

Thank You

Entrepreneurship Management Subject

INDIAN WOMEN SOCIAL ENTREPRENEUR
Khushboo Jain



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Under the guidance of Prof. Nazia Ansari

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Under the guidance of Prof. Nazia Ansari.

KHUSBOO JAIN-The Co-founder of ImpactGuru



Khushboo Jain co-founded crowdfunding platform ImpactGuru.com in July 2014 and has since served as the company’s Chief Operating Officer. In addition, she heads ImpactGuru’s Marketing arm, Communications and Design teams. Khushboo is actively involved in the company’s marketing and communications strategies, community building activities, the ImpactGuru product users’ experience, and with ImpactGuru’s work with non-profits. Khushboo was recently featured in the Fortune 40 under 40 list in India and was amongst the Top 15 winning women entrepreneurs at NITI Aayog & United Nations, 2019 Women Transforming India Awards.

Khushboo is alumna of Sydenham College, Mumbai, where she studied Business Management, and WE Business School – Welingkar Institute of Management Development & Research, where she earned an MBA with a focus in

Marketing. She went on to study fashion marketing at the London College of Fashion and at Parsons, the New School of Design in New York, where she honed her skills in Fashion Management & Merchandising.

Khushboo began an entrepreneurial career and co-founded ImpactGuru.com with a mission to help India’s people find crowdfunding solutions for patients struggling to fund critical illnesses.

ABOUT THE ORGANIZATION-IMPACT GURU

ImpactGuru.com, a **fintech company**, is **India’s largest crowdfunding platform** for medical expenses, personal causes and non-profits. The company was incubated at Harvard Innovation Lab in USA in 2014. Impact Guru has offices in Mumbai, New Delhi, Singapore, and San Francisco.



Crowdfunding is a quick and easy way to raise money using the internet and social media. Using an online fundraiser page, you can raise large amounts through donations from across the world to help any social, medical, personal or creative need.

Campaigners have used crowdfunding to pay for critical medical treatments such as cancer care or transplant, support disaster relief work, help a non-profit or a social cause and even fund personal needs such as education or businesses.

HOW IMPACT GURU WORKS?



CHALLENGES FACED BY IMPACT-GURU

In a survey carried out by NSO in July 2017-June 2018, it was found that only 14% of the rural population and 19% of the urban population had health expenditure coverage. Again, according to an analysis published in The Lancet in 2018, around 1.6 million people in India die due to inadequate healthcare. The Indian healthcare segment is clouded by many such disturbing data. However, it is good to see that not just the Government, but many NGOs and startups are coming up to solve the long prevailing issues in the healthcare sector. Today we are talking about one such startup, that is making a remarkable attempt to make quality healthcare accessible even to the poorest, through crowdfunding. Mumbai based **ImpactGuru is not just helping people to raise funds for healthcare, but for various other social and personal causes as well.**

Social problems are so immense in India, that often one can get disillusioned by the impact one creates i.e. whether one's intervention is moving the needle or not. There are many challenges and dilemmas that the ImpactGuru team needs to face on a day-today basis. This is what Piyush has to say regarding the issues the team faces-



At ImpactGuru, we often face an ethical dilemma. Private hospitals will not proceed with treatment without the funds, say of 5 children whom are near death without a critical emergency surgery. It is an overwhelming feeling as we will be disappointing someone or maybe more as we have limited resources as an organization and limited donors to reach out to fund each of the 5 surgeries successfully. How to handle the mental pressure and how to execute the task is the pressing concern. It's very important to keep the perspective that the journey of a thousand miles begins with a single step. We thus pick cases where we can have the maximum impact given the short time. We select cases such as transplant, heart surgeries, cancer rather than dengue, malaria, diarrhoea.

IMPACT OF ORGANIZATION ON THE LIFE OF WOMEN



Every year, on all forums, we celebrate International Women's Day on the 8th of March. Women from a myriad of fields of work are lauded and applauded for their achievements. Across the globe, the day marks the celebration of the strength and resilience women have showcased. Women emerging from glass

ceilings, the do-gooders, the taboo-breakers - are all to be celebrated!

Impact Guru is a donation based crowdfunding platform that offers global crowdfunding solutions for NGOs, social enterprises, startups and individuals. As the part of mission, impact Guru is working towards women empowerment and taking initiative for education for women, women safety, health awareness and women entrepreneurship.

Empowering Women: Through this initiative organization help to raise fund for NGO's and startups working for providing skill oriented education for women. More than 300 NGO's and 150 startups have successfully raised fund through this platform. According to website data more than 5 lakh women are associated with these NGO's and startups. Also there are more than 500 women groups raising fund through this platform. These groups are based in cities and also in villages. They are running skill oriented small businesses like packaging, hand crafted showpiece, carry bags, food products etc. In Maharashtra these groups are called as "Mahila Bachat Gats" and more than 1000 groups are associated with Impact Guru.

ITS HER CHOICE: WOMEN SAFETY INITIATIVE

Body is the biggest burden for a woman, the burden of safeguarding her body takes a toll. She does not feel safe inside or outside the house. Woman is God's best creation, yet the worst sufferer. It is very sad to say that our country is not a better place for women. **According to the National Crimes Records Bureau (NCRB), India recorded 88 rape cases every day in 2019. NCRB report highlights that rape vulnerability of a girl or woman has increased up to 44% in the last 10 years.** Every day there are cases of gang rape, brutal murder, protest, demonstrations, online petition.



The organization is working on both fronts creating awareness and also help victims. Sunita Krishnan spearheads Prajwala, an organization that has helped liberate 24,000 women and girls from sex slavery since 1996. The 29-year-old lawyer Trisha Shetty has fought cases of

rape and assault against women and advocates holistic women's rights. **Chhanv Foundation** is a Non-Profit Organization in India working for the rehabilitation of acid attack survivors. Chhanv Foundation raised the unheard voices of acid attack survivors through its campaign Stop Acid Attacks in 2013.

Organization has successfully raised 1000 crore fund till now for women safety.

HEALTH AWARENESS



Vruti from Ahmedabad changed the lives of hundreds of school going girls one sanitary pad at a time. At the young age of 24, she quit her job only to move to her hometown in Gujrat to make an impact. She undertook the initiative with the NGO Ecoflo which aims to spread awareness about safe and hygienic menstruation practices in rural villages. With the aim of raising Rs 1 lakh to

supply women in her village with sanitary napkins, she started a fundraiser on ImpactGuru. This is just one example, through the Impact Guru platform more than 1000 NGO's are raising fund for better healthcare of women.

Also there are 50+ hospitals in India associated with Impact Guru, they are offering free of cost healthcare services.

CREATE BRIGHT FUTURE OF INDIA:



Initiative for Education

According to data on website, more than 5000 NGO's and 1000 startups are raising funds in this particular segment. There are few NGO's working to provide skill oriented programs and also help them to start their own business.

In the year 2016, Impact Guru took initiative for E-learning policy, they have raised 150 Cr (INR) through their campaign and as per data

more than 50,000+ unprivileged and remote areas students are benefiting with this initiative. "Udyogini" is the NGO based in Madhya Pradesh aiming to provide various skill based small programs to tribal area women and also helping them to sell their products across the country and globe.



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Subject: Entrepreneurship Management

Topic: **Women Entrepreneurship**

Date of Submission: 15 March 2022

Submitted by: **Group 6**

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INTRODUCTION

Any Indian who has been a part of the TV revolution in India from the mid-1990s to the early 2000s probably knows of a little rabbit puppet that goes around distributing tasty discs of “papads” and people gathering and happily singing “Karam Kurram” on the roads. Fun times, apparently.



The ad was big for its time, but it was nothing compared to the history of the company for which it ran, India’s biggest “Papad” company – Shri Mahila Griha Udyog Lijjat Papad. It is still one of the oldest cooperative Indian companies, focused on helping women in an organization run their families, where they manufacture various products such as papads, masala, wheat flour, chapatis and detergent powder as well as liquid detergent and detergent cakes.

Lijjat (which literally means tasty in Gujarati) follows the classic rags-to-riches story, starting extremely humbly with a mere 80 INR, and eventually building itself into a 43,000 women strong organization generating a revenue of **800 crores in 2018**. And in this article by **Growth Insights**, we’re going to take a look at how seven women achieved something a million startups dream of doing today, and what they can learn from one of the biggest companies in the country today.

HUMBLE BEGINNINGS



Lijjat was originally the idea of seven women. They resided in Mumbai and later went on to start a venture for a sustainable livelihood because the only skill that they had was cooking. This happened back in 1950, when India wasn't as inclined toward gender equality as it is now.

Jaswantiben Jamnadas Popat borrowed 80 Rupees from a member of the Servants of India Society social workers. They took over a business which was suffering heavy losses and turned it into a venture that produces one of the most common yet overlooked snacks of India – a papad. Being an organisation for and of women, it brought about a change in people's minds towards women and encouraged a more liberal society of sorts.

In 1959, the first seven members of the Shri Mahila Griha Udyog got together on a terrace to make their first batch of papads – 12 in total. They started selling them to local merchants from Bhuleshwar, which was (and still is) one of the most popular marketplaces in Bombay. Every business goes through its own set of trials and tribulations, and the Lijjat Papad was no different.

For whatever reason, people were hesitant to purchase a product from a company that was only composed of women. But that wasn't enough to break the spirits of these Mumbai women. They stuck together and cruised through their problems one by one, and eventually, were making enough to sustain themselves and earn a stable livelihood for their families. They had the policy of self-Reliance and not monetary and they did not even accept donations.

PICKING UP STEAM

Shri Mahila Griha Udyog later established a cooperative system. What this essentially meant was that the organisation had growing demands to be met, and not a lot of people to help with. So, they set up a model to hire more people to help out. The joining criteria? Being a hardworking woman!

There was a leniency in hiring so that the company could hire even younger girls but due to stringent guidelines, they had to set the minimum age limit to 18. Within three months of this new setup, they had around 25 women employed at the company. The company purchased more “machinery” – which was basically more utensils, plates and urad flour.

The first year brought a pleasant 6196 Rupees in total revenue, from not so perfect Papads supplied to neighborhood shops and locals. The company realized its mistakes. They had not paid attention to what would happen during the monsoon season, as four months of rain caused them to stop production (Papads had to be dried out in the sun to get their appreciated crispness). To solve this problem, they bought a cot and a stove the very next year. The papads were placed on the cot and the stove below was used to dry it out even in the rain – a cheap solution to a problem that caused them four months of revenue.

The good things kept piling up. People from other neighborhoods learnt of the delicious Papads through word of mouth and started placing huge orders. Lijjat was gaining traction, but they needed more people to meet these demands, and fast.

SCALING NEW HEIGHTS

The Lijjat Papad company’s growing demand meant they needed to hire new personnel. The company grew from a mere 25 women in the first year to 150 willing women. More production power meant more Papads and more customers craving the crispy snacks. In the third year of the company, the world saw just how powerful this vision was getting. The Shri Mahila Griha Udyog had grown to a 300-member strong family.

The whole of Bombay had become a factory of sorts. Since 300 members working in a single home became a bit too crowded, the work was split up. A group of women were assigned to purchasing dough and kneading it. Another group was assigned to transporting the kneaded dough to different houses, where the dough was made into Papads and dried out. The dried Papads were brought back to the main warehouse for weighing and packaging by a different group. The streets of Bombay were brimming with the fresh smell of bread and the crispy sounds of Papads. There was one question running through people’s minds however: what was this crispy disk going to be called?

BRANDING

In 1962, three years after their crispy snacks had hit the streets, the company finally had a name for its product – it would be called Lijjat, which means tasty in Gujarati. Their organization was named the **Shri Mahila Griha Udyog Lijjat Papad**. In most Indian languages, Mahila means women, Griha means home and Udyog means industry. The name caught on, and so did the taste. Between 1962 and 1963 annual sales of Lijjat had touched around 182,000 Rupees.

Later on, in July 1966 Lijjat registered itself as a Society under the Societies Registration Act 1860. In the same month, the company was recognized as a unit of Processing of Cereals and Pulses Industry Group under the **Khadi and Village Industries Act**(KVIC). In the same year, the KVIC granted them a working capital of 800,000 INR, under certain tax exemptions, to grow and scale the already successful business into something bigger.

And the Shri Mahila Griha Udyog did move on to bigger things. The women were tremendously successful with their Papads, so the company started branching out into other products like Khakhras (wafer-thin rounded crackers) and Masalas(spices) and then they went on to produce Wheat flour and other Bakery products.

This was the period where the Shri Mahila Udyog suffered a major blow. In 1968, one of the company's biggest pillars of support, Mr. Chhaganlal Karamshi Parekh passed away. Things slowed down for a bit, but they picked up soon after, carrying forward Mr. Parekh's vision for the women of India, and his ideals and passion for gender equality.

SCALING: AGAIN

In 1975, flour mills were set up to increase the scale of production, and then two years later the Printing divisions and Polypropylene packing divisions were set up. Lijjat was getting bigger by the day, and supplies to other cities and states were in full swing. Things were looking good.

And then came some unsuccessful ventures. Lijjat, seeing their success with their Papads, flour, and bakery products, decided to expand into products like leather, matches, and even incense sticks. The company learnt some important lessons in business during these periods – stick to what you know and manage your expectations.

At this point, the company had grown so much that it started gaining the attention of foreign visitors and officials. With a little help and a lot of effort, they started exporting products to

some importers in the United Kingdom as well as the Middle East, the United States, Singapore, Netherlands, and Thailand. In the year 2001, the company raked in 2.4 million USD in annual revenue, thanks to its overseas scaling. Lijjat's strategies were working.

When you're successful, you make a lot of negative headlines as well. The company started facing complaints of poor-quality products being supplied to states like Bihar. Thorough investigation revealed that several companies were using the same name and supplying cheaper Papads. Overcoming this was troublesome and took some time.

Despite these problems, the company recorded a whopping 300 crores in 2002. About 10 crores was reported to have been generated through their overseas exports. They now had around 42000 employees with 62 divisions all over the country.

The company also received a reward of the best village industry institution in the year 2003. On 15th of March 2009, the company celebrated its 50th year of existence, and in 2018, it recorded an annual turnover of 800 crores.

MANAGEMENT

Sri Mahila Griha Udyog works with “**Sarvodaya**” at its core – which can be roughly translated to **development of the economy and social community**. This also means that it has collective ownership as it accepts all the working members as the owners and provides them with equal profit or loss. The people who work there are all the members of all the co-owners of the company, and are referred to as ‘sister’. The decisions taken by the company are based on consensus of the employees and the sisters have every right to veto the decision.

Men, on the other hand, can only be salaried employees such as accountants or drivers or security guards, and not the core members of the organization. There are 21 members in the managing committee who are entrusted with running the whole organization. These 21 members are split into the President, the Vice-President, two Secretaries, and two Treasurers. So far, this working structure of Lijjat Papad has worked well for the company.

WORKFLOW

Everything begins with a single recruitment process. Whoever is ready to adopt and follow the values of the company and respect all the members can also become a co-owner of the organization. Further, it is necessary for all the people who are making papads daily to have their own clean space for them to dry. If they do not have this facility, then other responsibilities such as kneading dough for packaging or testing the Papads is handed over to them.

After production, the products are sealed into a box and whatever is produced from each center is transported to the depot for that area. There are some villages where the branch itself acts as the depot. The depots are nothing but storage areas and pickup points for distributors. Distributors visit the depots and get their requirements sent over to different buyers. The sisters make cash daily, as has been the tradition.

CLOSING THOUGHTS

Lijjat Papad's journey from seven women selling snacks to their neighbors to employing over 42,000 women all over the country is nothing short of inspiring. It enforces how no business idea is too big, and no product too small. The vision of seven women – Jaswantiben Jamnadas Popat, Parvatiben Ramdas Thodani, Ujamben Narandas Kundalia, Banuben. N. Tanna, Laguben Amritlal Gokani, Jayaben V. Vithalani, and Chutadben Amish Gawade – is what made Chhaganlal Parekh take initiative into building a good business out of it. The Lijjat Papad story is one of exemplary execution, steadfast determination, and perfect guidance. All of this and the entity's efforts of women empowerment at the grass-root level has led the Indian Government in 2021 to award Jaswantiben Jamnadas Popat with a Padma Shri. And Growth Insights thinks every startup in the country today could learn something from that story.

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ENTERPRENUERSHIP MANAGEMENT

Topic:
Report on Women Entrepreneur

Under the guidance of:
Prof. Nazia Ansari

Submitted by:
PGDM 2021-23: Group 5 (Division B)

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Is our society inclusive of the people with disabilities?

**-Neha Arora
Founder, Planet Abled**



Imagine as a child never been on a family holiday. Watching your class mates going for one in summer and winter vacations, and your travels limited to just school picnics or grandparents' houses.

My dad is visually impaired and mother is a wheelchair client. The prospect of making a trip to obscure spots brings up a ton of issues in the personalities of an individual with incapacity. Detachment, absence of fundamental conveniences and cultural bias are a portion of the hindrances they face.

How It Started?

Releasing the fact of disability and facing difficulty while traveling, can be the scenario of other family members as well. Along these lines, she started conversing with an ever-increasing number of individuals with disabilities and their fantasies, anxieties, and encounters of movement, both for work and relaxation. This course of examination and reviews went on for quite some time, prior to venturing out to leave the corporate profession at Adobe and begin Planet Abled.

A first of its kind unique travel sojourn of the planet where people of all disabilities and without disabilities travel together.

About the Company

The organization was established in 2016 by Neha Arora, a gadgets and correspondence designing alumni. Her mom has polio from youth and is a wheelchair-client while a contamination delivered her dad outwardly weakened when he was in school. There were occasions when the family had voyaged 1,000-2,000 miles just to understand that

the spot was not open. At the point when she connected with observe the arrangement, she saw as none.

Subsequent to enduring 2 years investigating and leading practicality studies, she quit her place of employment with Adobe Inc. in November 2015 to begin Planet Abled on January 1, 2016.

survivor have some clinical issue or is a senior resident searching for specific travel, we love to make custom encounters for all. What's more, under our no

segregation strategy we advance individuals without inabilities additionally, to join our visits for a comprehensive travel insight.

Awards

- NCPEDP Mphasis Universal Design Awards 2016[4]
- World Responsible Tourism Awards (WRTA) 2017: Best innovation by a Tour Operator (GOLD)[5]
- Best innovative practice award at Zero Project Conference at United Nations, Vienna in 2018[6][7]
- The Global Good Fund Fellowship 2019

The Planet is
So Beautiful,
i can't
see it
But i Can
Experience it





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ENTREPRENEURSHIP MANAGEMENT

PROJECT REPORT ON WOMEN EMPOWERMENT

Under the guidance of :
Prof. Nazia Ansari

Submitted by :

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RangSutra, started by **Sumita Ghose**, acts as a bridge between rural artisans and global consumers in order to develop sustainable livelihoods and revive India's rich craft heritage. It believes that its communities of artisans, particularly women, deserve economic opportunities, and it aims to keep alive the rich tradition of their craftsmanship in a rapidly changing urban market. The platform also follows "Commitment to Fair Trade", which means respecting both the producer and consumer. Each garment it produces follows a process that allows its artisans to thrive in and beyond their working environment: Equal Pay, Fair Wages, Safe working environment, and Skills training. The platform offers crafts like Tie and Dye, Kashmiri Embroidery, Applique, Chikankari, and Extra Weft. It offers products such as Sarees, Jackets, Dresses, Tops, Bottoms, and Kurtas.



BACKGROUND

In 2006, Sumita Ghose decided to set up a company to help rural artisans, and needed capital. But no bank was willing to give her a loan because she had nothing to show by way of collateral. She didn't lose hope. Instead, she invited weavers and artisans to become shareholders and offered them equity.

1,000 artisans invested ₹1,000 each, providing her with a seed fund of a modest ₹10 lakh. With her own money and contributions from her family, friends and well-wishers, Sumita began RangSutra on a small scale. Today, RangSutra is a community-owned business of 3,000 artisans from remote villages and regions across India. 500 artisans attend the Annual General Meeting to weigh in on the company's progress and way forward. At present, 1,700 skilled artisans working full-time earn ₹15,000 a month.

At present, 1,700 skilled artisans working full-time earn ₹15,000 a month.

Gita Devi, one of the first shareholders of the company, is proud of how far the venture has come. Her share certificate is framed and prominently displayed on the wall of her home in a Bikaner village.

The value of Gita Devi's share, which was ₹100 when she bought it, is now ₹1,500. By working 4 hours a day, she and other artisans receive a monthly income ranging between ₹4,000 - ₹10,000. Artisan earnings go up to ₹12,000 if they combine embroidery work with tailoring of outfits. Prior to RangSutra's efforts to upgrade artisans' skills, they earned just between ₹500 - ₹1,000 per month.

IMPACT

RangSutra offers equal pay, fair wages, safe working environment, and skills training to 3,000 artisans, impacting 20,000 lives.

- **ECONOMIC IMPACT**

1. 5x rise in incomes
2. ₹5,000 a month average wage compared to ₹1,000 for irregular work
3. 92.5% of artisans have bank accounts

- **SOCIAL IMPACT**

1. 70% of artisans are women
2. Women are major household contributors
3. Added financial independence contributes to improved social status
4. Marked increase in women educating their daughters
5. Greater participation of women in village forum

- **ENVIRONMENTAL IMPACT**

1. Committed to recycling, reusing, and upcycling of yarn
2. Use of solar looms is boosting productivity

Testimonials from proud Artisans:

- “Girls should live a life of freedom. They should fulfill their dreams.”

— SAROJ, ARTISAN

- “In earlier times, women were discouraged from going out. Since they’re educated now, I encourage my children to go out, to learn, to travel. Whatever you do, progress in life.”

— BADILI BAI, ARTISAN

- *“We’ve built our houses, educated our kids, lived with dignity, and commanded respect.”*

— DHINYA BAI, ARTISAN

Challenges

- **Government’s requirement of a mandatory Demat Account in order to buy or sell shares**

“The new law makes it difficult for artisans to become shareholders because they need to have an [AADHAAR card](#) and a [PAN number](#) to open a Demat account. Most artisans do not fall into the tax bracket that will warrant their being issued a PAN card.”

— SUMITA GHOSE, FOUNDER, RANGSUTRA

- **Lack of adequate capital support from banks, government schemes to scale the business**

“Most of our investors are artisans and the total investment i.e. paid up capital we have is all of ₹70 lakhs and basis that, any bank we approach for a loan can give us up to 4x that amount, but we need at least 10x that amount just for working capital to buy raw material when we get orders, pay vendors, etc.”

— SUMITA GHOSE, FOUNDER, RANGSUTRA

- **Reluctance of women to travel far from home to large centers to work**

“It was very difficult to get the women to come to the training center, which was a little far off from their homes. This was in August 2019, just after the abrogation of [Article 370](#) when the entire state of Kashmir was in a lockdown.”

— SUMITA GHOSE, FOUNDER, RANGSUTRA

Solution:

- Offer skills and leadership training to build artisans’ capacities
- Facilitate good working environments by supplying machinery and equipment
- Provide equal pay, health insurance to men and women
- Ensure timely delivery of quality orders to buyers
- Promote sales of artisans’ products directly to a global audience

Learnings

1. **Collective collaborative ownership and management**

The move from home-based work to center-based work facilitated a new kind of learning and a change in mindset. Artisans were exposed to new ways of working, sharing responsibilities and taking ownership for their work. This increased their confidence, their ability to make decisions, and their incomes.

2. Lack of active participation by women

The women artisans or their representatives are reluctant to participate or take on active leadership roles.

3. Prioritizing cluster development and collaboration with local communities

Artisan training programs on product development and operations management level the playing field for rural artisan communities, most of whom lack access to formal education or vocational training.

4. Establishing quality control improves efficiency

Artisans are given access to superior materials, equipment, and working capital. This helps producer collectives maintain a standardized approach while working on orders from buyers.

Conclusion

Building a business is hard. However, every entrepreneur must start somewhere.

There is no magic shortcut to building a good business. However, there is no bias in business either. It doesn't matter when you start or where you start your journey. These Women Entrepreneurs in India prove just that. If you are good, you will succeed. Though it can sometimes take years before you reach somewhere you are proud. Oftentimes we look at our favorite Indian women entrepreneurs for inspiration and guidance.

We will always have entrepreneurial stories like Rangсутra to look up to.





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Entrepreneurship Management

Project Report on Women Entrepreneurship

Under the guidance of:

Dr. Nazia Ansari

Submitted by:

PGDM 2021-23: Group 9

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“Women should think for themselves and not depend on their families. If they believe in themselves, they can achieve what they want. Women should not listen to what society is saying. They should listen to their own ability to work. Then, definitely, they will succeed if they work hard.”

- Thinlas Chorol

Background

Thinlas Chorol (born 6 May 1981) is a social entrepreneur and writer from Ladakh, India. After completing her 10th class education, Chorol was accepted as a student at the SECMOL Alternative Institute near Ladakh's main city, Leh. While at SECMOL, she went on trekking expeditions with some of the foreign volunteers. On an early trek, the local villagers spoke to her in English since they assumed no Ladakhi women would ever work as a trekking

guide. She also tried to find work as a guide with some of the local trekking agencies, but was often rejected for being a woman. In 2004 she joined SECMOL's own travel agency, "Around Ladakh with Students," ALS. There were other women working in ALS, but at the time, they only guided monastery and cultural tours.

When ALS stopped doing treks for individuals and small groups, Chorol continued to work freelance. After completing various courses in mountaineering and other outdoor activities, she started to get more and more work as a freelance trekking guide, and tourists started to ask for female guides.

The Ladakhi Women's Travel Company (LWTC)



In 2009 she founded the "Ladakhi Women's Travel Company" in order to bring more women into the field, and to promote ecotourism in Ladakh. And through Homestays, expose women in the village to people and cultures they would normally not have as much contact with. On the company's website, it promotes itself as being "The first female owned and operated travel company in Ladakh". In order to train more guides to come into the Ladakhi trekking industry, the company bring younger, inexperienced women along as porters. Her company uses mainly Homestays, a way to help women in the villages generate income for themselves.

Felicitations

In January 2014, Chorol was awarded the Indian Merchants Chamber Ladies' Wing's Jankidevi Bajaj Puraskar, an award that is given in recognition of outstanding Indian female rural entrepreneurs. The award was presented to Chorol in Mumbai by founder and chairperson of the Arghyam Trust, Rohini Nilekani. Chorol is the first person in the tourism category, the first Ladakhi, and the first woman from the Indian state of Jammu and Kashmir to receive the award that was first conferred in 1993.



In January 2015, the Indian news website, The Weekend Leader in collaboration with Vellore Institute of Technology named Chorol their "Person of the year" 2014. She was selected for her contributions to the development of tourism in Ladakh and for creating job opportunities for Ladakhi women. The award was presented to her at a ceremony at VIT university on 11 March 2015 by K. Vijay Kumar, Special Security Adviser, Union Ministry of Home Affairs.

In 2007, Chorol was awarded the "Sanjoy Ghosse Ladakh Women Writers' Award" by the non-governmental organization Charkha Development Communication Network. Her article "Beyond conventional tourism", about the impact of tourism in Ladakh has been published in the magazine Epilogue. And later, the magazine published her article, "A Trek Through Life" about her own experience from the village to becoming a trekking guide in an otherwise male dominated field. In 2014, Chorol was also published in the Ladakhi magazine "Stawa", writing on the issue of rape in Ladakh and the effects of the Ladakhi caste system.

Also, in 2014, Chorol cofounded the society "Ladakhi Women's Welfare Network" and became its first President. The society was set up to work for the welfare of women, to support the victims of crimes directed towards women and help educate them on their legal rights.

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Thank You!



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Entrepreneurship Management

Project report on Women Entrepreneur Ruma Devi

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Introduction

Ruma Devi is a Barmer, Rajasthan-based social activist and traditional Indian handicraft craftsman. Ruma Devi was awarded the 2018 "Nari Shakti Puraskar," India's highest civilian prize for women. She is connected to a network of over 30,000 rural women, has taught them, and has connected them to sources of income.

Background

Ruma Devi was born on 16 November 1988 in Rawatsar, Barmer, Rajasthan. She grew up in Rawatsar. She dropped out of eighth grade. During her youth, she learnt to embroider from her grandma. She married at the age of 17 and gave birth to her first child 48 hours later. Ruma Devi was born in 1989. She was born in Rajasthan's Barmer district. She is a well-known and accomplished Indian social activist and craftsman. Ruma is the chairwoman of an NGO in Rajasthan called 'Gramin Vikas Evam Chetna Sansthan Barmer.' Her Father's Name, Mother's Name, Relationship Status, Boyfriend's Name, and Name are all included here.

The Family, the Caste, and the Husband

She is descended from a Hindu family. Her father was a tiny farmer, and when she was five years old, her mother died. She was raised in a joint household after her father's second marriage by her paternal uncle and aunt. She is the oldest of seven sisters. She married at the age of sixteen and was blessed with a son in 2012. Due to financial restrictions, her son was unable to get necessary drugs, and he died at the age of one and a half.

CAREER

She began working for pay. She founded a self-help group in 2006 after convincing around ten women from her area. They purchased a second-hand sewing machine, material, threads, and plastic wrappers for producing pillows and bags with a donation of Rs 100 from each lady.

Her ambition for achievement brought her to the Gramin Vikas Evam Chetna Sansthan in Barmer, where she joined as a member in 2008 and rose to the position of president in 2010.

In 2010, she had her first exhibition in Delhi's Rafi Marg, and in 2016, she held her first fashion show during Rajasthan Heritage Week. She is currently promoting the skill of tribal craftsmen and minorities across India to get their trade and the hands that make it acknowledged.

About the brand

The Thar desert's first woman craftsman, Ruma Devi, triumphed against all challenges and instilled a glimmer of hope for self-sufficiency in other rural women. Ruma Devi, a skilled craftsman, a social activist, a famous designer, and a known craftpreneur, has become a symbol of empowerment for rural and tribal women artisans across India. Ruma Devi's website, www.rumadevi.com, is a sustainable strategy for connecting rural artisan and buyer communities.

Gramin Vikas Evam Chetna Sansthan NGO has made a step further in connecting artists directly to markets by establishing Applique Handicrafts Producer Company with the assistance of the Export Promotion Council of Handicrafts (EPCH) to sell artisans' textile-based goods. Ruma is a powerful e-commerce platform that enables artists to sell their wares domestically and globally. The website is being developed with the assistance of the EdelGive Foundation.

Ruma was created to provide India's traditional crafts with a polished appearance and to support the local community of artists directly. A platform with the inscription "For the craftsmen, By the craftspeople" has been constructed.

Vision Of The Brand:

'From rural to urban' – linking the artisanal community directly to the buyer community and creating awareness among the youth about 'The Crafts of India'.

Brand Objectives:

- To reintroduce traditional crafts as a viable source of income.
- To resurrect a dying craft and ensure the livelihood of craftspeople in perpetuity.
- To limit impoverished people's movement from the countryside to cities to pursue work.
- To expand job options in rural regions.
- To pass on traditional skills to the next generation and instil a sense of pride in them.
- To ensure that craftsmen get the credit, respect, and highest level of appreciation for their labour.
- To increase young awareness of Indian crafts.

Her Accomplishments via her courage

GVCS, under her guidance, has had the privilege of participating in the Rajasthan Heritage Week and ramp shows in IGHF for consecutive three years since 2016. It has also been promoting the rich heritage of Rajasthan state in HEIM Textile Fair Germany, Singapore Craft Fair and the prestigious London Fashion Week. Its work has been recognized and appreciated in the British Patchwork and Quilting Magazine.

Awards And Honours

- Nari Sakti Puraskar (2018) presented by the President of India Sh. Ramnath Kovind
- Shared stage with Amitabh Bachchan and Sonakshi Sinha on Kon Banega Crorepati Show (20 September 2019).
- Invited by Harvard University, Boston, U.S. as a panellist in its 17th all India conference (15-16 February 2020).
- Featured in Khaleej Times, Dubai
- Featured at Indian singing reality show 'Indian Idol' in the special episode of Women's Day (10 July 2021).
- Won the title of 'TFI Designer of the year 2019'.
- Featured on the cover page of India Today magazine in its anniversary edition with the title 'The New Bharat' in 2018.
- Goodwill Ambassador and Chief Designer of Tribes India.
- State Brand Ambassador, Rajeevika
- Honoured by Doctorate in the field of art & textile by Mahatma Jyoti Rao Phule University, Jaipur.
- Shilpa Abhimani Award by the Govt of Sri Lanka: Promotion of handicrafts
- Honour by Women on Wings Netherlands (2016)

Value to the society

India's cultural diversity is an incalculable resource; rural India continues to preserve many languages, dialects, cuisine, and dress crafts. Ruma Devi made a significant contribution to the social and economic empowerment of thousands of rural women in western Rajasthan by channelling this cultural legacy. Today, these rural women occupy prominent roles in fields such as craft development, fashion, and design. You may help rural India's growth by joining us in various positions.

Ruma is a growing family of thousands of women. By being a member of our family, you will have the opportunity to enjoy a casual environment and a strong sense of belonging. By standing shoulder to shoulder with thousands of women from hundreds of villages, they would be able to contribute significantly to rural India's development.

Numerous possibilities present themselves on a daily basis. Ruma engages in and arranges fashion shows throughout the year, exposing consumers to current industry trends. Regular craft exhibits are conducted in every city in India, allowing you to learn about various diverse crafts done around the country. Technically, the designing sector is the most difficult, yet it aids in thinking. Photography, digital media, content writing, e-commerce, and management all have their own advantages that aid in the overall growth of both novices and pros.

Ruma Devi is a role model for all women who desire to break free of the constraints placed on them by society's expectations of what women should do. We have an abundance of talent in India, but it's mostly hidden behind closed doors, where people like Ruma Devi can lead and not only make beautiful things with their hands. Ruma Devi is the perfect source of motivation for everybody.



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Entrepreneurship Management
Trimester-III

Project Report on
WOMEN ENTREPRENEURSHIP

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Under the guidance of:

Dr. Nazia Ansari

Date of submission:

15th March, 2022

Entrepreneur: Chayaa Nanjappa

Introduction:

You may not have a guide or mentor, but if you have the busy bee as inspiration, you've got it right. Chayaa Nanjappa, founder-partner of Nectar Fresh – a company with a net worth of six crore rupees and a turnover of 10 crore rupees per annum – is living proof.

A large population of India is still dependent on agriculture. Traditional farming in rural areas leads to the survival of families. Women also participate extensively in the work of farming. But their work is not widely discussed, nor does it get recognition. However, time is changing now and women are creating success in the field of agriculture by using it in agriculture field full of possibilities and connecting with industry. One such female entrepreneur is Chayaa Nanjappa, who hails from Karnataka.

Chayaa Nanjappa currently lives in Mysore. Her social enterprise Nectar Fresh is a trusted and well-known brand today. People love Nectar Fresh's honey, natural coffee, jam, butter and avocado. They are sold in all the big super markets and outlets of the country. Chayaa Nanjappa says that in today's time, Nectar Fresh products have become the first choice for Ayurveda companies including Marriott, ITC, Hyatt, Radition and Walmart.



Humble Beginnings:

Speaking to News NCR Digital, Chayaa Nanjappa said that after the death of his father, I had two options. Either I would become dependent on the family members or I would start my own work and become self-reliant as well as becoming a source of employment for the people. Chayaa Nanjappa chose the second option. She tried her hand in farming-related enterprise and today is on the heights of success. She is doing new experiments. Small and tribal farmers are benefiting greatly from their efforts.

Chayaa Nanjappa, founder of Nectar Fresh, underwent beekeeping training in 2007 from Central Bee Research and Training Institute (CBRTI), Pune. After this, he thought of doing some of his work and took a loan from Khadi Village Industries Commission (KVIC) and founded Nectar Fresh. According to a tweet on the Twitter handle of Khadi India, today Nectar Fresh processes 700 tons of honey every year and the turnover of the organization is more than Rs 10 crore.

Focus on Quality:

Chayaa Nanjappa says that Nectar Fresh has put an end to the monopoly of foreign brands today. People are buying products of Nectar Fresh on a large scale in the country. This is our success here. She says that they do not spend on marketing. Our focus has always been on quality. Today, for this reason, orders for our products also come from outside India. Chayaa Nanjappa is expanding the company with her husband. She says that her husband KM Nanjappa looks after the production work and the rest is on me.

Growth of Chayaa Nanjappa:

Chayaa Nanjappa is the founder of the brand Nectar Fresh which was set up at the lowest phase of her life. The brand was set up from scratch without a mentor or guidance or experience in the field to what it is today. She is an award winning, first-generation rural woman entrepreneur with her experience spanning all nuances of food production from farm to fork. She is a Founder & Managing Partner of the Brand Nectar Fresh & her unit is a Khadi & Village Board backed rural enterprise that has been empowering the rural & tribal folk as well as the small Farmers. Her wide

spectrum in understanding agriculture, food processing and marketing has resulted in successful amalgamation of farmer producers, food industry and consumers.

Chayaa's commitment to learning micro details in the supply chain and allied sciences has helped power the business she established from a small start up to an internationally reputed unit presently. Nectar Fresh is currently one of the major buyers of tribal honey from the country.

Her contributions to the industry acknowledge with deep respect interdependence within all areas of food production. Chayaa's unique innovation in packing portion defined products in high quality packaging material and bottles has reclaimed the Indian presence in the market ousting the monopoly of international players for the past two decades. Her commitment to business and its success has been driven by her absolute personal responsibility in addressing all elements in the process, especially that of marketing without any budget allotted to the vertical.

Training her uneducated and unskilled team of rural folk, today Nectar Fresh, a Khadi and Village Board backed women entrepreneurial enterprise has had the satisfaction of having its products as the most preferred one in India's high-end market. Be it the Marriot, ITC, Hyatt, Radisson, Walmart, Spam Hyper Market or the highly quality conscious Ayurveda and Pharma giants, Nectar Fresh has been their most trusted brand. With the growth of the brand Nectar Fresh in honey and an intention to support more farmers as well as create more rural employment, Nectar Fresh also launched jams. Her pillar of strength in this endeavor of Nectar Fresh has been her husband who is also her business partner Mr. Kuppana Rajappa Muthanna.

Nectar Fresh has now diversified into many other agro based food products like coffee, locally grown chia seeds, apple cider vinegar and mother vinegar, high quality spices with an intention to support the farmers from across the country. Nectar Fresh celebrates the synergy between nature, farmers under educated rural folk and the food industry to offer high nutrition quality processed food products in the market. She is a prestigious member of the National Bee Board. She is also currently member of the executive committee of Indian Institute of Food Processing Technology. With the courage of conviction that Chayaa Nanjappa leads in her commitment to excellence, she is taking broad strides to taking the Indian Food Industry forward with her team viz. The tribal honey collectors, farmers and her under educated and unskilled work force from rural India to higher heights. All her products are currently meeting the best of international standards and takes forward the 'Make in India' mission ahead.

Awards & Recognitions:

She is been recognized for her work with numerous awards and honors. The most prominent being the winner of the CNBC Women Entrepreneur Award-2014.

She was the speaker at the Indian Science Congress on 'Implementing Technologies Acquired by R&D Labs'.

She has been a resource person for major prestigious events and conferences by APO Japan, South Asian Women Developmental Forum, as well as Regional Economic Cooperation Conference on Afghanistan.

She has been privileged to Chair the session 'Inspiring Women' at the World Hindu Congress in Chicago.

Challenges of a Women Entrepreneur:

Chayaa Nanjappa in an interview talked about harassment she had to face from various authorities such as the excise department, regulatory offices, government representatives at various levels like being asked to keep waiting for hours for getting documentation done, or not clearing her compliance documentation.

Nanjappa maintained that even as women entrepreneurs are standing tall against these problems, government intervention is a must, if the nation is aiming towards an Atmanirbhar Bharat. She had even appealed to the Prime Minister's Office (PMO) for intervention but received no support whatsoever. She is still facing harassment from the local authorities for document clearance, etc. Besides, she feels women in rural India are not aware about government schemes and subsidies and marketing strategies that can help them in growing their business.

Setting up a business without any guidance and mentoring was a huge challenge for her. Even though her aim has always been to promote rural entrepreneurs and boost the rural economy, she struggled enormously to arrange for finances to launch her venture. She could not capitalize on any schemes meant for rural entrepreneurs, as there was no one to prepare a project report on her venture.

Conclusion:

The feeling that she is doing something for society is a big motivating factor for her. She feels proud that due to her association with rural farmers, in a way, she is helping to reverse the trend of farmers migrating to the cities. Through her venture, she also tries to educate farmers about the market scenario and aim to empower rural women by encouraging and guiding them to become financially independent.

Chayaa Nanjappa is looking forward to supporting the economically backward tribal population by procuring around 200-plus products, including handicrafts and textiles. These unique products are entirely made by tribals communities and she plans to share the profits with them. She is also working on a project where she will set up a spices unit entirely managed by the rural women themselves.

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Entrepreneurship Management

Project Report on

WOMEN ENTREPRENEURSHIP

Under the guidance of:

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Entrepreneur: Adetee Agarwal

Founder - PinkAprons

Adetee Agarwal started the food tech platform PinkAprons. During the nationwide lockdown last year, Adetee witnessed several people losing jobs. The primary earning member lost the job, and, in most cases, she saw that the wives had exemplary culinary skills and wanted to monetize their skills to earn money, but had no resources or business platform to look up to.

PinkAprons is a platform that empowers women and home chefs to become entrepreneurs in just five minutes and sell their food to a large audience. Started in 2020, it has on-boarded 1000+ home chefs, and 20,000 customers are registered with the platform. PinkAprons has around 5000 app downloads on Google Play store and Apple App Store, and are expanding at a rapid pace.

About Adetee Agarwal:

Adetee Agarwal has pursued BTech in Industrial Management from Noida, India. She has 10 years of expertise in SAP ABAP development. She co-founded FoodGinie in 2016 for those who seek pure vegetarian North Indian food. She started PinkAprons in 2020 with a vision to empower women home chefs to become entrepreneurs in 5 minutes, and support them, inspire them, and enable them to become financially stable.



About the Company – PinkAprons:

PinkAprons was started with a vision by strong, ambitious, persistent, self-made, aspiring entrepreneurs who hold a positive mindset and trusting attitude, to redefine food culinary in a modern way with traditional touch for the generations which crave for healthy and hygienic food.

An Indian woman's passion has always been connecting traditional Indian values to a global approach. PinkAprons amends on connecting modern India back to its roots through home-cooked food. Especially people who are away from home. The motive is to become a visionary foodpreneur and enrich customer's taste buds with flavours that carry memories of home-cooked delicacies ranging from Punjabi, Gujarati, Bengali, Marathi, Tamil, Andhra, Odiya, Kashmiri and other cuisines.



Home chefs Meet Khubani, Priyanka Pandey and Annalaxmi Ram Kumar

Inception of the Start-up:

When the corona pandemic hit the whole world and went under national lockdown last year, many families struggled to meet ends. The sole reason for this was that men, the sole earning members, started losing their jobs. In most of the cases, it was noticed that homemakers (wives) had exemplary culinary skills and wanted to sell their food to make money but had no resources or business platform to look up to. Adetee wanted to help those families which is when she came up with the idea of PinkAprons. The primary objective was to create a platform that empowers women home chefs to become entrepreneurs in five minutes and sell their home-cooked food to a larger set of audience.

Initially, she started connecting with home chefs to understand their pain points. The major reasons were delivery, reaching out to new customers, raw material, packaging supply. Also, initially the women home chefs were very sceptical as they had never done anything like this ever before, and about how a woman can run a business all on her own but facing significant challenges creating awareness and attracting more customers to our platform. Onboarding new home chefs, training them about online business, and building that trust was also a big challenge initially.

But having lived away from home while pursuing her engineering degree and working in various IT companies for seven years, food was always on Adetee Agarwal's mind. Getting daily food while living away from home for studies or work is one of the most challenging tasks. Also being an indispensable part of everyday life, deserves special attention. Adetee Agrawal thought of introducing a platform that not only helps in providing affordable food to people who are in need but also helps others to become entrepreneurs and start earning on their own. Motive was to help women empowerment, also sufficing daily food needs.

It was that moment that ignited a flame within me for launching PinkAprons.

Challenges:

Adetee faced many challenges during her entrepreneurial journey. Indian society is still coming to terms with working women in corporate roles but accepting and taking a women entrepreneur seriously is still a faraway dream. Many feel that a woman would not be able to take care of business and her house and would eventually give up on her business, which is why it is tough to get people on board. It is hard to persuade the general public that an intense deal like a business can be overseen and run by women. But they are exceptionally hopeful about the role of women entrepreneurs.

In September 2020, when they started accepting online orders, they had to face many cancellations; home chefs started panicking at times. Sometimes customers didn't want to wait for more than 30 mins for delivery. People started comparing them with other home delivery platforms.

However, eventually they found solutions to these problems. Considering it's a bootstrapped start-up, they are still facing challenges with marketing, creating awareness among people, spreading the word and acquiring new customers. In a world where food app biggies like Zomato, Swiggy have literally unlimited budgets to market their services, Adetee with her team is leaving no stone unturned.

USP of the Start-up:

PinkAprons USP is that they offer meals that can be booked for a future date and tailored meals, customised as per customer needs, authentic regional food made on order only with fresh ingredients for their customers. Adetee's PinkAprons family consists of Master Chef Competitors, delivery boys, housewives with no past business exposure, Cruise Chefs with 10-15+ long stretches of industry experience. They are considered as one of the biggest platforms for home cooked food with 20,000+ customers and around 1,000 home chefs.

Impact:

PinkAprons (by women, for women) always wished to do something different, and their courage to follow their heart to soar above all constraints is commendable. Women who chase their dreams and turn them into reality with their "never give up attitude". Adetee envisions making the business a global brand and spreading its concept - about the equality where women can run a business and become entrepreneurs. Women at PinkAprons believe - "We don't grow when things are easy, we grow when we face challenges".

Adetee believes that everyone has a right to dream and convert it into a reality. All should understand the power they all are carrying within themselves. Being a woman, one should be fearless, this should be the success mantra for all.

Future Plans:

Adetee Agarwal intends to raise seed money for the business between Rs 2 – 4 crores by tracking down an appropriate Venture Capitalist and use the funding amount to expand, grow, hire, and market PinkAprons. The mission is to create a community of one million women home chefs and make them accessible, monetarily steady, and give wings to their culinary dreams. She also plans to start operations in more Indian metropolitan cities like Mumbai, Gurugram and Bangalore.

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REPORT ON

“Women Entrepreneur: - Sindhutai Sapkal: Mother of Orphans Children and Indian Social Entrepreneur.”

SUBJECT: ENTREPRENEURSHIP MANAGEMENT

Submitted By:

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Under the guidance of:

Prof. ANAND DHUTRAJ

Some life stories have the power to change our perspective on the world. They demonstrate the power of empathetic gestures and demonstrate that even one person, regardless of their position in life, can bring about a significant change in society.

While we frequently hear about the efforts of the government, international organisations, and celebrities to help the poor, we rarely hear about the lesser-known superheroes who do not have a paparazzi trail. Sindhutai Sapkal is one such human being who has dedicated her entire life to the welfare of poor orphans in India.

In North Korea, there is a saying that "women are weak, but mothers are strong." Sindhu Tai's actions validated these words. She took on the role of "MAI" for over 1,050-orphaned children.

ABOUT SINDHUTAI SAPKAL:

Sindhutai Sapkal, also known as "Mother of Orphans," was an Indian social worker and activist best known for her work raising orphaned children in India. She was a social entrepreneur and activist who was well-known for her work with orphan children in India. In 2016, she was awarded a Doctorate in Literature by the DY Patil Institute of Technology and Research. In 2017, she was awarded the Nari Shakti Puraskar. Sindhutai Sapkal was awarded the Padma Shri in the category of Social Work in 2021.



EARLY LIFE AND EDUCATION

Sindhu tai's story might be unbelievable to many. She was born on November 14, 1948 in Pimpri Meghe village in the Wardha district of Maharashtra, India. She wanted to pursue an education and although her father was very supportive of it, the village tradition and patriarchy shattered her dreams. She was married off at the age of 12 to a 30-year-old man with whom she had an abusive relationship; by the time she was 20, she was already a mother to three children.

Over the years, she struggled to battle the abject poverty in her life. She was fearless and voiced her opinions against the corrupt practices of a local strongman who sold dried cow dungs, which are used as fuel in India, without providing profit to the villagers. This action created a huge uproar in the village and the district collector had to intervene and put an end to the illegal practice.

Out of strong contempt for the woman, the strongman urged her husband to leave her. Since patriarchy is deep-rooted in the society, Sapkal's husband did exactly that. Little did she know then that this ending was actually the beginning of her calling to become the 'Mother of Orphans.'

JOURNEY TOWARDS BECOMING THE MOTHER OF ORPHANS

According to Mai, "A mother can never be defeated. A woman can never be defeated. But she needs to keep her heart strong and learn to forgive."

Mai started her journey as a social activist in her early twenties when she was abandoned by her husband and thrown out into the streets. She was nine months pregnant when the world rejected her and left her to die. But, without the help of a single person, this indomitable woman survived despite all odds and gave birth to a baby girl in a cow shelter and cut the umbilical cord using a sharp stone.

She then walked several kilometres to her mother's house but was unwelcomed there. Setting aside the thoughts of suicide, this woman started begging on the streets of Maharashtra to feed herself and her newly born child.

While struggling to survive on the streets, Mai was pained to see the plight of poor orphan children who lived their life begging sans any touch of care or warmth. Having lost her own childhood to patriarchy, this young mother took it upon herself to embrace these young people and provide them with whatever little she could.

Mai then started begging in earnest for these kids by singing in the local trains of Mumbai as she was determined to bring about a change in their lives. She slowly realized that taking care of them gave her a purpose and satisfaction in life, and thus decided to become the 'Mother of Orphans' by being a mother to every child in need of love and care.



EARNING BY ALL MEANS

She was not only a caring soul, but she was also a good speaker, and her hunger forced her to speak. She honed her communication skills, which enabled her to influence people and earn money through public speeches. She had adopted hundreds of children by this point, and caring for them was becoming increasingly difficult, but she refused to let her difficulties prevent her from being a helping hand for children.

She started her first ashram with some financial assistance, and soon, more people were interested in donating money to her. However, because everyone wanted a donation receipt, the need for establishing an NGO arose.



THE NEXT STAGE

This strong-willed woman's first NGO was Savitribai Phule Girls' Hostel. She now has thousands of adopted children, over 200 sons-in-law, around 50 daughters-in-law, and is a grandmother to a large number of children.

She never gave up on her children, even after they were able to care for themselves, and she still looks after each one of them. Many of her adopted children have gone on to become lawyers, teachers, doctors, and other professionals, and some have even founded non-profit organisations to support her cause

She wanted to be objective, so she let her biological daughter be adopted by Shrimant Dagdu of Pune.

ORGANIZATIONS:

- Mother Global Foundation Pune
- Sanmati Bal Niketan, Bhelhekar Vasti, Manjri, Hadapsar, Pune
- Mamata Bal Sadan, Kumbharvalan near Saswad, Purandar taluka (started in 1994)
- Savitribai Phule Mulinche Vasatigruh (Girls' Hostel) Chikhaldara, Amravati
- Abhiman Bal Bhavan, Wardha
- Gangadharbaba Chhatralaya, Guha shirdi
- Sapsindhu' Mahila Adhar, Balsangopan Aani Shikshan Sanstha, Pune
- Shree Manshanti Chatralaya, Shirur
- Vanvasi Gopal Krishna Bahuuddeshiya Mandal Amaravati

BETTER FORGIVEN

Years after he threw her away to die, her husband returned to accept his mistake and apologise. She didn't disappoint, being a humble soul who believes in forgiveness, and accepted his apologies for the better. And she proudly accepted him as her oldest son.

RECOGNITION

After years of effort and struggle, Sapkal's work slowly caught public attention and people started recognizing her efforts. In the year 2016, the D.Y. Patil College of Technology and Research, Mumbai conferred upon her the degree of Doctorate in Literature. So far, she has been honoured with more than

750 awards for her relentless and selfless social work. On March 8, 2018, International Women's Day, she was awarded the Nari Shakti Award 2017 by the President of India.

Sapkal spends all the money from the awards towards uplifting those in need. She not only helps poverty-stricken children, but also offers her care to abandoned women. She now has a huge family of 36 daughter-in-laws, 207 son-in-laws and over 1000 grand kids. Many of her children went on to become lawyers and doctors and others run their own orphanages to help the poor and assist her in her noble goals.



ALL FROM HEART

Sindhutai deserves all the respect in the world because she was given only adversity but returned love to society. Her work for underprivileged, orphaned, and abandoned children goes beyond our definition of 'help,' and it is only possible because of her self-determination, positivity, fighting spirit, perseverance, and other qualities. She is known by many names, including 'tai,' 'maai,' and 'mother of orphans,' and she has gained the love of people all over the world, which is the most difficult and precious thing to have.

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Entrepreneurship Management

Project Report on

Women Entrepreneur

(Aditi Gupta: The Co-founder of Menstrupedia)

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INTRODUCTION

Women Entrepreneurs means the women or a group of women who initiate, organize and operate a business enterprise. A woman entrepreneur is therefore a confident, creative and innovative woman desiring economic independence individually and simultaneously creating employment opportunities for others. In the advanced countries of the world, there is a phenomenal increase in the number of self-employed women after the World War II.

Need:

They have made their mark in business for the following reasons:

- i. They want new challenges and opportunities for self-fulfilment.
- ii. They want to prove their determination in innovative and competitive jobs.
- iii. They want the change to control the balance between their family responsibilities and their business lives.

Nature:

The term “women entrepreneur” deals with that section of the female population who venture out into industrial activities i.e., manufacturing, assembling, job works, repairs/servicing and other businesses. The Government of India has treated women entrepreneurs of a different criteria-level of women participation in equity and employment position of the enterprise. Women entrepreneurs have taken initiative in promoting and running an enterprise by having a controlling interest in that particular enterprise.

Definition:

“An enterprise owned and controlled by woman having a minimum financial interest of 51% of the capital and giving at least 51% employment generated to women”

-By Government of India

“Women who innovate initiate or adopt business actively are called women entrepreneurs.”

-J.Schumpeter

“Women entrepreneurship is based on women participation in equity and employment of a business enterprise.”

-Ruhani J. Alice

Importance:

In modern days, women entrepreneurs are playing a very important role in business, trade or industry. Their entry into business is of recent origin. Women have already shown their vital role in other spheres like politics, administration, medical and engineering, technical and technological, social and educational services. This is true in advanced countries and now in recent years, they have been entering into these fields in our country. Their entry into business is a recent phenomenon in India.

It is an extension of kitchen activities. In certain businesses, women entrepreneurs are doing exceedingly well and even they have exceeded their male counterparts. Women are successful not only in law, science, medical, aeronautics and space exploration and even in police and military services, but now they are showing their might even in business and industry. They have proved that they are no less than men in the efficiency, hard work, or intelligence, provided they are given proper scope.

Due to various psychological and sociological factors, women entrepreneurship has socioeconomically constructive effects beyond the purely financial, quantifiable, ones. In general, women define success in broader and more diverse terms than men; ones that include giving back to the community and the well-being of their families, as well as making profit. Women describe success by assessing the state of their children, their ability to choose their own schedule and daily tasks and their reputation (Justo et al, 2006).

Not surprisingly, therefore, women entrepreneurs make “important contributions to the world economy, particularly in low and middle-income countries” (GEM Women Report, 2007). Their nuanced reasons for becoming business owners and the intensified benefits they bring about play a particularly critical role in the context of development.

Changing Trends in Women Entrepreneurship

Any understanding of Indian women entrepreneurs, of their identity and especially of their roles will be incomplete without going in to the Indian history where women have paused, lived and internalized various role models. During 1950's, women entrepreneurs took to creating and managing entrepreneurial activities because of the fact that there was no income generating male in the family. In 1960's there was a spread of women education. This was the period in which the women started to venture into small one woman enterprise at home and from home. The women of 1970's started not only developing their aspirations but also ambitions to do and earn something for their families. Women wanted to be independent and wanted their voices to be heard in family as well as in the society. The decade of 80 witnessed a dramatic shift in this area. The women entrepreneurs of 50's, 60's & 70's had accepted both their social and occupational roles and tried to maintain a balance between the two. But in 80's women made personal choices, stood up for their convictions and had the courage to make up new beginnings. During 90's the women were considered to be capable, competent, self-reliant and assertive. During this century, number of women took up the challenge of initiating an enterprise, developing it and nurturing it to grow. In the present century, women are emerging as a force to reckon with. Many of the telecom, Information Technology (IT) and Finance industries are headed and controlled by women.

ABOUT ADITI GUPTA

Aditi Gupta is a social entrepreneur and co-founder of Menstrupedia, working towards spreading awareness about menstruation. While studying at the National Institute of Design as a Ford Foundation research scholar, she has conducted extensive research in understanding the scenario of menstrual unawareness in India and its impact on a girl's life. She has designed effective educational tools for girls and schools using storytelling and sequential art for educating young girls about periods in a society where the subject is a major taboo.



Menstrupedia Comic is a complete guide on periods designed by Menstrupedia team being used by more than 30 schools across India. The books are being distributed in other countries like Nepal, South America and Nigeria.

Gupta is a World Economic Forum Global Shaper and made it to the achiever's list of Forbes India 30 under 30 in 2014 for her work towards breaking the taboo around menstruation. She is a International Visitor Leadership Program (IVLP) alumni. Her work has been featured in The Wall Street Journal, Reuters, CNBC and BBC. She aspires to create a future where menstruation is not a taboo but a welcoming change in a girl's life.

“A woman cannot enter the kitchen, the place of worship, or her own home because of a conservative family belief.”

“A woman is not allowed to cook, come in contact with men, and she has no idea why she is out of favour.”

This is how menstruation is dealt with in India's majority rural and definite urban areas. Aditi Gupta could put an end to it up until now. Aditi has been doing an excellent job of raising awareness about menstruation. She conducted extensive research on the lack of knowledge about menstruation in India and how it affects the lives of women and girls. Similarly, she conducted this extensive research as a Ford Foundation Research Scholar.

In The Early Growing Epoch and Origin of Menstrupedia:

Aditi Gupta was born in the Indian state of Jharkhand in Garhwa. Aditi had the idea for her business at a very young age. Aditi's period began when she was 12 years old.

She had no idea what she was feeling at first because she had not yet explored the observable fact of menstruation. Her mother had guided her and provided her with information. Aditi first studied menstruation authoritatively when she was 15 years old. Aditi's family was a conservative thinker, which she was aware of during her period. They had a variety of traditions that she didn't think were appropriate.

She was required to sleep in a separate area of the house, wash her clothes separately, and was not permitted to touch a place where she prayed to God. In addition, she was not permitted to purchase sanitary pads due to her family's fear of losing their self-esteem. She was forced to use used cloths as sanitary pads as an alternative. She was astounded and disappointed by the lack of awareness and discussion surrounding this critical issue, which affected all young girls and women at some point in their lives. This knowledge was the catalyst for the creation of her company, Menstrupedia.

Aditi received her education at the NID – National Institute of Design in Ahmedabad, Gujarat, India, where she met her future husband, with whom she worked on numerous projects. They discovered a severe lack of awareness and knowledge about menstruation even in the midst of a cultured community, so they decided to start a business.



POWER WOMEN LIST 2020

“
A good leader should be emphatic.
When you are able to think from other
people's perspectives, it empowers you
and leads you towards the solution.
”

Aditi Gupta
Founder, Menstrupedia
Menstrual Educator



#POPxoPowerWomenList

What Is Menstrupedia All Concerning?

While growing up in Jharkhand, she was confronted with similar situations. Aditi and her husband Tuhin Patel collaborated on a Hindi comic book that demonstrated and humanised menstruation in girls.

Aditi and Tuhin's business has grown to include a full website called Menstrupedia.com. In conjunction with a comic book part to make menstruation easier for the reader.

The comic, as well as the website, contain instructions on sanitation, wellbeing, and ways to stay active during periods, as well as answers to frequently asked questions. She is one of India's most daring and inventive female entrepreneurs.

She spent her adolescence too embarrassed to buy sanitary napkins or talk about menstrual problems with anyone. Like most young girls, she began menstruating at the age of 12, but she didn't understand what periods were until she was 15 and in Class 9. Even so, their teacher skipped the chapter and instructed them to read it on their own. Because of a lack of information, she began to believe and follow menstrual myths.

Despite all of her education, she was still at the same level of awareness after 13 years. During her periods, she used to have a lot of cramps and problems. Her boyfriend (her husband Tuhin) used to search the internet for solutions to her menstrual problems during her post-graduation years. During their discussions about one of the class assignments, they realised that there was a lot of scope, both from a content and design standpoint, for her to choose menstruation as a topic for her project.

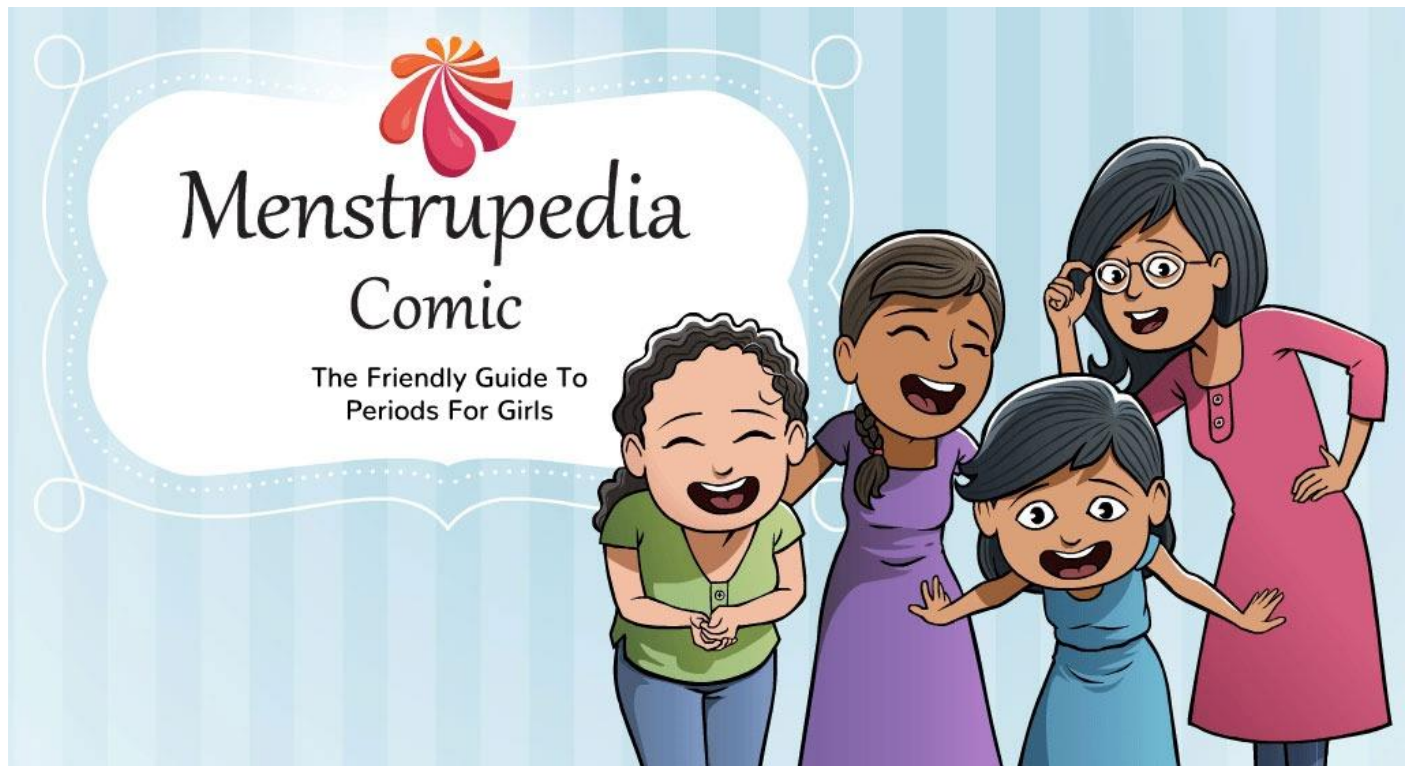
Then, for her final year thesis project, she conducted extensive research, interviewing doctors, and so on, gathered questions from the girls, and the idea for a comic book and user guide arose. As a result, they created a comic book featuring four main characters (three young girls and one elder didi – the expert, a doctor). It was tested and then published on a website.

While she began working as a professional designer of educational materials, their website was still active and growing. Many website visitors stated that 80 percent of the information was new to them. It demonstrated that even educated people lacked awareness. After two and a half years, they launched Menstrupedia in November 2012 in order to reach out to more people.

So, today, people are looking at a website that teaches pre-teens and teenagers about puberty and sexuality. It has received an average of 25,000 visitors per month from 195 countries since it went live a year ago, with readers from as far away as Canada and the Philippines.

The Development of Menstrupedia

Aditi Gupta spent a year conducting in-depth research to identify the lack of consciousness and edification surrounding this subject. She communicated with doctors, younger girls, and women who were all very supportive of her efforts to gather information. This had aided her in starting a comic book with three young girls and doctors as the main characters. She had published these comics on a website, which had eventually grown into a ready-to-help platform that provided information on adolescent years and sexual characteristics for young adults and pre-teens.



Menstrupedia is a website that provides a simple guide to menstruation, youth, and well-being. It also disproves a number of commonly held beliefs about menstruation. The sole purpose of this website was to be an ethnically insightful and easily recognised method of contemplating a taboo subject. There are numerous sections on the website, including comic books, blogs, a Questions and Answers section, and study materials. This comic has been incorporated into the curriculum of over 70 schools across India, and is used by 6000 schools, 12 non-governmental organisations (NGOs) such as Protsahan, Munshi Jagannath Bhagwan Smriti Sansthan, Instincts, Kanha, and two Buddhist monasteries in Ladakh, as well as 2,50,000 young women. It can distribute information in 18 different countries and has been interpreted in over 11 languages.

Menstrupedia has launched a number of campaigns in collaboration with Whisper India, including the Touch the Pickle group, which includes Shraddha Kapoor, Parineeti Chopra, Kalki Koechlin, Neha Dhupia, and Mandira Bedi, among others.

Serious Reception for Aditi

Aditi's work was smashed a lot in the beginning stages because it was dealing with a topic that was well-thought-out to be a taboo in the middle of the majority of people. On the other hand, she gradually began to receive positive and firm feedback on her goal. The majority of digital media and websites believe her work is very important in raising awareness among today's generation of young girls and women.

Aditi is also a World Economic Forum Global Shaper and was named to the Forbes India Under 30 list in 2014 for her work in dispelling myths about menstruation. She has visited and participated in International Visitor Leadership Program (IVLP) alumni events. Her sincere work has been featured in publications such as The Wall Street Journal, Reuters, CNBC, and the BBC.

Future of Menstrupedia

This is the beginning of their work but they have been able to bring menstruation into the mainstream discussions in five years – various kinds of discussions about sanitary napkins, conversations are becoming positive, they see periods being mentioned by actresses, among others.

They want to create a nationwide educational infrastructure about menstruation. They started with educating girls of 9 years old but they want to do it for parents, teacher and boys. They want to talk about other gender issues too. They have the ability to make effective educational tools for child sexual abuse. Sensitising them about intercourse, contraception, even menopause. So that's the future for them, they will always keep it inclusive and multilingual, so their resources are available in all Indian languages, and they'd like to reach out to both urban and rural areas.

CONCLUSION

In India, a large number of girls and women face embarrassment and insecurity as a result of menstruation.

It is a difficult time for them because they are attempting to distinguish themselves as individuals while being questioned about different values and degrading attitudes in society.

Aditi's work has been so successful in determining so many women because of this cause.

One of the most important messages from Aditi's storey is the desire to improve one's life as well as one's wealth.

This is what social entrepreneurship is all about. Social entrepreneurship entails finding solutions to various societal and civilising issues. This kind of encouraging transformation is critical in today's civilization.

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ENTREPRENEURSHIP MANAGEMENT

Report On Women Entrepreneur

Under the guidance of:
Prof. Nazia Ansari

Submitted by:

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Kanika Tekriwal
Founder and CEO, JetSetGo

Business Model

Often referred to as the Uber of the skies, JetSetGo provides charter customers with choice, transparency and the flexibility of booking on both web and mobile platforms. JetSetGo prioritises the needs of its customers by providing exclusive ground services, state of the art planes and helicopters and unmatched service all around. Having India's largest private jet fleet at its disposal, JetSetGo offers the shortest wait time for an aircraft and, in the rare case of unscheduled maintenance it has the unrivalled ability to provide you with a substitute aircraft in the shortest amount of time. For single leg trips, through its online demand aggregation model it maximises the chance for the sale of empty travel legs to other customers at attractive price points, thereby giving credit to original customers against the overall cost of the charter.

To enable all of this and leveraging technology optimally, JetSetGo provides a cloud based enterprise management tool for aircraft operators which combines scheduling, advanced trip pricing and business intelligence capabilities with an in-built global marketplace for services and parts that will soon also have transactional capabilities. On the ground through long term strategic alliances and investments JetSetGo has

ramped up its capabilities in several Indian airports to put in motion a new JetSetGo customer service standard that will forever re-define the customer experience by providing a far superior level of service than that currently exists in the country.

HER JOURNEY AS AN ENTREPRENEUR

Ms. Kanika Tekriwal started her journey in the aviation industry at the age of 17. During her tenure, she has seen the industry grow and has grown with it. It is well and truly safe to assume that she has learnt more than a thing or two about the industry in this time.

As her career unfolded, she saw the frustration suffered by any customer in regard to chartering planes or helicopters. The industry was clouded by charter brokers and operators who were more interested in their commission than satisfying their customers. The absence of a technology driven platform in the private aviation industry led to a lack of transparency and astronomical prices for the same. The demand for “something better” was the spark that led her to create “A professional and comprehensive technology driver charter service providing a variety of aircrafts with a transparent pricing system”

JetSetGo is a direct result of the desire to solve this problem. It is a customer-centric venture aimed at revolutionising the private aviation business in the region by re-defining the experience for private charter customers.

CHALLENGES FACED

Obstacles build character; this cannot be more true for the life of an entrepreneur. Ms. Tekriwal, like most entrepreneurs, faced a plethora of obstacles before she was able to achieve the success she has achieved today. She started the company with 100 dollars and is now doing over 7 digit turnover every month. At the very beginning, after investing over six months and a considerable amount of resources, she was not able to sell a single plane. She could've lost faith in the lacklustre economy and given up

but instead she chose to ride out the storm and innovate. She looked for ways to create a business model that reduced the price of these planes and made them more feasible for any potential customers. It was this thinking that paved the path to her becoming one of the 100 most prominent and inspirational women in the world.

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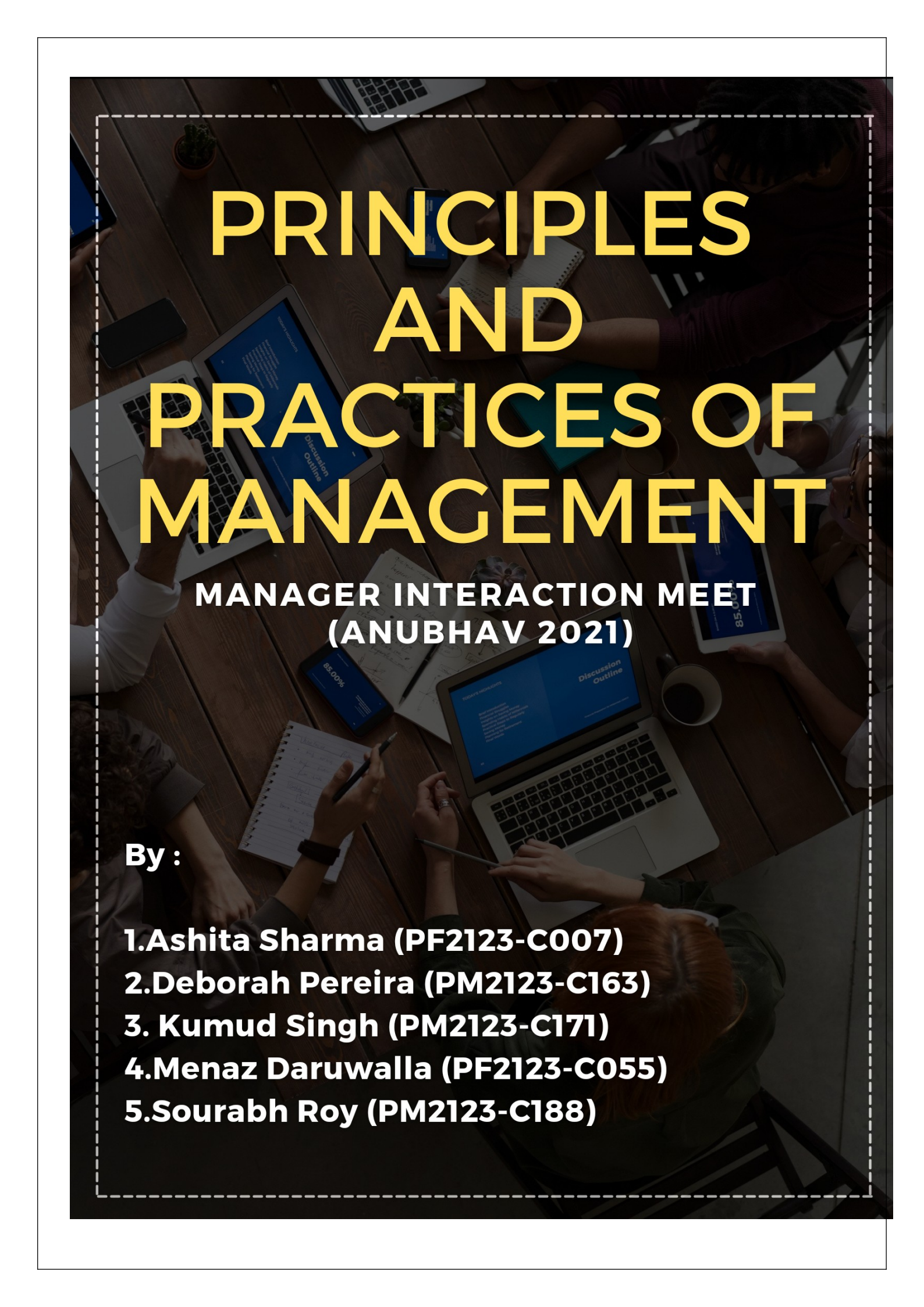
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A top-down view of a meeting table with laptops, notebooks, and people's hands. The background is a dark, slightly blurred image of a meeting room. The title is written in large, bold, yellow capital letters. Below the title, the subtitle is written in white capital letters. At the bottom left, the authors' names and IDs are listed in white capital letters.

PRINCIPLES AND PRACTICES OF MANAGEMENT

**MANAGER INTERACTION MEET
(ANUBHAV 2021)**

By :

- 1. Ashita Sharma (PF2123-C007)**
- 2. Deborah Pereira (PM2123-C163)**
- 3. Kumud Singh (PM2123-C171)**
- 4. Menaz Daruwalla (PF2123-C055)**
- 5. Sourabh Roy (PM2123-C188)**



Rushabh Mehta

Founder of Xplore Joy Solutions (LLP)

- **Work experience of 9 years in Marketing, Business Strategy and Alliances.**
- **Worked with companies like Coverfox Insurance, Aditya Birla Capital, TESTfunda.com, Sutra Services Pvt. Ltd. and Cactus Communications.**
- **One of the top 100 Young Leaders by Economic Times in 2013.**
- **N. L. Dalmia Alumni of 2011-2013.**

ABOUT XPLORE JOY SOULUTIONS

- **A platform to explore hobbies.**
- **Choose a hobby you like on the platform, and you take sessions for the same.**
- **Customers can pick and select multiple hobby courses at once 9 months since its inception, Xplore Joy Solutions a young LLP firm, has vibrant team of 6, with 2 business partners.**

THE INTERACTION

1. Roles and Responsibilities

According to Mr. Rushabh, his roles and responsibilities as a founder of Xplore Joy solutions are very much different, at the same time, very much the same, to him being a manager before. Earlier he had people under him to manage things. He had a marketing team and finance team under him or he had to guide the technology team. But as a founder, he has to do all the tasks by himself. He and his co-founder, Mr. Karan, they work as a team. Mostly, Mr. Rushabh handles the strategic planning of business. Mr. Karan is involved in the product and technology part. Both of them have clarity of thought as to how the business runs and will run in the upcoming years

2. What is the best part of your job?

Mr. Rushabh believes that the best part about his job is that his work is not limited by anything. He feels that he can keep on doing experiments, try new things and finally execute the idea which really works.

3. What is the worst part of your job?

Mr. Rushabh thinks the worst part about his job is that he can't blame anyone. Majority of the tasks are done by both the co-founders together. At times there are disputes and arguments, due to difference in opinion. Both of them try to understand, each other's point of view and come to an approach which is best for the business.

4. As a founder, how involved are you on all levels of planning in your organization? From Strategy to Operational?

As a start-up, unlike his previous jobs, he needs to be highly involved in strategic planning unlike the tactical level of planning he did in his previous job. The planning is divided amongst his business partner and him. His specialization is business strategy and his partner's is product development. So the one with the expertise has the final say and majority of planning for that job.

5. Any suggestions on how to be a better planner?

He suggested we become meticulous planners in whatever we do. From planning to the T and planning for errors. Eg. The colour palette used on

the company website, to the content put on the website. He also suggested we learn how “crashing” works and see how we could apply that concept at work. He said, sticking to timelines is extremely essential while we work and suggested we understand the concept and application of crashing. Project Crashing is a logistics function that helps managers plan better. It takes critical work and weighs it with the cost to the product or attain the goal. This tool helps managers plan and understand the most important aspects and aims at pumping in cash to increase the efficiency of the company. He also suggested we use “MIRO” when we start working. It’s a visual tool to help us plot the journey of consumers for every little detail. For eg. The launch of a new product, MIRO helps visually represent piece by piece what the product would look like. It will help us become planners as we make consumers the key in every process.

6. How many subordinates do you lead at present? What factors do you consider by deciding the span of control? How did you bring leadership change that change in your own company?

He has 4 employees below him. His leadership pattern hasn’t changed over the years. He has always been people oriented while leading a team. He doesn’t spoon feed his employees but tries to find best ways to make himself obsolete in the team. Meaning, he tries to raise the people in his team up so that his use in that team is not needed and he could go to the next level. He has also tried to understand the various abilities and differences his employees bring to the table and reaches out to them on that level. For eg. His employee identified an issue in her productivity, so he guided her to keep a track of her work by the hour and within a day or 2 she realised her lack of productivity.

7. What does it take to be a good decision maker? How has your decision making sharpened? How could we practice that?

He says being a reader will make a good decision maker. The ability to understand and analyse data plays a vital role for good decision making. He couldn’t stress enough on using excel sheets as he hasn’t gone a day without using excel. His decision making has improved over the years with experience.

8. How do you motivate your employees or team members? What have you identified that works best?

He answered to this question pointing out to the pandemic that during this time, his team was feeling very low or demotivated so to pull them out of that phase, he put 3 hours’ session where he gave them a platform to open up about the things that were affecting their personal lives. He told us that he started sharing his own story that how he is facing challenges at that point of time. This type of exercise actually help one make connections not only between the manager and

his team but also among employees and this in turn, causes motivation in a team.

He also pointed out to one more thing that he used to do in order to motivate his employees that he randomly picks up one of his employee for a task and backs the task with a reward which is anything from Amazon and when that employee completes the task, he orders the chosen thing and make it delivered to that employee. While concluding his answer, he mentioned one very important thing that never ever let your problems or issues affect your employees.

9. What do you think it takes to be an impactful leader?

While answering this question, he started with telling us that to be an impactful leader, it is necessary to make your teamwork or adapt to a change as it is needed so when doing it, always go with a proper reasoning or explanation to your team. He also pointed out that a leader is someone who never forgets the human aspect of his team while driving a decision. Adding more to his answer, he gave an example of one of his activities which he used to do with his team on weekends where few queries used to come which they have to meet on weekends and after that process, he wrote a mail to his team telling them about his learnings. According to him, this type of process builds a cooperative environment in a team and, trust among your team members towards you.

10. What type of control measures are applied by you to see how efficient and effective an employee is?

He answered this question telling about how benchmarking on a personal level is done in a product company to track one's efficiencies on day to day level and then, taking measures for the improvement, if needed, and Incentivizing, if the performance is at par. To explain his methods better, he also gave one example of one of his team members whose productivity was varying on different days. So he asked her to write her hourly report and send it to him and when she did so, he didn't say anything to her. She herself understood that on some days, she was doing a very good job but on other days, she was not at all working. And within two days, the numbers started picking up automatically.

At the end he also told us about how one should not lose touch with the good performers of the team, otherwise that member can lose interest in the work so if not official talks, go one with unofficial talks with that member to keep him motivated so that one's efficiency won't get hampered.

11. What's your advice on being an effective communicator?

According to Mr. Mehta, communication is very important while managing a firm. When he was in Cover fox (his last organization) he was known as a person who used to draft long emails. He said that the purpose behind sending long mails was not to show off as an articulate person but to portray absolute

clarity in the communication. He says that communication should not just be verbal, it should be in black and white. If we send a mail or a text message it stands as a proof if any issues happen in future. The first thing for an effective communicator is that he should have clarity in his thoughts and only then will he be able to communicate and put his ideas in front of the people. He believes that if the communication is in black and white, you will have something to refer to and know exactly what the idea was. While selling an idea, verbal communication is equally important. You have to make people believe in your idea or dream then only will you be able to build an organization. Communication, whether black and white or verbal, should be crisp and understandable. Once this is done everything will be taken care of.

12. How do you encourage employees to be ethical?

As seen on Mr. Mehta's LinkedIn profile, one of his recommendations stated that he is a very ethical person. On this he said that yes it is true as for him ethics is very important. He also said that ethics can't be forced on people. After explaining also if someone is unethical then you won't be able to do anything. What actually is in your control is how ethical you are in your approach. He says that when you are working, there can be situations where you do something a little differently which may not be ethical but is beneficial for the company. But for him ethics is more important than benefits because as compared to ethics, benefits are only for a short period of time and it might come and bit you at one point. He also said that you need to make sure that you shouldn't do something that you wouldn't want to be done to you. If you do something ethical make sure you tell your team about it as well, so they know what is actually expected and what is correct. He says that once you become a manager, you are more of a salesperson than a manager because now you are not selling externally but you are selling your beliefs and values internally with your team and that's what the main aspect is. If you are taking an ethical step while making a decision, then let your team know the reason behind it. Making someone ethically driven is not actually your job because if you are ethical yourself, some people around will take that in a positive way and continue working with you and also open about their situations which is a good thing and some people who are unethical might leave you team which is also a good sign. So, you will be in a win-win situation.

13. Organizational changes during pandemic?

Mr. Mehta said that the logistics of setting up the firm was very easy as everything was digitalized. He started his firm in January 2021 so everything was online. He said that there are multiple players that help you start a company like GST registrar, PAN card registration, RoC (Registrar of companies), etc and it is a fairly simple process. But when it comes to the ideation part it is completely different from what it was planned by both the partners. As XploreJoy Solutions is a hobby based platform and it digitalized, they didn't not

face any changes or challenges as such. He said that everything went on smoothly. It's just been 8-9 months since incorporating the firm so there were negligible changes in the organization of firm.

14. What Skills must be developed by us (students).

Prime skill is unlearning and relearning, process should start with learning concept and end with a student applying those concepts in real life scenario. Mr Mehta was also of the opinion that case study approach should be the way forward other than that we were also advised to develop skills of data analytics and excel.

15. What qualities to develop to be a team player?

According to Mr. Mehta being an efficient team player is all about prioritizing your tasks and follow a bucket system of task management. Bucket system means to focus on a task at hand, complete and move on to the next task this method ensures that all our tasks are accomplished within the time limit. Delegation of tasks plays an important role which is beneficial to the organization.

16. Best management advice ever received by you.

Mr. Mehta just gave us one motto which he had received i.e. 'Keep Pushing', it means to keep on working consistently without bothering too much about appraisals and promotions which will help create a proactive nature and also keep one happy and content. Mr. Mehta asked us to have a P/PC balance (production and production capacity balance) which is very necessary in the corporate for growth and development.



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Capturing Corporate Life Experiences

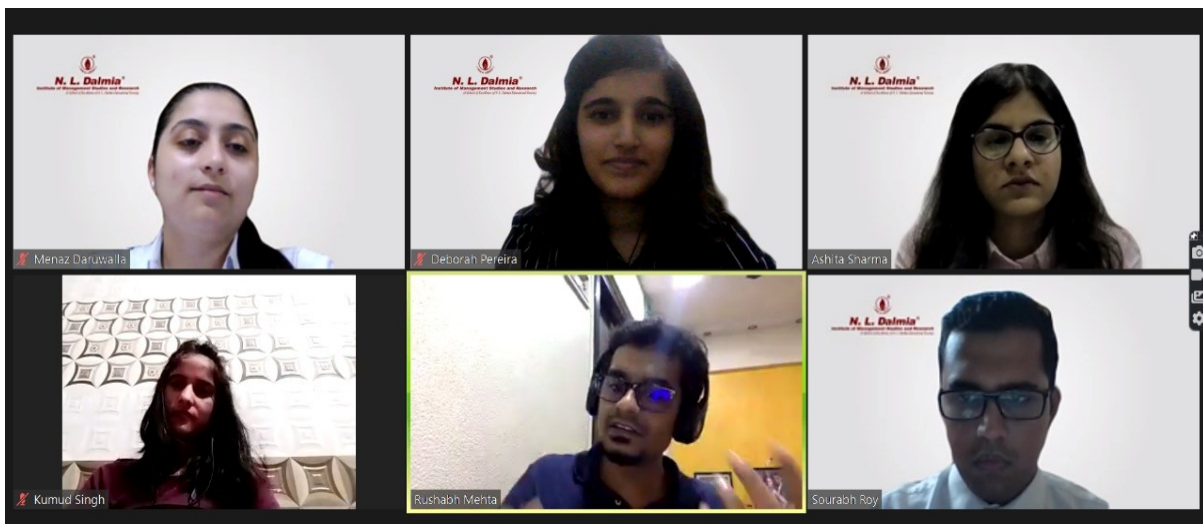
Mr. Rushabh Mehta

Founder - XploreJoy Solutions

Friday, 1st October 2021 | 6:00 – 7:00 PM

Faculty Coordinator : Dr. Nazia Ansari
(Asst. Prof. General Management Department)

Alumni Coordinators : Ms. Sajita Pradeep & Mr. Anish Shetty





PRINCIPLES AND PRACTICES OF
MANAGEMENT

ANUBHAV 2021

ALUMNI AND STUDENT INTERACTION -
CAPTURING CORPORATE LIFE EXPERIENCE

By :

1. Ashita Sharma (PF2123-C007)
2. Deborah Pereira (PM2123-C163)
3. Kumud Singh (PM2123-C171)
4. Menaz Daruwalla (PF2123-C055)
5. Sourabh Roy (PM2123-C188)

RUSHABH MEHTA

Founder of Xplore Joy Solutions
(LLP)

- Work experience of 9 years in Marketing , Business Strategy and Alliances.
- Worked with companies like Coverfox Insurance, Aditya Birla Capital, TESTfunda.com, Sutra Services Pvt. Ltd. and Cactus Communications.
- One of the top 100 Young Leaders by Economic Times in 2013.



ALL ABOUT XPLORE JOY SOLUTIONS

- A platform to explore hobbies.
- Choose a hobby you like on the platform and you take sessions for the same.





1.Roles and Responsibilities

- Different as well as same.
- As a manager - guided various teams.
- As a co-founder - all the tasks carried out by himself.



2. The best part of you job

- No limitations
- Experimental approach

3. The worst part of you job

- Can't point fingers
- Disputes and arguments
- Difference of opinion



4. Types of planning. Suggest how to be a good planner.

- Highly involved
- Structured planning
- Meticulous planning
- Crashing and MIRO



5. How many subordinates you supervise/lead and span of control.

- Aim to make one self obsolete
- Avoids spoon feeding
- People oriented



6. What it takes to be a good decision maker?

- Ability to analyze data
- Improved over the years
- Pro at Excel
- Avid Reader



7. How you motivate your employees or team members? What have you identified that works best?

- Special Employee Interaction activity during pandemic.
- Following task-reward process.



8. What you think it takes to be an impactful leader?

- Backing every decision with the proper reasoning.
- Always make decisions considering human aspect of the team.
- Having interactions with team members at regular intervals.



9. What types of control measures is applied by you to see how efficient & effective an employee is?

- Importance of benchmarking on an individual basis.
- Going beyond set methods to improve efficiency in an individual.
- Having some sort of interaction always with good performers.



10. Advice on being an effective communicator

- Communication is super important.
- Communication should be in black and white.
- Crisp, clear and understandable.
- Verbal communication is as important as the black and white form.
- Selling an idea - Verbal Communication is important.



11. How do you encourage employees to be ethical?

- Mr. Mehta is known to be a very ethical person.
- Ethics cannot be forced on people.
- Unethical behaviour for the benefit of the company- will bite you one day.
- Ethics over Benefits
- If you are ethical people will look up to you.

12. Organizational changes during the pandemic.

- Logistics of the firm.
- Ideation part was different than what was planned.
- No major Challenges.
- Everything was digitized.





13. What skills must be developed by us (students).

- Learn to unlearn
- Be flexible
- Develop reading habit.
- Excel can be your best friend
- Case study is best learning method



14. What qualities should be developed to be a team player?

- Along with owning it is necessary to delegate responsibilities.
- Set priorities and keep moving things out of your bucket.



15. Best management advice ever received by you.

- Keep pushing, things will get better.
- Important to maintain the P/PC balance.

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THANK YOU !





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Thank You!



ANUBHAV

CAPTURING THE CORPORATE LIFE EXPERIENCES

INTRODUCTION OF SHWETA SINGH

- Graduated in 2009.
- Having 10 years of rich Experience
- Has worked with various organizations such as Delloite, Deutsche Bank, Oracle Financial Service
- Currently working with Wipfli India as Tax Consultant
- Currently pursuing CPA



ROLES AND RESPONSIBILITIES

Prepare complex
and mid-level
returns

Manage a team of
tax associates

Train new joiners
and review their
work

Meticulous
compliances in
US taxation



CHALLENGES

BEST PART OF THE JOB



WORK PRESSURE IS
CONFINED TOWARDS THE
END OF THE TAXATION
SEASON ONLY.



ON NORMAL DAYS, WORK
FOR 8 HOURS.



A WELL PAYING AND STABLE
JOB.

WHAT IT TAKES TO BE A GOOD DECISION MAKER?

According to Shweta ma'am good decision-maker chooses actions that give the best outcome for themselves and others. They enter the decision-making process with an open mind and do not let their own biases sway them.

They make decisions rationally, after researching alternatives and understanding the consequences.

She believes that a good decision-maker involves others including their subordinate when appropriate and use knowledge, data and opinions to shape their final decisions.

Making decisions is an integral part of any job, whether you are in an entry-level position or you make important choices on behalf of your company as an executive.

SPAN OF CONTROL



CONTROLS AND MANAGES A
TEAM 6-7 PEOPLE.



CONSIDERS PEOPLE WITH
ADEQUATE WORK EXPERIENCE.

HOW YOU MOTIVATE YOUR EMPLOYEES'/TEAM MEMBERS? WHAT HAVE YOU IDENTIFIED THAT WORKS BEST ?

Shweta ma'am believes that things like respect, honesty, support, and acknowledgement of work are the main motivators. But there's a lot more you can do for your team members.

If an employee has been putting in a lot of time working on a project, or they went out of their way to help out coworker, do not hesitate to praise them.

She follows the same method to motivate her team members, She actively connects with them supports them and acknowledge their achievements and work.

WHAT TYPES OF CONTROL MEASURES IS APPLIED BY YOU TO SEE HOW EFFICIENT & EFFECTIVE AN EMPLOYEE IS?

The is an easy and straightforward way to measure employee efficiency and effectivity is by looking at the end of week productivity of the employee.

Productivity is the best way to check the efficiency and effectiveness of an employee.

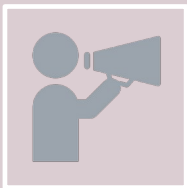
Since she is in US Taxation field there the productivity is measured by the quality of the tax return and amount of returns prepared.



Knowing your audience is the most important thing in communication, If you are communicating with professionals or business clients, a formal tone is suitable. However, you can be informal and casual when speaking to consumers and colleagues in a work setting.



To be an effective communicator, one must learn to listen actively to other people. It shows the you are genuinely interested in what they are saying.



Being an effective communicator requires speaking with clarity. Before you say anything, go over it in your mind to be sure it is the right thing.

WHAT'S YOUR
ADVICE ON BEING AN
EFFECTIVE
COMMUNICATOR ?

HOW YOU ENCOURAGE EMPLOYEES TO BE ETHICAL ?

Lead by Example

- If managers want their staff to behave ethically then they must understand that it starts with them. Employees generally follow the examples set forth for them by management.
- If managers hold themselves to a high standard of ethical behavior, then they have credibility when they expect the same thing from their employees.
- If everyone is on the same page it becomes easier for the team as a whole to adopt the same types of ethical behaviors.



ORGANIZATIONAL CHANGES DURING PANDEMIC ?

Home working has enabled more agility and flexibility in working arrangements. With employees no longer tied to an office, they may be better placed and more willing to work flexible hours such as earlier or later in the day or even at weekends.

Home working has been offered as an incentive to come and work for the company helping attract new talent to the business even if they are thousands of km away from office.

The company saves on a lot of things such as on office space, office supplies, utility bills and other facilities and the employees also save a lot on expenses such as travelling, rent etc.

KEY INTERACTIONS

We asked How do you plan and manage things?

She first off a all suggested us to open a Demat account and start investing, as this will help you in future

Secondly she suggested don't compare yourself with others and asked us to be yourself

Then we asked her how do you become a decision maker?

So, ma'am said that when you solve problems in realistic manner, will make you a good decision

WHAT QUALITIES AND SKILLS MUST BE DEVELOPED

- GOOD COMMUNICATION SKILLS
- GOOD OBSERVATIONAL SKILLS
- RESPONSIBILITIES
- PROFILE BUILDING
- TECHNICAL SKILLS



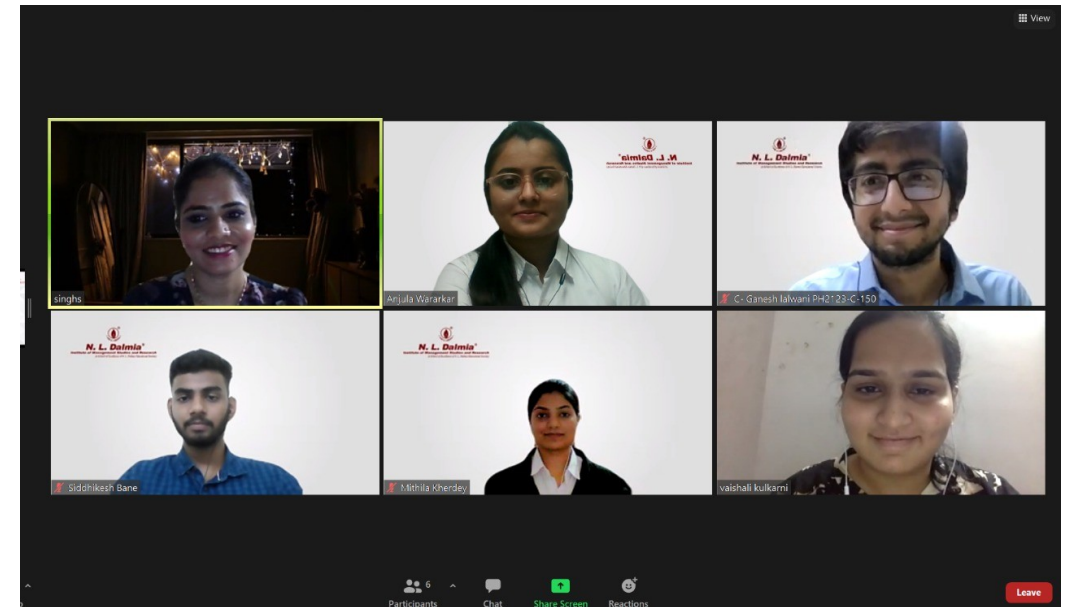
BEST MANAGEMENT ADVICE

- YOU ARE WHAT YOU SPEAK
- YOU CANNOT CHANGE PEOPLE
- NEVER QUIT



CONCLUSION

- It was a great learning experience.
- We got corporate exposure.
- We also got learn the importance of worklife balance.





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“Anubhav - 2021”

Capturing Corporate Life Experiences

Ms. Shweta Singh

Tax Senior – Wipfli India

Friday, 1st October 2021 | 6:00 – 7:00 PM

Faculty Coordinator : Dr. Nazia Ansari
(Asst. Prof. General Management Department)

Alumni Coordinators : Ms. Sajita Pradeep & Mr. Anish Shetty



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Thank You!



ANUBHAV

Capturing corporate Life Experiences

By:

Tanvi Mitbander PF2123-C019

Anjula Wararkar PH2123-C233

Mithila Kherdey PF2123-C031

Siddhikesh Bane PM2123-C196

Ganesh Lalwani PH2123-C150



Introduction to Ms. Shweta Singh.

- Graduated in 2009.
- Having 10 years of rich Experience
- Has worked with various organizations such as Delloite, Deutsche Bank, Oracle Financial Service
- Currently working with WipFli India as Senior Tax Consultant
- Currently pursuing C.P. A

Roles and Responsibilities

- Prepare complex and medium-level returns
- Manage a team of tax associates
- Train new joinees and review their work
- Meticulous compliances in US taxation

Challenges which she faces in the job

- Long working hours during the taxation season which can extend till 12-14 hours daily.
- Mental Exhaustion due to the late working hours and an erratic lifestyle.
- Work pressure during the end of taxation season
- Adjustments in new jobs when you move from a Partnership firm to a Big 4 accounting firm.

Best part about her job

- As Taxation season is only for 6 months, work pressure is confined towards the end of the season only.
- On normal days when there are no returns to be filed or assessed then work is for 8 hours.
- A well-paying and stable job as you work along with not only the Big 4 Accounting firms, but also many US Based firms have a demand for qualified professionals.

What does it take to be a good decision maker?

- According to Shweta ma'am good decision-maker chooses actions that give the best outcome for themselves and others. They enter the decision-making process with an open mind and do not let their own biases sway them.
- They make decisions rationally, after researching alternatives and understanding the consequences
- She believes that a good decision-maker involves others including their subordinate when appropriate and use knowledge, data, and opinions to shape their final decisions.
- Making decisions is an integral part of any job, whether you are in an entry-level position or you will make important choices on behalf of your company as an executive.

Span of Control

- Controls and manages a team 6-7 people.
- Considers people with adequate work experience as US Taxation has a very complex taxation process, qualified people are mostly preferred by companies and management.

How you motivate your employees'/team members? What have you identified that works best ?

- Shweta ma'am believes that things like respect, honesty, support, and acknowledgement of work are the main motivators. But there's a lot more you can do for your team members.
- If an employee has been putting in a lot of time working on a project, or they went out of their way to help their coworker, do not hesitate to praise them.
- She follows the same method to motivate her team members, she actively connects with them supports them and acknowledge their achievements and work.

What types of control measures is applied by you to see how efficient & effective an employee is?

- There is an easy and straightforward way to measure employee efficiency and effectivity is by looking at the end of week productivity of the employee.
- Productivity is the best way to check the efficiency and effectiveness of an employee.
- Since she is in US Taxation field there the productivity is measured by the quality of the tax return and amount of returns prepared.

What's your advice on being an effective communicator ?

- Knowing your audience is the most important thing in communication, if you are communicating with professionals or business clients, a formal tone is suitable. However, you can be informal and casual when speaking to consumers and colleagues in a work setting.

- To be an effective communicator, one must learn to listen actively to other people. It shows you are genuinely interested in what they are saying.
- Being an effective communicator requires speaking with clarity. Before you say anything, go over it in your mind to be sure it is the right thing.

How you encourage employees to be ethical ?

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- If everyone is on the same page it becomes easier for the team to adopt the same types of ethical behaviors.

Organizational changes during pandemic ?

- Home working has enabled more agility and flexibility in working arrangements. With employees no longer tied to an office, they may be better placed and more willing to work flexible hours such as earlier or later in the day or even at weekends.
- Home working has been offered as an incentive to come and work for the company helping attract new talent to the business even if they are thousands of kilometers away from office.
- The company saves on a lot of things such as on office space, office supplies, utility bills and other facilities and the employees also save a lot on expenses such as travelling, rent etc.

Key Interactions

- We asked how do we plan and manage things?
- She first off, she suggested all of us to open a Demat account and start investing, as this will help you in future.
- Secondly, she suggested don't compare yourself with others and asked us to be yourself.
- Then we asked her how you become a decision maker?
- So, ma'am said that when you solve problems in realistic manner, will make you a good decision.

What qualities and skills must be developed?

- Good communication skills
- Good observational skills
- Responsibilities
- Profile building
- Technical skills

Best Management advice

- You are what you speak
- You cannot change people
- Never quit

Conclusion

- It was a great learning experience.
- We got corporate exposure.
- We also got learn the importance of work life balance.

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Mr. Rohan Lele

L&D Operations Specialist

At

Apisero

Made by :

- Rutuja Patil : PM2123-E293
- Bhavika Bhagtani : PF2123-E307
- Anshul Jain : PF2123-E290
- Inderpreet Singh : PF2123-E316
- Anurag Mali : PF2123-E299
- Atharv Renose : PM2123-E304

1. Role & Responsibilities

- Training employees in Mule software & Snow Flake.

2. What's the best part of your job?

- Opportunity for growth (400 to 1400 employees)

3. What's the worst part your job?

- No fixed working hours.

4. What different types of planning you do on a regular basis? Suggestions on how to be a better planner?

- Resources Management.
- Pyramid form of thinking & then planning.

5. How many subordinates you supervise/lead at present. What factors you consider before deciding the span of control?

- Type of work
- Experience of Subordinates



6. What it takes to be a good decision maker?

- Understanding your Business
- Root Cause
- Data

7. How you motivate your employees'/team members?

What have you identified that works best? / What you think it takes to be an impactful leader?

- Be a Role Model

8. What you think it takes to be an impactful leader?

- We ourselves have to be perfect and be on track

9. What types of control measures is applied by you to see how efficient & effective an employee is?

- How well one understands his/her goal
- How willing & Determined one is towards achieving a goal



10. What's your advice on being an effective communicator?

- Understand target audience
- Do not spoon feed
- Should have clarity

11. How you encourage employees to be ethical?

- E.g., X & Y Manager

12. Organizational changes during pandemic?

- Switched to work from home.
- Communicating around the world regarding business using Online communication platforms.

13, 14. What skill must be developed by us (students) / What qualities to develop to be a team player?

- Adapt Growth Mindset
- Agile Methodology
- Develop clarity in Communication.



15. Best management advice ever received by you.

- Times of discomfort are times of growth
- Never overcommit and underperform
- Everything happens in the world for 2nd time, 1st time it happens in mind.



Recording

Participants: Durba Chakrabarty, Inderpreet Singh Hun..., Anurag Mali, Rohan Lele, Atharv Renose, Bhavika Bhagiani

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Capturing Corporate Life Experiences

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Mr. Rohan Lele
L&D Operations Specialist
At
Apisero

Friday, 1st October 2021 | 6.00 – 7.00 pm

Subject : Principles & Practices of Management

Faculty Co-Ordinator : Dr. Nazia Ansari

In Association with ALCOM

Controls: Mute, Stop Video, Participants (7), Chat, Share Screen, Reactions, Apps, Leave



Participants: Anshul Jain, Durba Chakrabarty, Inderpreet Singh Hun..., Anurag Mali, Rohan Lele, Atharv Renose

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Thank You!!

The bottom of the slide features three overlapping geometric shapes: a yellow triangle on the left, a grey triangle in the center, and a red triangle on the right.

"ANUBHAV - 2021"

Capturing Corporate Life Experiences



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Mr. Rohan Lele

L&D Operations Specialist

At

Apisero

Sunday, 3rd October 2021 | 6 pm – 7 pm

Faculty Co-Ordinator – Dr. Nazia Ansari.
(Asst. Prof General Management Department)

In Association with ALCOM

Thank You!!

The bottom of the slide features three overlapping geometric shapes: a yellow triangle on the left, a grey triangle in the center, and a red triangle on the right.

PPM

ANUBHAV – 2021

Manager Name :- Rohan Lele
Designation :- L & D Operations Specialist
Company :- Apisero
Academic Year :- 2014 – 2016
Location :- Thane

Made by :

- Rutuja Patil : PM2123-E293
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- Inderpreet Singh : PF2123-E316
- Anurag Mali : PF2123-E299
- Atharv Renose : PM2123-E304

List of questions asked with responses :-

1. Role & Responsibilities

- Training employees in Mule software & Snow Flake.
- Looking after that all the resources are available for training of employees

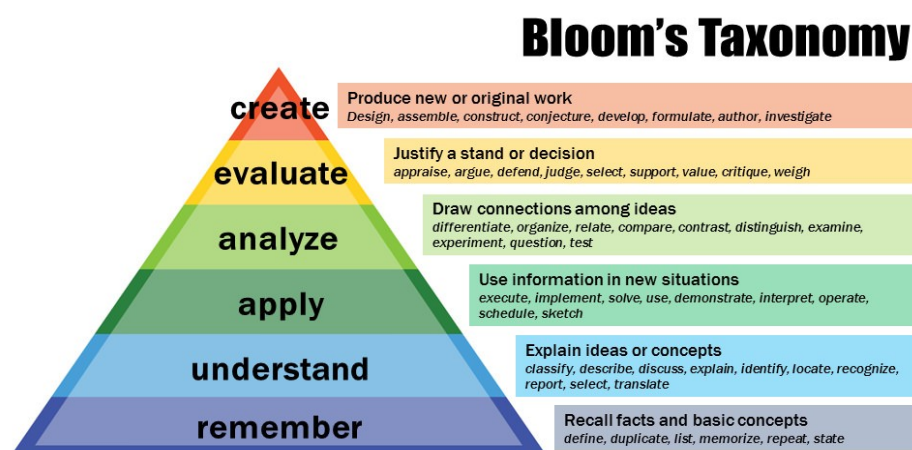
2. What's the best part of your job?

- As Apisero is a start up there is a huge opportunity for growth.
- The company has grown from 400 employees to 2100 in a span of 14 months.

3. What's the worst part your job?

- Due to pandemic and WFH he is not having any fixed working hours, login – logout time ranges from 8 in morning to 11 at night.
- What different types of planning you do on a regular basis? Suggestions on how to be a better planner?
- Resources Management.

- Pyramid form of thinking & then planning.



- How many subordinates you supervise/lead at present. What factors you consider before deciding the span of control?
 - He told that usually span of control is decided by type of work and the experience level of employees. If employees are inexperienced and the type of work is also complicated than a narrow span is required to give proper attention and vice-versa.
 - He has about 162 employees under him and he seemed to be pretty comfortable in handling them.
- What it takes to be a good decision maker?
 - Firstly we have to understand our business properly and find the root cause.
 - Secondly, is getting the right data to take right decisions.
- 7,8. How you motivate your employees'/team members? What have you identified that works best? / What you think it takes to be an impactful leader? What you think it takes to be an impactful leader?
 - Team members follow managers path, so we ourselves have to be perfect, punctual and be on track to motivate them.
 - Giving them monetary and non-monetary incentives to motivate them.
- What you think it takes to be an impactful leader?
 - How well one understands his/her goal
 - How willing & Determined one is towards achieving a goal

10. What's your advice on being an effective communicator?

- Understand target audience first, what they want to hear-what we want from them etc.
- Do not spoon feed
- Should have clarity

11. How you encourage employees to be ethical?

- He gave us the example of manager X nad Y, where in case of X we can have stringent measures and be strict to get the work down, while in case of Y we can give monetary-non monetary perks, address them for their hardwork to encourage them.

12. Organizational changes during pandemic?

- Switched to work from home, causing long working hours.
- As his clients are located in USA as well so he has to sometimes change his shifts to attend meetings with them and get the work done, which was not the case before WFH.

13, 14. What skill must be developed by us (students) / What qualities to develop to be a team player?

- We should have a growth mindset and be confident even in the times of failures as they are stepping stones to success.
- We should be adaptable and learn even from outside our field or specialisation, as the world is becoming more and more competitive day-by-day.
- In order to be a good team player, we have to be a good listener first as it makes the other one comfortable.

15. Best management advice ever received by you.

- Times of discomfort are times of growth, keeping this thing in mind we should know that tougher times only make tough people and help us to grow.
- Never overcommit and underperform, as overcommitting and underperforming can cause a negative image of yourselves in the firm.
- Everything happens in the world for 2nd time, 1st time it happens in mind. It is the will of yours, everything you do happens twice. You think about it than you do it.

Questions asked to and answered by Rohan sir apart from above 15 :-

1. How to know in what field we should do and specialisation we should work in ?
 - Rohan Sir answered this question beautifully by saying that we should know our capabilities likes and dislikes for that and should not get carried away by peoples words in which he gave the example of that, people think that HR specialisation is mostly suited for girls.
 - Here he told that we should not get carried away by peoples thought regarding HR and should go in the field irrespective of one being a boy.
 - Here if one has the talent or liking of speaking fluently and moulding a person or employee, he or she must pursue HR irrespective of his gender.

2. As we came to know that Rohan Sir likes reading books, we asked him regarding what books should we read in order to motivate ourself and have focus in life.
 - Books suggested :- 1) Mindset 2) Truth at work 3) Seven habits of highly effective people.

3. As Apisero hires 80% freshers so we asked him are there any opportunities for us?
 - Rohan sir replied that Apisero is mainly a company for IT professionals and Engineers, so there are minimal work for any other fields but he politely told that if still anyone is interested he will circulate our CV.

4. The last question we asked was related to finance specialisation, that if we get any internship or job related to financial sales so should we go for it or not?
 - Regarding that Sir recommended us to go for it as it always provides us with learning experience and helps us to grow in the initial stage.

Thank You

ANUBHAV- 2021

Capturing Cooperate Life Experience

Guided by-Madam Nazia Ansari

Akshay Joshi-Senior Manager (Corporate Coverage)

IDFC First Bank-Pune, Maharashtra, India.

PGDBM (2013-2015)

Pooja Gohil-PM2123-C207, Janvi Mehta-PM2123-C204, Tapasya Gupte-PF2123-C003,
Devendra Patil PM2123- C180, Sreesh PF2123-E300, Subham Shah PF2123-C125

Q.1 Role and Responsibilities as a senior manager in IDFC First Bank?

Before answering the question sir provided some information regarding his career background, he started working in Kotak Mahindra bank as a manager trainee he works there for 1 ½ years then he joined ICICI Bank and work there for around 5 years and recently in the month of august he has joined IDFC First bank where he is working as a credit analyst. Sir told us that there are two roles for credit analyst one in retail banking another one is under the corporate banking sir is working under corporate banking the role of credit analyst involves interacting with clients to keep it simple and interesting while approaching the clients the role also involves understanding the business of the company like what company does, what are their top suppliers. sir told us that whatever concepts you are going to learn in this two-year program come in to implication they use 5 force model, BCG Matrix which help them to understand the position of the company whether it's a cash cow or there is any concentration risk if company is focusing on 1 client than there is concentration risk. What are the financial risks a company has whether they are having a lot of debts or loans? so, the main job of a credit analyst is to do a 360-degree analysis of the company. After the analysis is done, they make appraisal notes in which they appraised the company. What is appraisal of the company's ability to pay and willingness to repay the debts. Sir also told us that his role also includes working as relationship manager. They are responsible to pitch to the

company, understand what the company requires, and know all the pinpoints of the company. The main job of RM is to get the client on board. sir also suggested that if you are interested in a role which include pure finance then you can consider the role of risk analyst who act as a bridge between the relationship manager and clients, they have deep knowledge regarding the financial position of the company as they do analysis of company balance sheet, cash flow and P/L which help them to find out the problems whether company doing fine or not.

Q.2 What is the best part about his job?

As he mentioned earlier, his role involves working as a relationship manager which gives him an opportunity to interact with clients which help me to build networks. This is the best part about his job.

Q.3 What is the worst part about his job?

Sir told us that if you are doing the right job which suits you then there is nothing bad about your job. And sir advise us to have a clear picture regarding what you don't want to do and give importance to what you want to do.

Q4. What different types of planning do you do on a regular basis? Suggestions on how to be a better planner?

Ans Sir has worked as a Relationship manager where he had to interact with a lot of corporate clients and as a Credit analyst where he had to crunch through balance sheets and Profit and loss Statements, which requires rigorous Strategic Planning.

Steps to be better Planner:

1. Prioritize things
2. Be committed to your job
3. Try to keep up with the deadline
4. Reverse Mechanism: Divide your task, divide your time and allocate time accordingly
5. Be Honest, be committed and Be on your Toes.

Q5. How many subordinates you supervise/lead at present? What factors do you consider before deciding the span of control?

Ans Sir is a senior manager but his role does not demand subordination. He mentioned that in the banking sector you get subordinates only if your job demands subordination.

But every year he gets 3-4 management trainees to work under him. Sir calls them “Buddy” as they are more like friends to him than subordinates. Sir mentors them, helping them understand the nitty gritty of work.

There is a narrow span control.

Q.6. What does it take to be a good decision maker?

He advised us to always trust your gut or conscience. He said whenever he has gone against his gut, something wrong has happened. And trusting your gut will always help in making a good decision.

Q.7 How do you motivate your employees'/team members? What have you identified that works best?

Sir said he did not have direct employees working under him but he had a team of management trainees under him. He gave us advice to be helpful and supportive which will ultimately boost their morale and they will work efficiently.

Q.8 What do you think it takes to be an impactful leader?

He told us to be honest with our work, to be helpful and supportive and encourage happiness wherever we're working. He also advised us to work on communication skills because that is something which is going to help ultimately in networking and making good relations.

Q.9 What types of control measures are applied by you to see how efficient & effective an employee is?

He said he checks on three parameters. First one is focused towards the job. Second is the dedication of the employee. And lastly, how much he or she is interested in learning.

Q.10 What's your advice on being an effective communicator?

He advised us to communicate more and more. That's how we'll learn. Basically, he suggested that we need to practice and interact with people. And also, to listen, the more we listen the more we'll learn.

Q.11 How do you encourage employees to be ethical?

He emphasized on two important things honesty and stick to deadlines

Honesty- Wherever we work honesty is important, no matter your designation or your seniority in the organization

Deadlines- Stick to your deadlines. No matter what happens, stick to your deadlines as it builds a good reputation for yourself in the company.

Q.12 Organizational changes during pandemic?

Due to the pandemic, banks are flushed with liquid funds and people are not willing to take loans from the bank which leads to decrease in the interest rate of fixed deposits in the bank.

He also mentioned the economy of our country, and said that many sectors have taken a hit except the pharma and IT sector. The country is going through a V shaped recovery and may take at least more a year to reach the pre pandemic level.

Q.13 What skills must be developed by us (students).

Do as many certification courses in your domain which will help you build your CV, and be clear in whatever job profile you're seeking in the future.

Q.14 What qualities can we develop to be a team player?

Akshay sir mentioned about the Qualities needed in a team player are:

1. They should understand their role in the company
2. Good communication skills are mandatory
3. One should not shy away from holding themselves accountable
4. To be committed to team and motivate other team players if needed
5. One should always be flexible to work and have a positive attitude towards work
6. To always have optimistic and future focus attitude

7. Always prepare backup plans with action and implement them as and when needed

Sir also shared a small anecdote with us

When he was working with ICICI bank people used to be so helpful that they used to leave their work in between to help sir whereas in IDFC bank the things were not the same, people first finished their work and then helped him. This shows us how team players are so important to build trust and effective brand of the company.

Q.15 Best management advice ever received by you?

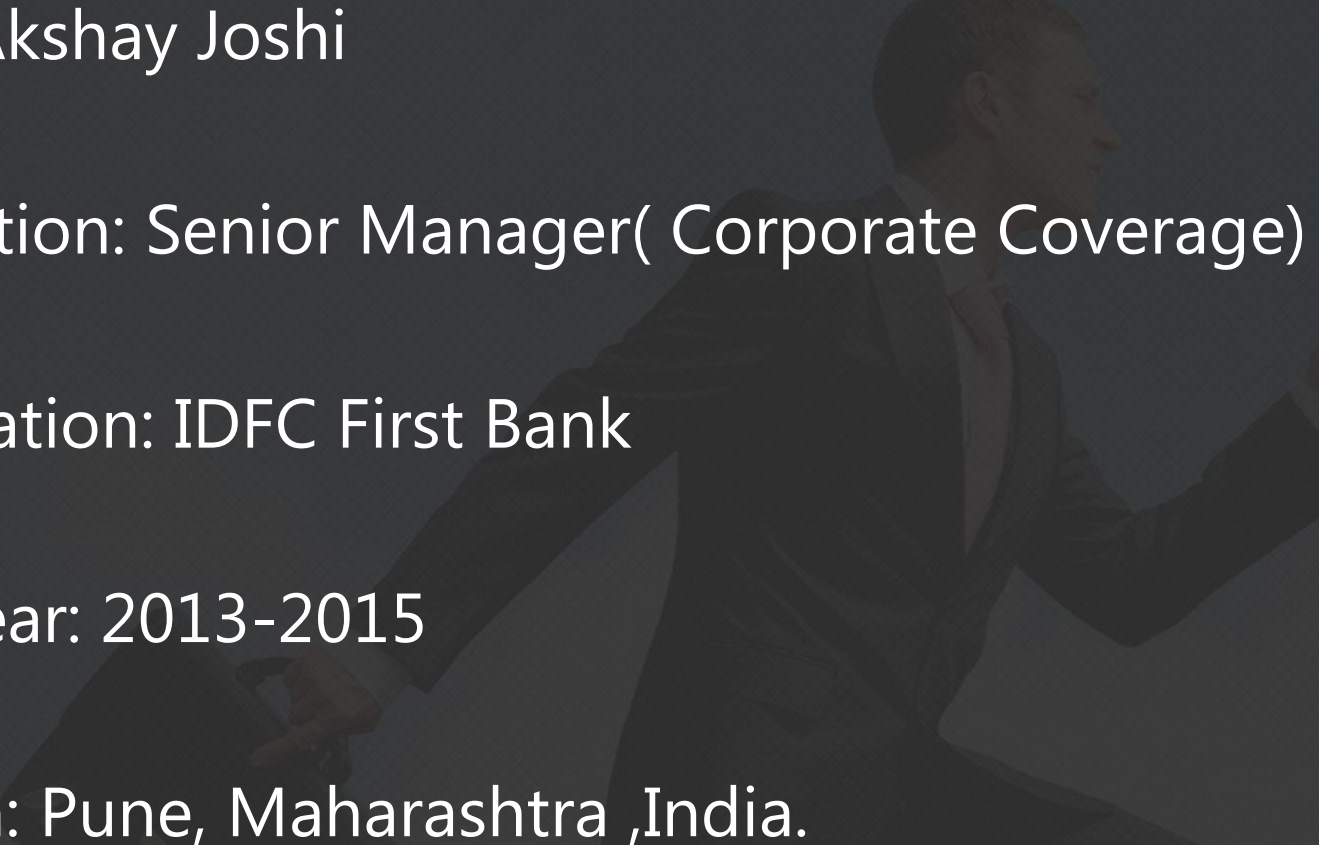
Best management advice received by Akshay sir was to always be honest, passionate about his work, be ethical, focus on building trust of your manager and team members, set your priorities straight and be clear in your mind as to **What you don't want in your life.**



Anubhav - 2021

Capturing Corporate Life Experiences

Guided By: Madam Nazia Ansari

- 
- A man in a dark suit and light-colored shirt is running towards the right. He is carrying a black briefcase in his right hand. The background is a light gray gradient. The image is semi-transparent and serves as a background for the text.
- ❖ Name: Akshay Joshi
 - ❖ Designation: Senior Manager(Corporate Coverage)
 - ❖ Organization: IDFC First Bank
 - ❖ Batch Year: 2013-2015
 - ❖ Location: Pune, Maharashtra ,India.

1) Roles & Responsibilities?

- credit analyst
- relationship manager
- risk analyst

2) What's the best part of your job?

- Networking

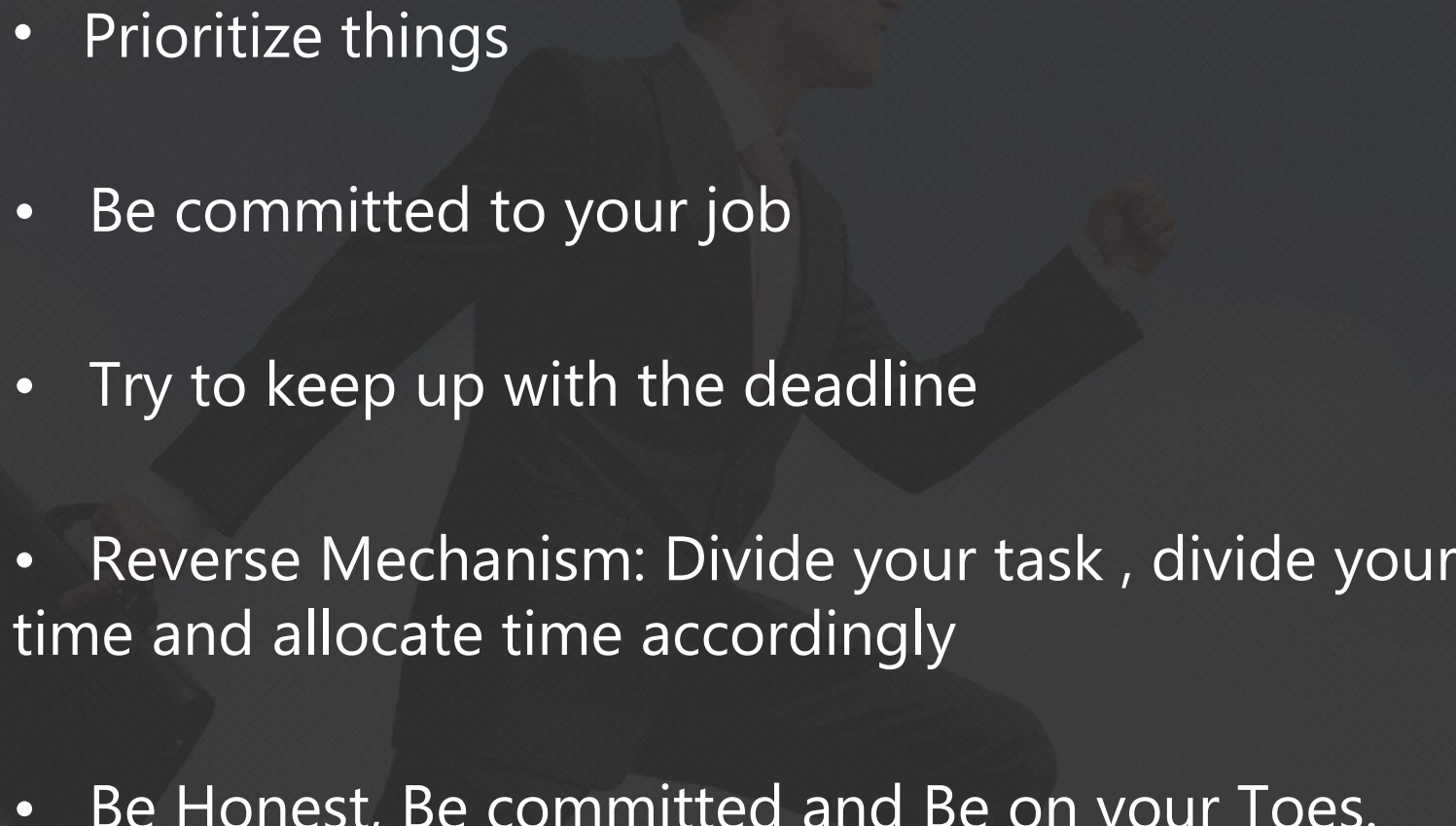
3) What's the worst part your job?

- If you do the right job there is nothing bad regarding your job.

4) What different types of planning you do on a regular basis? Suggestions on how to be a better planner?

- Sir has worked as a Relationship manager and as a Credit analyst, which requires rigorous Strategic Planning.

5) How many subordinates you supervise/lead at present. What factors you consider before deciding the span of control?

- Prioritize things
 - Be committed to your job
 - Try to keep up with the deadline
 - Reverse Mechanism: Divide your task , divide your time and allocate time accordingly
 - Be Honest, Be committed and Be on your Toes.
- 
- A man in a dark suit and tie is running towards the right. He is carrying a laptop bag in his right hand. The background is a dark, slightly blurred indoor setting. The overall image has a blue vertical bar on the left side.

6) What it takes to be a good decision maker?

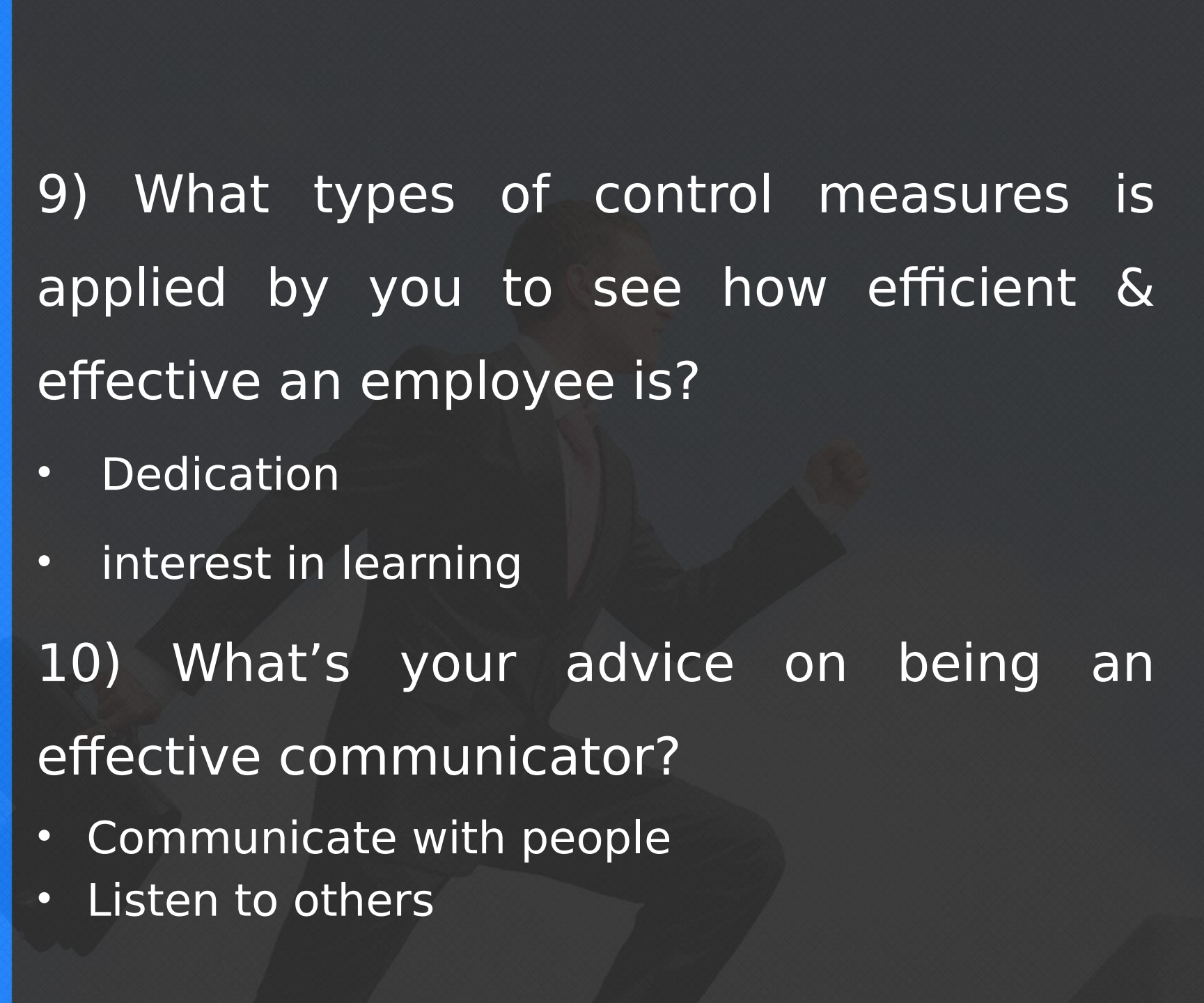
- Trusting own gut/ conscience

7) How you motivate your employees'/team members? What have you identified that works best?

- Honesty
- Being helpful

8) What you think it takes to be an impactful leader?

- Communication skills
- Honesty

A man in a dark suit and white shirt is running towards the right. He is holding a briefcase in his right hand. The background is a dark grey gradient with a faint, larger image of the same man running. On the left side of the slide, there is a vertical blue bar.

9) What types of control measures is applied by you to see how efficient & effective an employee is?

- Dedication
- interest in learning

10) What's your advice on being an effective communicator?

- Communicate with people
- Listen to others

11) How you encourage employees to be ethical?

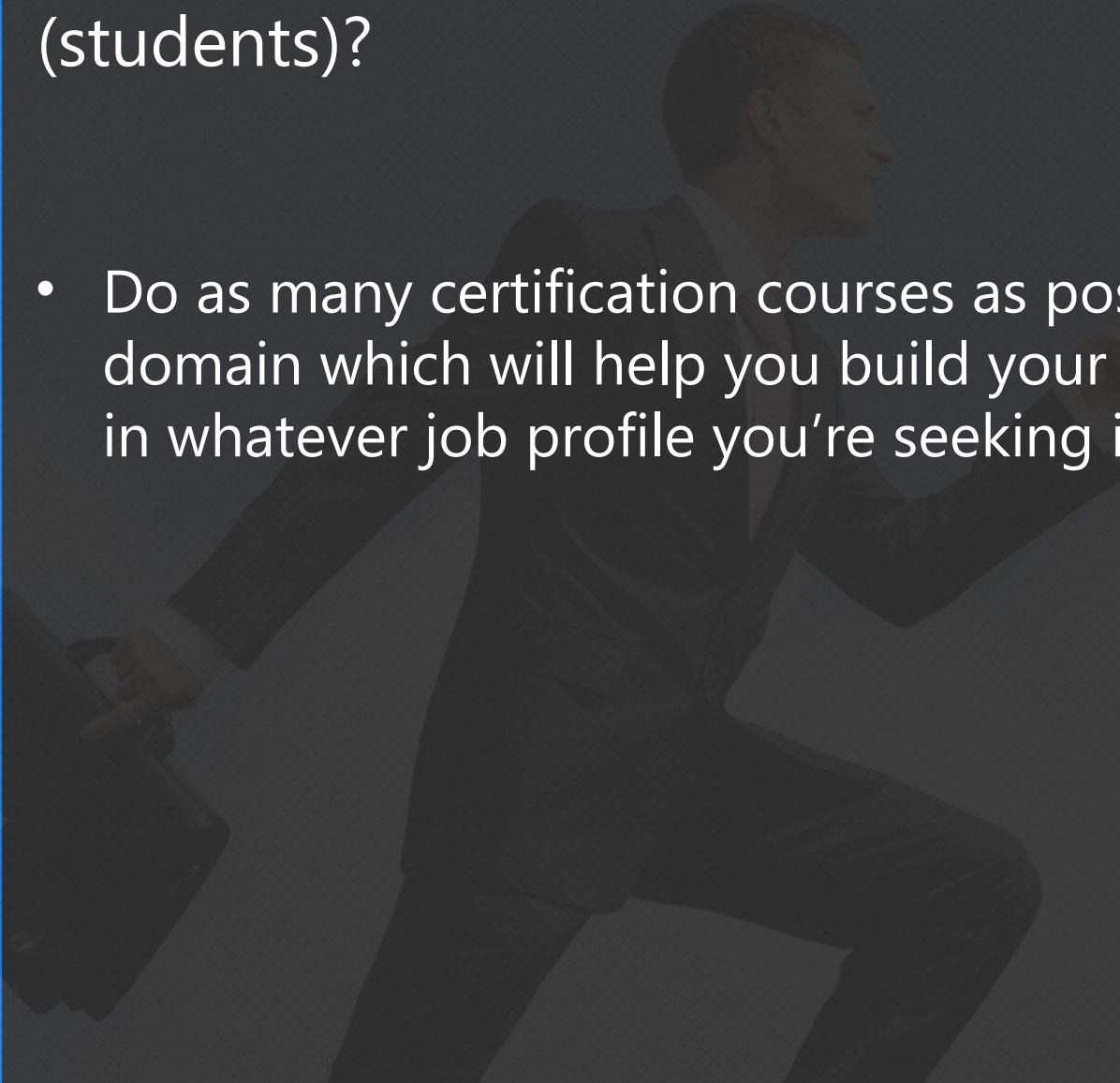
- He emphasized on two important things honesty and stick to deadlines. Honesty- Wherever we work honesty is important, no matter your designation or your seniority in the organization. Deadlines- Stick to your deadlines. No matter what happens stick to your deadlines as it builds a good reputation of yourself in the company.

12) Organizational changes during pandemic?

- Due to the pandemic, banks are flushed with liquid funds and people are not willing to take loans from the bank which lead to decrease in the interest rate of fixed deposits in the bank. He also mentioned about the economy of our country, and said that many sectors have taken a hit except the pharma and IT sector. The country is going through a V shaped recovery and may take at least more a year to reach the pre pandemic level.

13) What skill must be developed by us (students)?

- Do as many certification courses as possible in your domain which will help you build your CV and be clear in whatever job profile you're seeking in the future.



14) What qualities to develop to be a team player?

Akshay sir mentioned about the Qualities needed in a team player are:

- Good communication skills are mandatory
- To be committed to team and motivate other team players if needed
- Always prepare backup plans with action and implement them as and when needed

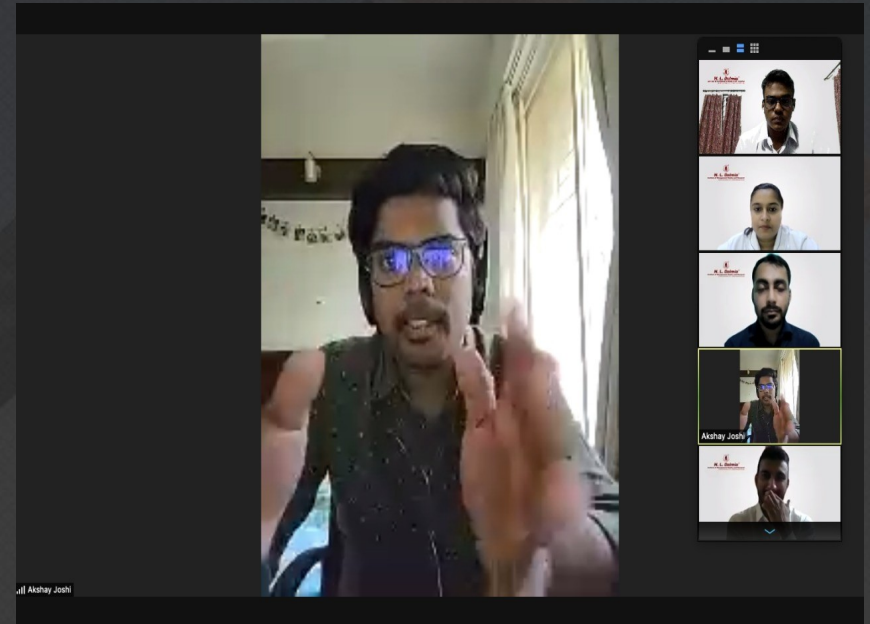
Sir also shared a small anecdote with us :

When he was working with ICICI bank people used to be so helpful that they used to leave their work in between to help sir whereas in IDFC bank the things were not the same, people first finished their work and then helped him. This shows us how team players are so important to build trust and effective brand of the company.

15) Best management advice ever received by you?

- Best management advice received by Akshay sir was to always be honest, passionate about his work, be ethical, focus on building trust of your manager and team members, set your priorities straight and be clear in your mind as to **What you don't want in your life.**

Thank You



PRESENTATION BY,
TAPASYA GUPTA C-003, POOJA GOHIL C-207, SUBHAM KUMAR
C-125, JANVI MEHTA C-204, DEVENDRA PATIL C-180, Sreesh E-
300



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“Anubhav - 2021”

Capturing Corporate Life Experiences

Mr. Akshay Joshi

Senior Manager - Corporate Coverage

Friday, 1st October 2021 | 6:00 – 7:00 PM

Faculty Coordinator : Dr. Nazia Ansari
(Asst. Prof. General Management Department)

Alumni Coordinators : Ms. Sajita Pradeep & Mr. Anish Shetty



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ANUBHAV

Capturing corporate life experiences

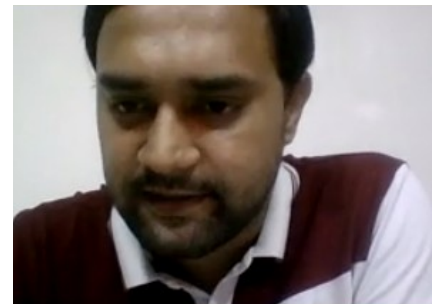
Manager: **Suparn Kuer**

Working in: Biostadt India Limited

Designation: Manager – Market Research and business Analytics

Worked at: Avalon global Research, Deloitte and Brenntag

Batch : 2014-2017 (Part time MBA)



Guided By : **Dr. Nazai Ansari**

Made By : GROUP No.: 5

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Pari Rajput	PF2123-C285
Nirali Khant	PF2123-C011
Zeel Nayak	PF2123-C043
Tushar Ghonge	PF2123-C118
Ankit Panchal	PF2123-C082

Questions which were asked to sir:

Q1. ROLE & RESPONSIBILITIES

Mr. Suparn is currently working in Biostadt India limited which is an agro chemical based company. He is a research and business analytics manager. He is working in 6-7 projects simultaneously and has 3-4 people in each project working under his supervision. He was to coordinate all the activities, communicate with them on daily basis, help with whenever needed, and check that everything is going as planned.

Q2. WHAT'S THE BEST PART OF YOUR JOB?

Knowledge gaining points

what we study is different from what we experience in reality. Practical exposure gives a lot of current insights which increases our knowledge.

Exposure to career

Once we have proper knowledge and skillset we have many career options open, we can opt for any in which we have special interest

Skill development

During the first 3-4 years sir came across many new things which he didn't know , he learnt them which were an add on to his skill sets and knowledge.

Global connect

Sir had few clients from the UK, USA as well which helped him connect globally and also came to know about their ethics and work culture

Q3. WHAT'S THE WORST PART YOUR JOB?

According to sir there is nothing such as worst part, there are only challenges which we have to face and overcome. Few of the challenges faced by him when he entered the corporate were as follows:-

Primary research

Had to do the ground level research which is a tedious job.

Tele-calling

Had to interact with clients and customers to get their feedback or know about the problems

E-mail interaction

Had to communicate whatever he comes to know to the team leader in a formal way

Report writing

At the end of the project had to prepare a detailed report.

**Q4. WHAT DIFFERENT TYPES OF PLANNING YOU DO ON A REGULAR BASIS?
SUGGESTIONS ON HOW TO BE A BETTER PLANNER?**

For Planning a person needs to list down all the task and start segregating it according to the need and level of importance, later on he shared his known experience, Mr. Suparn Sir has worked on multiple projects at a single time so according to him-

Prepare agenda for the day:

List down all the task and task needs to be completed as well as conveyed

Follow up with Teammates:

Ask them whether they have completed their previous task and then allot of them new task
Check whether they have any difficulties.

Execution of plan:

The plan should be communicated with the teammates clearly and make them start the work

Report taking:

A report should be asked from the teammates in order to check their performance and whether there are any deviations and correct them with a proper action.

Guiding juniors:

Juniors like us who are new to the company should be guided properly and clearly. Try to make them comfortable so that they can ask doubts and plan is executed correctly.

Q5. WHAT IT TAKES TO BE A GOOD DECISION MAKER?

Decision should be made by having proper and complete knowledge of the information. Along with having knowledge of the information one should give logical reason to the decision made.

As decision is taken, a leader should be clear with his communication in order to implement and execute the plan or the decision successfully. With no clear information the plan may not be understood by the teammates and the results may not be in our favor.

If the decision goes wrong then consider it to be an experience which is going to bring good in you as we know- we learn from our mistakes.

Q6. WHAT YOU THINK IT TAKES TO BE AN IMPACTFUL LEADER?

Nobody is born as a leader, one becomes a leader eventually. For becoming a leader it is necessary to have the knowledge, skill sets and positive attitude towards life but sir suggested us that we should not think about becoming a leader now as we are still in the learning phase and should focus on gaining knowledge and improving skills which are required the most in the corporate's

Urge to learn more

we should always be open to learning, be it at whatever post we are. As we are willing to earn more similarly, we should be eager to learn more. This reflects our positive side. This is also the way of getting an opportunity to interact more with the seniors as well as juniors.

Accept mistakes

Even if you make mistakes, accept them instead of blaming them on others. If u do so even other team members will follow the same practice and the important point is learn from your mistakes and also from the mistakes done by others and make sure not to repeat them again

Key skills

The basic skill sets which is expected from a MBA student is that he/she should have basic knowledge on MS WORD, POWER POINT, MS EXCEL.

Belonging to the finance specialization, we should also gain knowledge on financial modeling with the help of various courses available online.

Understand own potential

It is very important to know what our own potential is, where do we stand, what are our future goals, what have we achieved till date. One should know his/her strength & areas of Improvement. The expectation we have from ourself as well as others should be realistic and achievable.

Q7. HOW YOU MOTIVATE YOUR EMPLOYEES'/TEAM MEMBERS? WHAT HAVE YOU IDENTIFIED THAT WORKS BEST?

Feel Free to come my office anytime:

If your employees know they have unfettered access to their superiors, they'll have a greater sense of belonging. They'll feel more confident taking on challenges and demonstrating initiative, knowing they have guaranteed guidance from their superiors

You can ask me any question:

This motivates the employees to commit to work, knowing they have all the resources and support they need to succeed.

The statement also brandishes the transparency and trustworthiness of your leadership.

I will look in to that and give you an update:

Rather than shut them down when they ask you for something at an inopportune moment, you can use this phrase to buy yourself more time to resolve their query. Also, it's important to mean it and follow through with it when you say it. Otherwise, you might be breeding mistrust in your workplace.

Here is your area of weakness that you need to work on:

You need to be tactful when criticising your team members to minimize the friction and resistance to change. You can start by acknowledging their efforts and the achievements so far, and then tell them how they can achieve even better results by improving on certain aspects of their performances.

Can you give me opinion on this:

In many instances, you can gain valuable insights from your employee's inputs. It's crucial for you to show your appreciation for their inputs, even though it might make you appear less-knowledgeable. With this statement, you can widen your intellect while also boosting your employee's sense of belonging.

I trust your sense of judgement:

Another tactful way to elicit valuable information from your employees without feeling awkward. Using this approach also helps strengthen the trust between you and your employees, indicating the tremendous significance of their contributions. And with an enhanced sense of trust among employees, collaboration and cooperation becomes supercharged.

You will do great:

Your employee's performances are significantly affected by how much you believe in them. Let them know that rather than breathing down their neck, you want to ensure that they have the

guidance and resources they need to succeed in their roles. If you don't have faith in your employees, their level of confidence and their team morale will be subdued

Its 'We' not 'I':

Your employees will perform better if they believe they're members of a closely knit team that looks out for one another. This phrase is highly inspiring in the sense that it speaks of guaranteed support from other team members who can complement each other's strengths and weaknesses.

Many Thanks:

The importance of making your team members feel appreciated cannot be overemphasized. Several studies show that recognition and appreciation are highly powerful motivators. A great sense of belonging can even have an impact on your employee's morale and engagement than financial incentives. You should make it a point of call to say "Thank you" to your employees regularly.

Q8. WHAT IS YOUR ADVICE ON BEING AN EFFECTIVE COMMUNICATOR?

Communication Skill is one of the important key skills set as it helps in establishing a formal as well as informal relation with seniors and team members.

Communicate with your team-mates & be informal

We meet our team members on daily basis so we need to establish an informal relation with them so that there is understanding, we get to know what's going in their life and in case they are in any difficulty the team leader can help resolve that.

Use Meet-Up app

Sir suggested "Meet up" app in which there are people from various regions whom we don't know, through this app we can get in touch with likeminded people who share similar interests.

Participate in Inter-college events

This is also one of the ways in which one can improve his / her communication skills. Sir advised us to participate in as many activities an event we can. This will help boost our confidence.

Paper presentation competition

One can also take part in various group discussions and events going in the college as well as outside the college. Sir even recommended that we can do group discussions among 4-5 people whom we know and take any one article (zeroth insights or from anywhere relating to our specialization) and have a meaningful and formal discussion – this will not only improve our communication skill but also increase our knowledge

Q9. WHAT TYPES OF CONTROL MEASURES IS APPLIED BY YOU TO SEE HOW EFFICIENT & EFFECTIVE AN EMPLOYEE IS?

KRA Method:

KRA i.e. Key Result Area It should include the employee's name, the department and supervisor's name, and a description of some of the most important duties of the employee's role and how it serves the organization's strategic objectives. Then, you should include details on several areas of expected performance. Those details should include metrics that can and will be measured to assess the employee's performance in those areas.

Periodic check:

Mr. Suparn used the methods of periodic check which helped him to estimate the progress in work and projects done by every member of the team.

Analyze their performance:

Comparison of work by estimated goals and actual work helped him to analyze the performance of every team member the way he liked to call them. He never denotes them as employees or workers but team members. So, by analyzing the performance of every team member he guides them to take clear directive measures for attaining organizational goals.

Take corrective measures for deviations:

A corrective action is a measure that eliminates the root cause of the problem. Mr. Suparn followed the strategies of being a team leader very efficiently and tried to solve the problems of his employees and guide them to follow the right path to avoid any deviations in work.

Q10. ORGANIZATIONAL CHANGES DURING PANDEMIC?

Biodstat was not affected by Pandemic:

Being an agro-chemical company Biodstat was a need-based product producing company hence it did not face any problem in functioning or any kind of stoppages in work.

Revenue increased by 20%:

Being an agriculture produced based company. The demand for these products was more in times of Covid as people demanded more of it for consumption and saving purpose.

Incentives decreased but work was same:

Due to a reduced cash flow in the economy, it was difficult for the company to generate extra incentives for the team-mates however the work was same as demand for the product was more in the Pandemic period.

Attrition rate was NIL:

Due to the same workload and agro-chemical company Biodstat not being affected by Pandemic there were no attrition i.e., no removal of any employee from their job.

Wants-Affected & Needs-Not Affected:

Want based product producing company such as cars, mobiles, etc. were affected in the Pandemic period as they were not a necessity but a want required for certain period.

Price of Product:

An increase in the price of the product was seen due to:

1. Shortage of raw material and supplies
2. Hoarding of goods
3. Higher Demand but Lesser Supply

These factors caused an increase in the price of the product and reduction in the quantity demanded of the product which caused that specific industry to get affected.

Q11. HOW TO MANAGE TEAM EFFECTIVELY?

Maintain good communication:

Employees want to be kept in the loop about ongoing projects, goals, and deadlines, so it's essential that you communicate well with them and inform them about goings-on within the organisation. It's also essential that you encourage feedback and that your staff feel that they can

approach you with any questions or issues they want to address, so making yourself accessible to your staff is critical.

Build positive working relationships:

It's important to get to know members of your team individually, not only on a professional level but on a more personal level too. When you put the effort in to get to know a bit more about how your colleagues are doing and what they are interested in, it will build a much better rapport among the team.

Be real:

Your team doesn't expect you to be superhuman, so if you're feeling the pressure and need a helping hand, don't be afraid to admit it and if you make a mistake, own up! By showing the human side of yourself and allowing your staff to get to know you a bit better, your team will feel more relaxed and comfortable approaching you.

Be decisive:

A good leader needs to be able to assert their authority and make important decisions for the team. There is no space for flakiness in a leadership role, so it's crucial that you stick to your guns and go with what you feel is best for the business.

Delegate jobs to the right people:

Part of why it is vital that you establish a relationship with your team and get to know them individually is so you can assess what their strengths are. People perform better and are more engaged in roles where they feel they are employing their best skills, so delegating proper functions that suit each will have a significant impact on the productivity of the team.

Q12. BEST MANAGEMENT ADVICE EVER RECEIVED BY YOU?

Learning is more important than incentives

it's necessary that when we join the corporate, we don't switch your job for atleast 4-5 years and learn as much as possible. Once we get all the knowledge ad required skillset then we can think for incentives and other factors

One cannot be an asset from the beginning of his/her career

What he said was you directly don't become the manager, it takes time, and we have to learn that. When we enter the corporate, we don't have the required knowledge and skills, which we gain eventually and then become an asset for the company as we will then we able to guide and help out juniors.

Be sure where and why you want to work

Don't switch your job every 1.5-2 years, explore yourself first, know your interests and desires, then select the industry or the area to work into.

Never switch your job in the beginning 2-3 years of work. These years are very essential as we learn a lot during this period. So do not switch, get as much as experience possible and learn until you become expert in that field.

Never switch your job in the beginning 2-3 years of your work

Suparn sir believes in teach what you preach. He himself worked at Avalon Global Research for 4 years 5 months as a market research analyst and learnt everything and become an expert in his field.

Q13. HOW DO YOU MAINTAIN WORK LIFE BALANCE?

First Ten years of your career focus on learning

He said that the first 10 years we should not look for the factors such as promotion, hike increment in salary etc. Rather we should focus on learning first, apart from all these. We should grab and learn as much as possible, get required knowledge of each and every domain and then we can focus on promotions and various other factors. e.g.: we are unmarried right now and can give more time to work and can be more dedicated and focused. We should not think about the work life balance now, things will go in flow and everything will be automatically be balanced.

Preferably work in service industry

His advice to us was if get an opportunity try working in the service industry as there are various opportunities to learn

Settle at a comfortable position

After 10 years when we have achieved all what we wanted, have overall knowledge, good salary and then we have to settle at a comfortable position and a profile which we like. So it's time now to think of the work life balance and give time to family.

For ex: Working as an Investment Banker you have to spend minimum of 12 to 15 a day and there is no work life balance as more focus is on work rather than personal life.

For example:

Working as an Investment Banker –High risk High returns job, no work life balance.

Work as much as possible and don't think now of the work life balance- for ex: you are unmarried now so you have time to utilize it in a proper way, work more and eventually with time your time will reduce, then you can think of work life balance.

Settle at a comfortable position -

CONCLUSION:

We learnt a lot, he not only answered our formal set of questions but also learnt about what we are planning to do in our career ahead and guided us for the same.

He told us to develop the skills of:

MS Office skill

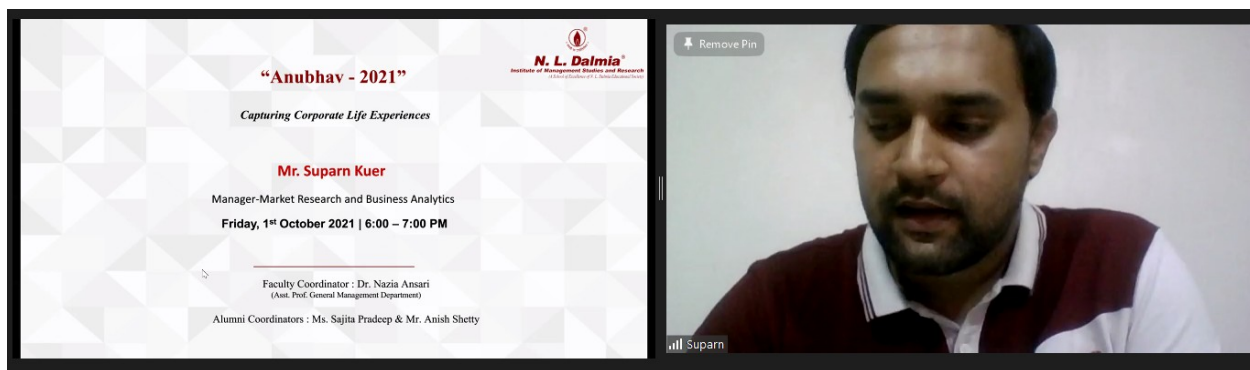
Financial modeling

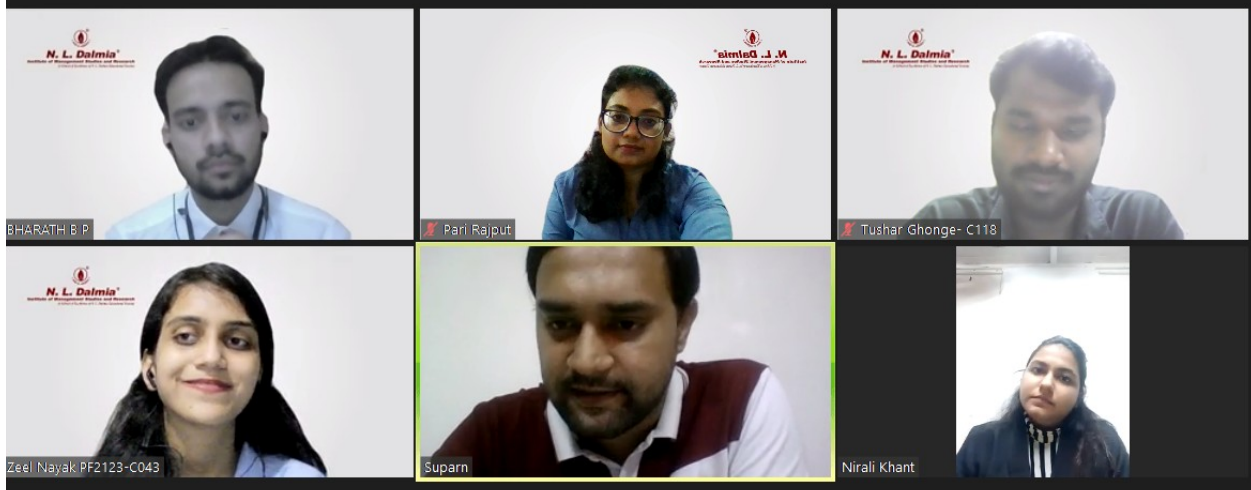
Valuation

The skills required for **Equity Analyst** and **Investment Banking**

Story telling Story telling u can do only when you have knowledge. Mr. Suparn shared his experiences based on his knowledge and past work.

The interaction was very insightful. Overall, the session was conducted really well and we are very grateful to Nazia ma'am for giving us this opportunity to interact with Suparn Sir and gain knowledge from managerial perspective as well!





Recording... View

“Anubhav - 2021”
Capturing Corporate Life Experiences

Mr. Suparn Kuer
Manager-Market Research and Business Analytics
Friday, 1st October 2021 | 6:00 – 7:00 PM

Faculty Coordinator : Dr. Nazia Ansari
(Asst. Prof. General Management Department)

Alumni Coordinators : Ms. Sajita Pradeep & Mr. Anish Shetty

Ankit Panchal
Ankit Panchal

Unmute Stop Video Security Participants 7 Chat Share Screen Breakout Rooms Reactions Apps Leave

ANUBHAV

Capturing corporate life
experiences

Suparn Kuer

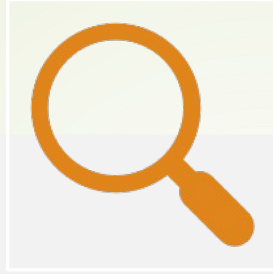


**Worked at Avalon global research,
Deloitte, Brenntag**

AMCAT certified data processing specialist



Role & Responsibilities



Market research



Business analytics



Best part of your job

- ▶ Knowledge gaining points
- ▶ Exposure to career
- ▶ Skill development
- ▶ Global connect

Worst part of your job

- ▶ Primary research
- ▶ Tele-calling
- ▶ E-mail interaction
- ▶ Report writing



How to plan a project?

Simultaneously handling 4-5 projects

Prepare an agenda

Follow up with team-mates

Execution of plans

Report taking

Guiding juniors



Decision making



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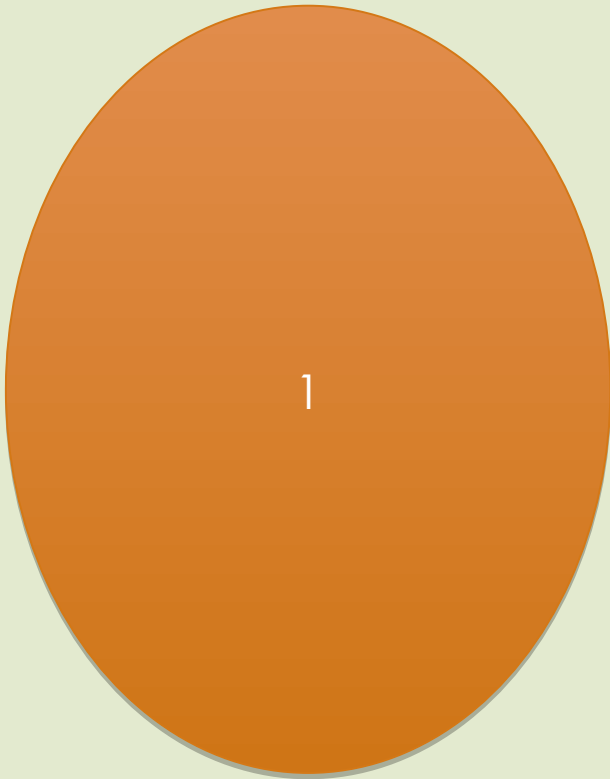
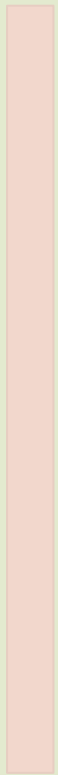




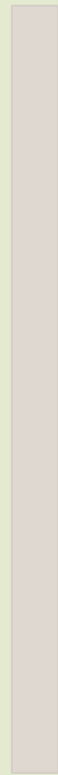
How to have effective communication



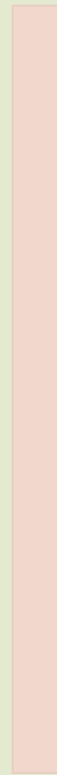
Impactful Leader



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How to handle Team mates



BE INFORMAL WITH TEAM MEMBERS



MAKE THEM COMFORTABLE



OBSERVE WHERE TEAM MATES ARE GOOD



UNDERSTAND THEIR PROBLEMS AND SOLVE IT



KNOW THEIR AREA OF IMPROVEMENT

Motivation



Establish a friendly environment



Suggest solutions for their problems



Be a team leader not a manager



Balanced work pressure



Controlling




KRA setting procedure

Periodic check

Analyze their performance

Take corrective measures for deviations



Organizational changes during Pandemic

Biodstat was not affected by pandemic as it was an agro-chemical company

Revenue increased by 20%

Incentives decreased but same work

Attrition rate was nil



Work Life Balance

First Ten years of your career focus on learning

Preferably work in service industry

Work as much as possible

Settle at a comfortable position

For example: Working as an Investment Banker –High risk High returns job

No work life balance



Best Management Advice

Learning is more important than incentives

One cannot be an asset from the beginning of his/her career

Be sure where and why you want to work

Never switch your job in the beginning 2-3 years of your work

Suparn sir worked at Avalon Global Research for 4 years 5 months as a market research analyst

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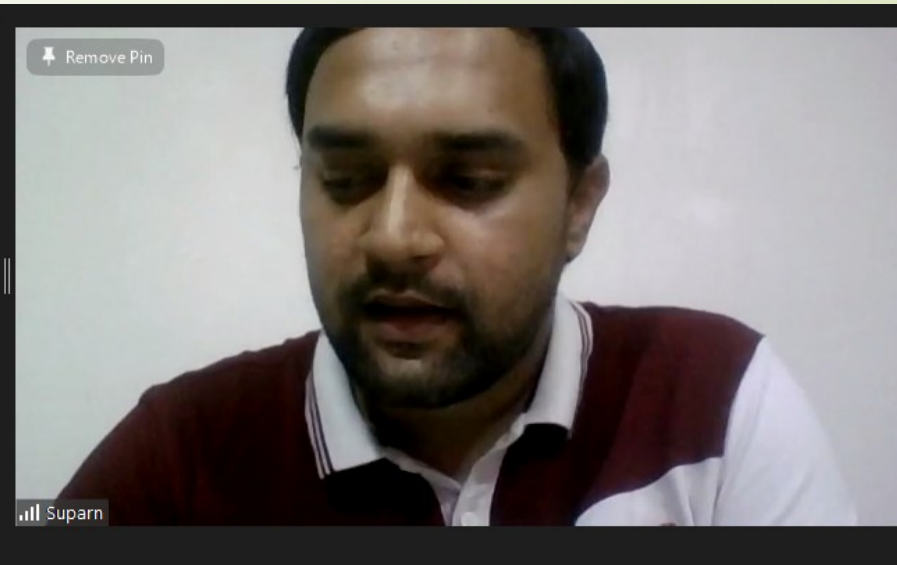
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 Bharathi B.P.	 Pari Rajput	 Tushar Ghonge- C118
 Zeel Nayak PF2123-C043	 Suparn	 Nirali Khant

Recording...

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Ankit Panchal

Ankit Panchal

Unmute Stop Video Security Participants 7 Chat Share Screen Breakout Rooms Reactions Apps Leave



*Thank
You*

Guided By : Nazia Ansari

Made By: Group 5

Ankit Panchal

PF2123-C082

B P Bharath

PF2123-C074

Nirali Khant

PF2123-C011

Pari Rajput

PF2123-C285

Tushar Ghonge

PF2123-C118

Zeel Nayak

PF2123-C043



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Thank You!

Group no. 6

Karan Dholakia

Jay Shah

Mohita Sahay

Samruddhi Sonkusale

Shambhavi Pradyumna



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ANUBHAV'2021

Div: C

Company: Skills and Jobs Australia
Manager: Mrs. Ankita Shah

Dr. Nazia Ansari
Subject: PPM

Skills and jobs Australia

● Skill Training for job seekers

Their service delivery model is based on skill training to assure the correct match in recruitment or labour hire assignments, as well as to facilitate job seekers' transition to employment.

● Job segregation for various kinds of people

Their Recruitment Services focus on temporary and permanent roles within the Disability, Aged and Healthcare Sectors. We provide on hired staff to organisations, service providers, families and individuals. This includes Personal Care Assistants, Allied Health Professionals, Administrative staff, Cleaning and Catering staff, Carers, Therapy Assistants and Disability Support Workers.

Industries they work with: <ul style="list-style-type: none">■ Healthcare■ Disability■ Aged Care	<ul style="list-style-type: none">■ Cleaning assistants■ Catering assistants■ Support workers■ Allied Health Staff
Roles include: <ul style="list-style-type: none">■ Contact centres operators	<ul style="list-style-type: none">■ PCA's■ Educational Support Staff■ Carers

● NDIS approved

As an NDIS approved provider, they can work with participants who have funding to support their needs. The National Disability Insurance Scheme is a scheme of the Australian Government that funds costs associated with disability. Mostl

Mrs. Ankita Shah, Finance
Manager,
Skills and Jobs Australia

The interaction

Q1). What are your Roles and responsibilities at the job?

- Financial Management

Everything related to finance, be it budgeting, forecasting, management reporting and payroll management is taken care of by Ankita ma'am.

- Leading a team

As all the above-mentioned activities cannot be done by her alone, she had a couple of subordinates working directly under her to take care of it. She decides their payroll as well.

Q2). What is the best Part of the job?

- Complete autonomy.

Being a finance manager, ma'am is the whole and sole financial decision maker, she creates new processes, and conducts all finance activities. Carrying out her own strategies helps in building self confidence and flexibility.

Q3). What Is the Worst Part of your job?

- Excessive Responsibility

The best part of her job is also worst part, as with no authority over head, it is usually difficult to make tough financial decisions on feet. As if there is an issue in the company, everyone comes to the leader, who can also be in a tough spot at times

Q4). What different types of planning you do on a regular basis? Suggestions on how to be a better planner.

3 PHASES OF PLANNING

- Subordination of tasks

Break down jobs and allocate to subordinates, out of 1 bigger job, it is divided into 10 smaller jobs. For e.g., 2 small jobs of Marketing, 3 of IT, etc) Getting experts involved as one person can't do all the things.

- Involve the work done by all the teams

i.e., IT Team, Marketing or Finance Team related to all the small jobs.) and collate everything together.

- Trial & Error

Testing, approving, testing, approving and it goes on and on

Q5). How many subordinates you supervise/lead at present? What factors you consider before deciding the span of control?

She is supervising 3 SUBORDINATES at present.

NO Span of Control. (She likes to give clear cut instructions to her subordinates that what is expected of them and what they are supposed to do. This is the task, and this is the deadline, that's all. She even doesn't care how they do the task i.e., be it doing the job along with taking care of children at home, or doing late night shifts, or early morning, she doesn't care any other aspects of the employee's life.

She just wants the work to be completed on time.

Q6). What it takes to be a good decision maker?

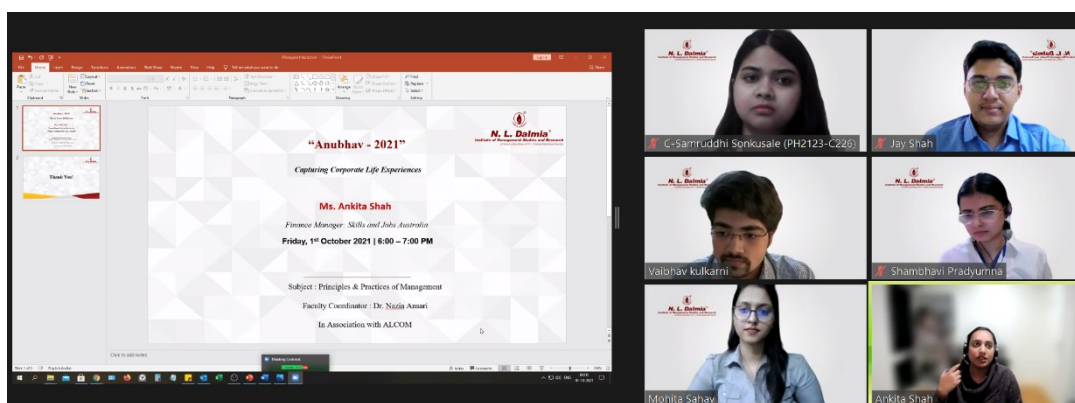
- Correct data is of utmost importance.

The Decision is as good as your data. So, if you have the correct data, and you know how to interpret or use your data correctly then you can make a good decision. If your data is wrong or it is compromised in any way, then it will affect your decision. So, if you have the right data and right business mind to make sure that what you are deriving from the data is correct, that all will come from experience. But to start with, the main thing which we can do is getting the right data and learning how to analyse.

Therefore, while making any decision, DATA is very important.

- Prediction of Outcome

It is important that prediction of outcome should be precise and correct which will only come with experience.



Q7). How you motivate your employees'/team members? What have you identified that works best?

- Appreciate for efforts

A good appreciation for the efforts and for executing a work exceptionally well, whether monetary or non-monetary, plays a significant part in motivating the team.

- Constructive feedback for improvement

Even if a team member fails to complete a task satisfactorily, the manager should be present to provide constructive comments that encourages the individual to grow.

- Be a backbone to the subordinates

Mrs. Ankita, very well put up the fact that how important it is to have someone in an organization as a backbone. As a manager, she ensures that she never overburdens anyone and that she tries to empathise with them. She also ensures that she gives her subordinates a space where they can work effectively by striking a work-life balance and where they can afford to make minor mistakes because they can always be corrected. Any employee will be motivated if all areas of his life appear to be in order to some degree.

Q8). What you think it takes to be an impactful leader?

- Dual roleplay

A leader always plays dual roles. As stated by Mrs Ankita that one should know how to switch roles according to the situation. When one has to talk to the manager then the leader is someone who is representing the employees, while interacting with the employees, a leader should know how to get the job done by being a little authoritative.

- Ready to take responsibilities

A leader when lead subordinates, must manifest the quality of responsible behaviour and willingness to take charge. The responsible manager ensures the group successfully drives for results. It means staying on top of problems and not assuming someone else will step in. Acts as a buffer from pressures that come from above, and fends off unreasonable demands from others.

- Proper delegation of work

Mrs. Ankita emphasised the need of properly delegating responsibilities among team members, not only to avoid overburdening anyone, but also to ensure that the tasks are completed with maximum efficiency.

- Contribute to the organization

Because Mrs. Ankita is also the organization's representative, as a leader, she is not only accountable for motivating his team members to work, but also for working to improve the organisation.

- Fore- sightedness

A leader should know where they want their organization or team to be in the future. It is important to achieve the goals successfully.

Q9). What types of control measures is applied by you to see how efficient & effective an employee is?

- Observe and Analyse KPIs of employee
- Identify strength and weakness of employees
- Assign tasks according to capabilities of employees
- Team performance

Q10). What is your advice on being an effective communicator?

- Communicate according to the person you are talking to
- Avoid technical jargons with people who do not belong to the same specialisation
- Simplify the conversation and be precise about your point
- Have a command on your language

Exp: Ankita's view on being an effective communicator is that One should avoid too many technical words and slangs for better understanding. Being a good communicator is all about how in a simplified way one can make the other people understand their point. Fluency in language is definitely the key factor.

Q11). I want to know how do you encourage your employees to be ethical?

- Treat your employees well
- Provide them a friendly work environment.
- Ensure they are getting facilities like sick leaves, holidays etc.

Exp: One should maintain a healthy and respectful relationship with the top level as well as the bottom level staff. Inculcating a factor that they're valuable to the company by the means of good behaviour and additional perks will always help them to maintain organisational ethics. This is Ankita's mantra for an inculcating ethical behaviour in her employees

Q12). Lastly, were there any organisational changes you made during the pandemic?

- Due to pandemic people are working from home. So, high level of trust is built amongst the employees due to exchange of sensitive data.
- Work timings and settings have changed

Exp: People suffered from professional as well as emotional challenges. To carry out the entire official work from a home-space was big organisational change itself. There was a shift in meeting and working times. Due to sharing of sensitive data, a sense of trust was built. Ankita told that her employees faced a problem in focusing during the work time because they had to handle their kids

Q13). What skills must be developed by us?

EFFECTIVE COMMUNICATION: KEY TO THE DIRECT FUNCTION OF MANAGEMENT:

Ma'am really focused on the importance of effective communication. According to her, it's really important to deliver our work effectively. In case we are not able to communicate how a specific task was completed, what were the challenges faced during the process or in case we are not able to communicate our ideas the end result stands zero.

CONFIDENCE IS AN ESSENTIAL ELEMENT

Ma'am also talked about how being confident is so important. Confidence is not only gained through knowledge and experience but also by owning up our mistakes and our willingness to learn.

PRESERVING PROFESSIONAL RELATIONSHIPS

In any corporate setting, to excel in maintaining our relations is really important as it takes time, work and strategy. To avoid any possible fights, one has to stay positive and one also has to be a good listener. In case of complete dislike towards the management you can try to switch jobs but don't spoil your relationships.

Q14). What qualities should we develop to be a team player?

FULL FREEDOM OF EXPRESSION

To make our subordinates or team members comfortable we have to give them full freedom of expression to put forth their views and disagreements. It not only creates a sense of belongingness in the team but also helps strengthen confidence in their views.

A GOOD COMMUNICATOR

A lot of times team members have different thought process and working styles which could lead to clashes and communication barriers. So, it's really important to be a good communicator. We need to have clarity while delegating responsibility's the mode of communication style should not be rigid. The way we communicate with different team members has to be rigid according to the situation and according to the person.

AGREEMENT TO A COMMON CONCLUSION

After all the subordinates come up with their arguments, it's important to discuss the points and come to a common conclusion. It's really important to consider the conclusion as final regardless of the fact that you might be for or against it. The decision of the team as a whole remains ultimate.

Q15). What were the best management advice ever received by ma'am?

AVOID THE INFLUENCE OF OFFICE GRAPEVINE

It's important to focus on our job and grasp as much knowledge and experience as possible from the work. One needs to avoid getting influenced by gossips and unnecessary petty drama.

MAINTAINING THE WORK-LIFE BALANCE

Maintaining work-life balance is really important. One's health and family life shouldn't be sacrificed for the sake of extra hours. Working for long hours won't necessarily confirm your promotion however taking care of you of mental well-being would definitely affect your productivity and future.

DON'T LIMIT YOUR FIELD

One needs to keep on exploring. Our current choices might not be our final destination.

RECTIFYING MISTAKES

Any mistake can be rectified. Life is all about learning from our mistakes, so we shouldn't stress about the petty things.



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- **KARAN DHOLAKIA**
- **JAY SHAH**
- **MOHITA SAHAY**
- **SAMRUDDHI SONKUSALE**
- **SHAMBHAVI PRADYUMNA**

ANUBHAV'2021

DIV:C
SUBJECT:PPM
DR. NAZIA

SKILLS AND JOBS
AUSTRALIA

Let's Get Working!

- Recruitment and Labor Hire Services
- Skill Training for job seekers
- Job segregation for various kinds of people
- Multiple Industries and various job roles
- NDIS Approved



ROLES AND RESPONSIBILITIES

- Overall financial management
- Team leading



BEST PART OF THE JOB

- Complete Autonomy



WORST PART OF THE JOB

- Excessive Responsibility



DIFFERENT PLANNING STRATEGIES AND SUGGESTIONS

- **Subordination of tasks**
- **Involve the work done by all the teams**
- **Trial and Error**



SUPERVISION AND SPAN OF CONTROL

- **3 subordinates at present.**
- **Complete freedom to them**



DECISION MAKING

- **Correct data is of utmost importance.**
- **Prediction of outcome**



MOTIVATION

- Appreciate for efforts
- Constructive feedback for improvement
- Be a backbone to the subordinates



IMPACTFUL LEADERSHIP

- Dual roleplay
- Ready to take responsibilities
- Be a guide to the subordinates
- Proper delegation of work
- Contribute to the organization
- Fore- sightedness



IDENTIFICATION OF EMPLOYEE - EFFICIENCY

- Observe and Analyse KPIs of employee
- Identify strength and weakness of employees
- Assign tasks according to capabilities of employees
- Team performance



EFFECTIVE COMMUNICATION

- **Communicate according to the person you are talking to**
- **Avoid technical jargons with people who do not belong to the same specialisation**
- **Simplify the conversation and be precise about**



ENCOURAGING ETHICS

- **Treat your employees well**
- **Provide them a friendly work environment.**
- **Ensure they are getting facilities like**



COVID 19 AND ORGANIZATIONAL CHANGES

- **Due to pandemic people are working from home. So, high level of trust is built amongst the employees due to exchange of sensitive data.**
- **Work timings and settings have changed**



REQUIRED SKILLS

- Effective communication: key to the Directing function of management.
- Confidence
- Preserving professional relationships



QUALITIES OF A GOOD TEAM PLAYER

- Full freedom of expression
- A good communicator
- Agreeing to the final conclusion

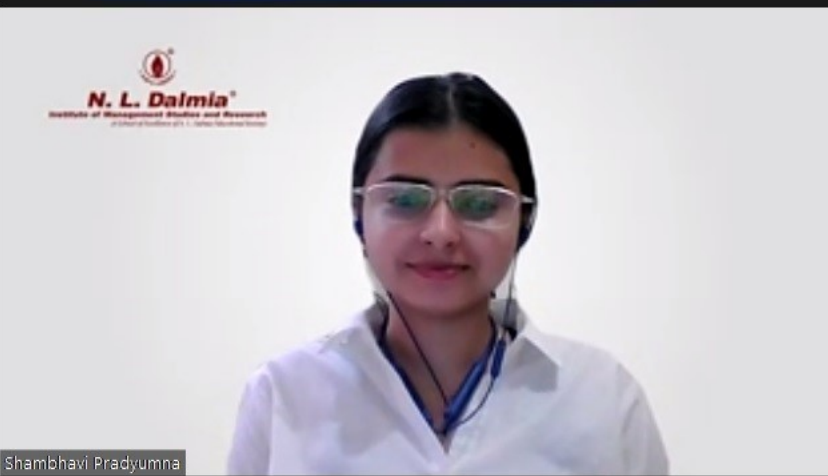


BEST MANAGEMENT ADVICE

- Office grapevine
- Work-life balance
- Don't limit your field
- Rectifying mistakes



THANK YOU





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“Anubhav - 2021”

Capturing Corporate Life Experiences

Ms. Ankita Shah

Finance Manager: Skills and Jobs Australia

Friday, 1st October 2021 | 6:00 – 7:00 PM

Subject : Principles & Practices of Management

Faculty Coordinator : Dr. Nazia Ansari

In Association with ALCOM



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Thank You!

Introduction

Mr Burhanuddin Ratlamwala is an alumni of NL Dalmia Institute from the MMS batch of 2015 - 2017. He did his internships in companies like Sony and Zee. After which he joined Brandarms a Marketing and Advertisement company as an accounts manager. Spending two years over there and serving the company he is now currently placed at SWISStours as a Marketing and Business Development Officer which is a subsidiary of the famous Swiss Airlines. Burhanuddin turns out to be a ideal client-facing man who is highly charged and driven by motivation.



Burhanuddin Ratlamwala
Marketing Officer at [SWISStours](#)

1 Role and Responsibilities in SWISStours

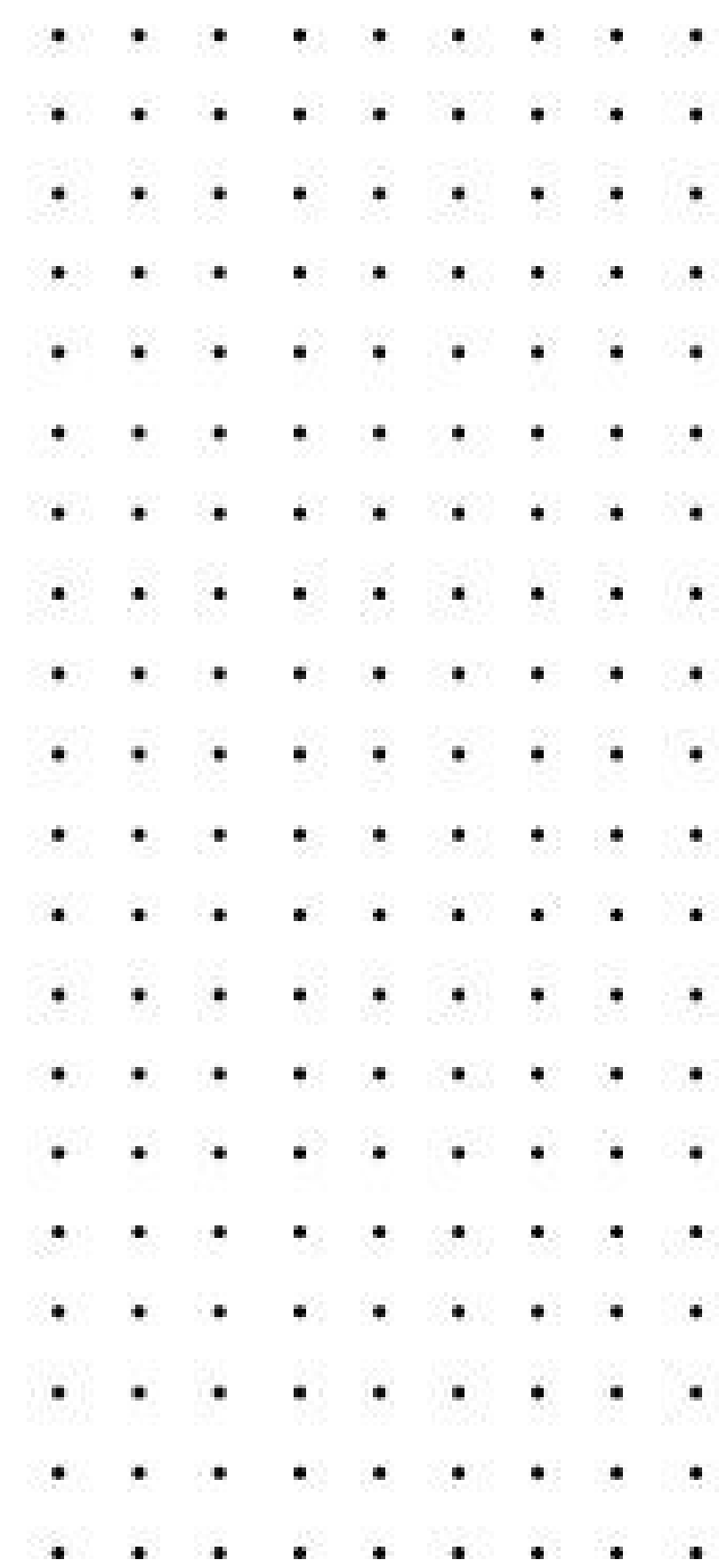
- Global Analysis regarding the services demand
- Advertisement
- Outlining sales channels
- Business Development

2 Best part about the job

- Getting a good boss
- A good team to work with
- Cooperative cross departments
- Interactive communication channel in the firm.

3 Worst part of the job

- Nothing worst part about the job
- Suggested to work, analyze and try to be fit at least for a year even if you don't like the company



4 What different types of planning you do on a regular basis? Suggestions on how to be a better planner?

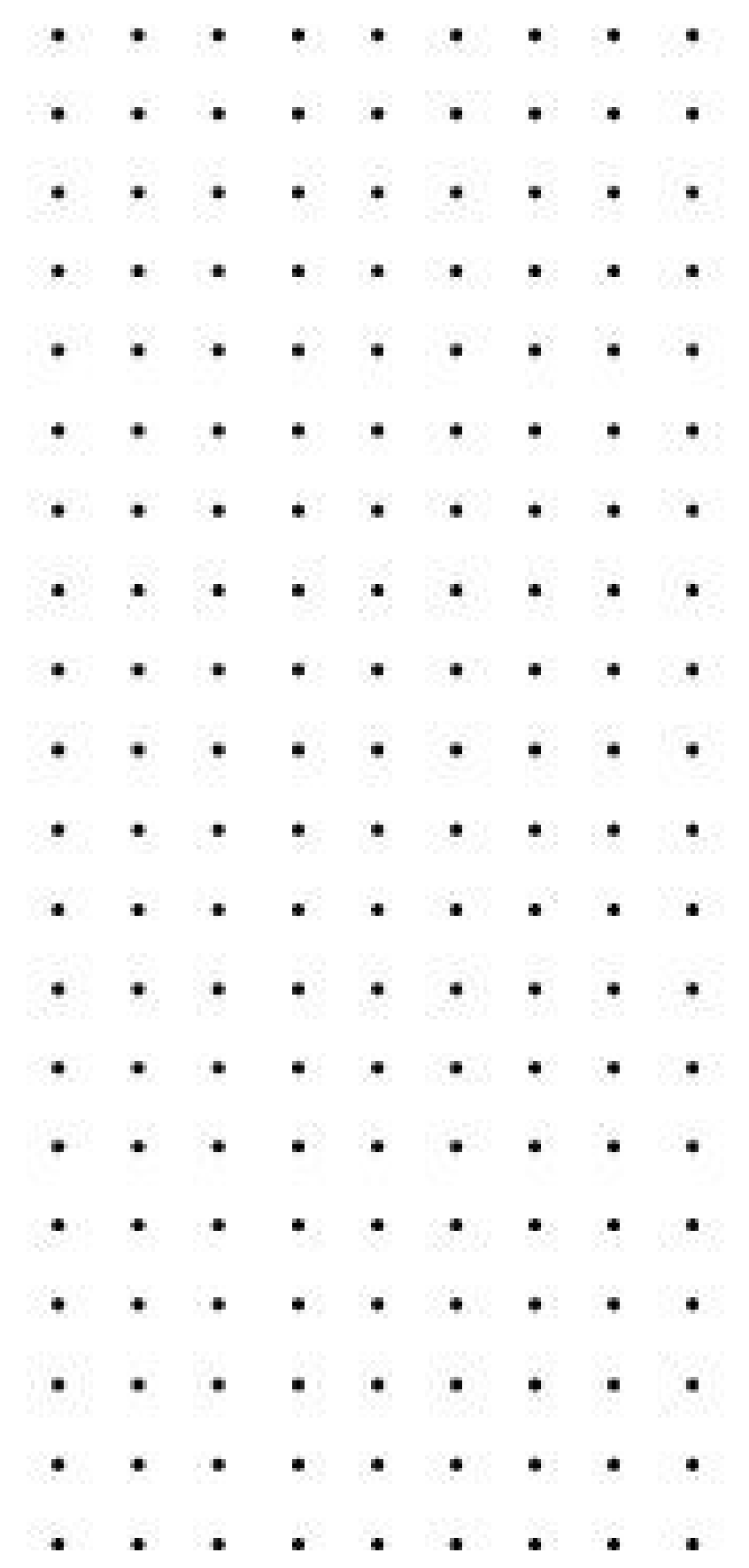
- Daily operational plans
- Make 2 lists – Important and Urgent
- Work as per your state of mind
- Aim to finish before deadline

5 How many subordinates you supervise/lead at present? What factors you consider before deciding the span of control?

- Earlier 2 subordinates
- Factors:
 - Abilities and skills of the subordinates
 - Degree of decentralization

6 What it takes to be a good decision maker?

- Consider everybody’s opinions
- Ensure that there is no bias
- Take time before reaching to conclusions
- Learn from mistakes



7 How you motivate your employees'/team members ?

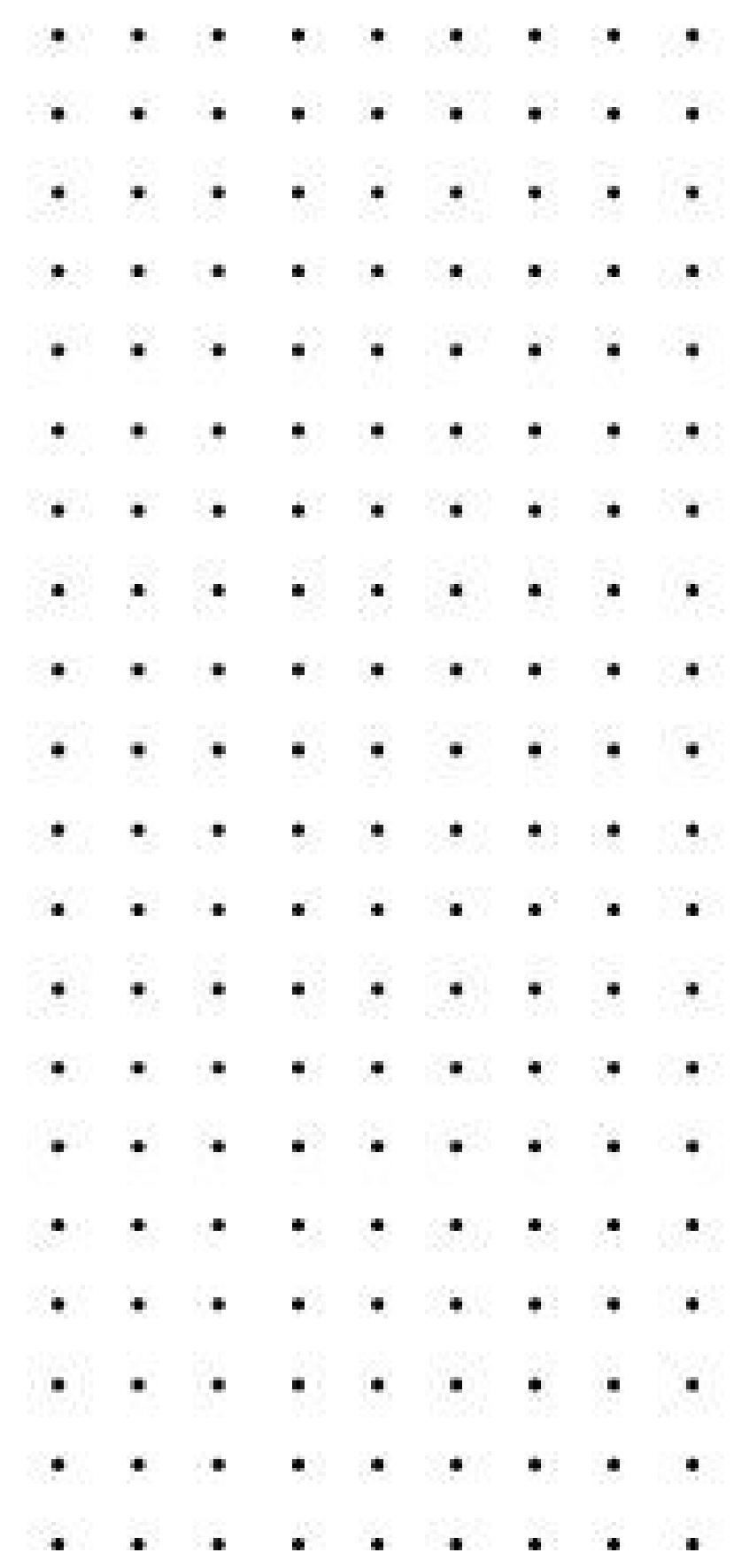
- Support as a friend
- Being as mentor
- Some personal space and time

8 What you think it takes to be an impactful leader?

- Compassion
- Attitude
- Be first person to do
- Hard work

9 What types of control measures to see how efficient & effective an employee is?

- Adhere the deadline
- Keeping track of work and measuring the performance with standard



10 **What's your advice on being an effective communicator?**

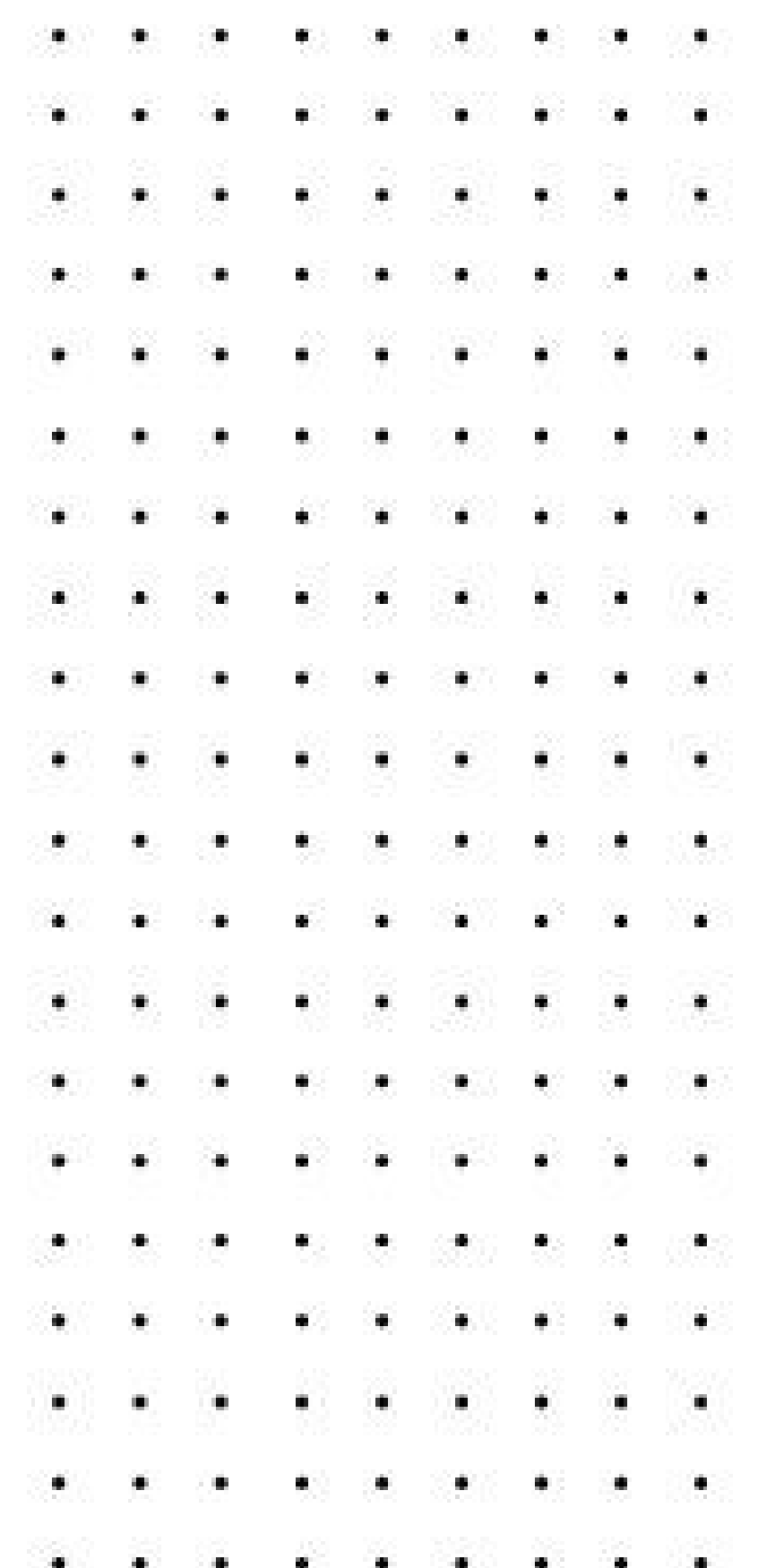
- Give practical reasons.
- Be polite.
- Keep up the confidence.

11 **How you encourage employees to be ethical?**

- Keep your principles strong.
- Stick to your values.
- You know what is wrong and what is not.

12 **Were there any Organizational changes during pandemic?**

- Employee termination
- Salary cut
- Early retirement



1 **What skill must be developed by us students?**

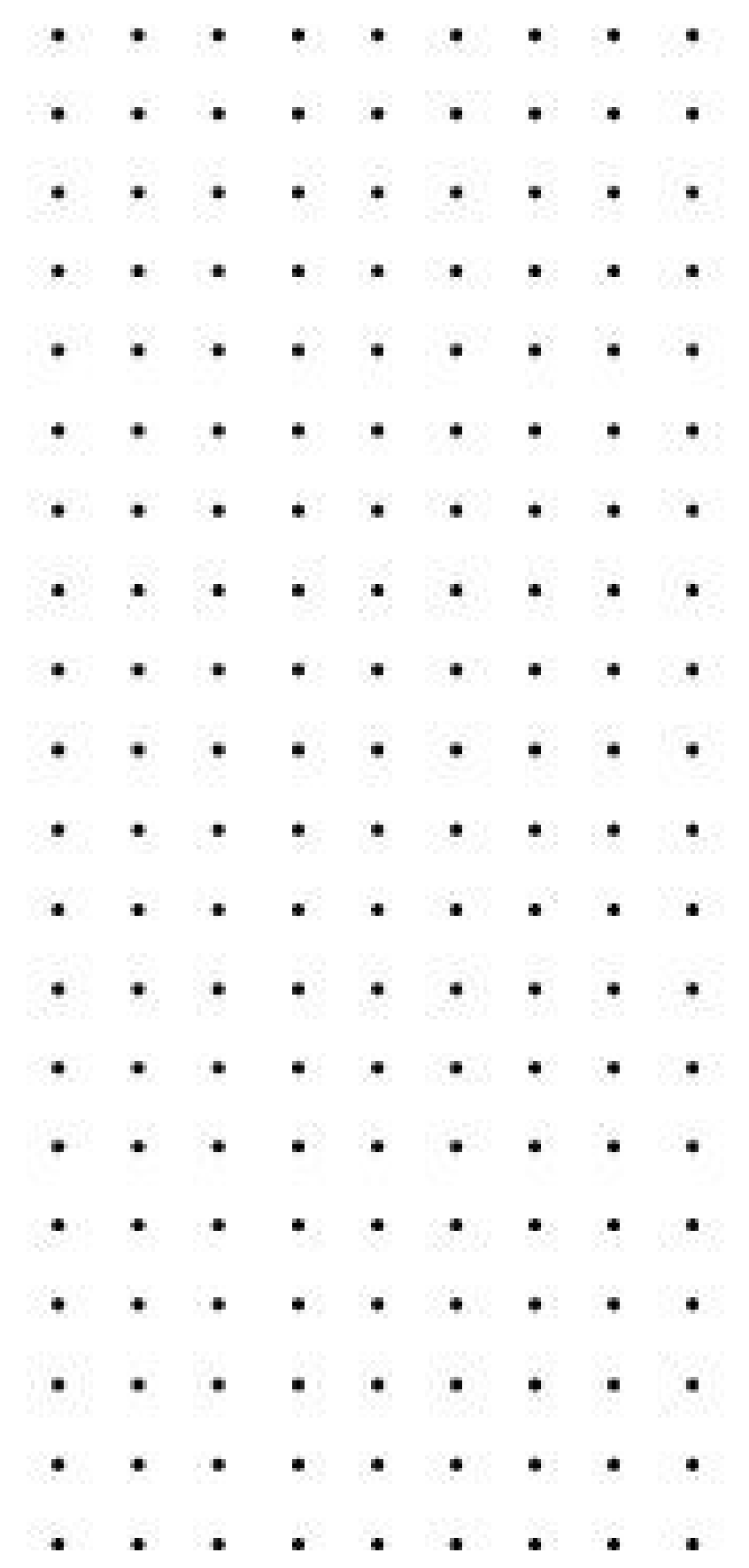
- 3**
- Interpersonal skills
 - Communication skills
 - Proper grooming and hygiene

14 **What qualities to develop to be a team player?**

- Be honest and faithful
- Put ideas in first and positive attitude
- You know what is wrong and what is not.

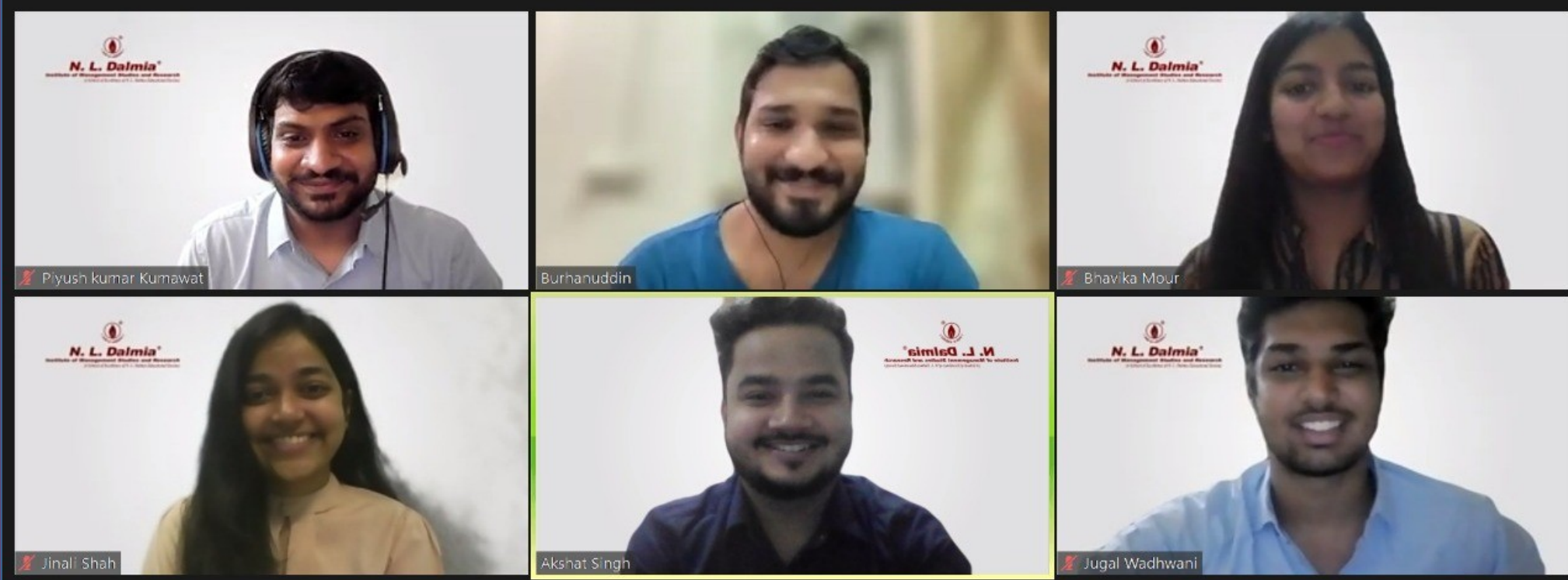
15 **What is the best management advice ever received by you?**

- Be humble and polite
- Work hard and honestly
- Don't go for money as a priority



CONCLUSION

- Situational Leadership
- Corporate Leadership
- Wonderful Insights



Jugal Wadhvani	PF2123-C102
Piyush Kumar Kumawat	PF2123-C098
Akshat Kumar Singh	PM2123-C215
Bhavika Mour	PF2123-C051
Jinali Shah	PF2123-C039

“Anubhav 2021”

Capturing Corporate Life Experiences

Guest for the day

Mr. Burhanuddin Ratlamwala
Marketing And Business Development
Officer – SWISStours

Presented by

Akshat Kumar Singh- PM2123-C215

Bhavika Mour -PF2123-C051

Jinali Shah- PF2123-C039

Jugal Wadhvani -PF2123-C102

Piyush Kumar Kumawat- PF2123-C098

Introduction

“Mr. Burhanuddin Ratlamwala is an alumni of NL Dalmia Institute from the MMS batch of 2015 - 2017. He did his internships in companies like Sony and Zee. After which he joined Brand arms a Marketing and Advertisement company as an accounts manager. Spending two years over there and serving the company he is now currently placed at SWISSStours which is a subsidiary of the famous Swiss Airlines. Burhanuddin turns out to be an ideal client-facing man who is highly charged and driven by motivation”

Question Asked:

1. Roles and Responsibilities in SWISSStours:

- Mr. Burhanuddin is assigned the job role of doing global analysis of its companies services in terms of consumer demand, being in a travel and leisure company it was his first duty to study the consumer demand of his company in the global market.
- He is also involve into the advertisement and promotion part, by running different media and non-media campaigns across different communication channels.
- As he was managing two subordinates under him, it is his duty to streamline the ongoing process in terms of sales. And keep a check on the no of sales record made by the subordinates under him.
- Being promoted to the position of Business development manager, now he is also handling the part of business development and growth, and is into market expansion of the company globally.

2. What's the best part of your job?

- The best part he told about his job was his present work environment and the kind of work culture that is developed in the company. His boss is very much cooperative and supports him since he has joined the company.

- He is also working into a good and a dynamic team, who always stand together with him and feels the workplace as his second home
- He also mentioned about the cross department in the organization and the kind of camaraderie that is maintained between them, there is never any sort of any conflict that has happened so far since he joined.
- Lastly, he spoke about the kind of interactive communication channel that has been developed in the firm, which allows him to work calmly without any internal disturbance or chaos.

3. What's the worst part your job?

- As per his experience so far in SWISStours, he mentioned that there was no as such worst part about the job, as he was really liking the job profile in which he was working and also due to the friendly and cooperative work environment, he never felt the same.
- He suggested at the end that one should always stick to a job atleast for some time be it one year or two as if its his/her first job, as one cannot quickly come to a conclusion of judging a job as worst or good. So, he insisted us to try to find good things from the bad part also.

4. What different types of planning you do on a regular basis? Suggestions on how to be a better planner?

- When asked about planning, Mr. Burhanuddin mentioned that he makes daily operational plans which includes what he has to do in the entire day as well as within what time he has to complete the task which ensures that all his tasks are completed on time.
- He suggested that for being a better planner, we should make two types of list - Urgent and Important. We should also make sure that we work as per our state of mind. This means that there are times when there are certain issues going on around us so during that time we should not take up any important task which requires our intelligence or analytical skills.

- And lastly, he suggested that we should make sure that we plan to finish all our tasks well before deadline so that there's no last minute stress and all the work is completed smoothly.

5. How many subordinates you supervise/lead at present. What factors you consider before deciding the span of control?

On asking Mr. Burhanuddin about the number of subordinates under him, he mentioned that currently he does not have any subordinates. The reason behind this was Covid, as there was a lot of inter-departmental shifting as well as voluntary resignations due to Covid. But earlier he supervised 2 subordinates. The factors that he used to consider before deciding the span of control were-

- **Skills and abilities of the subordinates:** As to how much skills and knowledge do the employees possess and depending on that he used to decide whether they need personal attention or not.
- **Degree of Decentralisation:** The span of control is also decided depending on whether the subordinates are given any power to take certain decisions on their own or whether the decision making process is completely centralised.

6. What it takes to be a good decision maker?

- Mr. Burhanuddin said that the most important thing that one should remember to become a good decision maker is to respect and give equal consideration to everybody's opinions as they can come from any level.
- He also said that one should make sure that they're not being biased while taking any decisions. He/she should enter the decision making process with a free mind without any prior judgements.
- Another important thing for being a good decision maker is to give appropriate time for the decisions rather than taking decisions in a haste. As the saying goes - "Sleep over it" which will help us to analyse the decision from all the perspectives and help us to take a well thought and an informed decision.
- Lastly, he said that it is okay to make mistakes but at the same time one should always learn something from them. The main aim of a good decision maker should always be constant betterment.

7. How you motivate your employees'/team members?

Already His subordinate and team members are highly motivated. But whenever they feel low due to some reason like personal too, that time he give some time and personal space to them and be a mentor and support as a friend whenever required.

8. What you think it takes to be an impactful leader?

First of all whatever position you would hold in any respective field show compassion and be an example the way you speaking and performing any task, means be first person to do. you should carry a good attitude and respect towards everyone. Always work hard and given an example of IIMs guy are very hardworking.

9. What types of control measures is applied by you to see how efficient & effective an employee is?

Whatever the task is given, the main bottom-line is adhere the deadline and stick to it. Keeping track of work and measuring the performance with standard.

10. What's your advice on being an effective communicator?

He said that while communicating our opinion and stand on a situation, we should ensure the explanation and justifications are practical and logical. To add to this, he also said that we should be polite to everyone no matter if the other person is our junior or senior, politeness is a must have quality while communicating. He advised us to read articles and watch and listen Hollywood movies and music so that we are comfortable with the language and it also enhances our vocabulary.

11. How you encourage employees to be ethical?

He responded saying if you have strong ethics and principles you will never have to face ethical dilemma. Just stick strong to your values. He also gave his example of how his friends smokes and drinks when they go out but he never chose to do either of them because he knows what is wrong and what is right.

12. Were there any Organizational changes during pandemic?

To this he replied that there was employee termination in huge numbers and how he has no subordinates left in the company until now. Also, employee's remuneration was cut short owing to the pandemic due to which a lot of people left the company because they could not

support their families financially with the pay, they were receiving in the pandemic. Also, a lot of people took early retirement and left the organization.

One important statement he made in this question was that people say that jobs are secured but covid has proved all of us wrong. So, make sure you save money for a rainy days like these.

13. What skill must be developed by us (students)?

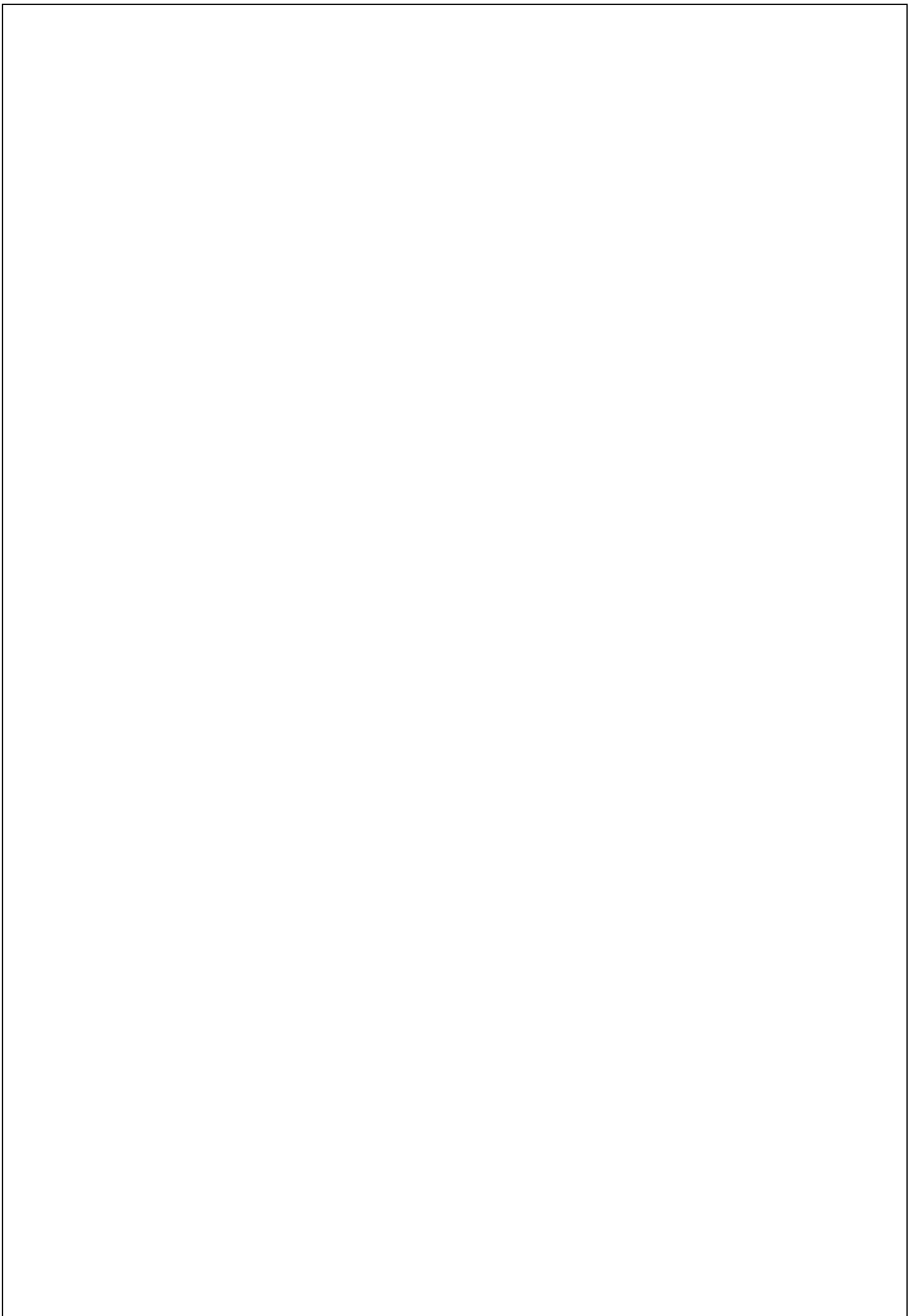
- Interpersonal skills such as communication, politeness, humbleness and respect towards others profession.
- Don't compare your salary and post with other colleagues, just be confident about your job.
- Always be well groomed and carry proper colour combinations with clothes. Always be presentable.

14. What qualities to develop to be a team player?

- Always take initiative in putting your ideas and always be a leader in all the things to grow on a potential level.
- Carry a positive attitude and respect towards others in terms of listening and implementing it.
- Keep proper delegation of work to the juniors and always act like a friend with them in terms of coordination and any personal problems.

15. Best management advice ever received by you.

- Always be humble and polite towards the employees, seniors and clients and always respect them and carry a positive attitude.
- Always work hard in your growth years and do not ignore the work if any
- Make exposure and learning your priority, don't go after money until the initial growth years. Focus on growth and exposure.



“Anubhav - 2021”

Capturing Corporate Life Experiences



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

Mr. Burhanuddin Ratlamwala

Marketing And Business Development Officer - SWISStours



Friday, 1st October 2021 | 6:00 – 7:00 PM

Faculty Coordinator : Dr. Nazia Ansari
(Asst. Prof. General Management Department)

Alumni Coordinators : Ms. Sajita Pradeep & Mr. Anish Shetty



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Thank You!

ANUBHAV 2021

MINUTES

Date: 01/10/2021

Time: 6:00 PM – 7:00 PM

Facilitator: Dr. Nazia Ansari

In Attendance(Group 8)

Yash Vanka(leader) - C090,

Vanshika Agrawal - C271,

Arshad Vahora – C242,

Shubham Khandelwal – C267.

Guest – Ruchika Gupta – CEO Blue Duck Holidays

- A student of N.L.Dalmia Institute of Management and Research for 2005-07 Batch.
- Assistant Professor with N.L.Dalmia Institute of Management and Research from 2011-13.
- Founder of Shineup.life
- Founder of Blue Duck Holidays- Mumbai

Roles And Responsibilities

- Integration of all the management task.
- Handling operations.
- Marketing-CRM.
- Managing Accounts- Compliance with GST.
- Building Team.
- Future Projections.

Best Part of the Job

- Client Conversion.

Worst Part of the Job

- Cost comparison by clients.
- Free Advice/Information.

Business Model

- Value Pricing – Price conscious customers.
- Online Travel Agency (OTA) follows huge discount models.
- Eg. Make my Trip, Yatra.com

Marketing Strategies

- Rely on word of mouth by existing customers.

Types of Planning done on regular basis

- Proper documentation.
- Centralized data for clients.
- Customized packages for clients.
- Maintaining Google Sheets.

How to be a better Planner

- Define core competency of your business.
- Decision maker.
- Learn to talk the language of person/client.

Span of Control

- One Employee.
- Covid Impact.

Factors considered for deciding span of control

- Work Load.

How to be a better Decision Maker

- Be true to yourself.
- Vision of one step ahead.
- Situation based judgements.
- Thought Process.

How do you motivate employees

- Group based incentives in relation to individual incentives.

Impactful Leader

- Ethical implementation.
- Thin line between ego and self-respect.

Control measures applied to see how effective and efficient an employee is

- Client conversion by the employee.
- Knowledge and attitude while talking to clients.

How to be an effective communicator

- Learn to speak the language of the person.
- Speak with clarity.

Encourage Employees to be Ethical

- Customizing according to client demands.
- Listening and Meeting client's requirements.

Organizational Changes during pandemic

- Lay off 3-4 Employees.
- Travel industry has been badly hit.

Qualities and Skills to be developed

- Good communication skills.
- Profile Building.
- Core Competency in your role.

Management Advice

- Be true to yourself.
- Be open to Learn.
- Learn to say NO.

Conclusion

- Great Corporate Exposure.
- Learning Experience was very profound.







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“Anubhav - 2021”

Capturing Corporate Life Experiences

Ms. Ruchika Gupta

Blue Duck Holidays – Founder and CEO

Friday, 1st October 2021 | 6:00 – 7:00 PM

Subject : Principles & Practices of Management

Faculty Coordinator : Dr. Nazia Ansari

In Association with ALCOM



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“Anubhav - 2021”

Capturing Corporate Life Experiences

Ms. Ruchika Gupta

Blue Duck Holidays – Founder and CEO

Subject : Principles & Practices of Management

Faculty Coordinator : Dr. Nazia Ansari

Presentation By-

Yash Vanka – PF2123-C090

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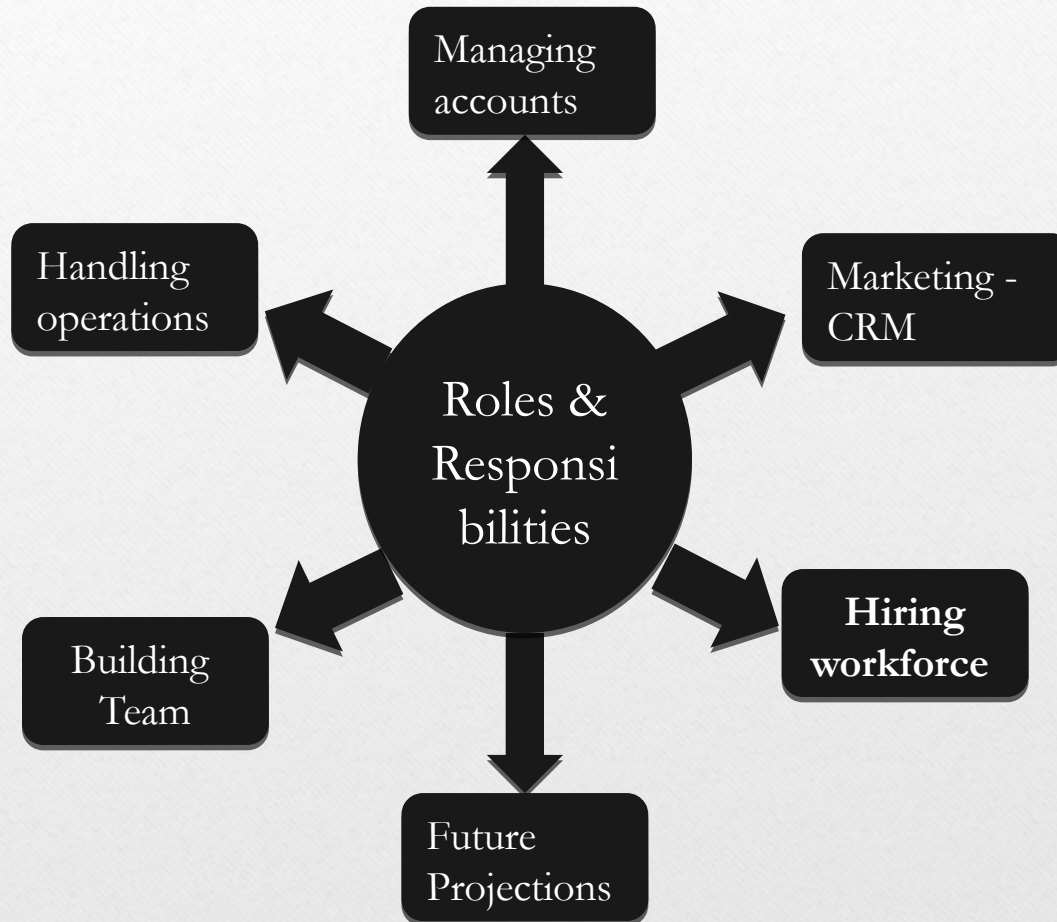
**FOUNDER & CEO -
RUCHIKA GUPTA**



Blue Duck Holidays

- A student of NL Dalmia Institute of Management and Research for 2005-07 Batch
- Assistant Professor with NL Dalmia Institute of Management and Research 2011-13
- Founder of Shineup.life
- Founder of Blue Duck Holidays







Best Part

Client
Conversion

Worst Part

Cost Comparison
by Clients

Business Model

Value Pricing

Marketing Strategies

Rely on Word of Mouth
Marketing and Advertising

• Types of Planning done on regular basis

1. Proper documentation
2. Centralised data for clients
3. Customised packages for clients
4. Maintaining google sheets
5. Pitching the customers

• How to be a Better Planner

1. Define core competency for your business
2. Decisions maker
3. Learn to talk the language of person

Span of
Control
ONE

Covid
Impact

Factors
WORK
LOAD

Be true to
yourself

Vision of one
Step Ahead

Situation
based
Judgements

Thought
Process

Better Decision Maker

Motivate Team Members

1. Collaborative atmosphere
 2. Informal atmosphere
-

How do you Identify what Works Best

Sincerity

Knowledge

Attitude

How to be an Impactful Leader

- Ethical Implementation
- Thin line between ego and self respect

Organizational changes during Pandemic

- Lay off employees

Management Advice

Be true to
yourself

Be open to
learn

Learn to say NO

THANKYOU





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“Anubhav - 2021”

Capturing Corporate Life Experiences

Mr. Anuj Garg

Research Manager – The Great Indian Shipping Company

Friday, 1st October 2021 | 6:00 – 7:00 PM

Faculty Coordinator : Dr. Nazia Ansari
(Asst. Prof. General Management Department)

Alumni Coordinators : Ms. Sajita Pradeep & Mr. Anish Shetty



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Thank You!



Anubhav 2021

Capturing
Corporate life Experience



Mr. Anuj Garg

Research Manager at The Great Eastern Shipping Company Limited.

With an overall experience of 11 Years

Expertise

Strategic planning

Capital Allocations

Equity and commodity research

Candidate of CFA Level 3

We welcomed Mr. Anuj Garg.

Me and my team Cordially welcomes you to N.L. Dalmia's Alumni Meet. First of all, thank you so much sir for sparing time to us for this interactive session and I hope you and your kin are healthy and happy.

I would like to have a quick introduction of my Group

After that we had a great introduction of Mr. Anuj Garg

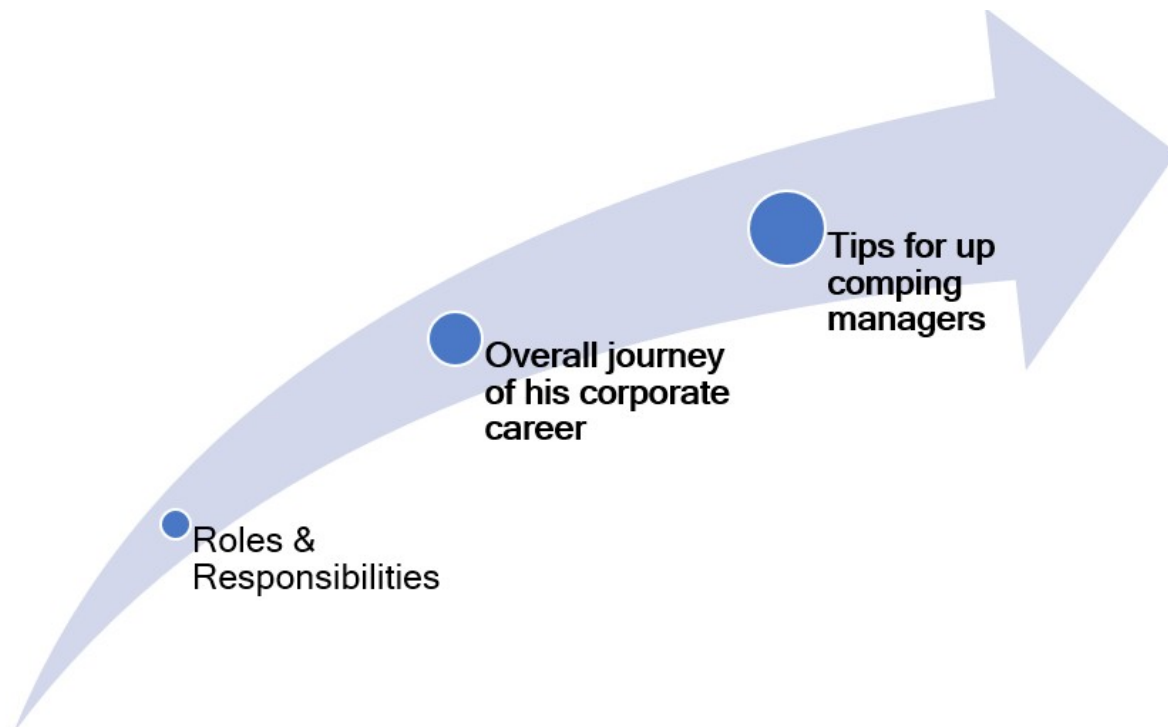
Where he Introduced himself and his entire professional and personal life experiences.

So, he got recruited with subsidiary and I group The Great Eastern Shipping Company Limited in 2011 for about five years

He worked in corporate finance and treasury team in which he looked at activities related to funding long-term funding international funding he also did treasury transactions and derivative deal in futures and forwards we also had some cross currency exposure we traded in cross currency as well. He joined the corporate finance and treasury team so during our time we had a specialization in derivatives and the other was corporate finance irrespective of you doing MMS and PGDM you have to choose only one specialization so I was part of the derivative class which was mainly under one professor **Navin Bhatia**

This was my 10 and half year after me passing out from college Before MBA I was an engineer, I was an IT Engineer and worked as a software engineer in a company for one year in Gurgaon I did java.net so fortunately both my financial and technical skills are put used in my today's work. It's been a decent fulfilling learning journey so far.

After this we started a Q&A session



Q.1 Roles and Responsibilities

Advise on capital allocation, Strategy, Peer analysis, Equity research, Statistical modelling (as in deploying our funds), Process Transformation (Functions that are being carried out in terms of moving into new technology which is the increase in the amount of data you are handling, the additional sources that you need to do your strategy research so transformation certain process in terms of more automation and more data analytics), Scenario Analysis, Financial analysis.

My primary role is capital allocation strategy peer analysis equity research statistical modelling that is deploying our fund I am also part of transformation function that is in terms of moving into a new technology function.

Q.2 Best part of the job

The best part of my job other than it's giving me decent money is that there are a lot of new things coming my way I am somebody who gets bored easily and that does not go around well when we are stuck all these years with the same group, but then again there are changes in responsibilities and tasks.

I also like that we in our organization are given a forum, you are allowed to openly discuss and refute the seniors as long as you're logical in your approach.

People are open to change and listening to what you have to say and we also have a very open culture in our company.

Q.3 Worst part of the job

Worst part in job is a strong statement there are no worst part of jobs there is only tough days there are just good days and bad days.

Obstacles would be the challenges of overcoming resistance because something that has worked for your Boss for 30-40 years, he is not going to change it so quickly just because you are saying. You need to test it then prove it and undergo a lot of discussion to bring that change.

so, the challenge to overcome this resistance of change. In my profile you are trying to become someone new, it's not operational its very open ended and change oriented.

Overall Journey Of His Corporate Career

Q.4 What different types of planning you do on a regular basis? **Suggestions on how to be a better planner?**

Planning is one of the most important things in everyone's life but you should plan your learning and always be eager to learn new things you should make a plan in such a way that it is flexible so that you can customize it as per the situation.

For example, during my MBA most important and trending job profile was of treasurer so my classmate was focusing on that profile but at the time of placement we came to know that there was only one company that was offering a treasurer job profile so you should always be flexible and concentrate on learning new things.

Q.5 What it takes to be good decision maker?

1. Try to limit your pre conceive notion
2. Always be available with a data in order to show what you are doing and how
3. Try and speak to as many people as you can

Q.6 How many subordinates you supervise at present?

There is total 6 member in my team and each of them quite focused and motivated they are kind of people you always ready to take responsibility and always have a passion to learn new things and develop them self.



Q.7 Motivational factors

That was not a problem with the group of people he worked with a small team of 6 people. Everyone in the team is responsible for their own task and there was not a single one who needs to be pushed to work. In the Pandemic a lot of people have lost their job everywhere and in every company. Able to earn and make the living out of it was a big motivation and you start respecting your company when you see your peers or your friends with similar profile losing their job for no fault of their that shows the company being respectful of you. This are the things that really motivates you in the longer term.

Personally, for Sir when the company send him to International Trips (work related most of the times) to U.S.A, China, Europe or Norwegian Countries etc. act as an additional motivation. Sir's perception towards it is that the company values him more than everyone else.

All though in the prevailing times one can't travel to office regularly and then have to work for long hours. But Anurag Sir enjoyed working long hours all though he travelled so much in his life he hates the local travelling; sir happen to mention that travelling in Mumbai is cumbersome. If given a choice between Working for Long Hours and Travelling to Office He would choose working for long hours every time.

Q.8 What you think it takes to be an impactful leader?

The quality and skill set required to be an impactful leader is not learned it's the thing that you develop gradually while working and when you attend some greater heights at your profile. Being humble is the quality he happens to mention it needed to be an Impactful Leader but it's a personality trait that you don't learn but you develop it gradually. As per him leader shouldn't ask anyone if the leader can't perform that task himself. For him, he would never ask his colleagues or his sub-ordinates to work at night or work for long hours without taking break if he hasn't done it. Leader is a person who never says you to do anything that will put you in an uncomfortable spot but will expect from you to perform the task and when the sub-ordinate see's the effort that their Leader is putting, they automatically tend to put the same efforts.

Q.9 What are the measure you have taken in order to check efficiency and effectiveness of employee's or your team members?

A project has contributions from many employees it's not just a summation it's more over like a process. Particularly no task is performed by a single person its always given to set of peoples for performing a task if for example he and his colleague is given 3 tasks to be performed so they won't distribute the tasks among them but they will contribute/ work on all of the 3 tasks jointly. Because many a times not everyone has good days sometimes you have your good days and sometimes bad days. But when an employee is continuously failing to match the deadline or can't match the pace then a red flag is risen but that kind of stuff happens very rarely because of the recruitment process one has to go through to get in the company. If you are not motivated, skilled enough you won't be able to make a cut.

Q.10 What's your take on that? How a leader can be an effective communicator?

He replied

- 1) That primary task of leader is to communicate with his/her subordinates.
- 2) You can do it by understanding that what is required from employees in depth like there are some superficial leaders. These leaders try and push the other person without having the exact knowledge of what is expected from person. So having exact knowledge of it is mandatory.
- 3) Be patient with your team and subordinates.

Q.11 A leader is a person who is known for following the ethics. Many leaders even in the time of pre-independence and post-independence not only follow it but also encourage other people to do it, so how do you encourage your staff to follow it?

He replied that in his organization any kind of unethical behavior is not negotiable and to encourage

The staff we need to follow following steps:

- 1) Define right system.
- 2) Lead by setting a benchmark.

Put integrity as company as first priority.

Q.12 What were organizational changes in pandemic and how are you keeping track on employees?

He replied:

- 1) Employees just need to meet the deadlines.
- 2) He doesn't disturb their personal life.
- 3) He doesn't put any extra pressure on them.

Tips for becoming Managers

Q.13 What skills must be developed by us (students)?

whatever you are learning practice it in your daily lives, we all experience it in our group as well as individual tasks so **Practice and Implement** what you are learning and then select one thing that you are best at. whatever you are taught in college don't limit it there.

be open and unorthodox - get advices from people, sometimes you learn a lot more about yourself by listening to the people around you and be open to **Every challenge**

the first word was excelled, every finance student in specific must knee excel you cannot expect anyone to teach you all the basic stuff once you are in the company, you must know how to **practice and implement these skills are basic for analysis and our day-to-day work** coming from engineering background he didn't know what DR and Cr. is he had to learn it the hard way in a very short span of time and thus practice and implementation is what you are supposed to do also. In terms of other skills in academic career you have different things you like and that becomes your prime focus so that you can build a career out of it, and be **PATIENT**.

Q.14 What qualities to develop to be a team player?

Don't be monotonous and try new things, motivate your team to do new things, **be unconventional**, and know that everyone is different but somewhere you all have one goal and that's why you are all working together this attitude will make you want to **listen, be patient** and the by product will be **innovation**.

Q.15 Best management advice ever received by you?

There is no such mantra but there is one thing Mr. Anuj Garg's father said that has helped him in personal and managerial life both that **"However sad you are consider it as a part of life "**

one most important thing was that WHATEVER MOTIVATES YOU, YOU SHOULD DO THAT, we are ethical but we tend to compare ourselves with others, in their batch there were people who were placed with 5 lac P.A.

A job but there were also who were placed at 10 lacs so if you create this a point of discussion, but neo after 10 years people are doing extremely well in terms of work, personal life and money, **BUT everybody has found their WAY.** It will take time but you'll get at good positions in life. He was an ordinary student but he says we all found our way and are at really good places.

Q.16 What was your operational growth in these 11 Years, can you share your day-to-day experiences in The Great Eastern Co Shipping with us?

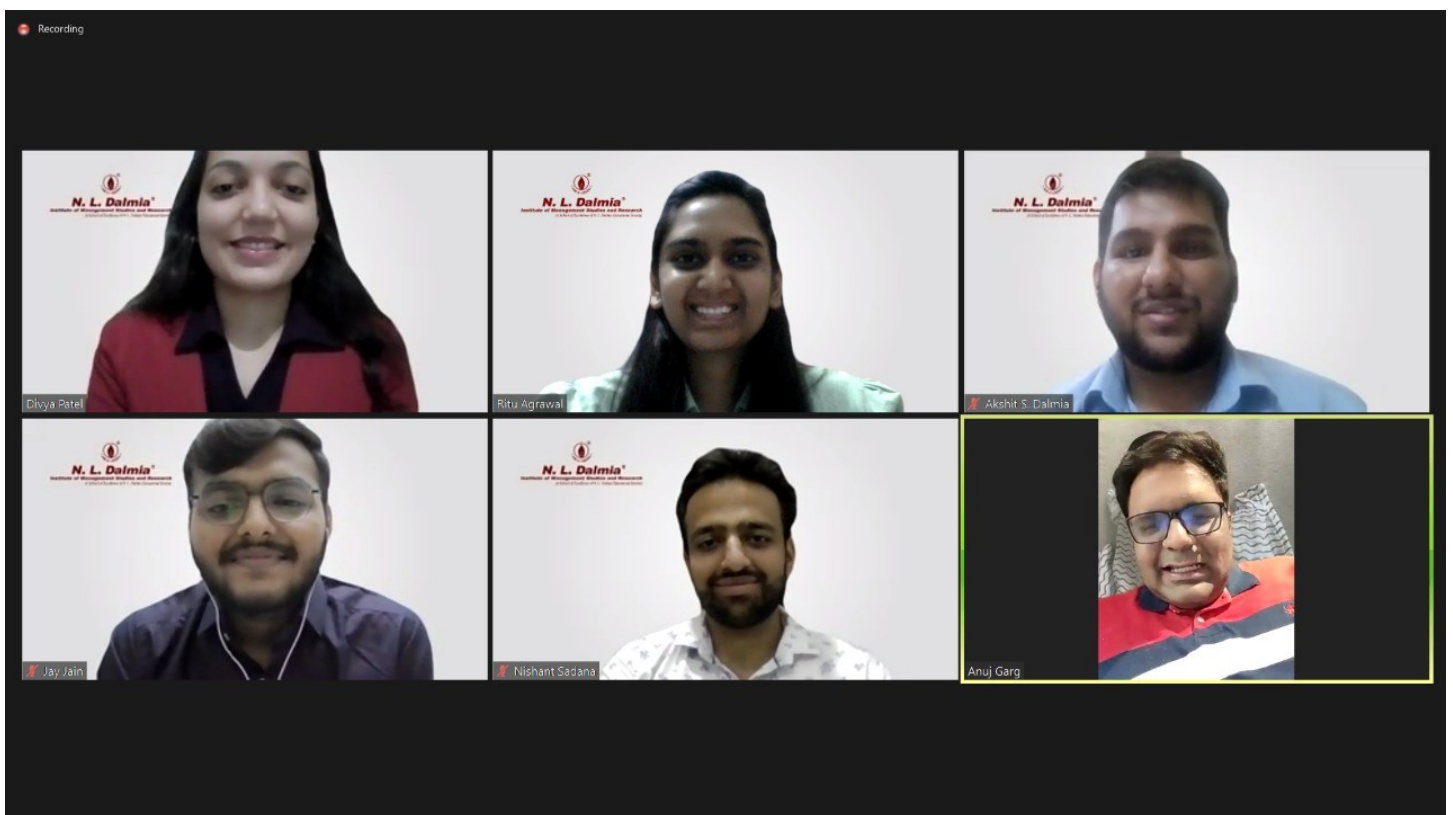
That's the fun part being largest Co. in South Asia. the big boys in the industry are based out of Europe or China and this has gotten him opportunities to travel to numerous countries what he loved a lot was the exposure he gets not just discussing practicalities of work but also knowing people and how every country has different ways of performing their work, how they manage and run their business, their point of views is vast and beyond, so you get to interact with such people and master yourself. he said he had travelled Brazil, Norway, London, USA, Europe, China, Germany, Singapore.

KEY TAKEAWAY

KNOW that what you are enjoying now and what you'll enjoy doing later are two different poles. he shared that he thought the person learning Derivatives is GOD to him while he was in N.L. Dalmia so it was a notion that this is the best job out there but when I learned from the people around me doing that work, I found it very operational,

NEVER STOP EDUCATING YOURSELF no matter what your age is I am till date on my toes, I want to learn the new things in life so be mentally open and expand your boundaries there is so much we can do and we only realize it once we start doing it. **BE UNCONVENTIONAL**

THANK YOU





Anubhav 2021

capturing corporate life
experience

Mr. Anuj Garg

The Great Eastern Shipping
Company



A brief introduction of Mr. Anuj Garg



Past experiences - His entire journey



Roles and responsibilities –
Process transformation system,
Statistical Modeling, Scenario analysis.



Best and Worst part of his job -
open culture, There are Good days as
well as Bad days.

Exposure of his professional work



His view toward planning for personal as well as professional Career - Defined, Clear Mindset, Always keep learning.



His take on how one should excel in decision making - Be clear, Limit your pre conceived notion.



Motivational factors



How he motivates his Team member – Team member's themselves are responsible and enthusiastic.



What does it take to be an impactful leader - Try things first and then ask other's to apply, Be Humble.



How does he measure effectiveness and efficiency of an employee - By observation in the quality of work done.

Communication skills and challenges



Advice on how to be an effective Communicator -
Understand the depth and have clear understanding of the task.



How he encourages his team members to be Ethical - Making them realize about their responsibility.



Organizational changes during pandemic – Very minor changes.



Overall development



Skills that we must develop as a student - Financial Matrix, MS-Excel.



Qualities we need to develop as a team player - Define System rightly.



Best management advice ever received by you – No matter how tough the days are, you should accept it as a part of life.



His experience on Global exposure and interaction with Industry experts.

Thankyou
Dr. Nazia Ansari



Presented By

- Divya Patel PF2123-C275
- Ritu Agrawal PF2123-C230
 - Jay Jain PF2123-C110
- Akshit Dalmia PM2123-C279
- Nishant Sadana PF2123-C246

Anubhav-2021

Capturing Corporate Life Experiences



Presented by:

Atul Pandey

Ishanq Dugar

Mayank Yadav

Parul Mittal

Pranjal Gupta

Manager Introduction

Amruta Deshmukh- BrowserStack

Batch 2013-15



Zomato

Times of
India

Info edge

BrowserStack

Roles and Responsibilities

1. Account Manager- Handling UK clients
2. Deals in SaaS Sales
3. B2B services

Best
part of
job
VS
Worst
part of
job

Best Part of Job

- Learning
everyday
- Amazing team
- Working hours
- Exposure

Worst Part of Job

- Work from
home



Strategies for Planning

- 01 ——— Having a to-do list for the day
- 02 ——— Closing 45 minutes early to plan for the day ahead
- 03 ——— Using 2-3-5 approach

Team Management

- Team of 10 people
- Teams to POD
- Bell curve in a Team
- Lifting the average performer

Good Decision Making

What it looks like:

1
•

Clear
Understanding of
Problem
Statement

2
•

Avoiding
any
assumptions

3
•

Getting
hard facts
and figures

4
•

Decision
Making

Leader

VS

Manager

1. Enabling to get things done

2. Takes work as project

3. Collaboration

1. Just get things done

2. Takes work as task

3. Negotiate

Organizational Changes during pandemics

- Work from Home
- Gave appraisal instead of pay cuts

Advice to Young minds

- 1 Be firm about what you want
- 2 Avoid being a corporate nomad
- 3 Be aware of the environment around you
- 4 Prioritize work over incentives

Best Management Advice Received →

- Do not celebrate success in advance
- Be comfortable with silence

Key takeaways

- 1 People first
- 2 Do not be a corporate nomad
- 3 Know the next big thing
- 4 Shift from Package based to Value based
- 5 Believe in yourself

Snapshot





Thank you!



**N. L. Dalmia Institute of Management Studies and Research
Mira Road (East), Thane, Maharashtra**

Principles and Practices of Management

Course Code: PGC101

Group Project

On

“Anubhav-2021”-Capturing Corporate Life Experiences

Submitted to:

Dr. Nazia Ansari

Faculty of Principles and Practices of Management

Submitted by:

Atul Pandey PF2123-C121

Ishanq Dugar PF2123-C094

Mayank Yadav PF2123-C133

Parul Mittal PF2123-C035

Pranjal Gupta PF2123-C129

PGDM 2021-23

Ist Year, Ist Trimester

Submitted on: 7th October 2021

Manager's Introduction



Amruta Deshmukh

Account Manager-Browserstack

Batch of 2013-15

Started career as an executive in Zomato in 2015. After that worked in Times of India for 6 month in Digital Marketing. She then switched to Info Edge where she worked for 4 years handling 2 different clients Shiksha.com and Naukri.com. Currently she is working in Browserstack as an Account Manager.

Q1. Describe roles & responsibilities.

- Ms Amruta Deshmukh is currently working as an account manager in Browserstack which is an Indian cloud web and mobile testing platform that provides developers with the ability to test their websites and mobile applications across on-demand browsers, operating systems and real mobile devices.
- Her major responsibilities include dealing in SaaS i.e., Software as a service. She looks after B2B services to the foreign clients especially in UK and Finland.
- She is also leading a team of 10 members in the company. She is responsible for the projects assigned to her team and has to ensure that deadlines are met on time.

Q2. What is the best part about your job?

The best part of her job is:

- **Learning everyday:** Ms Amruta enjoys her work as she gets to learn something new every day. As she deals with foreign clients she believes there is a lot to learn.
- **Amazing team:** She manages a team of 10 people. This team is referred to as POD. She really enjoys working with her team members as everyone is very cooperative and committed to their work.
- **Working hours:** She deals with foreign clients especially UK clients so her working hours are 12-9 pm. She is very comfortable with the timing.
- **Exposure:** Working with foreign clients gives her a lot of scope of exposure. Also it provides ample opportunities to take advantage of global networking opportunities.

Q3. What is the worst part about your job?

This job is her dream job and she hates nothing about it. The only thing she does not like currently is the work from home due to COVID-19.

- **Work from home:** Ms Amruta is a person who loves going to the office, meeting people as she thinks it improves her productivity. She isn't enjoying the remote working and is eagerly waiting to be back to office.

Q4. What different types of planning you do on a regular basis? Suggestions on how to be a better planner?

Her strategies for planning is:

- **Always have a to-do list for the day:** She believes having a to-do list for the day helps meet deadlines on time. Also it sets a timeline for the day.
- **Closing 45 minutes early to plan for the day ahead:** This is something she learnt from her foreign clients. Closing the day 45 minutes prior to give that time to plan for the next day helps her a lot. This helps her prepare a mental plan for the next day.
- **Using a 2-3-5 approach:** This is basically dividing the overall tasks based on the priorities. She divides the total work into 10 parts i.e., 2 most important one, 3 important and 5 least important ones. Knowing priorities ensures that she spends maximum time on the most important tasks.

Q5. How many subordinates you supervise/lead at present. What factors you consider before deciding the span of control?

She is currently leading a team of 10 people. This team is referred to as POD. She looks after different factors within her team members ranging from:

- Technical Skills
- Communication Skills
- Ability to perform tasks independently
- Mutual respect for members
- Growth mindset

Q6. What it takes to be a good decision maker?

For her good decision making is about taking the following steps:

- I. **Clear Understanding of Problem Statement:** The decision to be made is regarding the problem. Hence, it is important to question until you don't have a clear understanding of what the problem actually is.
- II. **Avoiding any assumptions:** Try to avoid assumptions and validate your solution based on facts and figures.
- III. **Getting hard facts and figures:** It is important to collect all the necessary facts and figures related to the problem.

IV. **Decision Making:** Finally decision is made by comparing different alternatives and identifying which works best for the problem.

Q7. How you motivate your employees'/team members? What have you identified that works best?

This was answered by providing an example that if one of the team member is not able to contribute as expected then it is the team leaders duty to lift up his/her performance by motivating him/her. She also quoted that **“The strength of any team lies in its weakest corner and not the strongest one.”** The team excels by motivating and lifting the average and low performer.

Motivating other employees by actually giving them the autonomy to take decisions is what she thinks works the best. The employees get a sense of responsibility when they are able to take decisions and that drives their performance.

Q8. What you think it takes to be an impactful leader?

- An impactful leader is someone who is able to make an impact in the lives of others. According to her this can be done by understanding what is lacking.
- Leadership is all about enabling to get things done by providing the right resources. Also an impactful leader takes work as a project which requires collaboration of various partners.
- She further advised to be a game player rather than taking up everything on your own. It is essential to give importance to each and every person. She believes this is exactly what differentiates a leader from a manager.

Q9. What types of control measures is applied by you to see how efficient and effective and employee is?

- Using rating scales
- Comparing employee performance with other peers
- Feedback forms

Q10. What's your advice on being an effective communicator?

Communication is the most important of all the skills. It is important for the survival of the organization. An effective communicator is the one who is:

- Clear, concise and express things freely
- Makes complex things simpler for others
- Is considerate about others viewpoints

Q11. How you encourage employees to be ethical?

Ms Amruta believes that ethics plays a very vital role in an organization. It guides in decision making and helps maintain integrity and honesty among the employees.

In order to encourage employees to be ethical she thinks it is important to set standards by being ethical in the first place. They will eventually follow.

Q12. What organizational changes during pandemic?

- Major organizational change that took place during the pandemic was the **Work from home** culture that was introduced in almost all the organizations.
- Other than that an interesting change in Browerstack was that it **increased the salaries** of its employees unlike others who fired or implemented pay cuts. This was majorly done to motivate the employees as it was an unprecedented situation which caused a lot of inconvenience.

Q13. What skills must be developed by students?

Her advice to today's young minds is:

- **Be a good communicator:** Communication is the most important skill companies are looking for today.
- **Avoid being a corporate nomad:** Corporate nomad is a person who regularly switches his/her job i.e., stays in one particular job no longer than 6-18 months. Companies today do not value corporate nomad.
- **Aware of the surrounding:** One must know what is happening in the industry/sector he/she is working. Be aware of the new innovations, change in job requirements and learn new skills as per the requirement.
- **Be a forever learner:** Learn new courses on platforms like coursera and get different certifications. Make reading a habit.

Q14. What qualities to be developed to be a good team player?

To be a good team player one must be:

- Has a positive attitude
- Considerate about others feelings
- Develop other team members to their fullest potential
- Motivate and Inspire team members
- Stand up for others

Q15. Best management advice ever received by you?

Best management advice received by her is:

- I. **Never celebrate success too early:** This was received by her from one of her managers. She explained it using an example that a lot of times even after u receive a cheque from the client it does mean that you can close the deal as the cheque may not clear in bank. So don't celebrate success which is not yet guaranteed to you.
- II. **Be comfortable with silence:** It is not important to speak up all the time. Maybe someone else can break the silence. So speak up only when it is required.



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“Anubhav - 2021”

Capturing Corporate Life Experiences

Ms. Amruta Deshmukh

Account Manager - BrowserStack

Sunday, 3rd October 2021 | 1:00 – 2:00 PM

Faculty Coordinator : Dr. Nazia Ansari
(Asst. Prof. General Management Department)

Alumni Coordinators : Ms. Sajita Pradeep & Mr. Anish Shetty



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Thank You!

ANUBHAV 2021

An experience for:

- Anisha Jambhale – PF2123-C023
- Debosmita Ganguly – PF2123-C027
- Rishi Dhawan – PF2123-C062
- Sagar Patro – PF2123-C238
- Prasad Nikumbh – PF2123-C066

Presented To:
Ms Nazia Ansari
On: Principles and Practices of
Management

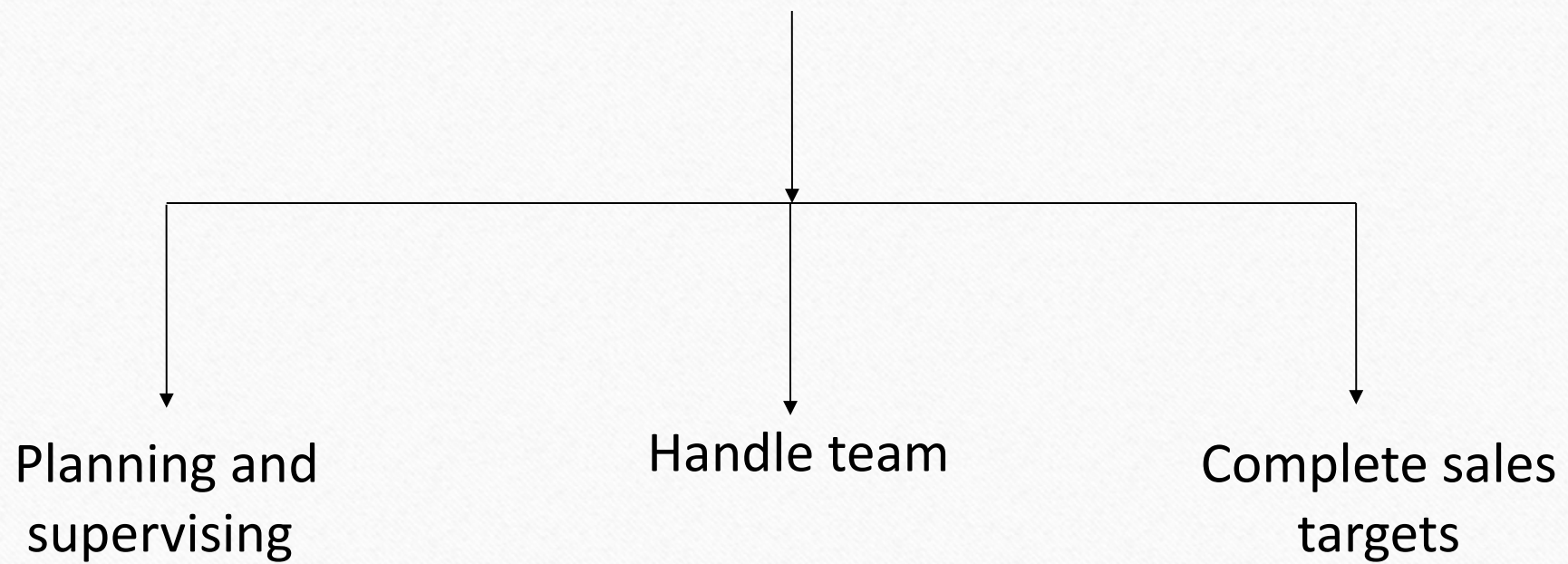


Akshaykumar Gupta



- Assistant manager in Shaze Luxury
- Handled a portfolio of 30 clients
- Revenue of INR 15 million and onboarded 5 large corporate clients with a revenue potential of INR 10 million
- Converted 20 new corporate leads

Role & Responsibilities



BEST PART VS WORST PART OF YOUR JOB

- **Best Part**

- Exposure across various platforms.
- Making connections across the world.
- Understanding cultural differences and accepting them

- **Worst Part**

- Monotonous work
- Frequent Deadlines

What different types of planning you do on a regular basis? Suggestions on how to be a better planner?

- Plan your day well in advance
- Note down the task.
- Break it down smaller tasks
- Completing the tasks at the of the day gives motivation

How many subordinates you supervise/lead at present? What factors you consider before deciding the span of control?

- Team of 5
- Find different areas of growth
- Increase your impact via research

What it takes to be a good decision maker

- Clarity
- Plan and organize
- be simple in your thought process

How you motivate your team members? What have you identified that works best?

- Multiple skills
- Practical knowledge
- Empathy: To empathies the subordinates
- Proper planning and division of task

What you think it takes to be an impactful leader?

- Planning: Key characteristics
- Be ethical
- Switching jobs

What types of control measures is applied by you to see how efficient & effective an employee is?

- Target oriented tasks
- Day to day interaction

What's your advice on being an effective communicator

- Read books
- Gain diverse experience
- Communicate more and more and gain confidence via communicating with yourself in the mirror

How you encourage employees to be ethical?

- Align yourself with the company's motto.
- Build principles and don't lose on it.
- Be Professional with your work

Organizational changes during pandemic?

- Connecting to clients via virtual communication modes.
- Skill development.
- Adapting to the changing demand.

What skill must be developed by us (students)

- Try to focus on the specialization –
 - Do on finance market
 - Read books
 - Keep day to day information
 - Digital marketing

What qualities to develop to be a team player?

- Planning
- Implementation
- Team work
- Organizing

Best management advice ever received by you

- Don't focus on package
- Join the company where diverse options are available
- Always plan your day to day work



Thank
you





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“Anubhav - 2021”

Capturing Corporate Life Experiences

Mr. Akshay Kumar Gupta

Assistant Manager – Shaze Luxury Retail Pvt. Ltd

Saturday, 2nd October 2021 | 11:00 – 12:00 PM

Faculty Coordinator : Dr. Nazia Ansari
(Asst. Prof. General Management Department)

Alumni Coordinators : Ms. Sajita Pradeep & Mr. Anish Shetty



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Thank You!

ANUBHAV' 2021

“AN ALUMNI-STUDENT MEET”

Guest:

Mr. Akshay Kumar Gupta

Assistant Manager - Corporate Sales in Shaze Luxury Pvt. Ltd.



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Project Guide	Submitted by
Dr. Nazia Ansari	Anisha Jambhale PF2123-C023
	Prasad Nikumbh PF2123-C066
	Debosmita Ganguly PF2123-C027
	Rishi Dhawan PF2123-C062
	Sagar Patro PF2123-C238

Mr. Akshay Kumar Gupta

About:

He has handled a portfolio of 30 clients thus, generating a revenue of INR 15 million and onboarded 5 large corporate clients with a revenue potential of INR 10 million. Moreover, he has successfully converted 20 new corporate leads and closed sales across National and International Markets.

He has also worked closely with the procurement and merchandising team to ensure efficient order fulfillment. Furthermore, provided key inputs on new product development and customer complaint management in co-ordination with the quality department.

1. Role & Responsibilities as an assistant manager

- Planning and supervising marketing operations to achieve revenue target.
- Handle team of 3 to 5 people.
- Complete sales targets.
 - Group 50 lakh
 - Individual 3-5 Cr

2. What's the best part of your job?

- Exposure across various platforms.
- Making connections across the world.
- Understanding cultural differences and accepting them.

3. What's the worst part your job?

- Monotonous work.
- Frequent Deadlines

4. What different types of planning you do on a regular basis? Suggestions on how to be a better planner?

- Plan your day well in advance
- Note down the tasks.
- Further, break it down into much smaller tasks.
- Completing the tasks at the start of the day gives motivation to work more efficiently the next time.

5. How many subordinates you supervise/lead at present? What factors you consider before deciding the span of control?

- Team of 5
- Find different areas of growth
- Increase your impact via research.

6. What it takes to be a good decision maker?

- Clarity of the tasks and related decisions.
- Plan and organize tasks beforehand.
- Simple thought process.

7. How you motivate your employees'/team members? What have you identified that works best?

- Multiple skills
- Practical knowledge
- Empathy: To empathise with the subordinates.
- Proper planning and division of task

8. What you think it takes to be an impactful leader?

- Planning: Key characteristics
- Be ethical
- Switching jobs

9. What types of control measures is applied by you to see how efficient & effective an employee is?

- Set target-oriented tasks.
- Day-to-day interactions with the employees.

10. What's your advice on being an effective communicator?

- Read books.
- Gain diverse experience.
- Communicate more and more and gain confidence via communicating with yourself in the mirror.

11. How you encourage employees to be ethical?

- Align yourself with the company's motto.
- Build principles and don't lose on it.
- Be Professional with your work

12. Organizational changes during pandemic?

- Connecting to clients via virtual communication modes.
- Skill development.
- Adapting to the changing demand.

13. What skill must be developed by us (students).

- Try to focus on your specialization and the skills which you require for your dream job.
- Do a skill development course of financial markets.
- Read novels, books, journals, news articles etc.
- Keeping note of all the day-to-day things which were learnt by us.

14. What qualities to develop to be a team player?

- Planning.
- Implementation of the planned work.
- Team work and managing differences.
- Organizing the work.

15. Best management advice ever received by you.

- "Don't focus on your package focus on the work profile".
- Join the company where diverse options are available.
Always plan your day-to-day work.



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“Anubhav - 2021”

Capturing Corporate Life Experiences

Miss. Swati Singh

*Organization – Microsoft
(Data & AI Specialist)*

Saturday, 2nd October 2021 | 11:00 AM – 12:00 PM

Faculty Coordinator : Dr. Nazia Ansari
(Asst. Prof. General Management Department)

In Association with ALCOM



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Thank You!

ANUBHAV

DIVISION –C

PGDM- (2021-23)

PRESENTED BY:

NAME	ROLL NO.
Anshul Dhoundiyal	PM2123 – C184
Ankit Mishra	PM2123 – C200
Jigar Zala	PF2123 – C106
Riya Vora	PF2123 – E320
Yash Mukhiya	PM2123 – C219

PRESENTED TO:

Dr. Nazia Ansari

Assistant Professor-General Management

***N. L. Dalmia Institute of
Management Studies and Research***



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Mentality & Trust

Before start any conversation with a foreigner or any person we need to understand their mentality. Here we are not talking about general conversation we are talking about professional conversation with people. Somehow, we are not agreeing with mentality of any person do not cut relationship with them directly. Because every person has unique personality and unique way to think this will help us to improve communication. If we understand the mentality of people or an organization this will help to build trust. Basic requirement of friendship is trust. To build such kind of trust in an organization we need to always think development of the organization and always accept your mistake. When a person has trust on you the communication being easy. So here we conclude that Mentality & Trust is essential part to communicate with someone and its basic requirement for any individual to grow in his career.

Simplicity and Culture

Culture is the characteristics & knowledge of a particular group of people, encompassing, language, religion, cuisine, social habits, arts and music.

Here we are talking about simplicity of country, organization and individual, but simplicity also based on culture. Some of the countries have huge amount of wealth but due to culture still their infrastructure is based on simplicity. Not only countries culture derived simplicity but also organizational culture derived simplicity for the organization. Organization always focuses on working environment rather than high infrastructure if infrastructure is high but working environment is not proper than its effect final goal. Culture plays important role in communication. It is based on cross-culture concept. Cross culture communication is a field study that looks at how people from differing cultural backgrounds communicate, in similar and different ways among themselves, and how they endeavor to communicate across cultures.

Target Market

A target market is a group of people with some shared characteristics that a company has identified as potential customers for its products. Identifying the target market informs the decision-making process as a company design, packages, and markets its product.

For a sales department target the right market for the right product is very important.

Personal Experience

My interaction with one of the many esteemed alumni of N.L Dalmia was off the charts. Our alumni Ms. Swati Singh is currently working at Microsoft as a Data and AI specialist. She was a wonderful personality to talk to and she offered us a great deal of insight on how to progress and flourish in the corporate. We had a friendly interaction where I got to know the importance of how to plan out activities in order to flourish within an organization and manners and Etiquette of a good manager. She also told a great deal about her past experiences leading back towards how she chose finance first as her major and then switched to marketing which led her to find new opportunities was really inspiring.

I also found her cent on the importance of relationships and how you should maintain them and never sabotage any of them. The part which I enjoyed the most was where she asked us to introduce ourselves and ed on our answers, she gave us tips and tricks which we should use during our interviews or while networking with new people. She also discussed and asked us our personal regrets on which she gave us her opinions which made us understand how we unknowingly burden ourselves with trivial issues. In the end, this meet was very insightful and knowledgeable where we got to learn from scratch about ourselves and how we should plan our future ahead us, I would also like to thank our faculty, Dr. Nazia Ansari for giving us such an amazing opportunity.

Planning for the future within an organization.

Once we start off on our careers, we will have some goals that we have to achieve and if we do not have them, we should approach our respective managers or seniors they will always have some goals for us which they expect us to complete quarterly or yearly depending on the organization. These goals can be quantifiable and non-quantifiable and we should always have these things because for e.g., clear in case if we are looking for a promotion and our manager asks us what did we do in the last year for you to get that promotion or appraisal.

Set of Clients.

She emphasized on the fact that we should not hesitate to reach out to new clients if the existing ones are exhausted and we are in a stage where if we proactively reach out to new clients, we might be rejected 80% of the time but for that 20% we will be able to close the gap towards our desired target of the company. And one more tip which she gave us was always keep good relationships with the

people you work with or the people you know never say that you don't like them in their face it's a small world and we never know when a person might come in handy.

Focus towards your goals.

Our alumni helped us understand the importance of focusing on our own goals by giving us an insight into her job role of increasing the sale of data and analytic products. She already has a list of accounts in which the organization is already mining revenues and then they also have new accounts where she must go and make pitches to them and make them invest in their products. She puts together a list of things that are to be sold and the list of accounts as well she maps them in a systematic manner so that she always knows the gap which she must cover to achieve her target. with this example She also made us realize the significance of planning

How decision making should be incorporated?

Swati Singh ma'am wanted to focus on decision making process in any managers life. She tried to explain how you can think something other than bookish definition or decision-making process. So, she showed that with the help of below 3 process one can easily make tough decisions.

1. Challenge the constraints:

Here, she gave us example of how if a company wants to switch from one software to another can be very crucial. One has to take into consideration the employees' point of view, the cost factor also many technical factors. So, always try to think out of the box, but also make sure to understand what are the constraints and how one can challenge them and then make decision.

2. Embrace Pre-Mortem:

We all are aware of the term called post-mortem which is examination of a body after death. But here its talked about Pre-mortem, which simply means doing the examination before the decision making. She gave us example of a character from the show 'Two and a Half Men' who makes this pros and cons list to make decisions. So, similarly make sure you know the positive and the negative impacts that can happen because of your decisions and then make one. Try to reason out why is it important to do this particular thing.

3. Check basics:

Never forget your basics. You should always remember that. A lot of time we may feel that this thing might have a negligible impact but it might bite

you big time. So be careful, make sure you are considering even those small detail. Maybe then you will be good to go.

Questions:

1. Organisational Changes:

When asked about the organisational changes, she said the work doesn't really change, you were careful then and you have to be ready now too. Just the mode of communication and the way of doing things change, rest everything remains same.

2. Best Advice:

Never self-doubt yourself. People doubt themselves for taking a break and not performing well, but believe in your own self and try to work on yourself and things might actually start to improve.

She casted light on deeper aspects of corporate with great perspicacity and her good exposure of the corporate world. she was one of the most inspiring and motivating people I have met. she articulated every topic she explained. She is not just Top-notch in her field which is AI and Data science but she is also a phenomenal public speaker. Her talks were intellectual, logical, and deep. she asked us about our previous exposure and then she told us about her experiences in the European corporate world and her perception of Indian corporate. she also guided me about how I can develop my business intellect for my future entrepreneurial journey. it was a great learning experience for me.

ANUBHAV

DIVISION -C

PGDM- (2021-23)

PRESENTED BY:

NAME	ROLL NO.
Anshul Dhoundiyal	PM2123 - C184
Ankit Mishra	PM2123 - C200
Jigar Zala	PF2123 - C106
Riya Vora	PF2123 - E320
Yash Mukhiya	PM2123 - C219

PRESENTED TO:

Dr. Nazia Ansari

Assistant Professor-General Management


**N. L. Dalmia Institute of
Management Studies and Research**



N. L. Dalmia
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Introduction



Miss. Swati Singh
(Data and AI Specialist)
Microsoft. 



A grid of six video call windows, each featuring the N. L. Dalmia University logo in the top left corner. The windows show the following participants:

- Top-left: Riya Vora
- Top-middle: Anshul Dhoundiyal
- Top-right: Jigar Zala
- Bottom-left: Yash Mukhiya
- Bottom-middle: Ankit Mishra
- Bottom-right: Swati Singh

In the bottom-left window, there is a timestamp: 021-10-02 10-55-01.

Roles & Responsibility



Planning



Communication



Challenges



Organization Structure

Decision Making



Decision Making



To
share our
biggest
decision

How Decision
Making
Should be
Incorporated

Experiences



To share our Biggest Decision



How Decision making Should be Incorporated?



Experiences

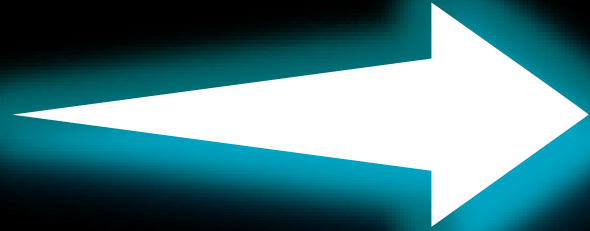


Almost everything.

Roles & Responsibility



**Self Driving
AI – CLINIC**

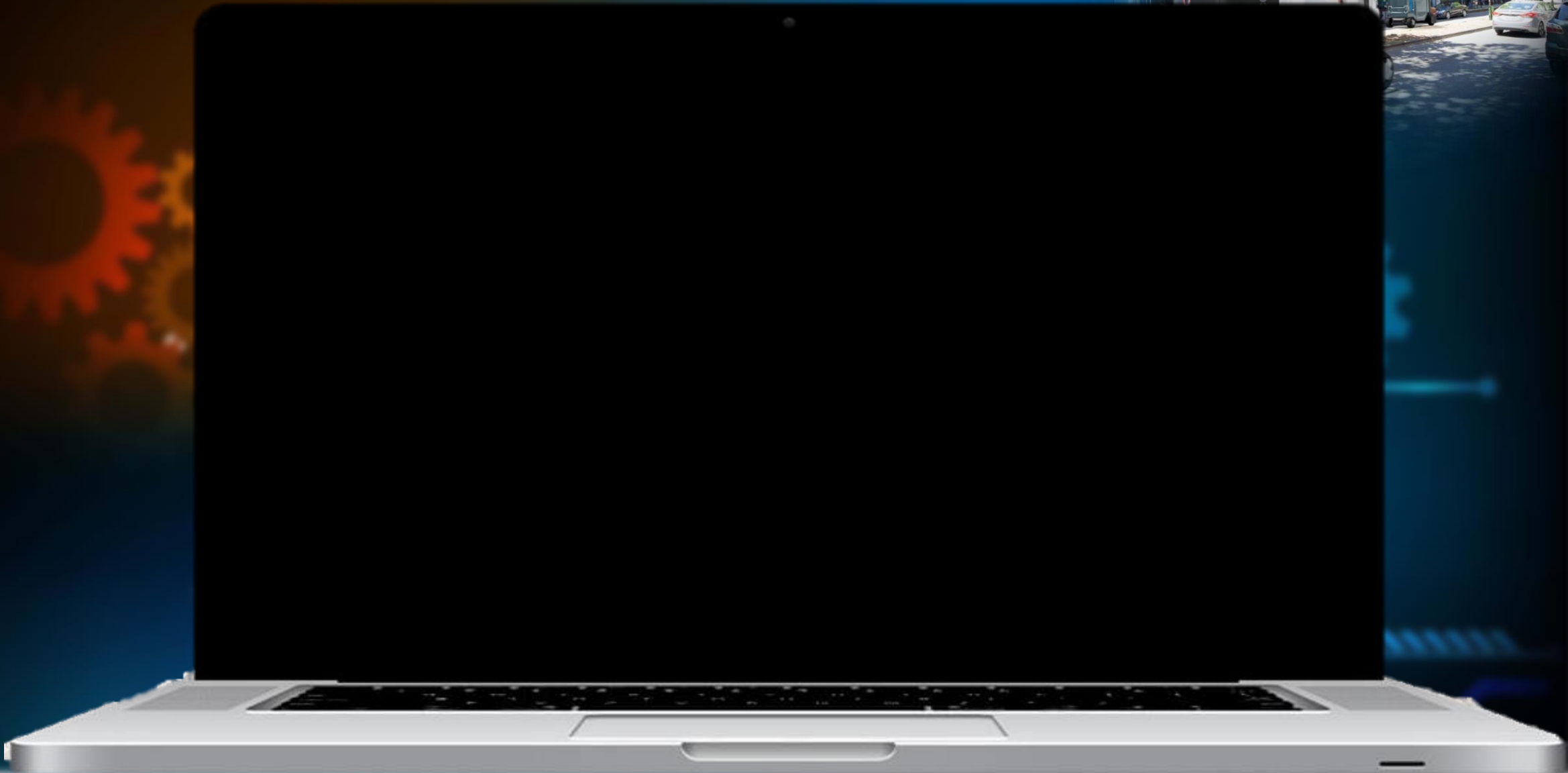


**Smart
Elevators**



Seeing - AI


Self-Driving (AI-Clinic)



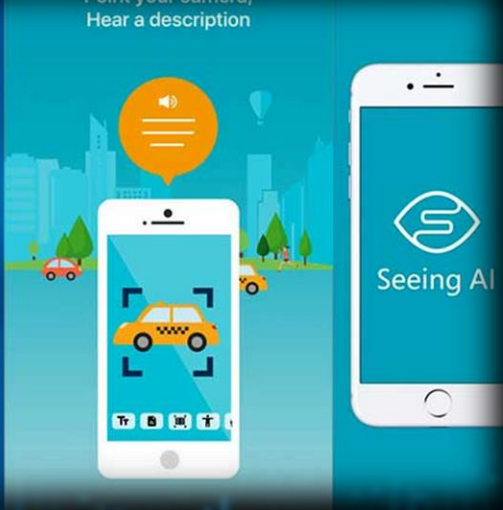
Smart – Elevators



Use to give Business Solutions



Seeing - AI



For the blind and low vision community



Seeing AI is a free app that narrates the world around you

Planning



**Set
of
Clients**

**Planning
For the future
Within the
organization**

**Focus
Towards
your
Goals**

A group of four business professionals in a modern office setting. A man in a dark blue suit and striped tie is shaking hands with a woman in a light-colored blazer. In the background, a man in a grey suit and red tie and a woman in a light blue blazer are smiling. A semi-transparent teal banner with the text 'Set of Clients' is overlaid on the image.

Set of Clients

A close-up of two hands shaking, overlaid with a glowing blue and white cityscape or network diagram.

CLIENTS

Planning for the future



Within the Organization



ONE GOAL

Focus
TOWARDS
your
GOAL



Communication



**Mentality
&
Trust**

**Simplicity
&
Culture**

**Target
Market**



**Building trust
with the Clients
&
Never Lie**

point of view.
Simplicity [si-
being simple
uncompound



CULTURE

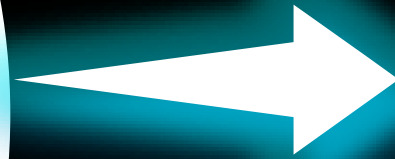


Target Market

TARGET MARKET



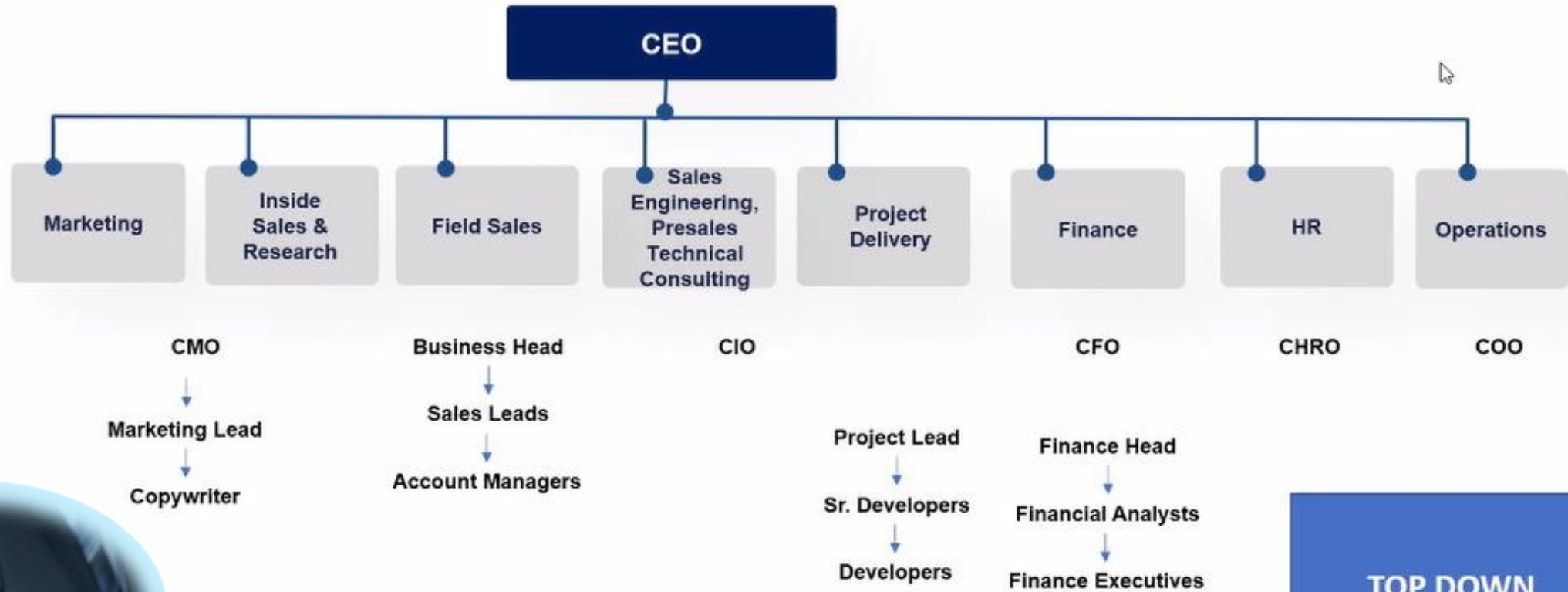
Organization Structure



Explanation of
Organization
Structure

EXPLANATION

A typical organization structure looks like this...



TOP DOWN

BOTTOM UP

Challenges



Decision Making
During
Challenging
Times

Organization
Changes

Best
Advice

Decision Making During Challenging Times



Challenge the Constraint



Embrace Pre-Mortem



Check basics



Organizational Change

TIME FOR CHANGE



Work doesn't really change

CHANGE MANAGEMENT

ARE YOU READY?

Be ready

MEASURE

PLAN

STRATEGY

IMPROVE

EXECUTE

ENGAGE

Best Advice

**We should
never have
Self Doubt**

**Believe in
yourself**

Thank
you



**N. L. Dalmia Institute of Management Studies and Research
Mira Road (East), Thane, Maharashtra**

**Principles and Practices of Management
Group Project – ‘ANUBHAV-2021’**

Alumni (Batch -2002-04)

Mr. Prashant Chandak

Head Sourcing Business Partnering- Mahindra & Mahindra

Submitted to:

Dr. Nazia Ansari

Faculty of Principles and Practices of Management

Submitted by:

Chandrika Malpani PF2123-C234

Durlov Kumar Gohain PM2123-C176

Paridhi Sodhani PH2123-C141

Vedant Wankhade PF2123-C070

Abhishek Sharma PF2123-C078

PGDM 2021-23

Ist Year, Ist Trimester

Submitted on: 7th October 2021

Questions we discuss with Sir as follows:

Q1. Roles and Responsibilities of Managers?

Sir told us that his roles and responsibilities is to managing people who are working under him so to have a proper controlled over their activities, to check whether they are working according to the plan or not. He is reporting directly to more than one senior manager to him as different senior manager giving different task to him, as Mahindra and Mahindra they follow Matrix system. He provides Manager`s training to new employees so that those new employees have a clear picture how Mahindra & Mahindra works. He also act as a problem solver in his organization.

Q2. What different types of planning you do on a regular basis? Suggestions on how to be a better planner?

Sir told us that he do different types of planning at different level in Mahindra & Mahindra. At organizational level, he planned related to what kind of product they want to launch in the market, how can be there product differentiate with competitors product in market, what will be design of the product, what will be the price of the product, etc. At functional level, he do planning related to marketing strategies, production strategies, financing strategies related to product.

Sir also gave us some suggestions on how to be a better planner. He told us to plan early so that if there problem in future, you can timely improve or do changes in plan to get proper result, create daily plans, always value time, have discipline while making plan as it shows you are serious about that plan, and the most important to be a better planner is to do regular review mechanism.

Q3. What's the best part of your job?

The most important aspect of the job is to respect the work you perform; it is more vital to consider how you view the work than how others view it. Be open to all new experiences and things that come your way. Do anything you're given, whether it's a task, a job, or a role, with zeal and enthusiasm.

Q4. What do you think it takes to be an impactful leader?

The most important thing is to be a good listener and to have empathy for others. After you've grasped the problem and its implications, you'll need to develop solutions. Always make decisions as a group instead of individually, and keep everyone informed of the situation. Making decisions is a skill that you can learn over time.

Q5. What's your advice on being an effective communicator?

Invest a lot of time on stuff that will help you grow yourself, such as reading books and listening to podcasts. If you've made a promise, follow through on it. Be an encouragement to everyone around you and stand out from the crowd. Obtain feedback from others and act on it.

Q6. What it takes to be a good decision maker?

To be a good decision maker it's really important for an individual to have Functional & Organizational expertise in order to perform the organizational and functional processes in a well described manner, also one should not involve emotions while taking any decision and must focus on the future outcome of that decision on the organization and its progress. It's also important to take advice from others as it opens the doors to various solutions that exist and the optimal can be selected from the available options. Considering stakeholders while taking any decision will help to give a feel of belongingness and helps to enhance organization's image.

Q7. What qualities to develop to be a team player?

The qualities to be developed for being a good team player are flexibility i.e. one should be flexible to play the role or to work according to the requirement also it's very important to understand the role to be played in the group and one should be dedicated as well as committed towards his/her job and must be responsible for all the actions taken by them and must contribute for the welfare of the team. It's also important to communicate, respect and collaborate with other team members in order to keep a healthy environment in the team and treat every member of the team in the same manner with humility and politeness.

Q8. How many subordinates you supervise/lead at present. What factors you consider before deciding the span of control?

Being in a matrix type of organization Sir, had to report to multiple bosses and had to delegate work to multiple people and groups. Hence, he did not have a particular set of people or team to report or to manage.

With multiple projects happening parallelly he delegates a mix of new and experienced people on particular tasks in accordance of their functional and organizational expertise.

For the control over projects and for keeping the tab on the proceedings he keeps record of their history and has weekly review and also follows informal one to one review mechanism.

Q9. Best Management Advice ever received by you?

The best management advice received by Sir and which he wanted us to imbibe and implement in our personal and professional life was to respect every job and task at hand. Have mentors in all aspects of life with whom you can share your problems and can get valuable advice from their expertise and experience. Sir also spoke a lot about behavioural science and was very persuasive on being humble to everyone. Being humble creates a better persona in others eyes and subsequently a better image. This opens up better opportunities and keeps many doors open at time of need. Sir also focused on being a lifelong learner and life is not about just being successful but also being happy and to have a proper work life balance.

Q10. Organizational changes during pandemic?

When we asked this question sir said, there was not that much difference in their organization during covid time as compared to pre-covid time, however there were certain significant changes occurred. He mentioned that Balance Sheet of the company improved, change in delivery system of products (especially in Tier-2 cities) were observed, organization became linear and fitter, however no recruitment was there, and people went online from offline.

Q11. What skill must be developed by us (students)?

According to sir, students should have domain expertise as well as functional expertise, they should also have knowledge of all other domains, there should be a habit of reading books, also they should create a network so that in future they are able to utilize it in full potential, also sir suggested that students should listen to podcasts to gain more knowledge.

Q12. What types of control measures is applied by you to see how efficient & effective an employee is?

Sir said, in their organization they observe an employee's efficiency and effectiveness by looking at his/her planning skills and planning efficiency, they also consider review mechanism at every level, they expect their employees to have entrepreneurial mind-set as well as delegation and finally they consider their previous track record.

Q13. How you motivate your employees'/team members? What have you identified that works best?

Sir said showing right direction and giving constructive feedback helps to motivate employees, also keeping sharing important aspects and updates of their work is equally important. Sir also mentioned that team bonding is important and for that one-to-one conversation is done periodically, and at the acknowledging them even in small success works the best way to motivate them.



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“Anubhav - 2021”

Capturing Corporate Life Experiences

Mr. Prashant Chandak

Head Sourcing Business Partnering – Mahindra & Mahindra

Sunday, 3rd October 2021 | 11:00 AM – 12:15 PM

Subject : Principles & Practices of Management

Faculty Coordinator : Dr. Nazia Ansari

In Association with ALCOM





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Subject : Principles & Practices of Management
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Presented by-

Chandrika Malpani	PF2123-C234
Durlov Kumar Gohain	PM2123-C176
Paridhi Sodhani	PH2123-C141
Vedant Wankhade	PF2123-C070
Abhishek Sharma	PF2123-C078

Mr. Prashant Chandak

Mahindra & Mahindra Ltd. – Head Sourcing Business Partnering



- A student of NL Dalmia Institute of Management and Research from 2002-04 Batch (Marketing)
- Head Sourcing Business Partnering at Mahindra & Mahindra Ltd.(Automotive and Farm Equipment Business)
- Was a Senior Manager Strategic Sourcing at Mahindra and Mahindra.

❑ Roles & Responsibilities?

- Managing people
- Reporting to multiple leads
- Manager's training
- Problem solver

❑ What different types of planning you do on a regular basis? Suggestions on how to be a better planner?

- Organizational level
- Functional level
- Personal level for daily basis
- Always value time, have discipline, develop review mechanism.





❑ Organizational changes during pandemic?

- Balance sheet improved
- Change in delivery system. (Specially in Tier-2 cities)
- Organization became linear and fitter
- Online presentation of vehicles to customers
- No recruitment
- People went online from offline

❑ What skill must be developed by us (students)?

- Domain and functional expertise
- Knowledge of all other domains as well
- Reading books
- Listening to podcasts
- Create network

❑ What types of control measures is applied by you to see how efficient & effective an employee is?

- Planning skills and efficiency
- Review mechanism at every level
- Entrepreneurial mind-set
- Delegation
- Previous track record

❑ How you motivate your employees'/team members? What have you identified that works best?

- Showing right direction & giving constructive feedback
- Keep sharing important aspects & updating them
- Direct team bonding & one to one conversation
- Acknowledge small success





❑ What's the best part of your job?

- Respect in job
- Looking at the things in own way rather than how others look
- Exposure
- Various parrallels & different roles

❑ What you think it takes to be an impactful leader?

- Empathetic
- Good Listener
- Humble
- Supportive
- Problem Solver



❑ What's your advice on being an effective communicator?

- Consistent adherence to commitment
- Good human being
- Listening to others
- Inspiration to people

❑ What it takes to be a good decision maker?

- Functional expertise
- Organizational expertise
- Open to take advice from others & respect their views
- Connecting to relevant stakeholders for decision making process



❑ What qualities to develop to be a team player?

- Understand your role
- Be flexible
- Positive attitude
- Commit to the team
- Communicate, Respect others, Collaboration
- Celebrate teammates' successes
- Empathy

❑ How many subordinates you supervise/lead at present. What factors you consider before deciding the span of control?

- Multiple work going on
- It's not about the team size, but the members and the work assigned simultaneously
- Track record of the subordinates with their compatibility with the job is studied

❑ Best management advice ever received by you.

- Respect your job
- Have mentor with whom you can share your problems, experiences, etc.
- Learn from mistakes
- Lifelong learner
- Not just be successful but also be happy in life





📌 Prashant Chandak



Shikha Ghosh PH2123-D224



🔇 Durlov Kumar Gohain



🔇 Chandrika Malpani



🔇 Kashish Hadpawat



🔇 Saibal Ray



🔇 D-Tejas Mhatre PF2123-E314



vedant wankhade



🔇 Paridhi Sodhani



🔇 Manasi Kulkarni



THANK YOU





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Thank You!

"Anubhav - 2021" Capturing Corporate Life Experiences

An innovative pedagogy was introduced for Principles & Practices of Management subject in Trimester - I PGDM students. The activity was based on interaction with alumni with drafted questions to be asked. All the questions were based on decision-making, planning, strategies, controlling methods, motivational techniques & ethical business practices. Our valued alumni shared their experiences with the students and the session went on for more than 1 hr duration.

The objective of Anubhav is:

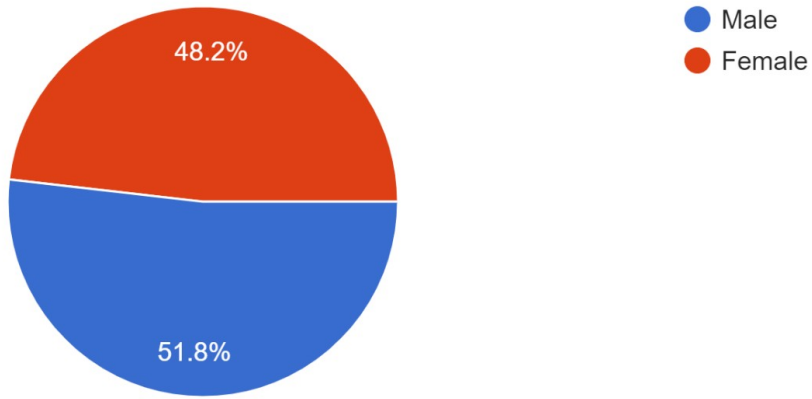
- To make the students understand the concepts of management with practical application
- To identify and understand various functions of management and managers.
- To provide an opportunity for alumni and the students interaction.

The activity highlighted the importance of Experiential Learning and was appreciated by all the alumni who participated. The following were the key take aways of Anubhav - 2021

- Provided learning opportunity about how managers react to a given situation.
- Enabled students to apply managerial concepts during class discussion and case study discussion.
- Made the students understand about the significance of Add-on and certificate courses which can be pursued by them during the PGDM programme, for better placements.
- Insights regarding changes during pandemic and what strategies to develop during crisis.
- Provided an opportunity for Alumni Students' Connect.

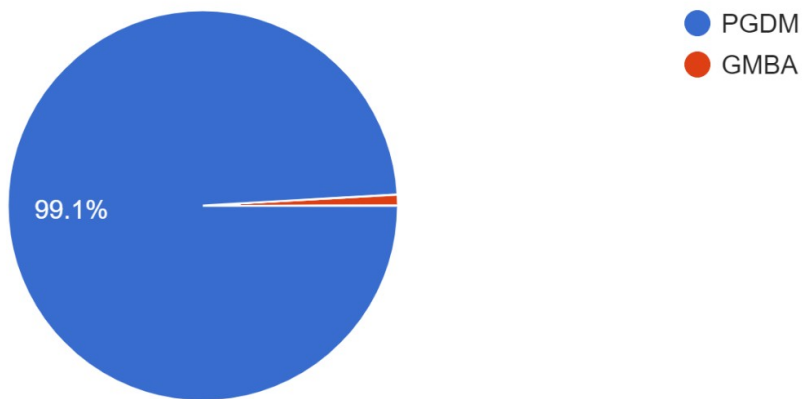
Gender

110 responses



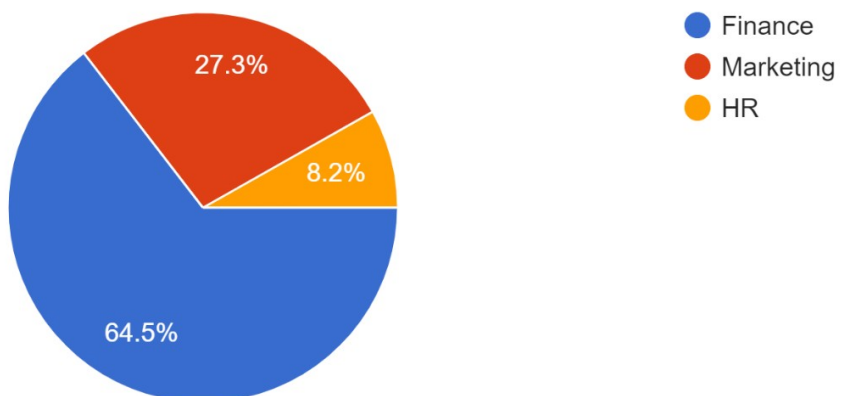
Course

110 responses



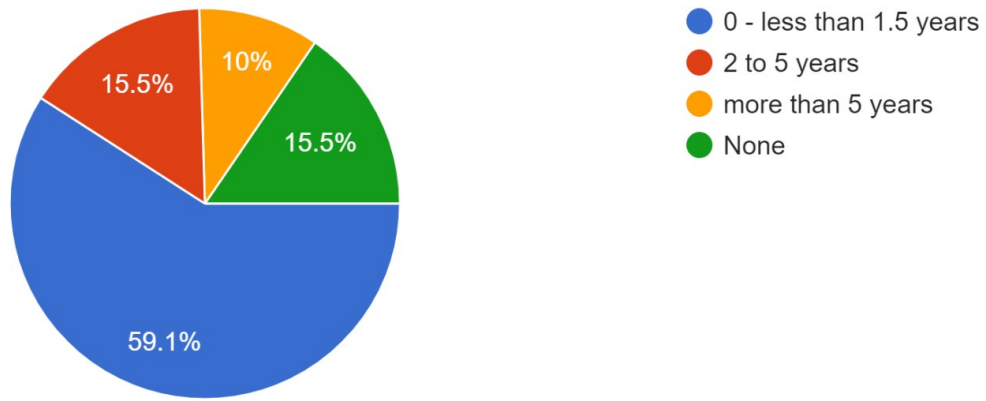
Specialization

110 responses



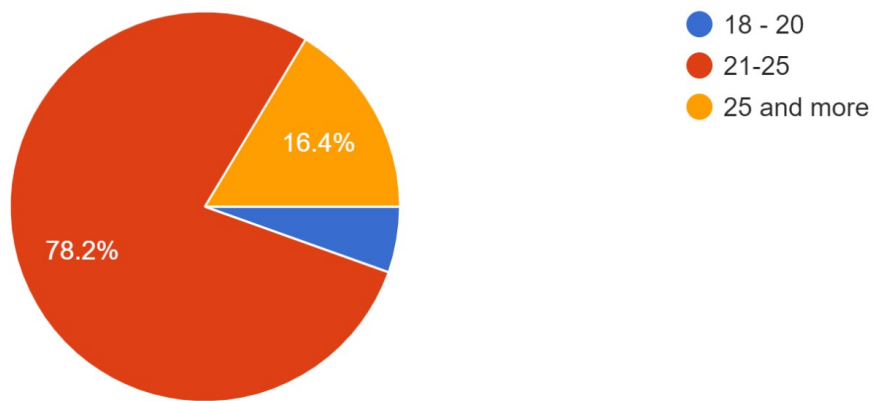
Your Work Experience?

110 responses



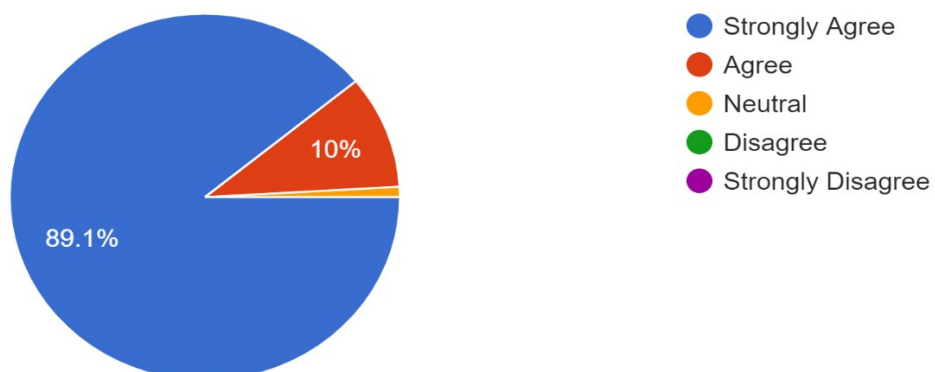
Age

110 responses



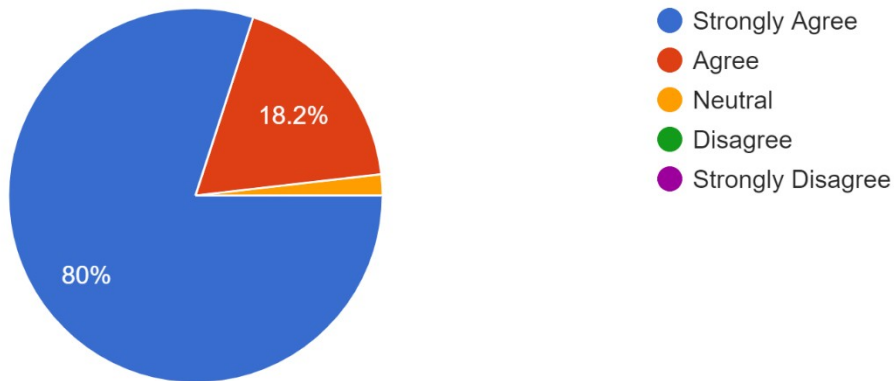
"ANUBHAV" - Capturing the corporate life experiences have given me a chance to interact with the managers?

110 responses



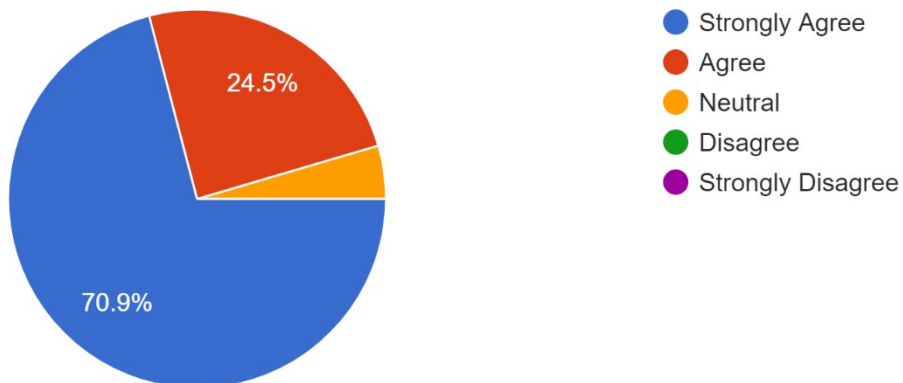
The Practical experience was a great opportunity to learn about how we may react to the real life situations and to business problems.

110 responses



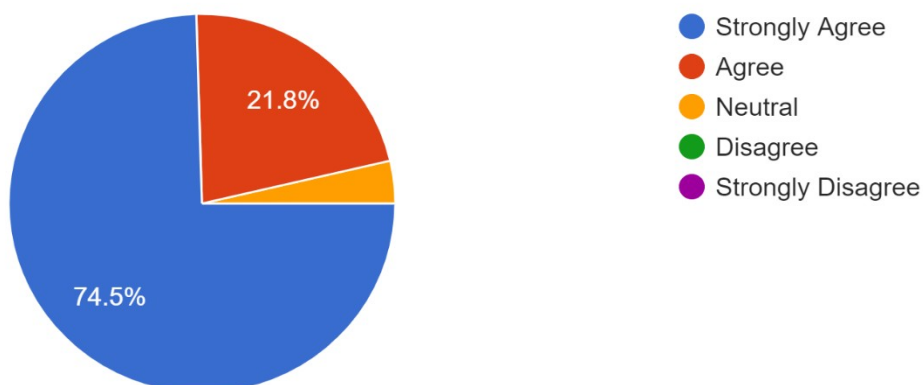
This experience enabled me to apply the skills and knowledge acquired in the class as well as to conceptualize them in real situations.

110 responses



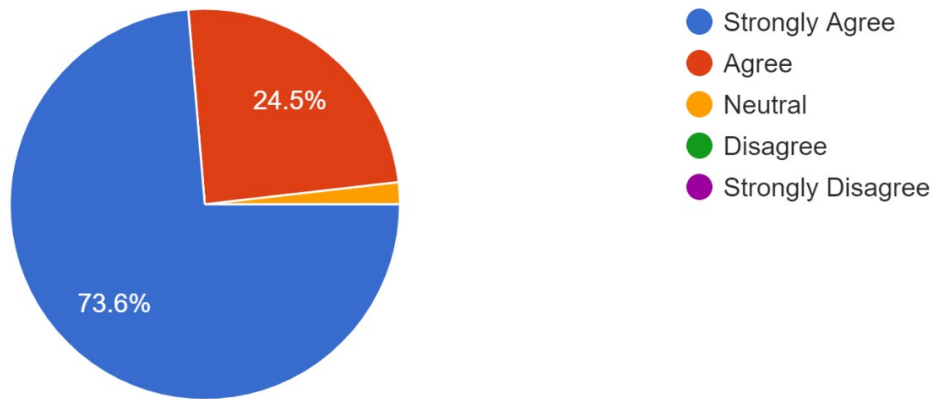
"ANUBHAV " - made me aware of connections between theoretical concepts that were delivered during the course & real managerial problems.

110 responses



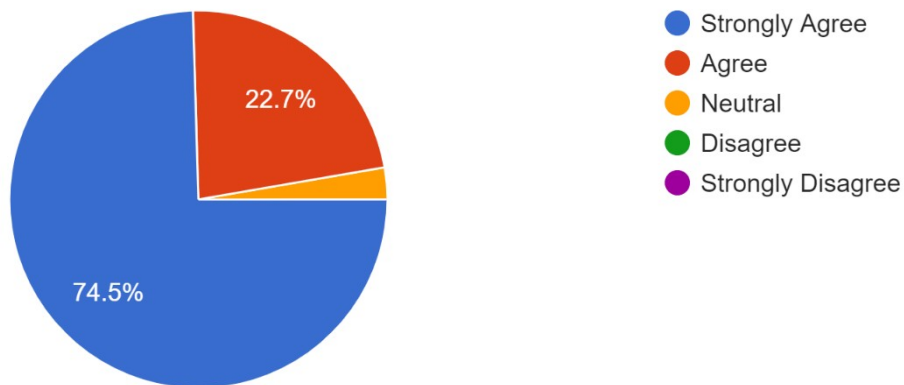
"ANUBHAV" has helped me to acquire better understanding of "Principles and Practices of Management" (PPM)

110 responses



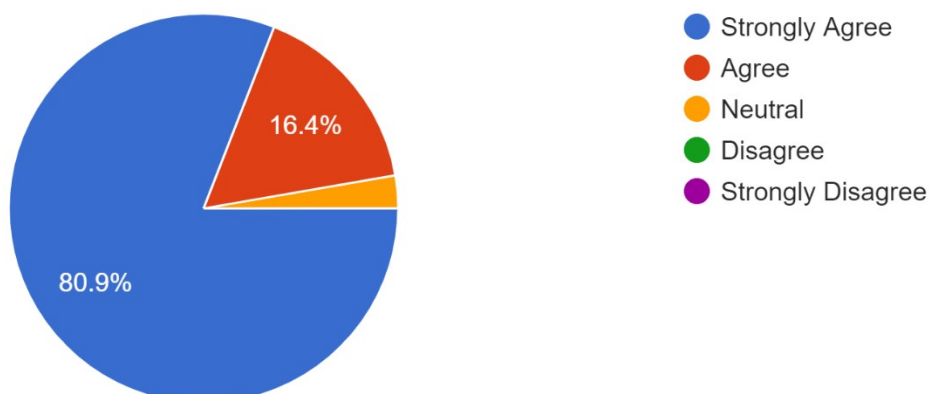
The interaction with alumni played a vital role in understanding the functions of management?

110 responses



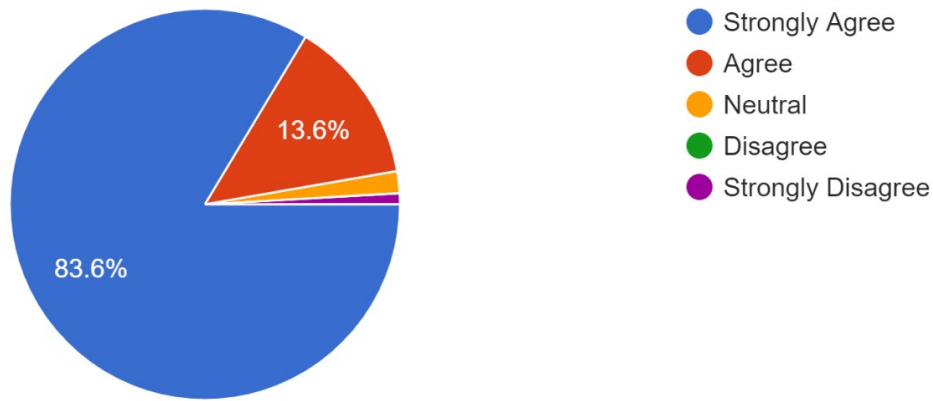
This activity has made me realize the importance of skills (Communication & Certificate courses) for better placement.

110 responses



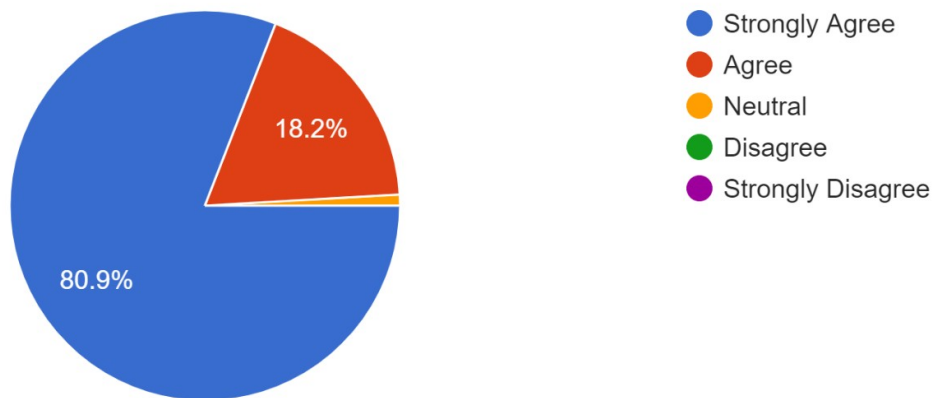
"ANUBHAV" - 2021 must be conducted in the future, to bridge the gap between theory and practical knowledge.

110 responses



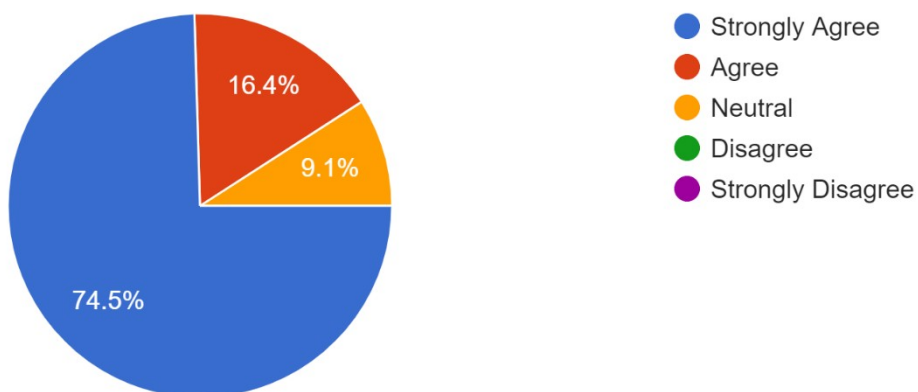
I learned a lot from this interaction with the alumni

110 responses



"ANUBHAV" - 2021 helped me in understanding Organizational changes during pandemic (Covid - 19)

110 responses



Suggestions / Remarks

- wonderful & insightful experience
- It should be done in every trimester
- It would be better if the groups were made according to similar specializations so we can match with an alumni who's job role is similar to what we are approaching.
- Learned a lot from this interaction
- Nice experience
- Keep conducting such sessions which will help us to develop our skills and help us to grow in Real Corporate world.
- Would like to have more such sessions in the future. Loved every bit of it.
- These types of interactions should happen often, and for all subjects
- It was all good
- Overall experience of this activity was good.
- It was a great learning experience! Thank you for this session... looking forward to more sessions like this.
- It was a great interactive session. You learn a lot apart from textbook knowledge.
- Thanks to nazia ma'am
- More such events can be done as it was great interaction with the alumni.
- The session was quite insightful. We got to know the real picture of the corporate. Ma'am also gave us assurance and a positive outlook towards the work life. A lot of real-life experiences and advice that she shared will be forever noted by me and applied.
- We got alot of insights and practical knowledge about the industry from the alumnus. We learned a lot because of this interaction. Looking forward for more such interactions.
- We can do such interactions frequently
- Overall, a good experience
- More sessions should be conducted like this at least 1 in each trimester.
- Great Initiative, would like to be a part of such more informative activities.
- Very good experience
- The session was great. Just there were some time constraints. Else everything was great!
- There should be more such interactions.
- Great Experience
- It was a good experience. Gave a new perspective
- It was a great experience and thanks to Nazia Ma'am and the Alcom team to make this event possible. Learnt a lot out of this interaction.
- Great Experience.
- It was a great learning experience
- Hoping for other activities like this in future
- looking forward to many such events in future.

- The initiative helped to great extent. I would like to advice the team to conduct the activity where students and alumni are from the same specialization. It will add to the benefits.
- Would like to have similar events in the future, looking forward for more interaction.
- Good experience
- Good initiative
- More sessions like this should be conducted to understand the real picture of corporate world.
- It was a great experience
- No suggestion
- Thank you Nazia maam
- Nothing
- It was an insightful session that gave us a picture of what actually happens in the corporate world. Looking forward to have more such sessions in future.
- Nice initiative
- It was a great session.
- Alumni meet are quite a morale boost to the current MBA pursuing students, as they meet someone who's studied under the same roof and more or less gone through same activities and hence, we could relate to them on another level and plus their corporate experiences are insightful and spark a curiosity withing us and help us shape our present so that we can be ready to face the work life. So more such interactions should be conducted throughout these two years to learn more.
- Should be conducted regularly
- Mam, please conduct such insightful sessions many more
- It should be conducted more often and in all subject areas.
- More interaction with different segments managers to know broadly about the different workplace and uses of principles and practices of management
- It was really helpful session.
- It was an amazing interaction. I would request the authority to conduct more such interactions as these will be beneficial for particularly those students who don't have work experience. Looking forward to attend more such interactions. It was a Great learning.
- Great initiative of better learning
- It was quite a good experience and help us to know about current market requirements and would like to have some more session.
- Should organise more often.
- It was a unique and great experience
- Anubhav should be conducted every year to gain knowledge as well as build rapo with the alumnis
- The interaction was quite insightful, the manager was comfortable answering all our questions and queries. The questions provided by Nazia ma'am were really helpful personally, as they helped us in getting a better understanding of the manager's approach to daily operations.

- Should do more such interaction
- It was great
- It was a very informative session.
- Good experience overall.
- .
- Looking forward more such interactions.
- No suggestions. The event was conducted really well and I am thankful to Nazia ma'am for providing such a wonderful opportunity for interacting with alumni and enriching my knowledge.
- More sessions like this should be organized
- Constructive session
- It was really good experience as coming from marketing background I learnt that there are many roles for marketing people in the banking sector aslo we can plan our career in this sector also .
- Thankyou for Conducting Anubhav 2021, we hope for many more interactions with Alumni before getting placed in the corporate world.
- Such interaction should be kept frequently
- Continue this session for upcoming batch as well
- Finance students to get interaction with finance managers
- No suggestions
- It was an overall great experience and learnt about the important of networking in corporate world.
- It was a great learning Session. More future projects should be like this.
- It was great interacting with Sir. Got to know how actual corporate world works. Their was a little time constraint at the time of interacting with the Sir
- Need more such initiative
- Interacting with Anuj sir was really great all tho he talked about Finance alot but he has few insights fir the marketing student as well which help me in my career
- Captured and learnt real life corporate experience
- It was a very helpful and informative session.
- Overall great experience
- Very nice initiative
- Not required
- Would love to see such more alumni meet sessions coming up in the two-year journey
- More interactions like this would be appreciated

Group No. Sr no.	Name	Background	Specialization
1	1 Ashita Sharma	Commerce	Finance
	2 Deborah Pereira	Commerce	Marketing
	3 Kumud Singh	Mass Communication	Marketing
	4 Menaz Daruwalla	Hotel Management	Finance
	5 Sourabh Roy	Engineering	Marketing
2	1 Tanvi Mitbander	Finance	Finance
	2 Mithila Kherdey	Finance	Finance
	3 Anjula Wararkar	Non- Finance	HR
	4 Ganesh Lalwani	Finance	HR
	5 Siddhikesh Bane	Finance	Marketing
3	1 Rutuja Patil	Non commerce	Marketing
	2 Inderpreet Singh Hundal	Commerce	Finance
	3 Anurag Mali	Commerce	HR
	4 Anshul Jain	Commerce	Finance
	5 Atharv Renose	Non commerce	Marketing
	6 Bhavika Bhagtani	Commerce	Finance
4	1 Pooja Gohil	commerce	Marketing
	2 Janvi Mehta	Commerce	Marketing
	3 Subham Kumar	commerce	Finance
	4 Devendra Patil	Non- Commerce	Marketing
	5 A.Sreesh	Non- Commerce	Finance
	6 Tapasya Gupte	Non commerce	Finance
5	1 Pari Rajput	Commerce	Finance
	2 Nirali Khant	Commerce	Finance
	3 Tushar Gopal Ghonge	Non- Commerce	Finance
	4 Ankit Panchal	Non- Commerce	Finance
	5 Zeel Nayak	Commerce	Finance
	6 Bharat B.P.	Non- Commerce	Finance
6	1 Karan Dholakia	Commerce	Marketing
	2 Mohita Sahay	Non-Commerce	HR
	3 Jay Shah	Commerce	Finance
	4 Shambhavi Pradyumna	Commerce	Finance
	5 Samruddhi Sonkusale	Commerce	HR
7	1 Bhavika Mour	Finance	Finance
	2 Jinali Shah	Finance	Finance
	3 Akshat Kumar Singh	Finance	Marketing
	4 Jugal Wadhwani	Finance	Finance
	5 Piyush Kumar Kumawat	Finance	Finance
	6		
8	1 Arshad Vahora	Commerce	Finance
	2 Yash Vanka	Commerce	Finance

3	Shubham khandelwal	Non-commerce	Finance
4	Tanvi nandha	Non-commerce	HR
5	Vanshika Agrawal	Commerce	Finance
6			

9	1 Nishant Sadana	Commerce	Finance
	2 Divya Patel		
	3 Ritu Agrawal	Commerce	Finance
	4 Akshit Dalmia	Commerce	Marketing
	5 Jay Jain	Commerce	Finance

10	1 Atul Pandey	Commerce	Finance
	2 Ishanq Dugar	Commerce	Finance
	3 Pranjal Gupta	NonCommerce	Finance
	4 Mayank Yadav	NonCommerce	Finance
	5 Parul Mittal	Commerce	Finance
	6		

11	1 Prasad Nikumb	Non- Commerce	Finance
	2 Sagar	Commerce	Finance
	3 Rishi Dhawan	Non-Commerce	Finance
	4 Anisha Jambhale	Commerce	Finance
	5 Debosmita Ganguly	Commerce	Finance

12	1	Ankit Mishra	Commerce	Marketing
	2	Anshul Dhoundiyal	Non-commerce	Marketing
	3	Jigar Zala	Commerce	Finance
	4	Riya Vora	Commerce	Finance
	5	Yash Mukhiya	Commerce	Marketing

13	Vedant Wankhade	Non- Commerce	Finance
	Durlav Kumar Gohain	Non- Finance	Marketing
	Chandrika Malpani	Commerce	Finance
	Paridhi sodhani	Commerce	HR
	Abhishek Sharma	Non - Finance	Finance

14

"Anubhav - 2021" (C

Group	Sr. NO	Enrol. No	Name	Manager	Organisation
Group - 1	1	PF2123-C007	Ashita Sharma	Rushabh Mehta	XploreJoy Solutions
	2	PM2123-C163	Deborah Pereira		
	3	PM2123-C171	Kumud Singh		
	4	PF2123-C055	Menaz Daruwalla		
	5	PM2123-C188	Sourabh Roy		
Group - 2		PF2123-C019	Tanvi Mitbander	Ms. Shweta Singh	Wipfli india
	7	PF2123-C031	Mithila Kherdey		
	8	PH2123-C223	Anjula Wararkar		
	9	PH2123-C150	Ganesh Lalwani		
	10	PM2123-C196	Siddhikesh Bane		
Group - 3		PM2123-E293	Rutuja Patil	Rohan Lele	Apsero
	12	PF2123-E316	Inderpreet Singh Hundal		
	13	PH2123-E299	Anurag Mali		
	14	PF2123-E290	Anshul Jain		
	15	PM2123-E304	Atharv Renose		
	16	PF2123-E307	Bhavika Bhagtani		
Group - 4	17	PM2123-C207	Pooja Gohil	Akshay Joshi	IDFC First Bank
		PM2123-C204	Janvi Mehta		
	19	PF2123-C125	Subham Kumar		
	20	PM2123-C180	Devendra Patil		

21	PF2123-E300	A.Sreesh
22	PF2123-C003	Tapasya Gupte

Group - 5

23	PF2123-C285	Pari Rajput	Suparn	Biostadt india limited
	PF2123-C011	Nirali Khant		
25	PF2123-C118	Tushar Gopal Ghonge		
26	PF2123-C082	Ankit Panchal		
27	PF2123-C043	Zeel Nayak		
	PF2123-C074	Bharat B.P.		

Group - 6

28	PM2123-C192	Karan Dholakia	Ankita Shah	Skills and Jobs Australia
29	PH2123-C137	Mohita Sahay		
	PF2123-C114	Jay Shah		
31	PF2123-C264	Shambhavi Pradyumna		
32	PH2123-C226	Samruddhi Sonkusale		

Group - 7

33	PF2123-C051	Bhavika Mour	Burhanuddin Ratlamw	Swiss International Air Lines
34	PF2123-C039	Jinali Shah		
	PM2123-C215	Akshat Kumar Singh		
36	PF2123-C102	Jugal Wadhvani		
37	PF2123-C098	Piyush Kumar Kumawat		

Group - 8

38	PF2123-C242	Arshad Vahora	Parin Pandya	Star TV
	PF2123-C090	Yash Vanka		
40	PF2123-C267	Shubham khandelwal		
41	PH2123-C145	Tanvi nandha		
42	PF2123-C271	Vanshika Agrawal		

Group - 9	43	PF2123-C246	Nishant Sadana	Anuj Garg	GE SHIPPING
		PF2123-C275	Divya Patel		
	45	PF2123-C230	Ritu Agrawal		
	46	PM2123-C279	Akshit Dalmia		
	47	PF2123-C110	Jay Jain		

Group - 10	48	PF2123-C121	Atul Pandey	Amruta Deshmukh	BrowserStack
	49	PF2123-C094	Ishanq Dugar		
		PF2123-C129	Pranjal Gupta		
	51	PF2123-C133	Mayank Yadav		
	52	PF2123-C035	Parul Mittal		

Group - 11	53	PF2123-C066	Prasad Nikumb	AkshayKumar Gupta	Shaze Luxury Pvt Ltd
	54	PF2123-C238	Sagar		
		PF2123-C062	Rishi Dhawan		
	56	PF2123-C023	Anisha Jambhale		
	57	PF2123-C027	Debosmita Ganguly		

Group - 12	58	PM2123-C200	Ankit Mishra	Swati Singh	Microsoft
	59	PM2123-C184	Anshul Dhoundiyal		
		PF2123-C106	Jigar Zala		
	61	PF2123-E320	Riya Vora		
	62	PM2123-C219	Yash Mukhiya		

Group - 13	63	PF2123-C070	Vedant Wankhade	Aatur Bakliwal	Mastek India
	64	PM2123-C176	Durlov Kumar Gohain		
	65	PF2123-C234	Chandrika Malpani		

66	<i>PH2123-C141</i>	Paridhi sodhani
67	<i>PF2123-C078</i>	Abhishek Sharma

Capturing Corporate life experiences) PGDM 'C' Div Trimester I 2021

Designation	Email ID	Contact Details	Date of Meeting	Time
Founder	rushabh2901@gmail.com	9819722107	10/1/2021	6:00 pm - 7:00 pm
Tax senior	reachshwetasingh143@gmail.com	9703687098	10/1/2021	6:00 pm - 7:00 pm
L&D Operations Specialist	lele.rohan8@gmail.com	9699910010	10/1/2021	6:00 pm - 7:00 pm
Senior Manager- Corporate Banking	akshay.joshi07@gmail.com	8088203492	10/1/2021	6:00 pm - 7:00 pm

Manager-research and business analytics	suparn1988@yahoo.co.in	8898729770
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10/1/2021 6:00 pm - 7:00 pm

Finance Manager	ankita.s.123@gmail.com	+61 481826548
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10/1/2021 6:00 pm - 7:00 pm

Marketing Officer - Leisure Division	burhanuddinratlamwala72@	9833943422
--------------------------------------	--------------------------	------------

10/1/2021 6:00 pm - 7:00 pm

Content & Strategy Head	Parin26@gmail.com	9819192922
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10/1/2021 6:00 pm - 7:00 pm

MANAGER - RESEARCH	garg.anuj0504@gmail.com	9930188808
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10/1/2021 6:00 pm - 7:00 pm

Account Manager	amruta.u.deshmukh@gmail.	9773744469
-----------------	--------------------------	------------

10/2/2021 4:00 pm - 5:00 pm

Assistant Manager	AkshayGupta.00500@gmail	9930001709
-------------------	-------------------------	------------

10/2/2021 | 11am - 12 pm

Data and AI specialist	swati25_singh@yahoo.co.in	9773795520
------------------------	---------------------------	------------

10/2/2021 | 11am - 12 pm

Senior Consultant Finance Functional	aaturbakliwal24@gmail.com	9406869891
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10/2/2021 | 11am - 12 pm

Zoom Link

Group List for PPM

Sr No	Group No	Name	Background
1		Bhushan Nikam	Engineering
2		Supriya Sant	BAF
3	1	Karan Jodhani	BBA
4		Sayali Tambe	Engineering
5		Smruti Maladkar	BMS
6			
7		Rahul Vichare	Engineering
8		Riya Pandit	B.Sc.
9	2	Susmit Newgi	Commerce
10		Kavish Sahni	Commerce
11		Mahek Parekh	Commerce
12			
13		Tanish Jain	Engineering
14		Hemant Singh	Engineering
15	3	Akansha Gusain	Commerce
16		Namrata Ranjan	Commerce
17		Yash Gupta	Commerce
18			
19		Vishwa Solanki	Engineering
20		Prince Shubham	BBA
21	4	Sanika Itagi	Engineering
22		Aditi Pawar	Science
23		Kraya Shah	Commerce
24			
25		Harshit Varshney	Engineering
26		Sumedh Lambhade	Commerce
27		Asavari Nirgude	BMS
28	5	Muskaan Jain	Commerce
29		Raj Pandya	BMS
		Tanya Shivhare	BMS
30			
31		Siddhesh Raut	Engineering
32		Rukkaiya Bhadsorawala	Commerce
33	6	Rachana Walavalkar	BAF
34		Farhan Abbas	Commerce
35		Aanchal Shah	Commerce
36			
37		Swapnil Deshpande	Engineering
38		Himani Kavidayal	Commerce
39	7	Ayushi Shukla	Commerce
40		Ashish	Commerce
41		Ishita Gupta	Commerce
42			
43		Tejas Mhatre	Engineering
44		Manasi Kulkarni	Science

45	8	Saibal Ray	Agriculture
46		Shubham Agarwal	Commerce
47		Shikha Ghosh	Economics
48		Kashish Hadpawat	Commerce
49		Rohan Gandhi	BMS
50		Aagam Tongya	Commerce
51	9		
52		Vedanshi Agrawal	Commerce
53		Anshita Agrawal	Commerce
54		Shivray Deshpande	Engineering
55		Ayushi Patel	Commerce
56		Nandita Jain	Commerce
57	10	Shrey Bansal	Commerce
58		Mohit Nikam	Commerce
59		Atharva Kantode	Engineering
60			
61		Divya Budhrani	Commerce
62		Divya Oswal	Commerce
63		Azra Qureshi	Commerce
64	11	Saurabh Tijare	Law
65		Ishit Bhushan Singh	Engineering
66		Priyanshu Singh	Commerce
67			

Akash Jagtap	BBA
Prathmesh Salunkhe	Commerce
Shania Fernandes	Commerce
Mihir Kubadia	BMS
Swati Joshi	Engineering

Saahil Chaudhary	BMS
Mihir Garg	Commerce
Suril Kamdar	Commerce
Depenti Paul	Engineering
Anirudh Rath	Commerce

	Group No - 1		
	(Roll Numbers)		
1	PF2123-D075	Bhushan Nikam	Manager
2	PF2123-E296	Supriya Sant	Shankar Rajpurohit
3	PF2123-D239	Karan Jodhani	
4	PM2123-D156	Sayali Tambe	
5	PM2123-D265	Smruti Maladkar	
	Group - 2		
	(Roll Numbers)		
6	PF2123-D067	Rahul Vichare	
7	PF2123-D044	Riya Pandit	Ronak Sanghvi
8			
9	PF2123-D111	Kavish Sahni	
10	PF2123-D020	Mahek Parekh	
	Group - 3		
	(Roll Numbers)		
11	PF2123-D083	Tanish Jain	
12	PF2123-E301	Hemant Singh	Akshay Jain
13	PF2123-D040	Akansha Gusain	
14	PH2123-D138	Namrata Ranjan	
15	PM2123-D201	Yash Gupta	
	Group - 4		
	(Roll Numbers)		
16	PF2123-D071	Vishwa Solanki	
17	PF2123-D107	Prince Shubham	Prateet M Champawat
18	PM2123-D160	Sanika Itagi	
19	PH2123-D142	Aditi Pawar	
20	PM2123-D168	Kraya Shah	
	Group - 5		
	(Roll Numbers)		
21	PF2123-D258	Harshit Varshney	
22	PM2123-D274	Sumedh Lambhade	Jugal shah
23	PF2123-D024	Asavari Nirgude	
24	PF2123-D231	Muskaan Jain	
25	PM2123-D266	Raj Pandya	
26	PM2123-E324	Tanya Shivhare	

	Group - 6		
	(Roll Numbers)		
27	PF2123-D079	Siddhesh Raut	
28	PF2123-D036	Rukkaiya Bhadsorawala	PUNIT MITTAL
29	PF2123-D032	Rachana Walavalkar	
30	PF2123-D280	Farhan Abbas	
31	PF2123-D048	Aanchal Shah	
	Group - 7		
	(Roll Numbers)		
32	PF2123-D087	Swapnil Deshpande	
33	PM2123-D172	Himani Kavidayal	Vinod Raisinghani
34	PF2123-D012	Ayushi Shukla	
35	PF2123-D126	Ashish	
36	PF2123-D056	Ishita Gupta	
	Group - 8 & 12 (Combined)		
	(Roll Numbers)		
37	PF2123-E315	Rohan Gandhi	
38	PF2123-D115	Aagam Tongya	Jateen solanki
39	PF2123-D028	Vedanshi Agrawal	
40	PF2123-D016	Anshita Agrawal	
41	PF2123-D063	Shivray Deshpande	
42	PF2123-D247	Aakash Jagtap	
43	PF2123-D103	Prathmesh Salunkhe	
44	PH2123-D270	Shania Fernandes	
45	PF2123-D099	Mihir Kubadia	
46	PF2123-D227	Swati Joshi	
	Group - 9 & C Divison (Group 13)		
	(Roll Numbers)		
47	PF2123-E314	Tejas Mhatre	
48	PH2123-D276	Manasi Kulkarni	Prashant Chandak
49	PF2123-D122	Saibal Ray	
50	PM2123-D220	Shubham Agarwal	
51	PH2123-D224	Shikha Ghosh	
52	PF2123-D268	Kashish Hadpawat	
		Vedant Wankhade	
		Durlov Kumar Gohain	
		Chandrika Malpani	
		Paridhi sodhani	
	C Divison (Group 13)	Abhishek Sharma	

	Group - 10		
	(Roll Numbers)		
51	PM2123-D205	Ayushi Patel	Tajouddin Ansari
52	PF2123-D235	Nandita Jain	
53	PM2123-D197	Shrey Bansal	
54	PM2123-D221	Mohit Nikam	
55	PM2123-D185	Atharva Kantode	
	Group - 11		
	(Roll Numbers)		
56	PM2123-D261	Divya Budhrani	
57	PF2123-D008	Divya Oswal	Pratyush
58	PM2123-D208	Azra Qureshi	
59	PH2123- D151	Saurabh Tijare	
60	PM2123-D181	Ishit Bhushan Singh	
61	PM2123 - E294	Priyanshu Singh	
	Group - 13		
	(Roll Numbers)		
62	PF2123-D248	Saahil Chaudhari	Ishaan Agarwal
63	PF2123-D243	Mihir Garg	
64	PM2123-E308	Suril Kamdar	
65	PH2123-E306	Depenti Paul	
66	PF2123-D130	Anirudh Rath	
67	PF2123-E322	Naman Agarwal	

PGDM 'D' Div Trimester I 2021

Organisation	Designation	Email ID
Omniactive Healthcare technologies	Brand manager	rajpurohit.shankar92@gmail.com
Amazon (Video)	L5 Manager	ronaksanghvi@gmail.com
Indusind bank	AVP	aj200988@gmail.com
Hdfc ltd	AGM	prateet111@gmail.com
Nielsen	Manager	jugalshah18@gmail.com

Kilitch Drugs India Ltd	VP marketing and operations	taj@kilitch.com
L&T Financial Services	Process Manager	pratyushjha2015@gmail.com
DCB Bank Limited	Product Manager-Insurance	ishaanag88@gmail.com

9004086483	10/3/2021	11:00 am - 12:00 pm
8789244913	10/3/2021	2:00 pm - 5:00 pm
9819610451	10/3/2021	6:30 pm - 7:30 pm

Zoom link
https://nldalmia-in.zoom.us/j/3701279993
https://nldalmia-in.zoom.us/j/9888009945
https://nldalmia-in.zoom.us/j/3160291216
https://nldalmia-in.zoom.us/j/3378595452
https://nldalmia-in.zoom.us/j/7289833309

https://nldalmia-in.zoom.us/j/7289833309
https://nldalmia-in.zoom.us/j/3160291216
https://nldalmia-in.zoom.us/j/5180715042

Faculty Zoom link for Interaction with Managers

Sr. No	Zoom ID	Password
1	nazia.ansari@nldalmia.edu.in	Arsh@143
2	vaishali.kulkarni@nldalmia.edu.in	Bunny@123
3	durba.chakrabarty@nldalmia.edu.in	Riju@12345
4	khushboo.vora@nldalmia.edu.in	Finance@123
5	sourav.choudhary@nldalmia.edu.in	Mahindra@7990
6	vaibhav.kulkarni@nldalmia.edu.in	Vihaan2010)
7	sachin.mittal@nldalmia.edu.in	Sachin@1
8	rupesh.siyodia@nldalmia.edu.in	Aym@2020
9	jayanta.sengupta@nldalmia.edu.in	bRid@jaY7%3
10	chitra.gounder@nldalmia.edu.in	Chitra@123
11	jai.kotecha@nldalmia.edu.in	Aakarshan\$7

Zoom link

<https://nldalmia-in.zoom.us/j/9888009945>

<https://nldalmia-in.zoom.us/j/2662880486>

<https://nldalmia-in.zoom.us/j/6547189385>

<https://nldalmia-in.zoom.us/j/6597762302?pwd=SkZkc1dpZlpGaDErdDExU1UyaldSUT09>

<https://nldalmia-in.zoom.us/j/2099620037>

<https://nldalmia-in.zoom.us/j/5180715042>

<https://nldalmia-in.zoom.us/j/3378595452>

<https://nldalmia-in.zoom.us/j/6035943878?pwd=NGQ3OWczQWhNSE9iUFZYUmxd1IGdz09>

<https://nldalmia-in.zoom.us/j/3701279993>

<https://nldalmia-in.zoom.us/j/7289833309>

<https://nldalmia-in.zoom.us/j/3160291216>

Group Number	Roll Numbers	Names	Slot	Timings
Group - 2	PF2123-D067	Rahul Vichare	1	9:30
	PF2123-D044	Riya Pandit		
	PF2123-D111	Kavish Sahni		
	PF2123-D020	Mahek Parekh		
Group 4	PF2123-D071	Vishwa Solanki	2	9:45
	PF2123-D107	Prince Shubham		
	PM2123-D160	Sanika Itagi		
	PH2123-D142	Aditi Pawar		
	PM2123-D168	Kraya Shah		
Group 8	PF2123-E315	Rohan Gandhi	3	10:00
Group 12	PF2123-D115	Aagam Tongya		
	PF2123-D028	Vedanshi Agrawal		
	PF2123-D016	Anshita Agrawal		
	PF2123-D063	Shivray Deshpande		
	PF2123-D247	Aakash Jagtap		
	PF2123-D103	Prathmesh Salunkhe		
	PH2123-D270	Shania Fernandes		
	PF2123-D099	Mihir Kubadia		
	PF2123-D227	Swati Joshi		
Group 11	PM2123-D261	Divya Budhrani	4	10:15
	PF2123-D008	Divya Oswal		
	PM2123-D208	Azra Qureshi		
	PH2123- D151	Saurabh Tijare		
	PM2123-D181	Ishit Bhushan Singh		
	PM2123 - E294	Priyanshu Singh		
Group 1	PF2123-D075	Bhushan Nikam	5	10:30
	PF2123-E296	Supriya Sant		
	PF2123-D239	Karan Jodhani		
	PM2123-D156	Sayali Tambe		
	PM2123-D265	Smruti Maladkar		
		Afternoon Slots (2:30)		
Group 3	PF2123-D083	Tanish Jain	6	2:30
	PF2123-E301	Hemant Singh		
	PF2123-D040	Akansha Gusain		
	PH2123-D138	Namrata Ranjan		
	PM2123-D201	Yash Gupta		

Group 5	PF2123-D258	Harshit Varshney	7	2:45
	PM2123-D274	Sumedh Lambhade		
	PF2123-D024	Asavari Nirgude		
	PF2123-D231	Muskaan Jain		
	PM2123-D266	Raj Pandya		
	PM2123-E324	Tanya Shivhare		
Group 7	PF2123-D087	Swapnil Deshpande	8	3:00
	PM2123-D172	Himani Kavidayal		
	PF2123-D012	Ayushi Shukla		
	PF2123-D126	Ashish		
	PF2123-D056	Ishita Gupta		
Group 10	PM2123-D205	Ayushi Patel	9	3:15
	PF2123-D235	Nandita Jain		
	PM2123-D197	Shrey Bansal		
	PM2123-D221	Mohit Nikam		
	PM2123-D185	Atharva Kantode		
Group 13	PF2123-D248	Saahil Chaudhari	10	3:30
	PF2123-D243	Mihir Garg		
	PM2123-E308	Suril Kamdar		
	PH2123-E306	Depenti Paul		
	PF2123-D130	Anirudh Rath		
	PF2123-E322	Naman Agarwal		
Group 6	PF2123-D079	Siddhesh Raut	11	3:45
	PF2123-D036	Rukkaiya Bhadsorawala		
	PF2123-D032	Rachana Walavalkar		
	PF2123-D280	Farhan Abbas		
	PF2123-D048	Aanchal Shah		
Group 9	PF2123-E314	Tejas Mhatre	12	4:00
	PH2123-D276	Manasi Kulkarni		
	PF2123-D122	Saibal Ray		
	PM2123-D220	Shubham Agarwal		
	PH2123-D224	Shikha Ghosh		
	PF2123-D268	Kashish Hadpawat		

Extension Activity Report 2017-18

1. Cleanliness Drive at Mira Bhayander Area

10/07/2017

To promote cleanliness among the residents of Mira-Bhayander area, the students of NLDIMSR started a drive to educate and make the people aware of the same. The students spread the message that it is everybody's responsibility and one should keep themselves and their surroundings clean and hygienic. It also brings good and positive thoughts in the mind which slows down the occurrence diseases.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Utsav Jayesh Shah	PM17-337	P
2	Shashank Amit Shah	PF17-448	P
3	Nitish Hiren Parikh	PF17-438	P
4	Sumukh Sunil Samant	PF17-443	P
5	Rahul Kantilal Savla	PF17-447	P
6	Hrishikesh Mahadev Narkar	PM17-327	P
7	Aashray Gopal Kunder	PF17-431	P
8	Nikita Kumar Mirchandani	PH17-510	P
9	Sahil Shekhar Dhotre	PF17-412	P
10	Nikhil Satish Prabhu	PM17-330	P
11	Nupur Jayant Mahajan	PM17-324	P
12	Urvi Ravi Porwal	PM17-334	P
13	Anmol Gulesh Motwani	PM17-326	P
14	Rahul Jawantraaj Jain	PM17-321	P

2. Participation in Standard Chartered Mumbai Marathon

12/07/2017

To create awareness about sustainable living practices the students of NLDIMSR participated in Marathon organised by Standard Chartered. Ms. Pooja Mundada, NLDIMSR student performed and dressed up as Green Crusader – Live in an eco-friendly way. She won the Kingfisher first prize for Run-In-Costume.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Neelotpal Subodh Gadre	PM17-313	P
2	Tejas Kishor Kulkarni	PF17-430	P
3	Pranay Atul Shah	PF17-451	P
4	Sonakshi Madan	PF17-432	P
5	Kalpi Nilesh Gopani	PF17-416	P
6	Neelotpal Subodh Gadre	PM17-313	P
7	Narkar Shruti Surendra Kalpana	PH17-511	P
8	Pai Anuradha Mohandas Asha	PH17-512	P
9	Patil Swati Vishnu Veena	PH17-513	P
10	Poddar Sakshi Vinod Sangeeta	PH17-514	P
11	Samar Sakshi Suresh Rekha	PH17-515	P
12	Na Richardson Samson Prema	PH17-516	P
13	Shah Tirath Girish Shila	PH17-517	P
14	Solanki Charmie Ashok Heena	PH17-518	P
15	Udeshi Akshay Anil Megha	PF17-457	P
16	Umbarkar Snehal Rajendra Karuna	PF17-458	P
17	Vispute Ashutosh Pramod Manisha	PF17-459	P
18	Worah Nidhisha Rajendra Priti	PF17-460	P
19	Udeshi Akshay Anil Megha	PF17-457	P

3. Organisation of Carnival for Fund raising

12/07/2017

NLDHS & NLDIMSR conducted a fund raising drive for Kondgaon village through a Carnival on and collected **1.25 lacs** for the various interventions at Kondgaon village.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Karan Popatlal Bafna	PF17-402	P
2	Shailesh Sunderdas Hotchandani	PF17-422	P
3	Rahul Kantilal Savla	PF17-447	P
4	Deep Hitesh Desai	PF17-410	P
5	Anish Prabhudas Raut	PM17-335	P
6	Neelotpal Subodh Gadre	PM17-313	P
7	Tejas Kishor Kulkarni	PF17-430	P
8	Pranay Atul Shah	PF17-451	P
9	Sonakshi Madan	PF17-432	P
10	Kalpi Nilesh Gopani	PF17-416	P
11	Amay Gupta	PM17-303	P
12	Shalaka Hemang Parikh	PF17-439	P
13	Munmun _ Chakraborty	PM17-306	P
14	Kanchi Manik Baldota	PF17-405	P
15	Sean Dominic Rodrigues	PF17-442	P
16	Khadija Nalwala	PF17-437	P
17	Rasika Milind Deshmukh	PH17-501	P

4. Awareness Campaign to stop open defecation in Kondgaon Village 15/07/2017

Since December, 2016 Kondgaon 100% tribal village of over 3500 people, was adopted by NLDIMSR for its holistic development and in the next 2 years many interventions have been planned by the Institute in the areas of health and sanitation, education, environment, skill development and, women and child welfare.

This initiative is the brainchild of the Hon. Secretary of N.L. Dalmia Education Society Shri. Shaileshji Dalmia who is keen that every student who walks through the portals of NLDIMSR should imbibe the values of service and contribute to the society at every level.

This collaboration is expected to serve the twin purposes of touching and enriching the lives of the people in this needy village as well as provide valuable rural exposure to the MBA students of NLDIMSR through its Social Responsibility Programme aptly named 'My Social Responsibility'. It would enable the students to sensitize themselves to the lives of the needy and the vulnerable sections of the society and will help them to be responsive future corporate leaders.

Students Visited to Kondgaon on 15th of July 2017, covering Vertical - Health and hygiene and creating awareness about use of Toilets under Swatch Bharat. The students visited maximum household to create awareness regarding the harmful effects of defecating in open.



N. L. Dalmia®
Institute of Management Studies and Research
(A School of Excellence of N. L. Dalmia Educational Society)
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ग्रुप ग्राम पंचायत
कोंडगाव / विळशेत



स्वच्छ भारत
एक कदम स्वच्छता की ओर

शौचालय सबसे पहले

सबके लिए स्वच्छता और स्वास्थ्य



हम सबने यह ठाना है । स्वच्छ भारत बनाना है ।



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Sean Dominic Rodrigues	PF17-442	P
2	Alfred Thomas	PF17-455	P
3	Sakshi - Samar	PH17-515	P
4	Abhishek Chandrashekhar Bhosle	PF17-406	P
5	Niranjan Rajendra Deshmukh	PF17-411	P
6	Nikita Bhikchand Birla	PF17-407	P
7	Alok Avinash Navalkar	PM17-328	P
8	Prerna Prakash Dangwani	PM17-309	P
9	Anshul Ahuja	PF17-401	P
10	Suhas Murlidhar Latelwar	PM17-323	P
11	Roohee Siraj Khan	PH17-505	P
12	Sayali Ramesh Chavan	PM17-307	P
13	Purva Jayant Deshpande	PH17-502	P
14	Kinjal Jethalal Gosar	PF17-418	P
15	Shefali Bharat Gaglani	PM17-314	P
16	Saaniya Kamlesh Nihalani	PM17-329	P
17	Akshay Shreepal Jain	PF17-423	P
18	Akshay Kuldeep Daryani	PM17-301	P
19	Nikita Kumar Mirchandani	PH17-510	P
20	Viral Shailesh Doshi	PF17-413	P
21	Nitish Hiren Parikh	PF17-438	P
22	Aarati Shivappa Kapse	PF17-426	P
23	Shruti Surendra Narkar	PH17-511	P
24	Kanchi Manik Baldota	PF17-405	P
25	Tanmay Dhirajlal Gangani	PM17-316	P

5. Seminar on Menstrual Hygiene and Safety
17/07/2017

Team MSR visited the students of class 6th to 12th in Shanti Ratan Vidya Mandir School in Kondgaon-vilshet to create awareness about the practice of safety measures during menstruation cycle. The volunteer students discussed issues faced by the girls during these days and also answered their queries. They also demonstrated the correct use of sanitary napkin and how to dispose it after use so as to not harm the environment.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Bhavisha Rohit Kapadia	PH17-504	P
2	Aditi Balkrishna Sawant	PM17-336	P
3	Sakshi - Samar	PH17-515	P
4	Radhika Sadanand Shelgaonakar	PF17-453	P
5	Shrutika Bharathraj Billava	PM17-305	P
6	Nikita Bhikchand Birla	PF17-407	P

6. Medical Camp at Kondgaon for Villagers

22/07/2017

A Medical Camp was organised by Team MSR in association with Dhawale Trust under health & hygiene vertical.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Bhavisha Rohit Kapadia	PH17-504	P
2	Aditi Balkrishna Sawant	PM17-336	P
3	Shailesh Sunderdas Hotchandani	PF17-422	P
4	Sakshi - Samar	PH17-515	P
5	Radhika Sadanand Shelgaonakar	PF17-453	P
6	Alfred Thomas	PF17-455	P
7	Abhishek Vimal Gandhi	PM17-315	P
8	Prathamesh Pradeep Surve	PM17-340	P
9	Shrutika Bharathraj Billava	PM17-305	P
10	Niranjan Rajendra Deshmukh	PF17-411	P
11	Richardson Benaiah Samson	PH17-516	P
12	Nikita Bhikchand Birla	PF17-407	P

7. Distribution of School bags at Goratpada ZP Primary School 15/08/2017

PGDM Students of NLDIMSR distributed school bags to class 4th & 5th students. The requirement for the bags was communicated by the Sarpanch of the village and Headmaster of the school. Total 142 school bags were distributed.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Ayushi Sudhir Saraf	PF17-446	P
2	Akshay Kuldeep Daryani	PM17-301	P
3	Rutu Shetal Mehta	PH17-509	P
4	Saaniya Kamlesh Nihalani	PM17-329	P
5	Vivek Balasaheb Shelke	PF17-454	P
6	Prerna Prakash Dangwani	PM17-309	P
7	Bhumika Sitaram Dangayach	PM17-304	P
8	Rupen Chawla	PM17-308	P
9	Charmie Ashok Solanki	PH17-518	P
10	Sheetal Modi	PF17-435	P
11	Sakshi - Samar	PH17-515	P
12	Rasika Milind Deshmukh	PH17-501	P
13	Komal Dinesh Mishra	PF17-434	P
14	Rahul Kantilal Savla	PF17-447	P

8. Distribution of Stationary Kits at Punjarpada ZP Primary School

16/08/2017

The requirement of Punjarpada School kids was of stationary articles for example notebooks, pencils, eraser, and geometry set.

Members of MSR committee fulfilled the above requirement by donating 153 stationary kits to the students.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Naisargi Abhay Doshi	PM17-311	P
2	Royston Gordon Pereira	PM17-333	P
3	Viral Shailesh Doshi	PF17-413	P
4	Manav Saurabh Shah	PF17-449	P
5	Yash Baburao Naidu	PF17-436	P
6	Sakshi Vinod Poddar	PH17-514	P
7	Chandni Mukesh Sampat	PF17-444	P
8	Neelotpal Subodh Gadre	PM17-313	P
9	Shalaka Hemang Parikh	PF17-439	P
10	Nikita Bhikchand Birla	PF17-407	P
11	Charmie Ashok Solanki	PH17-518	P
12	Munmun _ Chakraborty	PM17-306	P

9. Training Session by Mr. Amitabh Shah - Founder of NGO 'Yuva Unstoppable'
21/08/2017

To educate the students about the functioning and working of an NGO, a training session was conducted for the PGDM batch 2017-2019 on 21st of July, 2017. The resource person of the training session, Mr. Amitabh Shah provided details about registration process of an NGO. Also he highlighted the necessary approvals and documentation process for the same.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Avrodeep Dutta	PM17-312	P
2	Aarati Shivappa Kapse	PF17-426	P
3	Aditya Sunil Gaikwad	PF17-415	P
4	Utsav Jayesh Shah	PM17-337	P
5	Aashray Gopal Kunder	PF17-431	P
6	Bhumika Sitaram Dangayach	PM17-304	P
7	Tushar Rajneesh Sood	PH17-519	P
8	Sakshi - Samar	PH17-515	P
9	Aditya Pralhad Dube	PF17-414	P
10	Niranjan Rajendra Deshmukh	PF17-411	P
11	Mehul Raju Mandlik	PM17-325	P
12	Pranay Atul Shah	PF17-451	P
13	Alok Avinash Navalkar	PM17-328	P
14	Sheetal Modi	PF17-435	P
15	Akshay Anil Udeshi	PF17-457	P
16	Tirath Girish Shah	PH17-517	P
17	Nupur Jayant Mahajan	PM17-324	P
18	Sean Dominic Rodrigues	PF17-442	P
19	Alfred Thomas	PF17-455	P
20	Drishti Kothari	PH17-506	P
21	Sumukh Sunil Samant	PF17-443	P
22	Anish Prabhudas Raut	PM17-335	P
23	Christopher Charles -	PF17-409	P
24	Shalaka Hemang Parikh	PF17-439	P
25	Shailesh Sunderdas Hotchandani	PF17-422	P
26	Anmol Gulesh Motwani	PM17-326	P
27	Akshay Shreepal Jain	PF17-423	P
28	Kalpi Nilesh Gopani	PF17-416	P
29	Mohit Milind Shahane	PM17-338	P
30	Nidhisha Rajendra Worah	PF17-460	P
31	Radhika Sadanand Shelgaonakar	PF17-453	P
32	Priyank Vijay Sangani	PF17-445	P



33	Saaniya Kamlesh Nihalani	PM17-329	P
34	Umang Koul	PF17-429	P
35	Charmie Ashok Solanki	PH17-518	P
36	Viral Shailesh Doshi	PF17-413	P
37	Amay Gupta	PM17-303	P

MSR committee organized a visit to Kondgaon village on 22nd July 2017. It was a monthly visit for the MSR team members of PGDM batch. The purpose of the visit was to plant trees across the pathway to provide shade to the passers-by. Total of 20 saplings were planted by the students and faculty coordinator.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nupur Jayant Mahajan	PM17-324	P
2	Karan Popatlal Bafna	PF17-402	P
3	Aditya Patil	PF17-440	P
4	Khadija Nalwala	PF17-437	P
5	Anshul Ahuja	PF17-401	P
6	Aarzoo Khandelwal	PF17-428	P
7	Amruta Manohar Bagde	PF17-403	P
8	Drishti Kothari	PH17-506	P
9	Nikhil Satish Prabhu	PM17-330	P
10	Anshul Jain	PM17-319	P
11	Saloni Nikunj Mehta	PF17-433	P
12	Charmie Ashok Solanki	PH17-518	P
13	Mansi Ashok Trivedi	PF17-456	P
14	Karan Sunil Charkha	PF17-408	P

MSR Team organized NGO Mela in association with Akruiti Bachat Ghat, Shilpin, Jijabhai Mahila bachat Ghat, Creative Bloom in the NLDIMSR Campus.



List of Students Participated



Sr. No	Student Name	Roll No	P/A
1	Sayali Ramesh Chavan	PM17-307	P
2	Nupur Jayant Mahajan	PM17-324	P
3	Barkha Murli Goplani	PF17-417	P
4	Mohit Milind Shahane	PM17-338	P
5	Aditya Pralhad Dube	PF17-414	P
6	Aashray Gopal Kunder	PF17-431	P
7	Priyank Vijay Sangani	PF17-445	P
8	Purva Jayant Deshpande	PH17-502	P
9	Kalpi Nilesh Gopani	PF17-416	P
10	Deep Hitesh Desai	PF17-410	P
11	Amruta Manohar Bagde	PF17-403	P
12	Niranjan Rajendra Deshmukh	PF17-411	P
13	Shubhra Aditya Sharma	PF17-452	P
14	Amay Gupta	PM17-303	P
15	Snehal Rajendra Umbarkar	PF17-458	P
16	Neelotpal Subodh Gadre	PM17-313	P
17	Khadija Nalwala	PF17-437	P
18	Mahima Jain	PF17-424	P
19	Aditya Patil	PF17-440	P
20	Sahil Shekhar Dhotre	PF17-412	P

12. Donation of Groceries to villagers of Kondgaon
28/08/2017

My Social Responsibility Committee in association with KKPS Charitable Trust organised a Grocery donation drive at Kondgaon. 150 villagers received the food ration which included 10 kg of Flour, 1 litre cooking oil, 5 kg rice, 1 kg sugar and 1 kg salt.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Shrutika Bharathraj Billava	PM17-305	P
2	Tirath Girish Shah	PH17-517	P
3	Barkha Murli Goplani	PF17-417	P
4	Aditya Sunil Gaikwad	PF17-415	P
5	Rahul Jawantraj Jain	PM17-321	P
6	Aman Shashikant Jobanputra	PF17-425	P
7	Aditi Balkrishna Sawant	PM17-336	P
8	Avrodeep Dutta	PM17-312	P
9	Nidhisha Rajendra Worah	PF17-460	P
10	Roohee Siraj Khan	PH17-505	P
11	Mohit Milind Shahane	PM17-338	P
12	Bhumika Sitaram Dangayach	PM17-304	P
13	Yash Baburao Naidu	PF17-436	P

To collect with the help of selling scrap, Team MSR started a drive to collect all the scrap material from the institute and contribution made by the students. The funds were utilised to conduct activities in Kondgaon village.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Shrutika Bharathraj Billava	PM17-305	P
2	Tirath Girish Shah	PH17-517	P
3	Barkha Murli Goplani	PF17-417	P
4	Aditya Sunil Gaikwad	PF17-415	P
5	Neelotpal Subodh Gadre	PM17-313	P
6	Royston Gordon Pereira	PM17-333	P
7	Shefali Bharat Gaglani	PM17-314	P
8	Shubhra Aditya Sharma	PF17-452	P
9	Shashank Amit Shah	PF17-448	P
10	Saloni Nikunj Mehta	PF17-433	P
11	Mohit Milind Shahane	PM17-338	P
12	Bhumika Sitaram Dangayach	PM17-304	P
13	Yash Baburao Naidu	PF17-436	P
14	Pranay Atul Shah	PF17-451	P

**14. Seminar on Rural Education Challenges by Sarpanch Mrs. Manju Kombh
05/09/2017**

Students of NLDIMSR celebrated Teacher's Day by attending a training session on Rural Education Challenges conducted by Mrs. Manju Kombh, Sarpanch of Kondgaon Village. The seminar was a deep insight into the challenges faced by the students of Zilla Parishad School and kids of Anganwadi and how the institute and students can assist in meeting these challenges. The students also interacted with the students of primary section to understand what difficulties they face while studying.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Samant Sumukh Sunil Snigdha	PF17-443	P
2	Sampat Chandni Mukesh Hina	PF17-444	P
3	Sangani Priyanka Vijay Kamini	PF17-445	P
4	Saraf Ayushi Sudhir Sushma	PF17-446	P
5	Savla Rahul Kantilal Kanta	PF17-447	P
6	Shah Shashank Amit Heema	PF17-448	P
7	Shah Manav Saurabh Anisha	PF17-449	P
8	Shah Drumil Rakesh Mitra	PF17-450	P
9	Shah Pranay Atul Heena	PF17-451	P
10	Sharma Shubhra Aditya Chandrakala	PF17-452	P
11	Shelgaonakar Radhika Sadanand	PF17-453	P
12	Shelke Vivek Balasaheb Hemlata	PF17-454	P
13	Gaglani Shefali Bharat Heena	PM17-314	P
14	Gandhi Abhishek Vimal Nita	PM17-315	P
15	Gangani Tanmay Dhirajlal Varsha	PM17-316	P
16	Narkar Shruti Surendra Kalpana	PH17-511	P

15. Each One – Teach One Campaign at Gaothan ZP School

13/09/2017

Each One Teach One’ is a popular saying which has a positive impact on how a society develops as a whole. The goal is to impart knowledge for the betterment of the community. The Each One Teach One Charitable Foundation, founded in 1983 in India with the goal of providing opportunity for the disadvantaged children in both rural and urban areas, serves as a concrete illustration of this proverb.

To imbibe the work initiated by the Foundation, the students of NLDIMSR started to teach the students of Gaothan ZP school one on one. This was the best method to build a connect and bond with the school kids.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Neelotpal Subodh Gadre	PM17-313	P
2	Royston Gordon Pereira	PM17-333	P
3	Shefali Bharat Gaglani	PM17-314	P
4	Shubhra Aditya Sharma	PF17-452	P
5	Richa Rajesh Mehta	PH17-508	P
6	Alfred Thomas	PF17-455	P
7	Bhavisha Rohit Kapadia	PH17-504	P
8	Nikhil Satish Prabhu	PM17-330	P
9	Anmol Gulesh Motwani	PM17-326	P
10	Swati Vishnu Patil	PH17-513	P
11	Rupen Chawla	PM17-308	P
12	Munmun _ Chakraborty	PM17-306	P
13	Ayushi Sudhir Saraf	PF17-446	P
14	Nikita Kumar Mirchandani	PH17-510	P
15	Avrodeep Dutta	PM17-312	P
16	Nidhisha Rajendra Worah	PF17-460	P
17	Roohee Siraj Khan	PH17-505	P
18	Vivek Balasaheb Shelke	PF17-454	P
19	Rasika Milind Deshmukh	PH17-501	P
20	Aatur Bakliwal	PF17-404	P

16. Aadhar Card Awareness Campaign at Kondgaon

16/09/2017

Since Adhar Card has become one of the major documents of identity as well as for the receipt of social benefits, the NLDIMSR students conducted an Adhar card survey and reported the outcome to the Village Development Officer who will ensure that everyone in every household in the village had the Adhar card. The students also helped the villagers in filing the document for Adhar registration.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Vivek Balasaheb Shelke	PF17-454	P
2	Arzoo Manohar Lakhwani	PH17-507	P
3	Naisargi Abhay Doshi	PM17-311	P
4	Drumil Rakesh Shah	PF17-450	P
5	Utsav Jayesh Shah	PM17-337	P
6	Ila Rajesh Bakre	PM17-318	P
7	Akshay Shreepal Jain	PF17-423	P
8	Aditya Sunil Gaikwad	PF17-415	P
9	Karina Vijay Raghani	PF17-441	P
10	Radhika Sanjay Alshi	PM17-302	P
11	Rutu Shetal Mehta	PH17-509	P
12	Alfred Thomas	PF17-455	P
13	Anshul Jain	PM17-319	P
14	Rasika Milind Deshmukh	PH17-501	P
15	Anuradha Mohandas Pai	PH17-512	P

By spreading the awareness on the use of toilets, the NLDIMSR students encouraged the villagers to construct toilets under the Prime Minister's 'Swachh Bharat Abhiyaan' programme and thanks to their dedicated efforts and the cooperation of the village community; in the next 6 months the percentage of people resorting to open defecation dropped down from 90% to 10%.



List of Students Participated



Sr. No	Student Name	Roll No	P/A
1	Tejas Kishor Kulkarni	PF17-430	P
2	Neelotpal Subodh Gadre	PM17-313	P
3	Richardson Benaiah Samson	PH17-516	P
4	Nayan Dhirajlal Koshiya	PM17-322	P
5	Anuradha Mohandas Pai	PH17-512	P
6	Akshay Anil Udeshi	PF17-457	P
7	Nupur Jayant Mahajan	PM17-324	P
8	Shashank Amit Shah	PF17-448	P
9	Samruddhi Shrikant Katarki	PF17-427	P
10	Amruta Manohar Bagde	PF17-403	P
11	Sakshi - Samar	PH17-515	P
12	Bhavisha Rohit Kapadia	PH17-504	P
13	Tirath Girish Shah	PH17-517	P
14	Sonakshi Madan	PF17-432	P



PGDM students created awareness among the students of Goratpada as it was observed that children are also defecating in open fields, which can cause illness and health issues for them.



List of Students Participated



Sr. No	Student Name	Roll No	P/A
1	Deep Hitesh Desai	PF17-410	P
2	Arzoo Manohar Lakhwani	PH17-507	P
3	Nikita Kumar Mirchandani	PH17-510	P
4	Samruddhi Shrikant Katarki	PF17-427	P
5	Amruta Manohar Bagde	PF17-403	P
6	Mansi Ashok Trivedi	PF17-456	P
7	Suhas Murlidhar Latelwar	PM17-323	P
8	Pranali Nandakumar Dhumal	PM17-310	P
9	Kinjal Jethalal Gosar	PF17-418	P
10	Alok Avinash Navalkar	PM17-328	P
11	Pranay Atul Shah	PF17-451	P
12	Sakshi Vinod Poddar	PH17-514	P
13	Anshul Ahuja	PF17-401	P
14	Aditya Patil	PF17-440	P
15	Karan Popatlal Bafna	PF17-402	P

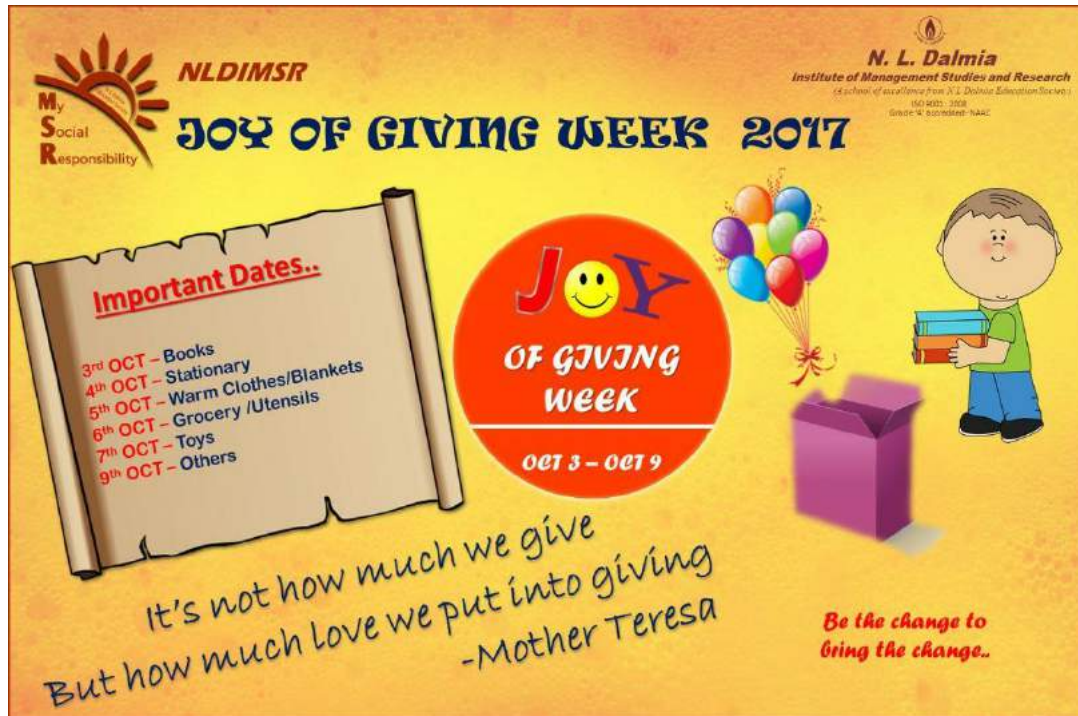
To raise the funds for social cause projects, Team MSR organised a fundraising garba event. The students and faculties participated in the event and team was able to raise approximately Rs. 18352. The fund was planned to fulfil the requirements of Kondgaon under verticals of education, skill development, hygiene & healthcare and environment.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nitish Hiren Parikh	PF17-438	P
2	Neelotpal Subodh Gadre	PM17-313	P
3	Alok Avinash Navalkar	PM17-328	P
4	Pranali Nandakumar Dhumal	PM17-310	P
5	Ila Rajesh Bakre	PM17-318	P
6	Tirath Girish Shah	PH17-517	P
7	Bhumika Sitaram Dangayach	PM17-304	P
8	Nayan Dhirajlal Koshiya	PM17-322	P
9	Rutu Shetal Mehta	PH17-509	P
10	Sonal Soni	PM17-339	P
11	Aditi Balkrishna Sawant	PM17-336	P
12	Prerna Prakash Dangwani	PM17-309	P
13	Madhura Satish Girkar	PH17-503	P
14	Prathamesh Pradeep Surve	PM17-340	P
15	Nikita Bhikchand Birla	PF17-407	P
16	Amay Gupta	PM17-303	P
17	Deep Hitesh Desai	PF17-410	P
18	Rupen Chawla	PM17-308	P
19	Tejas Kishor Kulkarni	PF17-430	P
20	Richa Rajesh Mehta	PH17-508	P
21	Abhishek Vimal Gandhi	PM17-315	P
22	Yash Baburao Naidu	PF17-436	P
23	Umang Koul	PF17-429	P
24	Tushar Rajneesh Sood	PH17-519	P
25	Urvi Ravi Porwal	PM17-334	P
26	Mansi Ashok Trivedi	PF17-456	P
27	Aashray Gopal Kunder	PF17-431	P
28	Utsav Jayesh Shah	PM17-337	P
29	Suhas Murlidhar Latelwar	PM17-323	P
30	Mehul Raju Mandlik	PM17-325	P
31	Nupur Jayant Mahajan	PM17-324	P
32	Drishti Kothari	PH17-506	P
33	Bhavisha Rohit Kapadia	PH17-504	P
34	Nikita Vijay Pal	PM17-331	P
35	Mahima Jain	PF17-424	P

Mass donation drive was conducted to collect clothes, groceries, stationary items, toys and other household items to be distributed to underprivileged people of Mira road area. The whole drive was planned and executed by MSR coordinators under the guidance of faculty mentor.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Anish Prabhudas Raut	PM17-335	P
2	Karina Vijay Raghani	PF17-441	P
3	Ayushi Sudhir Saraf	PF17-446	P
4	Madhura Satish Girkar	PH17-503	P
5	Rasika Milind Deshmukh	PH17-501	P
6	Sahil Shekhar Dhotre	PF17-412	P
7	Sean Dominic Rodrigues	PF17-442	P
8	Aarzo Khandelwal	PF17-428	P
9	Aatur Bakliwal	PF17-404	P
10	Anmol Gulesh Motwani	PM17-326	P
11	Drishti Kothari	PH17-506	P
12	Tushar Rajneesh Sood	PH17-519	P
13	Prathamesh Pradeep Surve	PM17-340	P
14	Amruta Manohar Bagde	PF17-403	P
15	Christopher Charles -	PF17-409	P
16	Nikita Vijay Pal	PM17-331	P
17	Roohee Siraj Khan	PH17-505	P
18	Mahima Jain	PF17-424	P
19	Arzo Manohar Lakhwani	PH17-507	P
20	Tejas Kishor Kulkarni	PF17-430	P
21	Sakshi Vinod Poddar	PH17-514	P
22	Sayali Ramesh Chavan	PM17-307	P
23	Utsav Jayesh Shah	PM17-337	P
24	Richa Rajesh Mehta	PH17-508	P
25	Urvi Ravi Porwal	PM17-334	P



First-hand learning was provided to the kids of Anganwadi aged between 3 to 6 years. The PGDM students made them perform counting practice and recognising shapes to build their learning skills. The kids were intrigued by the practices and had much fun during the visit.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Christopher Charles -	PF17-409	P
2	Urvi Ravi Porwal	PM17-334	P
3	Sean Dominic Rodrigues	PF17-442	P
4	Suhas Murlidhar Latelwar	PM17-323	P
5	Royston Gordon Pereira	PM17-333	P
6	Aman Shashikant Jobanputra	PF17-425	P
7	Radhika Sadanand Shelgaonakar	PF17-453	P
8	Ashutosh Pramod Vispute	PF17-459	P
9	Tushar Rajneesh Sood	PH17-519	P
10	Purva Jayant Deshpande	PH17-502	P
11	Madhura Satish Girkar	PH17-503	P
12	Shefali Bharat Gaglani	PM17-314	P

22. Building of Check Dam in Kondgaon 3/11/2017

With the objective Water Conservation at Kondgaon village, the students of PGDM build a temporary check dam to control wastage of water in the fields. The necessary supplies and resources along with the manpower was provided by the students only. This activity was great learning experience for all the students about the rural hardships and survival.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Abhishek Vimal Gandhi	PM17-315	P
2	Sakshi - Samar	PH17-515	P
3	Prathamesh Pradeep Surve	PM17-340	P
4	Naisargi Abhay Doshi	PM17-311	P
5	Shubhra Aditya Sharma	PF17-452	P
6	Akshay Anil Udeshi	PF17-457	P
7	Pranay Atul Shah	PF17-451	P
8	Rahul Kantilal Savla	PF17-447	P
9	Aman Shashikant Jobanputra	PF17-425	P
10	Bhavisha Rohit Kapadia	PH17-504	P
11	Nikhil Satish Prabhu	PM17-330	P
12	Sheetal Modi	PF17-435	P
13	Avrodeep Dutta	PM17-312	P
14	Ashutosh Pramod Vispute	PF17-459	P
15	Umang Koul	PF17-429	P
16	Royston Gordon Pereira	PM17-333	P
17	Anshul Ahuja	PF17-401	P
18	Utsav Jayesh Shah	PM17-337	P

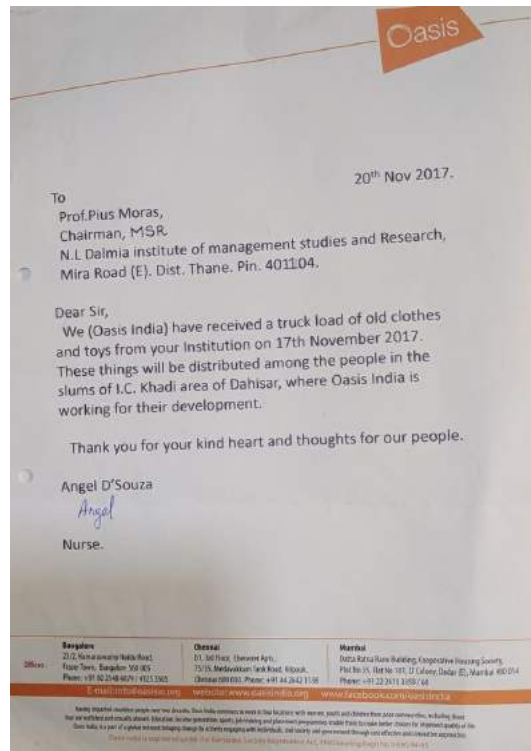
Faculty coordinator of My Social Responsibility Committee Prof. Pius Moras conducted a skill development session for the ladies of Mahila Bachat Ghat and created awareness regarding importance of skill development. The ladies are well-versed in worli-painting and bamboo articles.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Shubhra Aditya Sharma	PF17-452	P
2	Shalaka Hemang Parikh	PF17-439	P
3	Aatur Bakliwal	PF17-404	P
4	Niranjan Rajendra Deshmukh	PF17-411	P
5	Mahima Jain	PF17-424	P
6	Aditi Balkrishna Sawant	PM17-336	P
7	Madhura Satish Girkar	PH17-503	P
8	Anuradha Mohandas Pai	PH17-512	P
9	Amruta Manohar Bagde	PF17-403	P
10	Sonakshi Madan	PF17-432	P
11	Krishna Jayesh Vankani	PH17-520	P
12	Ayushi Sudhir Saraf	PF17-446	P

Team MSR donated old clothes and toys which was collected during Joy of Giving Week to NGO ‘Oasis’. The purpose of the donation is to provide these basic needs to the underprivileged and slum dwellers.



List of Students Participated



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Sr. No	Student Name	Roll No	P/A
1	Pranali Nandakumar Dhumal	PM17-310	P
2	Tushar Rajneesh Sood	PH17-519	P
3	Tejas Kishor Kulkarni	PF17-430	P
4	Karina Vijay Raghani	PF17-441	P
5	Mansi Ashok Trivedi	PF17-456	P
6	Krishna Jayesh Vankani	PH17-520	P
7	Kinjal Jethalal Gosar	PF17-418	P
8	Shruti Surendra Narkar	PH17-511	P
9	Radhika Sanjay Alshi	PM17-302	P
10	Akshay Anil Udeshi	PF17-457	P
11	Radhika Sadanand Shelgaonakar	PF17-453	P
12	Nikita Vijay Pal	PM17-331	P
13	Shubhra Aditya Sharma	PF17-452	P
14	Shefali Bharat Gaglani	PM17-314	P

25. Donation of Old Clothes to Underprivileged

23/11/2018

Old Clothes from staff, students and faculties were collected to be distributed among the underprivileged people.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Amay Gupta	PM17-303	P
2	Nupur Jayant Mahajan	PM17-324	P
3	Viral Shailesh Doshi	PF17-413	P
4	Chandni Mukesh Sampat	PF17-444	P
5	Karina Vijay Raghani	PF17-441	P
6	Madhura Satish Girkar	PH17-503	P
7	Aatur Bakliwal	PF17-404	P
8	Sayali Ramesh Chavan	PM17-307	P
9	Charmie Ashok Solanki	PH17-518	P
10	Rahul Kantilal Savla	PF17-447	P
11	Sonal Soni	PM17-339	P
12	Akansha Naresh Goyal	PF17-419	P

**26. Blood Donation Camp held in association with Sarla Blood Bank (Bhakti Vedanta Hospital)
25/11/2017**

Blood is precious and can save lives...keeping this thought in mind the students of NLDIMSR organised Blood Donation Camp in association with Sarla Blood Bank (Bhakti Vedanta Hospital). Students and Faculties came forward to participate in the noble cause.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Sumukh Sunil Samant	PF17-443	P
2	Aditya Pralhad Dube	PF17-414	P
3	Richa Rajesh Mehta	PH17-508	P
4	Royston Gordon Pereira	PM17-333	P
5	Sayali Ramesh Chavan	PM17-307	P
6	Gupta Amay Balkrishna Sudha	PM17-303	P
7	Dangayach Bhumika Sitaram Rama	PM17-304	P
8	Daryani Akshay Kuldeep Seema	PM17-301	P
9	Deshmukh Rasika Milind Madhuri	PH17-501	P
10	Gupta Amay Balkrishna Sudha	PM17-303	P
11	Dangayach Bhumika Sitaram Rama	PM17-304	P
12	Daryani Akshay Kuldeep Seema	PM17-301	P
13	Sharma Shubhra Aditya Chandrakala	PF17-452	P
14	Shelgaonakar Radhika Sadanand	PF17-453	P
15	Shelke Vivek Balasaheb Hemlata	PF17-454	P
16	Thomas Alfred Na Rani	PF17-455	P
17	Trivedi Mansi Ashok Meena	PF17-456	P
18	Udeshi Akshay Anil Megha	PF17-457	P
19	Sharma Shubhra Aditya Chandrakala	PF17-452	P

27. Awareness Campaign on Preventing Alcohol Abuse & Alcoholism

01/12/2017

Students of NLDIMSR initiated an awareness campaign on Prevention of Alcohol Abuse & Alcoholism for the villagers of Kondgaon. The campaign was aimed to equip parents with the knowledge and skills to increase actions that reduce and prevent underage drinking. Students formed in teams visited as many as houses possible and discussed the ill-effects of alcohol on physical and emotional health.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Gupta Nidhi Shailesh Poonam	PF17-420	
2	Gurjar Siddhesh Sunil Vidya	PF17-421	
3	Hotchandani Shailesh Sunder Komal	PF17-422	
4	Jain Akshay Shreepal Rekha	PF17-423	
5	Jain Mahima Ishu Pramila	PF17-424	
6	Jobanputra Aman Shashikant Rashmi	PF17-425	
7	Kapse Aarti Shivappa Anita	PF17-426	
8	Katarki Samruddhi Shrikant Shruti	PF17-427	
9	Khandelwal Aarzo Vishnu Usha	PF17-428	
10	Koul Umang Anil Shashy	PF17-429	
11	Kulkarni Tejas Kishor Gauri	PF17-430	
12	Kunder Aashray Gopal Ragini	PF17-431	
13	Madan Sonakshi Rakesh Jaya	PF17-432	
14	Mehta Saloni Nikunj Jigna	PF17-433	
15	Mishra Komal Dinesh Sunita	PF17-434	
16	Modi Sheetal Mukesh Madhu	PF17-435	
17	Naidu Yash Baburao Jaikumari	PF17-436	
18	Nalwala Khadija Ashik Zainab	PF17-437	
19	Parikh Nitish Hiren Harsha	PF17-438	
20	Parikh Shalaka Hemang Reena	PF17-439	
21	Patil Aditya Prakash Priyanka	PF17-440	



22	Raghani Karina Vijay Mamta	PF17-441	
23	Rodrigues Sean Dominic Narcia	PF17-442	
24	Daryani Akshay Kuldeep Seema	PM17-301	
25	Alshi Radhika Sanjay Vishakha	PM17-302	
26	Gupta Amay Balkrishna Sudha	PM17-303	
27	Dangayach Bhumika Sitaram Rama	PM17-304	
28	Billava Shrutika Bharathraj Vinaya	PM17-305	
29	Chakraborty Munmun Manicklal Monika	PM17-306	
30	Chavan Sayali Ramesh Lata	PM17-307	
31	Chawla Rupen Anil Kusum	PM17-308	
32	Dangwani Prerna Prakash Neha	PM17-309	
33	Dhumal Pranali Nandkumar Alka	PM17-310	
34	Doshi Naisargi Abhay Bina	PM17-311	
35	Dutta Avrodeep Jharna	PM17-312	
36	Daryani Akshay Kuldeep Seema	PM17-301	
37	Deshmukh Rasika Milind Madhuri	PH17-501	
38	Deshpande Purva Jayant Suchitra	PH17-502	
39	Girkar Madhura Satish Nalini	PH17-503	
40	Kapadia Bhavisha Rohit Trupti	PH17-504	
41	Khan Roohee Siraj Farzana	PH17-505	
42	Kothari Drishti Rajesh Anita	PH17-506	
43	Lakhwani Arzoo Manohar Rukmani	PH17-507	
44	Mehta Richa Rajesh Chetna	PH17-508	
45	Mehta Rutu Shetal Purvi	PH17-509	
46	Mirchandani Nikita Kumar Resham	PH17-510	
47	Narkar Shruti Surendra Kalpana	PH17-511	
48	Pai Anuradha Mohandas Asha	PH17-512	

28. Thanks Giving Lunch to Support Staff

15/12/2017

To recognise the efforts of support staff and to acknowledge the dignity of labor, students of NLDIMSR organised a lunch programme for all the support staff of NLDHS & NLDIMSR.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Neelotpal Subodh Gadre	PM17-313	P
2	Mahima Jain	PF17-424	P
3	Akshay Anil Udeshi	PF17-457	P
4	Shashank Amit Shah	PF17-448	P
5	Amay Gupta	PM17-303	P
6	Akshay Shreepal Jain	PF17-423	P
7	Barkha Murli Goplani	PF17-417	P
8	Sumukh Sunil Samant	PF17-443	P
9	Aditya Pralhad Dube	PF17-414	P
10	Richa Rajesh Mehta	PH17-508	P
11	Royston Gordon Pereira	PM17-333	P
12	Sayali Ramesh Chavan	PM17-307	P
13	Nikita Vijay Pal	PM17-331	P
14	Bhumika Sitaram Dangayach	PM17-304	P
15	Akshay Kuldeep Daryani	PM17-301	P

**29. Distributed Food Boxes & Gifts at Prem Sadan' Orphanage for Girls, Malad (W)
28/12/2017**

Food Boxes were distributed by the volunteers and student's coordinators of MSR Committee to the girls of Prem Sadan Orphanage. A unique way to celebrate Christmas with the underprivileged kids.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Ahuja Anshul Pramod Annu	PF17-401	P
2	Bafna Karan Popatlal Kanta	PF17-402	P
3	Bagde Amruta Manohar Megha	PF17-403	P
4	Bakliwal Aatur Sunil Seema	PF17-404	P
5	Baldota Kanchi Manik Sangeeta	PF17-405	P
6	Bhosle Abhishek	PF17-406	P
7	Birla Nikita Bhikchand Swati	PF17-407	P
8	Charkha Karan Sunil Sunita	PF17-408	P
9	Daryani Akshay Kuldeep Seema	PM17-301	P
10	Alshi Radhika Sanjay Vishakha	PM17-302	P
11	Gupta Amay Balkrishna Sudha	PM17-303	P
12	Dangayach Bhumika Sitaram Rama	PM17-304	P
13	Daryani Akshay Kuldeep Seema	PM17-301	P
14	Deshmukh Rasika Milind Madhuri	PH17-501	P
15	Deshpande Purva Jayant Suchitra	PH17-502	P
16	Girkar Madhura Satish Nalini	PH17-503	P

30. Distribution of Lunch to celebrate New Year at ‘Bal Ashram’ at Bhayander (E) 31/12/2017

NLDIMSR students organized lunch for the orphan kids of Bal Ashram at Bhayander to celebrate New Year. The students spent the entire day with the kids and conducted fun and learning activities for them.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Kapadia Bhavisha Rohit Trupti	PH17-504	P
2	Khan Roohee Siraj Farzana	PH17-505	P
3	Kothari Drishti Rajesh Anita	PH17-506	P
4	Lakhwani Arzoo Manohar Rukmani	PH17-507	P
5	Mehta Richa Rajesh Chetna	PH17-508	P
6	Mehta Rutu Shetal Purvi	PH17-509	P
7	Mirchandani Nikita Kumar Resham	PH17-510	P
8	Narkar Shruti Surendra Kalpana	PH17-511	P
9	Pai Anuradha Mohandas Asha	PH17-512	P
10	Kapadia Bhavisha Rohit Trupti	PH17-504	P
11	Khan Roohee Siraj Farzana	PH17-505	P
12	Kothari Drishti Rajesh Anita	PH17-506	P
13	Lakhwani Arzoo Manohar Rukmani	PH17-507	P
14	Mehta Richa Rajesh Chetna	PH17-508	P
15	Chavan Sayali Ramesh Lata	PM17-307	P
16	Chawla Rupen Anil Kusum	PM17-308	P
17	Dangwani Prerna Prakash Neha	PM17-309	P

31. Blood Donation Camp held in association with Indian Red Cross Society 26/01/2018

N.L.Dalmia Institute managed MSR Committee in association with Indian Red Cross Society, conducted a blood donation camp on 26th of January 2018. Student volunteers whole heartedly participated in the event and donated blood for a noble cause.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Na Christopher Charles Mary	PF17-409	
2	Desai Deep Hitesh Chetna	PF17-410	
3	Deshmukh Niranjana Rajendra Nilima	PF17-411	
4	Dhotre Sahil Shekhar Neeta	PF17-412	
5	Doshi Viral Shailesh Dipti	PF17-413	
6	Dube Aditya Pralhad Nitu	PF17-414	
7	Gaikwad Aditya Sunil Vidya	PF17-415	
8	Gopani Kalpi Nilesh Rupa	PF17-416	
9	Goplani Barkha Murli Rachna	PF17-417	
10	Gosar Kinjal Jethalal Hema	PF17-418	
11	Goyal Akansha Naresh Nisha	PF17-419	
12	Gupta Nidhi Shailesh Poonam	PF17-420	
13	Gurjar Siddhesh Sunil Vidya	PF17-421	
14	Hotchandani Shailesh Sunder Komal	PF17-422	
15	Jain Akshay Shreepal Rekha	PF17-423	
16	Jain Mahima Ishu Pramila	PF17-424	
17	Jobanputra Aman Shashikant	PF17-425	
18	Kapse Aarti Shivappa Anita	PF17-426	
19	Katarki Samruddhi Shrikant Shruti	PF17-427	
20	Khandelwal Aarzo Vishnu Usha	PF17-428	
21	Koul Umang Anil Shashy	PF17-429	
22	Kulkarni Tejas Kishor Gauri	PF17-430	
23	Kunder Aashray Gopal Ragini	PF17-431	



24	Madan Sonakshi Rakesh Jaya	PF17-432	
25	Mehta Saloni Nikunj Jigna	PF17-433	
26	Mishra Komal Dinesh Sunita	PF17-434	
27	Modi Sheetal Mukesh Madhu	PF17-435	
28	Naidu Yash Baburao Jaikumari	PF17-436	
29	Nalwala Khadija Ashik Zainab	PF17-437	
30	Parikh Nitish Hiren Harsha	PF17-438	
31	Parikh Shalaka Hemang Reena	PF17-439	
32	Patil Aditya Prakash Priyanka	PF17-440	
33	Raghani Karina Vijay Mamta	PF17-441	
34	Rodrigues Sean Dominic Narcia	PF17-442	
35	Samant Sumukh Sunil Snigdha	PF17-443	
36	Sampat Chandni Mukesh Hina	PF17-444	
37	Sangani Priyanka Vijay Kamini	PF17-445	
38	Saraf Ayushi Sudhir Sushma	PF17-446	
39	Savla Rahul Kantilal Kanta	PF17-447	
40	Shah Shashank Amit Heema	PF17-448	
41	Madan Sonakshi Rakesh Jaya	PF17-432	
42	Mehta Saloni Nikunj Jigna	PF17-433	
43	Samar Sakshi Suresh Rekha	PH17-515	
44	Na Richardson Samson Prema	PH17-516	
45	Shah Tirath Girish Shila	PH17-517	
46	Solanki Charmie Ashok Heena	PH17-518	
47	Sood Tushar Rajneesh Manju	PH17-519	
48	Dhumal Pranali Nandkumar Alka	PM17-310	
49	Doshi Naisargi Abhay Bina	PM17-311	
50	Dutta Avrodeep Jharna	PM17-312	
51	Gadre Neelotpal Subodh Neelima	PM17-313	
52	Gaglani Shefali Bharat Heena	PM17-314	
53	Gandhi Abhishek Vimal Nita	PM17-315	
54	Gangani Tanmay Dhirajlal Varsha	PM17-316	
55	Garg Naman Rajeev Ruchi	PM17-317	
56	Bakre Ila Rajesh Madhuri	PM17-318	
57	Jain Anshul Dinesh Neetu	PM17-319	
58	Jain Aakanksha Lalit Madhubala	PM17-320	
59	Jain Rahul Jawantraj Sushila	PM17-321	
60	Koshiya Nayan Dhirajlal Hansaben	PM17-322	
61	Latelwar Suhas Murlidhar Maya	PM17-323	
62	Mahajan Nupur Jayant Nilima	PM17-324	
63	Mandlik Mehul Raju Meera	PM17-325	
64	Motwani Anmol Gulesh Anusha	PM17-326	

32. Medical Camp at Kondgaon

12/02/2018

Team MSR in association with Kondgaon-Vilset Group Gram Panchayat Organized a Medical Camp on 12th February 2018. The Medical Camp was urgent requirement of the village as the people of the village face lack of basic medical facility.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Pranay Atul Shah	PF17-451	P
2	Priyank Vijay Sangani	PF17-445	P
3	Deep Hitesh Desai	PF17-410	P
4	Mehul Raju Mandlik	PM17-325	P
5	Sayali Ramesh Chavan	PM17-307	P
6	Aarati Shivappa Kapse	PF17-426	P
7	Barkha Murli Goplani	PF17-417	P
8	Anshul Jain	PM17-319	P
9	Amay Gupta	PM17-303	P
10	Shubhra Aditya Sharma	PF17-452	P
11	Swati Vishnu Patil	PH17-513	P
12	Purva Jayant Deshpande	PH17-502	P

33. Household Survey & Skill Development Awareness Drive for Men in Kondgaon-Vilshet 14/02/2018

Students of NLDIMSR started a campaign for the villagers especially men for skill development awareness. The purpose was to motivate and guide the men regarding the importance of skill enhancement for regular income and improved living standard.

Team MSR divided the members in various groups and started this campaign by visiting every household possible. The people of the village appreciated the efforts of the team and also ensured that will take all the necessary steps to develop their skill set.





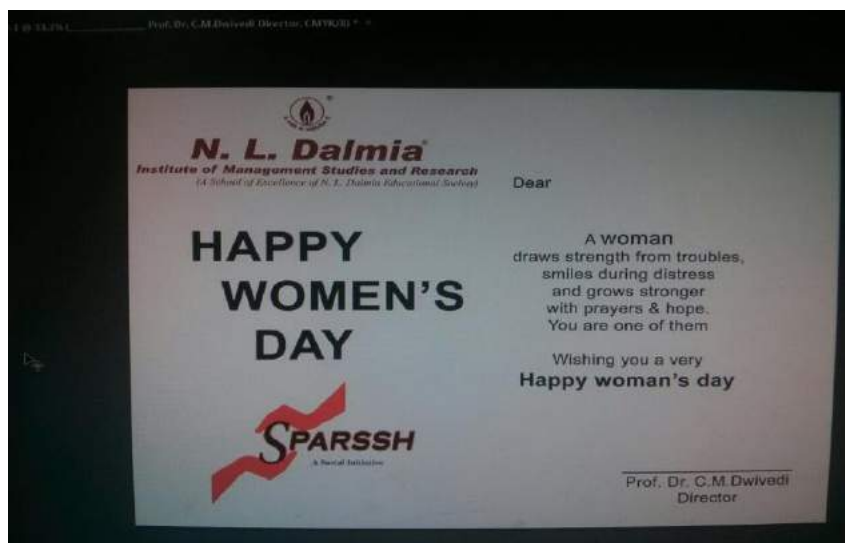
List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Komal Dinesh Mishra	PF17-434	P
2	Akshay Shreepal Jain	PF17-423	P
3	Viral Shailesh Doshi	PF17-413	P
4	Amruta Manohar Bagde	PF17-403	P
5	Ayushi Sudhir Saraf	PF17-446	P
6	Niranjan Rajendra Deshmukh	PF17-411	P
7	Saloni Nikunj Mehta	PF17-433	P
8	Shubhra Aditya Sharma	PF17-452	P
9	Krishna Jayesh Vankani	PH17-520	P
10	Sean Dominic Rodrigues	PF17-442	P
11	Suhas Murlidhar Latelwar	PM17-323	P
12	Rishika Ashok Pareek	PM17-332	P
13	Rahul Kantilal Savla	PF17-447	P
14	Radhika Sanjay Alshi	PM17-302	P
15	Sahil Shekhar Dhotre	PF17-412	P
16	Charmie Ashok Solanki	PH17-518	P
17	Karan Popatlal Bafna	PF17-402	P
18	Tejas Kishor Kulkarni	PF17-430	P

34. International Women's Day Celebration

8/03/2018

The MSR Committee organised seminar on Women Safety & Empowerment to mark the International Women's Day. The CEO of NLDES, Prof. Seema Saini graced the occasion and the faculties also joined in the celebrations.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Saloni Nikunj Mehta	PF17-433	P
2	Shubhra Aditya Sharma	PF17-452	P
3	Krishna Jayesh Vankani	PH17-520	P
4	Sean Dominic Rodrigues	PF17-442	P
5	Suhas Murlidhar Latelwar	PM17-323	P
6	Pal Nikita Vijay Sunita	PM17-331	P
7	Pareek Rishika Ashok Saraswati	PM17-332	P
8	Dangayach Bhumika Sitaram Rama	PM17-304	P
9	Billava Shrutika Bharathraj Vinaya	PM17-305	P
10	Girkar Madhura Satish Nalini	PH17-503	P
11	Kapadia Bhavisha Rohit Trupti	PH17-504	P
12	Khan Roohee Siraj Farzana	PH17-505	P
13	Kothari Drishti Rajesh Anita	PH17-506	P

35. Medical Camp organised for Children & Nursing Mothers

25/04/2018

A medical camp was organised for the mothers and children by students of NLDIMSR on 25th of April 2018. The camp was organised to make the mothers understand the dangerous effects of malnourishment in kids of age group 1-6 years. Also the doctors educated the mothers about the method of breastfeeding and how to keep themselves healthy after delivery of baby. Also nourishment chart was provided for the kids and mothers by the doctors. The team also distributed banana and general medicines.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Pranay Atul Shah	PF17-451	P
2	Priyank Vijay Sangani	PF17-445	P
3	Deep Hitesh Desai	PF17-410	P
4	Mehul Raju Mandlik	PM17-325	P
5	Sayali Ramesh Chavan	PM17-307	P
6	Aarati Shivappa Kapse	PF17-426	P
7	Barkha Murli Goplani	PF17-417	P
8	Anshul Jain	PM17-319	P
9	Amay Gupta	PM17-303	P
10	Shubhra Aditya Sharma	PF17-452	P
11	Swati Vishnu Patil	PH17-513	P
12	Purva Jayant Deshpande	PH17-502	P



36. Fund raising for Deaf and the Blind

30/04/2018

Students of NLDIMSR collected funds to provide to Deaf and Blind people through All India Federation of Deaf and Indian Association of Blind. The flags were sold by team MSR to collect the funds.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Anish Prabhudas Raut	PM17-335	P
2	Karina Vijay Raghani	PF17-441	P
3	Ayushi Sudhir Saraf	PF17-446	P
4	Madhura Satish Girkar	PH17-503	P
5	Rasika Milind Deshmukh	PH17-501	P
6	Sahil Shekhar Dhotre	PF17-412	P
7	Sean Dominic Rodrigues	PF17-442	P
8	Aarzo Khandelwal	PF17-428	P
9	Aatur Bakliwal	PF17-404	P
10	Anmol Gulesh Motwani	PM17-326	P
11	Drishiti Kothari	PH17-506	P
12	Tushar Rajneesh Sood	PH17-519	P
13	Prathamesh Pradeep Surve	PM17-340	P
14	Amruta Manohar Bagde	PF17-403	P
15	Christopher Charles -	PF17-409	P
16	Nikita Vijay Pal	PM17-331	P
17	Roohee Siraj Khan	PH17-505	P
18	Mahima Jain	PF17-424	P
19	Arzo Manohar Lakhwani	PH17-507	P
20	Tejas Kishor Kulkarni	PF17-430	P
21	Sakshi Vinod Poddar	PH17-514	P
22	Sayali Ramesh Chavan	PM17-307	P
23	Utsav Jayesh Shah	PM17-337	P
24	Richa Rajesh Mehta	PH17-508	P
25	Urvi Ravi Porwal	PM17-334	P

Sr. No	Student Name	Roll No	P/A
26	Pranay Atul Shah	PF17-451	P
27	Priyank Vijay Sangani	PF17-445	P
28	Deep Hitesh Desai	PF17-410	P
29	Mehul Raju Mandlik	PM17-325	P
30	Sayali Ramesh Chavan	PM17-307	P
31	Aarati Shivappa Kapse	PF17-426	P
32	Barkha Murli Goplani	PF17-417	P
33	Anshul Jain	PM17-319	P
34	Amay Gupta	PM17-303	P
35	Shubhra Aditya Sharma	PF17-452	P
36	Swati Vishnu Patil	PH17-513	P
37	Purva Jayant Deshpande	PH17-502	P

Extension Activity Report 2018-19

1. Rural Immersion Programme at Kondgaon

29/07/2018

As a part of the 'My Social Responsibility' (MSR) programme, NLDIMSR adopted Kondgaon, a 100% tribal village in Vikramgad Taluka of Palghar district to make a difference in the lives of the people it serves and also sensitize the MBA students to realities and needs of the outside world especially in the rural areas since India lives in its villages.

The students visited Shanti Ratan Vidya Mandir High School and conducted sessions on Maths, Science and English to help the students understand the basic concepts.



List of Students Participated



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Sr. No	Student Name	Roll No	P/A
1	Jaiswal Sakshi Sanjay Kshma	PF1820-D27	P
2	Shetty Ashish Ravindra Swarnalata	PM1820-C32	P
3	Chandak Ameya Rajesh Sunanda	PF1820-D12	P
4	Kadam Shubham Datta Smita	PF1820-D28	P
5	Soi Disha Ajay Rekha	PH1820-E17	P
6	Jain Molisha Naresh Kanchan	PF1820-D24	P
7	Bisani Akanksha Jitendra Lata	PF1820-D09	P
8	Rathod Nishank Pratap Pratiksha	PF1820-D46	P
9	Gohil Sakshi Kiritbhai Nayana	PH1820-E03	P
10	Kabra Kushal Vishnu Sarla	PM1820-C11	P
11	Chiranjeev Chandrasekaran Jayanthi	PM1820-C05	P
12	Agrawal Nupur Sarita	PF1820-D48	P
13	Kundalia Kavyashree Rashmikant Ila	PM1820-C18	P
14	Thakkar Jash Bhupendra Shobha	PM1820-C35	P
15	Sharma Nikhil Pawan Sunita	PM1820-C31	P
16	Madapally Kevin Mathai Annie	PF1820-D35	P
17	Shah Riddhi Mukesh Kalpana	PF1820-D51	P
18	Nasikwala Alifiya Yusuf Rashida	PH1820-E08	P
19	Vyas Prachi Sandip Neha	PM1820-C40	P
20	Bose Raushni Mousumi	PF1820-D11	P
21	Varadkar Omkar Satish Supriya	PM1820-C37	P

2. Awareness Campaign on Swachh Bharat Abhiyan

30/07/2018

The next visit of the students to the village was on 30th July, 2018. By spreading the awareness on the use of toilets, the NLDIMSR students encouraged the villagers to construct toilets under the Prime Minister's 'Swachh Bharat Abhiyaan' programme and thanks to their dedicated efforts and the cooperation of the village community; in the next 6 months the percentage of people resorting to open defecation dropped down from 90% to 10%.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nahar Sachin Vinod Manju	PF1820-D39	P
2	Bhattad Keshav Omprakash Anita	PF1820-D08	P
3	Rawat Dhawal Sangeeta	PM1820-C28	P
4	Soi Shikha Ajay Rekha	PF1820-D55	P
5	Sarkar Supratik Tutul	PM1820-C30	P
6	Badwane Sumit Vitthal Shama	PF1820-D05	P
7	- Chiranjeev Chandrasekaran Jayanthi	PM1820-C05	P
8	Poojary Prathik Ravindra Shashi	PM1820-C27	P
9	Shah Riddhi Mukesh Kalpana	PF1820-D51	P
10	Agrawal Aditi Rajni	PM1820-C01	P
11	Lapasia Palak Vijay Nilam	PM1820-C19	P
12	Nair Jayesh Krishnankutty Jayasree	PM1820-C23	P
13	Vora Prachi Pradeep Kundan Vora	PM1820-C38	P
14	Dhameja Dhiren Mahesh Reema	PF1820-D17	P
15	Sayani Priya Turshamal Anita	PH1820-E13	P
16	Varadkar Omkar Satish Supriya	PM1820-C37	P
17	Madapally Kevin Mathai Annie	PF1820-D35	P
18	Devani Jhanvi Parimal Hina	PF1820-D16	P
19	Mehta Suchi Bhavesh Sonal	PF1820-D38	P
20	Khaitan Megha Chandraprakash Madhuri	PM1820-C14	P
21	Patlekar Sanket Chandrakant Kesubai	PM1820-C25	P
22	Agarwal Akash Neelam	PF1820-D01	P

3. Distribution of Educational Toys at Varthapada Anganwadi

31/07/2018

Students of NLDIMSR distributed Educational Toys to the kids of Varthapada Anganwadi in order to help them build their cognitive skills. The Anganwadi kids are aged between 3 to 6 years and lack basic toys to play and learn with.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Kadam Aniruddha Subhash Dhanashri	PM1820-C12	P
2	Kant Ravi Kant Anima Awasthi	PF1820-D29	P
3	Patil Reetika Yashwant Yajula	PH1820-E10	P
4	Salkute Aishwarya Sanjay Harsha	PH1820-E12	P
5	Rupani Bharati Bhushan Alka	PM1820-C29	P
6	Dsouza Brandon - Scarlet	PF1820-D19	P
7	Naik Runali Ravi Ravina	PF1820-D40	P
8	Katakwar Shreya Virendra Veena	PH1820-E04	P
9	Jaiswal Sakshi Sanjay Kshma	PF1820-D27	P
10	Rathod Nishank Pratap Pratiksha	PF1820-D46	P



4. Distribution of School Bags to Students of Std 6th to 8th

03/08/2018

Collaboration with KKPS (Kotputli Kshetr Prvasi Sangh) & Engaging village students by PGDM Batch on 3rd August, 2018. Distribution 200 school bags (Out of 412 students) and educational kits to the students of 4 ZP Schools.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nahar Sachin Vinod Manju	PF1820-D39	P
2	Deshpande Pooja Sharad Renu	PH1820-E02	P
3	Agrawal Aditi Rajni	PM1820-C01	P
4	Jain Siddharth Indu	PF1820-D25	P
5	Rupani Bharati Bhushan Alka	PM1820-C29	P
6	Lapasia Palak Vijay Nilam	PM1820-C19	P
7	Naik Runali Ravi Ravina	PF1820-D40	P
8	Shah Riddhi Mukesh Kalpana	PF1820-D51	P
9	Vora Prachi Pradeep Kundan Vora	PM1820-C38	P
10	Karandikar Rutuj Vishnu Trupti	PM1820-C13	P
11	Bhatia Megha Manoj Poonam	PF1820-D07	P
12	Gujare Mrinal Vijay Vrishali	PM1820-C10	P
13	Chandak Ameya Rajesh Sunanda	PF1820-D12	P
14	Agrawal Nupur Sarita	PF1820-D48	P
15	Agrawal Ruchi Vinod Hema	PF1820-D03	P
16	D'Souza Wayne Jonathan Bernerdine	PF1820-D20	P
17	Sawant Abhishek Suhas Suvarna	PF1820-D47	P
18	Sayani Priya Turshamal Anita	PH1820-E13	P
19	Srivastava Sarthak Preeti Srivastava	PF1820-D57	P
20	Lohana Vrinda Mukesh Anita	PF1820-D33	P



5. Distribution of School Uniform to Kondgaon ZP Schools

04/08/2018

The students of NLDIMSR organized a donation campaign for the students to provide them with good quality school uniform along with other utilities such as belt and handkerchief. Mr. Ashish Shetty, First Year, PGDM - NLDIMSR donated two cartons of clothes and other utilities.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Bose Raushni Mousumi	PF1820-D11	P
2	Soi Disha Ajay Rekha	PH1820-E17	P
3	Kadam Shubham Datta Smita	PF1820-D28	P
4	Lapasia Palak Vijay Nilam	PM1820-C19	P
5	Jain Sreyaa Rakesh Manju	PF1820-D26	P
6	Singh Payal Anil Sarita	PF1820-D53	P
7	D'Souza Wayne Jonathan Bernerdine	PF1820-D20	P
8	Lohare Pranav Sangam Kartika	PF1820-D34	P
9	Shetty Ashish Ravindra Swarnalata	PM1820-C32	P
10	Nahar Sachin Vinod Manju	PF1820-D39	P
11	Mulchandani Manaswi Naresh Nayan	PH1820-E07	P
12	Agrawal Aditi Rajni	PM1820-C01	P
13	Bathija Karishma Mahesh Neelam	PF1820-D06	P
14	Jain Siddharth Indu	PF1820-D25	P
15	Kotian Nidhi Naresh Savita	PM1820-C16	P
16	Singh Gautam Bhupendra Hema	PM1820-C33	P
17	Poojary Prathik Ravindra Shashi	PM1820-C27	P
18	Chandani Shilpa Usha Chandani	PM1820-C04	P
19	Kunder Shruti Murlidhar Leelakshi	PH1820-E06	P
20	Patlekar Sanket Chandrakant Kesubai	PM1820-C25	P

6. Donation drive for Kerala Flood victims

21/08/2018 – 24/08/2018

A 4-day donation drive was organized to collect essentials and other lifesaving items to be donated to Kerala Flood victims. MSR Team sent 2 truckloads of relief material for Kerala flood victims on 24/08/2018. The following items were donated: 200 Kg of rice and sugar, 25 boxes of clothes, 5 boxes of household items and 5 boxes of ready to eat food.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Dave Pranav Bharat Asha	PM1820-C08	P
2	Naik Runali Ravi Ravina	PF1820-D40	P
3	Poojary Prathik Ravindra Shashi	PM1820-C27	P
4	Badwane Sumit Vitthal Shama	PF1820-D05	P
5	Katakwar Shreya Virendra Veena	PH1820-E04	P
6	Mehta Suchi Bhavesh Sonal	PF1820-D38	P
7	Mariwala Priya Prem Poonam	PF1820-D37	P
8	Shetty Ashish Ravindra Swarnalata	PM1820-C32	P
9	Khaitan Megha Chandraprakash Madhuri	PM1820-C14	P
10	Gawade Chaitra Pradeep Preeti	PM1820-C09	P
11	Mehta Xenia Hemendra Usha	PM1820-C21	P
12	Lohana Vrinda Mukesh Anita	PF1820-D33	P
13	Sawant Abhishek Suhas Suvarna	PF1820-D47	P
14	Patil Ruthuja Shivaji Vaishali	PF1820-D44	P
15	Yadav Kiran Pyarelal Indudevi	PH1820-E20	P
16	Mehta Vaibhavi Bhupen Rupa	PM1820-C20	P
17	Kumar Pratyush Mithilesh Rinku Devi	PM1820-C17	P
18	Pal Tanushree Ashok Lipika	PH1820-E09	P
19	Bose Raushni Mousumi	PF1820-D11	P
20	Lalwani Sagar Pushpa	PF1820-D32	P
21	Kulkarni Aparna Satish Rohini	PH1820-E05	P
22	Patil Aditya Uddhavrao Sunita	PM1820-C24	P

7. Awareness Campaign on Eco-friendly Ganesh Utsav Celebration

7/09/2018

The MSR Committee members spread awareness to celebrate Ganpati festival by making eco-friendly Ganesh idols. The awareness drive was conducted for school students of NLDHS to provide them with hands experience of using clay to make idols as along with celebrations the festival is also a source of water pollution, from the chemicals and paints from the idols like Plaster of Paris, which is also insoluble in water bodies, which cause tremendous damage to the marine ecosystem. There have been reports of rising acid and toxicity levels in water bodies, in addition to the increasing levels of metal ore content, which can cause permanent hazard and leave a long-term damage to life on Earth, including human lives.

Team MSR helped the students to make the idols and sell them for further celebrations.





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List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Jain Siddharth Indu	PF1820-D25	P
2	Kadam Shubham Datta Smita	PF1820-D28	P
3	Kotian Nidhi Naresh Savita	PM1820-C16	P
4	Thakkar Jash Bhupendra Shobha	PM1820-C35	P
5	Patil Aditya Uddhavrao Sunita	PM1820-C24	P
6	Agrawal Nupur Sarita	PF1820-D48	P
7	Yadav Kiran Pyarelal Indudevi	PH1820-E20	P
8	Gattani Ruchika Rajesh Sheetal	PM1820-C02	P
9	Madapally Kevin Mathai Annie	PF1820-D35	P
10	Ojha Prabhuti B Kinnari	PF1820-D41	P
11	Vartak Sayali Rajendra Chhaya	PF1820-D58	P
12	Sharma Nikhil Pawan Sunita	PM1820-C31	P
13	Patlekar Sanket Chandrakant Kesubai	PM1820-C25	P

8. Kondgaon Utsav

3/10/2018

MSR Team organized the ‘**Kondgaon Utsav**’, wherein the villagers from Kondgaon came to sell the organic vegetables grown on their farms, Warli painted handicrafts and pottery products with live demonstrations on 3rd October 2018. Villagers from Kondgaon performed ‘Tharpa’ traditional dance with students and teachers during Kondgaon Utsav





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Sayani Priya Turshamal Anita	PH1820-E13	P
2	Timbadia Shimoni Sunil Smita	PM1820-C36	P
3	- Chiranjeev Chandrasekaran Jayanthi	PM1820-C05	P
4	Srivastava Sarthak Preeti Srivastava	PF1820-D57	P
5	Singh Shubendra Jagvir Beena	PF1820-D54	P
6	- Venkatachalam - Seethalakshmy	PF1820-D45	P
7	Rupani Bharati Bhushan Alka	PM1820-C29	P
8	Kundalia Kavyashree Rashmikant Ila	PM1820-C18	P
9	Salkute Aishwarya Sanjay Harsha	PH1820-E12	P
10	Moraes Sean Collin Julie	PM1820-C22	P
11	Agrawal Ruchi Vinod Hema	PF1820-D03	P
12	Patil Reetika Yashwant Yajula	PH1820-E10	P
13	Shah Harsh Rashmin Neeta	PF1820-D50	P
14	Vora Raj Pankaj Vaishali	PM1820-C39	P
15	Kabra Kushal Vishnu Sarla	PM1820-C11	P
16	Ojha Prabhuti B Kinnari	PF1820-D41	P
17	Jaiswal Sakshi Sanjay Kshma	PF1820-D27	P
18	Patil Ruthuja Shivaji Vaishali	PF1820-D44	P



9. Jalsa – Fundraising Garba Event

11/10/18

To celebrate the spirit of Navaratri the festival of ‘Nine Nights’ that emphasizes victory of positivity over negativity MSR Team organized ‘Jalsa’, a Garba event in the college campus on 11th of October, 2018. Participation of 200 students & Rs. 17,844 were raised to build a classroom in Gondpada Zilla Parishad.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Pal Tanushree Ashok Lipika	PH1820-E09	P
2	Lohare Pranav Sangam Kartika	PF1820-D34	P
3	Patel Hersh Vijay Suman	PF1820-D43	P
4	Agrawal Ruchi Vinod Hema	PF1820-D03	P
5	Thawrani Aashna Dharmesh Harsha	PH1820-E18	P
6	Patil Reetika Yashwant Yajula	PH1820-E10	P
7	Kotian Nidhi Naresh Savita	PM1820-C16	P
8	Vora Prachi Pradeep Kundan Vora	PM1820-C38	P
9	Nasikwala Alifiya Yusuf Rashida	PH1820-E08	P
10	- Chiranjeev Chandrasekaran Jayanthi	PM1820-C05	P
11	Mulchandani Manaswi Naresh Nayan	PH1820-E07	P
12	Lohana Vrinda Mukesh Anita	PF1820-D33	P
13	Ahuja Parth Sunil Pratiksha	PH1820-E01	P
14	Khurana Mehakpreet Kaur Sonia	PF1820-D30	P
15	Ojha Prabhuti B Kinnari	PF1820-D41	P
16	Lalwani Sagar Pushpa	PF1820-D32	P
17	Bhattad Keshav Omprakash Anita	PF1820-D08	P
18	Madapally Kevin Mathai Annie	PF1820-D35	P
19	Deshpande Pooja Sharad Renu	PH1820-E02	P
20	Gohil Sakshi Kiritbhai Nayana	PH1820-E03	P
21	Wadhwa Kriti Geetika	PF1820-D59	P
22	Srivastava Sarthak Preeti Srivastava	PF1820-D57	P
23	Kulkarni Aparna Satish Rohini	PH1820-E05	P
24	Nahar Sachin Vinod Manju	PF1820-D39	P
25	Vyas Prachi Sandip Neha	PM1820-C40	P
26	Jain Siddharth Indu	PF1820-D25	P
27	Sarkar Supratik Tutul	PM1820-C30	P
28	Mehta Xenia Hemendra Usha	PM1820-C21	P
29	Soi Disha Ajay Rekha	PH1820-E17	P

10. Thanksgiving Lunch & donation of books to Support Staff

5/01/2019

Team MSR strongly believes in dignity of labour and its philosophy that all types of jobs are respected equally, and no occupation is considered superior and none of the jobs should be discriminated on any basis. Regardless of whether one's occupation involves physical work or mental labour, it is held that the job deserves respect.

To celebrate this, the students organised a lunch programme for the support staff of NLDES and donated books for their kids.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nahar Sachin Vinod Manju	PF1820-D39	P
2	Agrawal Ruchi Vinod Hema	PF1820-D03	P
3	Thawrani Aashna Dharmesh Harsha	PH1820-E18	P
4	Sayani Priya Turshamal Anita	PH1820-E13	P
5	Das Sumita Sangita	PM1820-C06	P
6	Gattani Ruchika Rajesh Sheetal	PM1820-C02	P
7	Deshmukh Neha Jeevan Pooja	PF1820-D15	P
8	Badwane Sumit Vitthal Shama	PF1820-D05	P
9	Dhameja Dhiren Mahesh Reema	PF1820-D17	P
10	Katakwar Shreya Virendra Veena	PH1820-E04	P
11	Soi Shikha Ajay Rekha	PF1820-D55	P

11. Project Saarthi conducted at Shanti Ratan Vidya Mandir School for Class XII 17/01/2019

Team MSR visited Kondgaon to conduct 'Project Saarthi' a career counselling activity for Std 10th & 12th students of Kondgaon Village on 17th of January 2019. This activity aims to understand the career aspirations of students and then guide them with career options.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nahar Sachin Vinod Manju	PF1820-D39	P
2	Agrawal Aditi Rajni	PM1820-C01	P
3	Kabra Kushal Vishnu Sarla	PM1820-C11	P
4	Kotian Nidhi Naresh Savita	PM1820-C16	P
5	Kadam Shubham Datta Smita	PF1820-D28	P
6	Bobade Vaibhav Vijaykumar Sangita	PF1820-D10	P
7	Wankhade Prasad Suresh Savita	PF1820-D60	P
8	Singh Payal Anil Sarita	PF1820-D53	P
9	Bathija Karishma Mahesh Neelam	PF1820-D06	P
10	Shah Riddhi Mukesh Kalpana	PF1820-D51	P
11	Hayatnagarkar Vallabh Dayanand Nirupa	PF1820-D23	P
12	Bose Raushni Mousumi	PF1820-D11	P
13	Agrawal Nupur Sarita	PF1820-D48	P
14	Thakkar Jash Bhupendra Shobha	PM1820-C35	P

12. Drawing & Coloring Competition held at Goratpada ZP School

19/01/2019

To bring out the competitive spirit among the village students, the students of NLDIMSR organised a drawing and coloring competition. Students were provided with colors and drawing papers for the same. All the students participated enthusiastically and completed the task.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nahar Sachin Vinod Manju	PF1820-D39	P
2	Agrawal Ruchi Vinod Hema	PF1820-D03	P
3	Agarwal Kajal Babita	PF1820-D02	P
4	Kongre Mrunal Dipak Madhuri	PM1820-C15	P
5	Wankhade Prasad Suresh Savita	PF1820-D60	P
6	Kabra Kushal Vishnu Sarla	PM1820-C11	P
7	Madapally Kevin Mathai Annie	PF1820-D35	P
8	Rupani Bharati Bhushan Alka	PM1820-C29	P
9	Ranka Shreya Pramod Usha	PH1820-E11	P
10	Ashtekar Meghna Ajay Manjiri	PF1820-D04	P
11	Gandhi Riddhi Bharat Swati	PF1820-D21	P

13. Seminar on Importance of Skill Development for ladies of Rawatalpada

21/01/2019

To mark the celebration of Haldi-kumkum, students of NLDIMSR visited Rawatalpada and conducted on seminar on importance of skill development.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Rawat Dhawal Sangeeta	PM1820-C28	P
2	Wankhade Prasad Suresh Savita	PF1820-D60	P
3	Bathija Karishma Mahesh Neelam	PF1820-D06	P
4	Poojary Prathik Ravindra Shashi	PM1820-C27	P
5	Jain Siddharth Indu	PF1820-D25	P
6	Varadkar Omkar Satish Supriya	PM1820-C37	P
7	Sawant Abhishek Suhas Suvarna	PF1820-D47	P
8	Khurana Mehakpreet Kaur Sonia	PF1820-D30	P
9	Srivastava Nishi Poonam	PF1820-D56	P
10	Mehta Xenia Hemendra Usha	PM1820-C21	P
11	Dsouza Brandon - Scarlet	PF1820-D19	P
12	Mehta Suchi Bhavesh Sonal	PF1820-D38	P
13	Vora Raj Pankaj Vaishali	PM1820-C39	P
14	Soi Disha Ajay Rekha	PH1820-E17	P
15	Soi Shikha Ajay Rekha	PF1820-D55	P
16	Pal Tanushree Ashok Lipika	PH1820-E09	P

14. Kondgaon Utsav

7/02/2019

The second edition of 'Kondgaon Utsav' was organised wherein the villagers from Kondgaon came to the campus to sell the organic vegetables grown on their farms. Live Laakh Bangle counter was set up for the audience to buy and also live chaat counters were set up by the villagers selling their cucumbers, beans, etc. Warli painted handicrafts were also displayed at the Utsav.





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List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nahar Sachin Vinod Manju	PF1820-D39	P
2	Chandak Ameya Rajesh Sunanda	PF1820-D12	P
3	Kongre Mrunal Dipak Madhuri	PM1820-C15	P
4	Gattani Ruchika Rajesh Sheetal	PM1820-C02	P
5	Shetty Ashish Ravindra Swarnalata	PM1820-C32	P
6	Agarwal Kajal Babita	PF1820-D02	P
7	Shah Harsh Rashmin Neeta	PF1820-D50	P
8	Khaitan Megha Chandraprakash Madhuri	PM1820-C14	P
9	Naik Runali Ravi Ravina	PF1820-D40	P
10	Grover Ishita Rajni	PF1820-D22	P
11	Singh Sneha Manoj Anju	PH1820-E16	P
12	Chandani Shilpa Usha Chandani	PM1820-C04	P
13	Jaiswal Sakshi Sanjay Kshma	PF1820-D27	P
14	Thawrani Aashna Dharmesh Harsha	PH1820-E18	P
15	Shetty Anupama Ramesh Kalpana	PH1820-E14	P
16	Bhate Gauri Dileep Dipti	PM1820-C03	P
17	Madapally Kevin Mathai Annie	PF1820-D35	P
18	Poojary Prathik Ravindra Shashi	PM1820-C27	P
19	Rupani Bharati Bhushan Alka	PM1820-C29	P
20	Singh Shubendra Jagvir Beena	PF1820-D54	P

15. International Women’s Day Seminar

08/03/2019

MSR Committee organised a seminar on Financial Literacy to educate the audience about the importance of Financial literacy and how it can help individuals reach their goals: By better understanding how to budget and save money, individuals can create plans that set expectations, hold them accountable to their finances, and set a course for achieving seemingly unachievable goals.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Patil Reetika Yashwant Yajula	PH1820-E10	P
2	Kundalia Kavyashree Rashmikant Ila	PM1820-C18	P
3	Badwane Sumit Vitthal Shama	PF1820-D05	P
4	Bhatia Megha Manoj Poonam	PF1820-D07	P
5	Gawade Chaitra Pradeep Preeti	PM1820-C09	P
6	Sayani Priya Turshamal Anita	PH1820-E13	P
7	Shah Riddhi Mukesh Kalpana	PF1820-D51	P
8	Shetty Vaishnavi Satyadev Vrinda	PF1820-D52	P
9	Deshmukh Neha Jeevan Pooja	PF1820-D15	P
10	Poduval Hrishikesh Krishnakumar Shilpa	PM1820-C26	P
11	Khurana Mehakpreet Kaur Sonia	PF1820-D30	P
12	Mariwala Priya Prem Poonam	PF1820-D37	P
13	Surana Khushboo Prafull Vidhu	PM1820-C34	P
14	Chandani Shilpa Usha Chandani	PM1820-C04	P
15	Ahuja Parth Sunil Pratiksha	PH1820-E01	P
16	Singh Payal Anil Sarita	PF1820-D53	P
17	Shah Bhavya Bharat Alpa	PF1820-D49	P
18	Lapasias Palak Vijay Nilam	PM1820-C19	P
19	Ojha Prabhuti B Kinnari	PF1820-D41	P
20	Nair Jayesh Krishnankutty Jayasree	PM1820-C23	P
21	Patil Ruthuja Shivaji Vaishali	PF1820-D44	P
22	Lalwani Sagar Pushpa	PF1820-D32	P
23	Wankhade Prasad Suresh Savita	PF1820-D60	P

16. International Women’s Day Seminar

10/03/2019

NLDIMSR in association with Sarla Blood Bank – Bhakti Vedanta Hospital organised a blood donation camp on 10th of March. Students participated with full enthusiasm and joy. Students were served with snacks and tea.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Singh Payal Anil Sarita	PF1820-D53	P
2	Shah Bhavya Bharat Alpa	PF1820-D49	P
3	Lapasia Palak Vijay Nilam	PM1820-C19	P
4	Ojha Prabhuti B Kinnari	PF1820-D41	P
5	Nair Jayesh Krishnankutty Jayasree	PM1820-C23	P
6	Patil Ruthuja Shivaji Vaishali	PF1820-D44	P
7	Lalwani Sagar Pushpa	PF1820-D32	P
8	Wankhade Prasad Suresh Savita	PF1820-D60	P
9	Singh Payal Anil Sarita	PF1820-D53	P
10	Grover Ishita Rajni	PF1820-D22	P
11	Singh Sneha Manoj Anju	PH1820-E16	P
12	Chandani Shilpa Usha Chandani	PM1820-C04	P
13	Jaiswal Sakshi Sanjay Kshma	PF1820-D27	P
14	Agarwal Kajal Babita	PF1820-D02	P
15	Shah Harsh Rashmin Neeta	PF1820-D50	P
16	Khaitan Megha Chandraprakash Madhuri	PM1820-C14	P
17	Naik Runali Ravi Ravina	PF1820-D40	P
18	Grover Ishita Rajni	PF1820-D22	P
19	Agarwal Kajal Babita	PF1820-D02	P
20	Shah Harsh Rashmin Neeta	PF1820-D50	P

Extension Activity Report 2019-20

1. Rural Immersion Programme at Kondgaon

16/07/2019

To sensitize the students towards rural life and the hardships faced by the villagers, Team MSR conducted Rural Immersion Programme for PGDM 1st Year students. The students learned the agricultural practices and gave a helping hand to the farmers.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Bochia Jinita Akshay Sejal	PF1921-D60	P
2	Bashani Mohit Mahesh Bhanu	PM1921-C22	P
3	Deshmukh Prasanna Ashok Sunita	PF1921-D22	P
4	Fernandes Natasha Octaviano Catarina	PF1921-D30	P
5	Chitalia Deep Kamlesh Sheela	PF1921-D26	P
6	Duraphe Mitesh Shamkant Yogini	PH1921-E07	P
7	Agrawal Ayushi Vinod Kumkum	PH1921-E15	P
8	Singh Supriya Shivnarayan Meena	PF1921-D10	P
9	Jha Prajakta Anil Meena	PH1921-E04	P
10	Rita Riya Jayanti Kastur	PF1921-D43	P
11	Diksha Natarajan Valsala	PF1921-D03	P
12	Khetani Alyeen Sadruddin Gultaz	PF1921-D14	P

2. Seminar on Local Government & Rural Development

23/07/2019

To educate the students about the contribution, planning and execution of local government for the rural development and in process enhancing the living standards of villagers, MSR Committee conducted a seminar for creating awareness for the same.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Rampelli Vyas Janardhan Anuja	PM1921-C14	P
2	Bastian Simona Christopher Angelina	PM1921-C13	P
3	Borkar Shefali Vishvesh Durga	PM1921-C21	P
4	Pandya Jigneshkumar Niranjanbhai Renukaben	PM1921-C38	P
5	J Kishan Jagadish Kumar Chanchal	PM1921-C44	P
6	Kamley Tushar Dilip Manjusha	PM1921-C46	P
7	Fancywala Salim Akbarali Zainab	PF1921-D33	P
8	Chandekar Sharon Charles Ashalata	PF1921-D44	P
9	Bompilwar Sayli Vilasrao Sujata	PF1921-D15	P
10	Jatkar Kedar Nitin Pradnya	PM1921-C10	P
11	Parekh Devki Devendra Meena	PF1921-D19	P
12	Daginawala Burhanuddin Mustafa Nafisa	PF1921-D59	P
13	Chitalia Deep Kamlesh Sheela	PF1921-D26	P
14	Mundhe Pranjali Yuvraj Sunita	PH1921-E20	P
15	Gajwani Varsha Deepak Vinita	PF1921-D49	P
16	Sequeira Lenryl Robert Valerina	PM1921-C09	P
17	Kukadapwar Nakul Girish Mamta	PM1921-C04	P
18	Dagli Darshan Rajesh Kiran	PF1921-D56	P
19	Lalwani Raunak Jagdish Amrita	PF1921-D31	P
20	Kedia Ankita Deepak Asha	PH1921-E11	P
21	Chitalia Deep Kamlesh Sheela	PF1921-D26	P
22	Duraphe Mitesh Shamkant Yogini	PH1921-E07	P
23	Agrawal Ayushi Vinod Kumkum	PH1921-E15	P
24	Singh Supriya Shivnarayan Meena	PF1921-D10	P
25	Jha Prajakta Anil Meena	PH1921-E04	P
26	Rita Riya Jayanti Kastur	PF1921-D43	P
27	Chitalia Deep Kamlesh Sheela	PF1921-D26	P
28	Sarode Charudatta Divakar Sulochana	PF1921-D69	P
29	Daginawala Burhanuddin Mustafa Nafisa	PF1921-D59	P
30	Pawar Tanvi Shrikant Shruti	PF1921-D47	P
31	Inarkar Sampada Suresh Snehal	PM1921-C35	P
32	Bhardwaj Aaditya Amrendra Nisha Devi	PM1921-C24	P
33	Deshmukh Prasanna Ashok Sunita	PF1921-D22	P
34	Fernandes Natasha Octaviano Catarina	PF1921-D30	P
35	Chitalia Deep Kamlesh Sheela	PF1921-D26	P
36	Duraphe Mitesh Shamkant Yogini	PH1921-E07	P
37	Deshmukh Prasanna Ashok Sunita	PF1921-D22	P

3. Menstrual Hygiene & Healthcare Awareness Seminar at Shanti Ratan Vidya Mandir 25/07/2019

Team MSR with the help of Indian Development Foundation conducted a Menstrual Awareness seminar for 300 girl students & parents of Kondgaon on 25th of September 2019 under Hygiene & Healthcare Vertical. The seminar on menstrual hygiene included videos and pictorial presentation, explaining concepts of reproductive system, menstrual cycle, and importance of sanitary napkins to the participants. Female students of class VI to XII attended the seminar.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Bompilwar Sayli Vilasrao Sujata	PF1921-D15	P
2	Sanghavi Urvi Ajay Meenakshi	PM1921-C40	P
3	Naik Saloni Santosh Poonam	PM1921-C02	P
4	Jajoo Vatssala Damodar Sangeeta	PF1921-D48	P
5	Desai Karishma Dharmin Bhavisha	PM1921-C32	P
6	Rita Riya Jayanti Kastur	PF1921-D43	P
7	Gajwani Varsha Deepak Vinita	PF1921-D49	P
8	Kadam Jueeli Anand Vaishali	PF1921-D54	P
9	Solanki Meghavi Parag Yogini	PH1921-E01	P
10	Singh Supriya Shivnarayan Meena	PF1921-D10	P
11	Murzello Clovette Clyde Lynette	PH1921-E03	P

4. Donation Drive for Flood Affected Areas

16/08/2019

Team MSR conducted donation drive for the flood-affected areas of Kolhapur and Sangli District in collaboration with the renowned NGO, Goonj. All the items that were required on an urgent basis by the people suffering, such as toiletries, sanitary napkins, medicines, food items, footwear, clothes, etc were collected. A total of 163 boxes were packed and dispatched to GOONJ which was working in those areas.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Pillai Smrithi Nanda Kumar Geeta	PM1921-C42	P
2	Bhat Anmol Mahesh Sharmila	PF1921-D25	P
3	Mehta Kanchi Atul Sonal	PM1921-C27	P
4	Sanghavi Urvi Ajay Meenakshi	PM1921-C40	P
5	Khetani Alyeen Sadruddin Gultaz	PF1921-D14	P
6	Sarode Charudatta Divakar Sulochana	PF1921-D69	P
7	Daginawala Burhanuddin Mustafa Nafisa	PF1921-D59	P
8	Pawar Tanvi Shrikant Shruti	PF1921-D47	P
9	Inarkar Sampada Suresh Snehal	PM1921-C35	P
10	Bhardwaj Aaditya Amrendra Nisha Devi	PM1921-C24	P
11	Hasyagar Shreya Shrikant Veena	PF1921-D40	P
12	Gaud Jatin Jack Sunita	PM1921-C03	P
13	Seth Shivam Sanjay Anjali	PM1921-C16	P

5. Each One – Teach One Campaign

25/08/2019

Each One Teach One is an African-American Proverb. Education is an important part of the human growth, without which it becomes quite difficult for a human to grow and flourish.

The concept of each one, teach one was founded upon the necessity of the education and unity as fundamental principles for survival. As we all know education is very important in the life of a human and acts as building blocks of his life. It would not be wrong to say that education is the determining factor between success and failure of an individual. The development of an individual is closely related to his proper education such as moral training, behavior, knowledge of self and kind, and understanding the world in general. Education is something that everyone needs and its importance is demonstrated in our daily lives in the form of decisions that we make in our lives. Proper education i.e. knowledge of things around us, some basic facts, truths, and surroundings, will lead to sound life decisions that would make our life cherishable.

Keeping up with the above concept, Team MSR students volunteered to work in collaboration with **Robin Hood Army and We Change**, every Sunday, by teaching poor children in an effort to bring about a change on starting from 25th of August 2019 onwards. Students also arranged lunch for the kids.



PGDM Students of NLDIMSR helping the Slum Kids with lessons



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Shukla Palash Shailesh Shobha	PF1921-D63	P
2	Kamat Apurva Arun Medha	PM1921-C25	P
3	Parekh Devki Devendra Meena	PF1921-D19	P
4	Khotalekar Ajinkya Prakash Ragini	PF1921-D51	P
5	Borkar Shefali Vishvesh Durga	PM1921-C21	P
6	Mundhe Pranjal Yuvraj Sunita	PH1921-E20	P
7	Rita Riya Jayanti Kastur	PF1921-D43	P
8	Rode Adwait Chandrakant Shraddha	PF1921-D65	P
9	Lapasiya Manasi Rajesh Alpa	PF1921-D53	P
10	Sequeira Lenryl Robert Valerina	PM1921-C09	P
11	Solanki Meghavi Parag Yogini	PH1921-E01	P
12	Jain Shrenik Sharad Ashu	PF1921-D50	P
13	Natu Radhika Ravindra Supriya	PH1921-E10	P
14	Bastian Simona Christopher Angelina	PM1921-C13	P



6. Distribution of Food to Slum Children of Mira Bhayander Area

28/08/2019

Students of Team MSR collected leftovers from the restaurants and distributed food to Slum Children of Mira Bhayander Area



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Seth Shivam Sanjay Anjali	PM1921-C16	P
2	Naik Saloni Santosh Poonam	PM1921-C02	P
3	Salunkhe Bhagwan Giridhar Rajani	PM1921-C36	P
4	Katkar Aniruddha Vijay Vidula	PM1921-C18	P
5	Fernandes Natasha Octaviano Catarina	PF1921-D30	P
6	Singh Shikha Brijbhushan Lalti	PH1921-E09	P
7	Kyal Riya Deepak Nisha	PF1921-D02	P
8	Tibrewal Kaushal Sanjeev Mamta	PM1921-C34	P
9	Advani Devesh Kailash Sushma	PF1921-D70	P
10	Sidana Shikha Jaipal Praveen	PM1921-C06	P
11	Bajaj Ankit Amar Kirti	PF1921-D64	P
12	Jajoo Vatssala Damodar Sangeeta	PF1921-D48	P
13	Agrawal Ayushi Vinod Kumkum	PH1921-E15	P
14	Khandheria Kashish Chetan Nima	PF1921-D42	P
15	Roy Arpita Jyotiprakash Mithu	PF1921-D38	P
16	Lalwani Raunak Jagdish Amrita	PF1921-D31	P
17	Mathur Aman Pramendra Leela	PF1921-D52	P
18	Singh Digvijay Awadh Pratap Shalineer	PF1921-D07	P
19	Rita Riya Jayanti Kastur	PF1921-D43	P
20	Rajwani Karishma Raju Shweta	PM1921-C31	P

7. LetstalkPeriods - Menstrual Health Awareness Campaign

08/09/2019

Team MSR initiated a social media campaign on Facebook, Instagram and LinkedIn to raise awareness about menstrual hygiene with active participation from Professors and Students



<https://www.instagram.com/p/B21i7pCHT4P/>

<https://www.facebook.com/MSR.nldimsr/photos/pcb.2421421021282902/2421420764616261/>

List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Desai Karishma Dharmin Bhavisha	PM1921-C32	P
2	Pillai Smrithi Nanda Kumar Geeta	PM1921-C42	P
3	Jha Prajakta Anil Meena	PH1921-E04	P
4	Murawala Ritika Ashok Jaya	PM1921-C41	P
5	Newar Aashika Anand Amita	PH1921-E19	P
6	Rode Adwait Chandrakant Shraddha	PF1921-D65	P
7	Agrawal Ayushi Vinod Kumkum	PH1921-E15	P
8	Deshmukh Prasanna Ashok Sunita	PF1921-D22	P
9	Lapasiya Manasi Rajesh Alpa	PF1921-D53	P
10	Jangid Monica Dineshkumar Mayadevi	PF1921-D23	P

8. Medical Camp at Kondgaon Village in association with Dr. M. L. Dhawale Memorial Trust Hospital **27/09/2019**

A Free Medical Camp can be considered as a life-saving program that aims to provide free medical services for the people deprived of basic facilities. Free medical camps are set up with a sacred aim to bring awareness amongst the deprived population of the country who have no access to basic healthcare services or knowledge about the diseases they are suffering from.

MSR Team organized a medical camp in association with Dr. M. L. Dhawale Memorial Trust Hospital along with the students of the medical college on 27th of September 2019. Approximately 150 villagers were examined and given free medicines.

The villagers were treated for general diseases like fever, cold & cough, malnutrition, vitamin deficiency etc.

15 Malaysian medical interns at Dhawale Memorial Trust hospital too joined and heled us at the Medical Camp

Over 150 villagers were examined and given free medicines. Villagers were also provided with Biscuits and Bananas post check-up.



Doctors treating and advising the villagers



Doctors, Medical Students & NLDIMSR PGDM Students

List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nair Arjun Nandkumar Rekha	PM1921-C17	P
2	Kataria Sahil Hareesh Poonam	PF1921-D32	P
3	Duraphe Mitesh Shamkant Yogini	PH1921-E07	P
4	Patel Visha Vipul Binita	PF1921-D57	P
5	Jain Yashvi Amit Setu	PF1921-D39	P
6	Sidana Shikha Jaipal Praveen	PM1921-C06	P
7	Singh Shikha Brijbhushan Lalti	PH1921-E09	P
8	Rode Adwait Chandrakant Shraddha	PF1921-D65	P
9	Murawala Ritika Ashok Jaya	PM1921-C41	P
10	Desai Karishma Dharmin Bhavisha	PM1921-C32	P
11	Khandheria Kashish Chetan Nima	PF1921-D42	P
12	Edake Palvi Lalitkumar Asawari	PH1921-E14	P
13	Kumbhare Trishank Vijay Anita	PM1921-C33	P
14	Roy Arpita Jyotiprakash Mithu	PF1921-D38	P
15	Patel Aarti Sardar Brajendra Neelam	PF1921-D28	P
16	Singh Supriya Shivrinarayan Meena	PF1921-D10	P
17	Godambe Ritesh Sunil Samidha	PF1921-D24	P
18	Newar Aashika Anand Amita	PH1921-E19	P
19	Nema Ananya Mragank Surekha	PF1921-D27	P
20	Bugde Vrushali Suresh Prabha	PM1921-C29	P
21	Menon Rahul Rajshekar Lalitha	PF1921-D61	P



9. Jalsa – Fund Raising Garba Event

01/10/2019

MSR Team organized 'Jalsa', the **annual fundraiser Garba event** in the college campus. Participation of 300 students and Rs. 33,090/- was raised.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Nair Arjun Nandkumar Rekha	PM1921-C17	P
2	Murzello Clovette Clyde Lynette	PH1921-E03	P
3	Khotalekar Ajinkya Prakash Ragini	PF1921-D51	P
4	Jangid Monica Dineshkumar Mayadevi	PF1921-D23	P
5	Mundhe Pranjal Yuvraj Sunita	PH1921-E20	P
6	Sequeira Lenryl Robert Valerina	PM1921-C09	P
7	Chitalia Deep Kamlesh Sheela	PF1921-D26	P
8	Modi Bhavya Bharat Pragnya	PM1921-C39	P
9	Mate Pranjali Satish Anita	PM1921-C19	P
10	Patwal Akash Anand Chandra	PM1921-C20	P
11	Dasadia Rushil Manish Dolly	PF1921-D72	P
12	Kadam Jueeli Anand Vaishali	PF1921-D54	P
13	Rita Riya Jayanti Kastur	PF1921-D43	P
14	Roy Arpita Jyotiprakash Mithu	PF1921-D38	P
15	Nema Ananya Mragank Surekha	PF1921-D27	P
16	More Pratish Prakash Pradnya	PM1921-C43	P
17	Arjun Gaurav Jashada Nandan Meera Dasgupta	PF1921-D35	P
18	Sawant Grishma Parag Vidhya	PF1921-D66	P
19	Chordia Harsh Yashwant Pushpa	PM1921-C45	P
20	Daginawala Burhanuddin Mustafa Nafisa	PF1921-D59	P
21	Hasyagar Shreya Shrikant Veena	PF1921-D40	P
22	Thakkar Resham Piyush Heena	PH1921-E08	P
23	Pandya Jigneshkumar Niranjanbhai Renukaben	PM1921-C38	P
24	Tiwari Sakshi Sanjay Manisha	PH1921-E13	P
25	Godambe Ritesh Sunil Samidha	PF1921-D24	P
26	Katkar Aniruddha Vijay Vidula	PM1921-C18	P
27	Gajwani Varsha Deepak Vinita	PF1921-D49	P
28	Vadia Pooja Hemant Ami	PM1921-C23	P
29	Kyal Riya Deepak Nisha	PF1921-D02	P
30	Advani Devesh Kailash Sushma	PF1921-D70	P
31	Shukla Palash Shailesh Shobha	PF1921-D63	P
32	Rampelli Vyas Janardhan Anuja	PM1921-C14	P
33	Naik Saloni Santosh Poonam	PM1921-C02	P
34	Kale Ambika Govind Surekha	PF1921-D58	P
35	Jatkar Kedar Nitin Pradnya	PM1921-C10	P
36	Chakravorty Aakash Trideep Neeta	PF1921-D67	P
37	Taware Shrutika Somnath Sanjeevani	PH1921-E18	P
38	Lapasiya Manasi Rajesh Alpa	PF1921-D53	P
39	Fancywala Salim Akbarali Zainab	PF1921-D33	P
40	Shetty Vaishnavi Haridas Naina	PM1921-C01	P
41	Edake Palvi Lalitkumar Asawari	PH1921-E14	P



10. Diwali Awareness Camp for School Students

08/10/2019

MSR Team conducted an awareness Campaign for the students of N. L. Dalmia High School about the ill-effects of fireworks in Diwali



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Dagli Darshan Rajesh Kiran	PF1921-D56	P
2	Tiwari Sakshi Sanjay Manisha	PH1921-E13	P
3	Sawant Grishma Parag Vidhya	PF1921-D66	P
4	Chordia Harsh Yashwant Pushpa	PM1921-C45	P
5	Gaud Jatin Jack Sunita	PM1921-C03	P
6	Roy Arpita Jyotiprakash Mithu	PF1921-D38	P
7	J Kishan Jagadish Kumar Chanchal	PM1921-C44	P
8	Gharat Hardika Shailesh Sarika	PF1921-D20	P
9	Naik Saloni Santosh Poonam	PM1921-C02	P
10	Arjun Gaurav Jashada Nandan Meera Dasgupta	PF1921-D35	P
11	Patil Akshay Vikas Ulka	PM1921-C15	P
12	Bastian Simona Christopher Angelina	PM1921-C13	P
13	Chheda Jinesh Jayesh Heena	PF1921-D41	P

11. Roti Donation Drive

14/11/2019

MSR Committee members celebrated this Children's Day in their own special way by taking a step towards eliminating hunger. Roti Donation Drive was organized on 14th November in collaboration with Roti Bank

Over 4000 Rotis were collected from students, faculty & staff of N. L. Dalmia High School & N. L. Dalmia Management Studies & Research to feed 700 people. Ample amount Sabzi was made accordingly by the Roti Bank

MSR volunteers accompanied the Roti Bank in distribution of the same in Mira Road, Bhayander and Borivli.



List of Students Participated



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

Sr. No	Student Name	Roll No	P/A
1	Patwal Akash Anand Chandra	PM1921-C20	P
2	Khetani Alyeen Sadruddin Gultaz	PF1921-D14	P
3	Rampelli Vyas Janardhan Anuja	PM1921-C14	P
4	Pillai Smrithi Nanda Kumar Geeta	PM1921-C42	P
5	Pandya Jigneshkumar Niranjambhai Renukaben	PM1921-C38	P
6	Advani Devesh Kailash Sushma	PF1921-D70	P
7	Seth Shivam Sanjay Anjali	PM1921-C16	P
8	Jain Shrenik Sharad Ashu	PF1921-D50	P
9	Rode Adwait Chandrakant Shraddha	PF1921-D65	P
10	Hasyagar Shreya Shrikant Veena	PF1921-D40	P
11	Hajare Rhea Anand Semira	PH1921-E12	P

12. Donation Drive in association with KKPS for villagers of Kondgaon-Vilshet 23/11/2019

Team MSR conducted an excellent donation distribution drive in association with KKPS (Kotputli Khshetra Pravasi Sangh) on 23rd November, 2019 at Kondgaon-Vilshet village. The donation included grocery items:

- 150 packets of 5 kg each of Aata
- 200 packets of 1 kg each of Oil
- 200 packets of 1 kg each of Salt
- 200 packets of 1 kg each of Sugar
- 200 packets of 1 kg each of Toor Dal
- Biscuit packets to more than 400 kids





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Bajaj Ankit Amar Kirti	PF1921-D64	P
2	Jain Yashvi Amit Setu	PF1921-D39	P
3	Khetani Alyeen Sadruddin Gultaz	PF1921-D14	P
4	Kadam Omkar Milind Shruti	PF1921-D11	P
5	Kukadapwar Nakul Girish Mamta	PM1921-C04	P
6	Sarode Charudatta Divakar Sulochana	PF1921-D69	P
7	Vasudeva Ishita Sunil Kiran	PH1921-E06	P
8	Modi Bhavya Bharat Pragnya	PM1921-C39	P
9	Seth Shivam Sanjay Anjali	PM1921-C16	P
10	Patel Aarti Sardar Brajendra Neelam	PF1921-D28	P
11	Ajmera Alesh Vijay Bhavna	PF1921-D71	P
12	Bashani Mohit Mahesh Bhanu	PM1921-C22	P
13	Jangid Monica Dineshkumar Mayadevi	PF1921-D23	P
14	Shukla Palash Shailesh Shobha	PF1921-D63	P
15	Pawar Tanvi Shrikant Shruti	PF1921-D47	P
16	Deshmukh Prasanna Ashok Sunita	PF1921-D22	P
17	Lalwani Raunak Jagdish Amrita	PF1921-D31	P
18	Chordia Harsh Yashwant Pushpa	PM1921-C45	P
19	Khotalekar Ajinkya Prakash Ragini	PF1921-D51	P
20	Sidana Shikha Jaipal Praveen	PM1921-C06	P
21	Natu Radhika Ravindra Supriya	PH1921-E10	P



13. Distribution of Footwear to Students of Punjarpada ZP School

25/11/2019

To fulfil the need of slippers for the children of Punjarpada ZP School, MSR committee members in association with the funds provided by Kotputli Kshetriya Pravashi Sangh Trust, organised Footwear distribution camp.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Dasadia Rushil Manish Dolly	PF1921-D72	P
2	Tibrewal Kaushal Sanjeev Mamta	PM1921-C34	P
3	Salunkhe Bhagwan Giridhar Rajani	PM1921-C36	P
4	Chitalia Deep Kamlesh Sheela	PF1921-D26	P
5	Kataria Sahil Haresh Poonam	PF1921-D32	P
6	Shetty Vaishnavi Haridas Naina	PM1921-C01	P
7	Pillai Smrithi Nanda Kumar Geeta	PM1921-C42	P
8	Patwal Akash Anand Chandra	PM1921-C20	P
9	Pawar Tanvi Shrikant Shruti	PF1921-D47	P
10	Shukla Palash Shailesh Shobha	PF1921-D63	P
11	Rampelli Vyas Janardhan Anuja	PM1921-C14	P
12	Mehta Kanchi Atul Sonal	PM1921-C27	P
13	Mundada Koutuk Ashok Archana	PF1921-D01	P
14	Vadia Pooja Hemant Ami	PM1921-C23	P

14. Distribution of Sanitary Napkin at Kondgaon

28/11/2019

Team MSR distributed Sanitary Napkins to girls of Shanti Ratan Vidya Mandir for safe menstruation. The sanitary napkins were procured from the Indian Development Foundation (IDF0) under the ongoing "Project Dignity" between IDF and MSR



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Natu Radhika Ravindra Supriya	PH1921-E10	P
2	Waigaonkar Snehal Ajay M. Savita A.	PM1921-C12	P
3	Vasudeva Ishita Sunil Kiran	PH1921-E06	P
4	Duraphe Mitesh Shamkant Yogini	PH1921-E07	P
5	Thakur Devika Girish Vinita	PM1921-C11	P
6	Sarode Charudatta Divakar Sulochana	PF1921-D69	P
7	Godambe Ritesh Sunil Samidha	PF1921-D24	P
8	Patil Ankita Kishor Jyotsna	PF1921-D12	P
9	Mathur Aman Pramendra Leela	PF1921-D52	P
10	Kukadapwar Nakul Girish Mamta	PM1921-C04	P

15. Thanksgiving Lunch for Support Staff

13/01/2020

“Not all of us can do great things, but we can do small things with great love” is a famous quote by Mother Teresa and is a real-life vision of Team MSR. Carrying the same vision and mission in the new year, MSR team made the best efforts to help people and do their best in social work.

Team MSR organized its **Annual Thanksgiving** Lunch for the supporting staff of N. L. Dalmia High School and N. L. Dalmia Institute of Management Studies and Research.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Patel Aarti Sardar Brajendra Neelam	PF1921-D28	P
2	Daginawala Burhanuddin Mustafa Nafisa	PF1921-D59	P
3	Mundada Koutuk Ashok Archana	PF1921-D01	P
4	Shaikh Farhan Mohammed Asif Saeeda	PH1921-E16	P
5	Lapasiya Manasi Rajesh Alpa	PF1921-D53	P
6	J Kishan Jagadish Kumar Chanchal	PM1921-C44	P
7	Natu Radhika Ravindra Supriya	PH1921-E10	P
8	Pawar Tanvi Shrikant Shruti	PF1921-D47	P
9	Seth Shivam Sanjay Anjali	PM1921-C16	P
10	Khotalekar Ajinkya Prakash Ragini	PF1921-D51	P
11	Jangid Monica Dineshkumar Mayadevi	PF1921-D23	P
12	Thakkar Resham Piyush Heena	PH1921-E08	P
13	Pandya Jigneshkumar Niranjanbhai Renukaben	PM1921-C38	P
14	Gaud Jatin Jack Sunita	PM1921-C03	P



16. Distribution of Footwear to Students of Goratpada & Gondpada ZP School 28/01/2020

Team MSR carried forward the fulfilment of providing footwear to Students of Goratpada & Gondpada ZP School. The footwear's were a necessity for these kids as during summer and monsoon it was difficult for them to walk around. Slippers sponsored by MSR were distributed to over 285 children at Kondgaon.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Modi Bhavya Bharat Pragnya	PM1921-C39	P
2	Desai Karishma Dharmin Bhavisha	PM1921-C32	P
3	Sequeira Lenryl Robert Valerina	PM1921-C09	P
4	Roy Arpita Jyotiprakash Mithu	PF1921-D38	P
5	Kadam Jueeli Anand Vaishali	PF1921-D54	P
6	Tiwari Anjana Pravin Meena	PH1921-E17	P
7	Bashani Mohit Mahesh Bhanu	PM1921-C22	P
8	Rampelli Vyas Janardhan Anuja	PM1921-C14	P
9	Jha Prajakta Anil Meena	PH1921-E04	P
10	Shaikh Farhan Mohammed Asif Saeeda	PH1921-E16	P
11	Gajwani Varsha Deepak Vinita	PF1921-D49	P
12	Rita Riya Jayanti Kastur	PF1921-D43	P

17. Distribution of Stationary to Primary Students of Shelkepada School

29/01/2020

Students of NLDIMSR donated stationary to primary students for enhancing their learning abilities. Drawing books, writing pads and colors were distributed to the students to develop their creative skills.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Ajmera Alesh Vijay Bhavna	PF1921-D71	P
2	Lapasiya Manasi Rajesh Alpa	PF1921-D53	P
3	Gajwani Varsha Deepak Vinita	PF1921-D49	P
4	Jajoo Vatssala Damodar Sangeeta	PF1921-D48	P
5	Jain Yashvi Amit Setu	PF1921-D39	P
6	Shaikh Farhan Mohammed Asif Saeeda	PH1921-E16	P
7	Jangid Monica Dineshkumar Mayadevi	PF1921-D23	P
8	Duraphe Mitesh Shamkant Yogini	PH1921-E07	P
9	Pandya Jigneshkumar Niranjanbhai Renukaben	PM1921-C38	P
10	Singh Supriya Shivnarayan Meena	PF1921-D10	P
11	Sanghavi Urvi Ajay Meenakshi	PM1921-C40	P
12	Bochia Jinita Akshay Sejal	PF1921-D60	P
13	Bugde Vrushali Suresh Prabha	PM1921-C29	P
14	Chordia Harsh Yashwant Pushpa	PM1921-C45	P

18. Swachh Bharat Abhiyaan organised at Rawatalpada ZP School

30/01/2020

Team MSR conducted Swachh Bharat Abhiyaan organised at Rawatalpada ZP School. The students of ZP School at Rawatalpada were made aware of the Swachh Bharat Abhiyan and why cleanliness is very important for the surroundings.



List of Students Participated

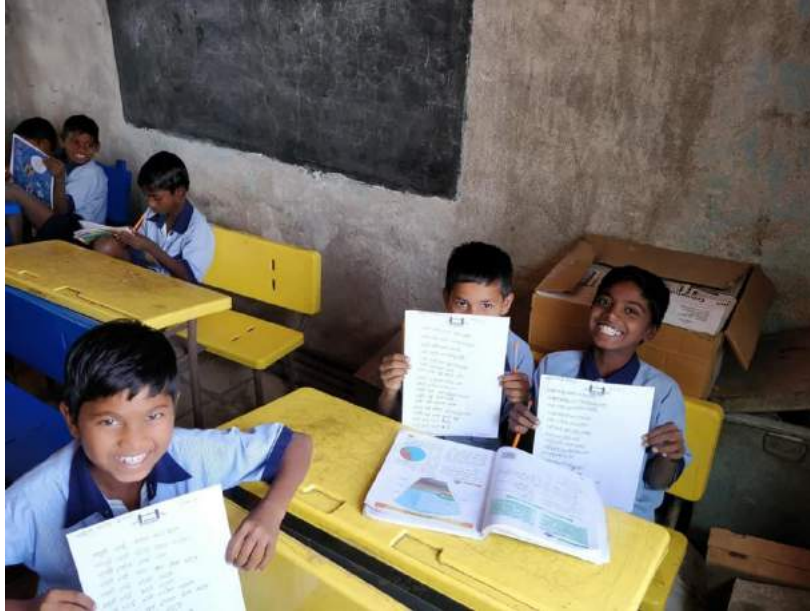
Sr. No	Student Name	Roll No	P/A
1	Nema Ananya Mragank Surekha	PF1921-D27	P
2	Jain Shrenik Sharad Ashu	PF1921-D50	P
3	Jatkar Kedar Nitin Pradnya	PM1921-C10	P
4	Dagli Darshan Rajesh Kiran	PF1921-D56	P
5	Murawala Ritika Ashok Jaya	PM1921-C41	P
6	Kadam Jueeli Anand Vaishali	PF1921-D54	P
7	Bhat Anmol Mahesh Sharmila	PF1921-D25	P
8	Mate Pranjali Satish Anita	PM1921-C19	P
9	Rampelli Vyas Janardhan Anuja	PM1921-C14	P
10	Bugde Vrushali Suresh Prabha	PM1921-C29	P
11	Bompilwar Sayli Vilasrao Sujata	PF1921-D15	P
12	Sawant Grishma Parag Vidhya	PF1921-D66	P
13	Waigaonkar Snehal Ajay M. Savita A.	PM1921-C12	P
14	Thakur Devika Girish Vinita	PM1921-C11	P

19. Essay Writing & Drawing Competition organised at Punjarpada ZP School

31/01/2020



Team MSR organised an Essay Writing & Drawing Competition organised at Punjarpada ZP School for students from Std I to Std V. Group of 10 students each were sent to 6 Zilla Parishadschools to conduct Essay Writing and Drawing Competition for students from Class I to Class VIII. Crayons and Papers were distributed for the same. Gifts were distributed to Top 3 winners in each of the Zilla Parishad Schools.



List of Students Participated



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Sr. No	Student Name	Roll No	P/A
1	Rode Adwait Chandrakant Shraddha	PF1921-D65	P
2	Hasyagar Shreya Shrikant Veena	PF1921-D40	P
3	Daginawala Burhanuddin Mustafa Nafisa	PF1921-D59	P
4	Godambe Ritesh Sunil Samidha	PF1921-D24	P
5	Solanki Meghavi Parag Yogini	PH1921-E01	P
6	Khandheria Kashish Chetan Nima	PF1921-D42	P
7	Pillai Smrithi Nanda Kumar Geeta	PM1921-C42	P
8	Duraphe Mitesh Shamkant Yogini	PH1921-E07	P
9	Chandekar Sharon Charles Ashalata	PF1921-D44	P
10	Borkar Shefali Vishvesh Durga	PM1921-C21	P

20. Career Guidance Seminar for 10th & 12th std students at Kondgaon

02/01/2020

Team MSR conducted Career Guidance Seminar for 10th & 12th std students of Shanti Ratan Vidya Mandir School, at Kondgaon. The seminar was the basic requirement of the students to develop their career in future. Under 'Project Sarathi' by Team MSR, a career survey was conducted for Class IX and X students through a one on one session with each of them by our students to understand the future plans of the students. A survey is conducted to know the aspirations of these students and to guide them accordingly.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Borkar Shefali Vishvesh Durga	PM1921-C21	P
2	Bashani Mohit Mahesh Bhanu	PM1921-C22	P
3	Mohite Shubham Prakash Prachi	PF1921-D13	P
4	Khetani Alyeen Sadruddin Gultaz	PF1921-D14	P
5	Dagli Darshan Rajesh Kiran	PF1921-D56	P
6	Waigaonkar Snehal Ajay M. Savita A.	PM1921-C12	P
7	Singh Shikha Brijbhushan Lalti	PH1921-E09	P
8	Godambe Ritesh Sunil Samidha	PF1921-D24	P
9	Pillai Smrithi Nanda Kumar Geeta	PM1921-C42	P
10	Fernandes Natasha Octaviano Catarina	PF1921-D30	P
11	Kadam Omkar Milind Shruti	PF1921-D11	P
12	Patel Aarti Sardar Brajendra Neelam	PF1921-D28	P

21. Each one Teach One Campaign at Gaothan ZP School

03/02/2020

To Provide Value Based Quality Education with A Global Outlook and Social Conscience. The sentence reflects the mission of N.L. Dalmia Institute of Management Studies and Research. MSR Committee has dedicated all its efforts to inculcate the feeling of social conscience among the students. To implement the mission of the institute, the students of NLDIMSR initiated a campaign to teach students of primary section and solve their doubts.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Fancywala Salim Akbarali Zainab	PF1921-D33	P
2	Raul Tejas Sanjay Seema	PM1921-C26	P
3	Kamley Tushar Dilip Manjusha	PM1921-C46	P
4	Katkar Aniruddha Vijay Vidula	PM1921-C18	P
5	Rajwani Karishma Raju Shweta	PM1921-C31	P
6	Kumawat Akanksha Hanuman Prasad Gayatri	PH1921-E02	P
7	Pandya Jigneshkumar Niranjanbhai Renukaben	PM1921-C38	P
8	Rita Riya Jayanti Kastur	PF1921-D43	P
9	Mehta Kanchi Atul Sonal	PM1921-C27	P
10	Nair Abhishek Haridasan Rajeshwari	PF1921-D46	P
11	Diksha Natarajan Valsala	PF1921-D03	P
12	Devjani Anish Ashok Sneha	PF1921-D29	P
13	Jain Shrenik Sharad Ashu	PF1921-D50	P
14	Thakkar Resham Piyush Heena	PH1921-E08	P
15	Fernandes Natasha Octaviano Catarina	PF1921-D30	P
16	Sequeira Lenryl Robert Valerina	PM1921-C09	P
17	Parekh Devki Devendra Meena	PF1921-D19	P
18	Inarkar Sampada Suresh Snehal	PM1921-C35	P
19	Chakravorty Aakash Trideep Neeta	PF1921-D67	P
20	Solanki Meghavi Parag Yogini	PH1921-E01	P

22. Kondgaon Utsav

07/02/2020

N.L. Dalmia Institute of Management Studies & Research provides the students with holistic development and managerial skills. To keep this practice going, Team MSR conducts ‘Kondgaon Utsav’ wherein the villagers of Kondgaon are provided with an opportunity to sell their well-grown and organic vegetables, warli painting products in the NLDIMSR Campus. This event is 100% student driven event involving, planning, decision-making, executing and reporting.

The third edition of ‘Kondgaon Utsav’, an event, wherein the villagers from Kondgaon came to the campus to sell the organic vegetables grown on their farms was organised, Warli painted handicrafts and live pottery products with live demonstrations on 7th of February 2020.



Kondgaon Villagers selling Vegetables at NLDIMSR Campus





Warli Painting Products Displayed



Live Pottery Demonstration

List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Bochia Jinita Akshay Sejal	PF1921-D60	P
2	Bhat Anmol Mahesh Sharmila	PF1921-D25	P
3	Gharat Hardika Shailesh Sarika	PF1921-D20	P
4	Khetani Alyeen Sadruddin Gultaz	PF1921-D14	P
5	Sanghavi Urvi Ajay Meenakshi	PM1921-C40	P
6	Rampelli Vyas Janardhan Anuja	PM1921-C14	P
7	Kadam Omkar Milind Shruti	PF1921-D11	P
8	Nair Abhishek Haridasan Rajeshwari	PF1921-D46	P
9	Rajwani Karishma Raju Shweta	PM1921-C31	P
10	Lapasiya Manasi Rajesh Alpa	PF1921-D53	P
11	Patwal Akash Anand Chandra	PM1921-C20	P
12	Shaikh Farhan Mohammed Asif Saeeda	PH1921-E16	P
13	Piralkar Mrinal Rajesh Nirmala	PF1921-D36	P
14	Naik Saloni Santosh Poonam	PM1921-C02	P
15	Jain Hardik Arvind Sangeeta	PF1921-D68	P
16	Hasyagar Shreya Shrikant Veena	PF1921-D40	P
17	Arjun Gaurav Jashada Nandan Meera Dasgupta	PF1921-D35	P
18	Daginawala Burhanuddin Mustafa Nafisa	PF1921-D59	P
19	Rita Riya Jayanti Kastur	PF1921-D43	P
20	Kadam Jueeli Anand Vaishali	PF1921-D54	P
21	Rode Adwait Chandrakant Shraddha	PF1921-D65	P
22	Tiwari Sakshi Sanjay Manisha	PH1921-E13	P
23	Newar Aashika Anand Amita	PH1921-E19	P
24	Jha Prajakta Anil Meena	PH1921-E04	P



23. Skill Development Seminar for Kondgaon Village Ladies

17/02/2020

Students of MSR Committee organized a sewing workshop of 2 hours in collaboration with Koyande's Institute of Fashion Studies, New Mumbai for the ladies of Kondgaon village. Also as part of Sankrant, a Haldi Kumkum Programme was conducted for all the women of Kondgaon at the community hall. It was attended by over 100 women.





List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Khandheria Kashish Chetan Nima	PF1921-D42	P
2	Naik Saloni Santosh Poonam	PM1921-C02	P
3	More Pratish Prakash Pradnya	PM1921-C43	P
4	Lalwani Raunak Jagdish Amrita	PF1921-D31	P
5	Inarkar Sampada Suresh Snehal	PM1921-C35	P
6	Kukadapwar Nakul Girish Mamta	PM1921-C04	P
7	Sawant Grishma Parag Vidhya	PF1921-D66	P
8	Chakravorty Aakash Trideep Neeta	PF1921-D67	P
9	Kadam Jueeli Anand Vaishali	PF1921-D54	P
10	Modi Bhavya Bharat Pragnya	PM1921-C39	P
11	Piralkar Mrinal Rajesh Nirmala	PF1921-D36	P
12	Diksha Natarajan Valsala	PF1921-D03	P
13	Mundada Koutuk Ashok Archana	PF1921-D01	P
14	Hajare Rhea Anand Semira	PH1921-E12	P

24. International Women's Day Celebration

08/03/2020

Workshop sessions were conducted for the students of PGDM on the International Women's Day. Ms. Ruchika Gupta, Founder, Travel Dosti, Ms. Shweta Tiwari, Brand Director, McCann World Group, Dr. Narayan Iyer, CEO & National Coordinator, Indian Development Foundation (IDF) and Mr. Chandranshu Mathur enlightened the audience with their inspirational journey and motivated the students. Also as a memento all lady members were gifted with a Tulsi plant after explaining the significance of the sacred plant.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Rajwani Karishma Raju Shweta	PM1921-C31	P
2	Kale Ambika Govind Surekha	PF1921-D58	P
3	Inarkar Sampada Suresh Snehal	PM1921-C35	P
4	Piralkar Mrinal Rajesh Nirmala	PF1921-D36	P
5	Tiwari Anjana Pravin Meena	PH1921-E17	P
6	Fancywala Salim Akbarali Zainab	PF1921-D33	P
7	More Pratish Prakash Pradnya	PM1921-C43	P
8	Kumawat Akanksha Hanuman Prasad Gayatri	PH1921-E02	P
9	Mehta Aanal Dharmesh Darshana	PH1921-E05	P
10	Hasyagar Shreya Shrikant Veena	PF1921-D40	P
11	Rampelli Vyas Janardhan Anuja	PM1921-C14	P
12	Pandya Jigneshkumar Niranjanbhai Renukaben	PM1921-C38	P
13	Bajaj Ankit Amar Kirti	PF1921-D64	P
14	Chatterjee Anjan Soumen Banani	PF1921-D16	P
15	Parekh Devki Devendra Meena	PF1921-D19	P

Extension Activity for the Academic Year 2020-21

1. Distribution of Sanitary Napkins to Shanti Ratan Vidya Mandir Girl Students 18/02/2021

A kind gesture can reach a wound that only compassion can heal. With a motive distribute sanitary napkins, Team MSR visited Kondgaon village on the 18th of February 2021.

Sanitary napkins were distributed to around 350 girls in the village. The napkins were donated by NLDIMSR alumni Mr. Shubham Garg and Ms. Sneha Singh. As the distribution happened during lockdown hence not more than 10 students participated in the activity.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Mishra Nidhi	PM2022-3035	P
2	Jadhav Prajakta	PM2022-4036	P
3	Shelar Deepti	PM2022-3031	P
4	Bhandari Mansi	PM2022-4008	P
5	Ajmani Jhanvi	PH2022-1001	P
6	Jani Arti	PH2022-2012	P
7	Naik Radhika	PH2022-2016	P
8	Nayak Meghashree	PH2022-2021	P
9	Arora Khushboo	PH2022-3003	P
10	Phasate Tanaya	PH2022-3007	P

2. Learning Sessions of Mathematics conducted for Primary Students of Punjarpada 20/02/2021

NLDIMSR students conducted session for mathematics and science as their exams were approaching and students of Punjarpada needed guidance. The students ask about the doubts and later on solved them on board. They also gave practice sums to the students to improve their learning.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Bedi Aakarsh	PF2022-1056	P
2	Soni Arth	PF2022-1060	P
3	Maheshwari Ayush	PF2022-1064	P
4	Kumar Hritik	PF2022-1068	P
5	Munshi Manan	PF2022-1072	P
6	Bhanushali Nirajkumar	PF2022-1076	P
7	Banerjee Prathamesh	PF2022-1084	P
8	Mehta Ronak Bhaven Deepa	PF2022-1088	P
9	Thakurdesai Sarvesh	PF2022-1092	P
10	Nandiwadekar Tanmay	PF2022-1096	P

3. Raddi (Scrap Collection Drive)

30/04/2021

To collect funds with the help of selling scrap, Team MSR started a drive to collect all the scrap material from the institute and contribution made by the students. The funds were utilised to conduct activities in Kondgaon village. As it was covid time, only few students were allowed to visit campus taking all the precautions (double vaccination, masks, sanitizers, safe distance etc).



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Mishra Nidhi	PM2022-3035	P
2	Jadhav Prajakta	PM2022-4036	P
3	Shelar Deepti	PM2022-3031	P
4	Bhandari Mansi	PM2022-4008	P
5	Ajmani Jhanvi	PH2022-1001	P
6	Jani Arti	PH2022-2012	P

4. Covid-19 Donation Drive (Collaborated with United Way)

26/05/2021

Contributions made towards livelihood will help in providing auto/ taxi drivers with safety screens, training on Covid appropriate behaviour and sanitation kits. It will also help in providing women from low income households with occupational tool kits like materials to start a food stall, tailoring unit, at home beauty service, making clay artefacts, cane products, etc.

#unitedwefight



List of Participants

No	Donor Name	Amount
1	Vaishnavi Farkade	200
2	Prasad Gharat	400
3	Nihalee Chalke	2000
4	Prasad Gharat	400
5	Manushi Shah	200
6	Prachi Kashte	200
7	Shreesha Padunnayil	100
8	Shweta Pednekar	500
9	Sunita Mundhe	300



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10	Warad Degwekar	2500	52	Namrata Yadav	200
11	Joel Mendes	1500	53	Shoaib Shaikh	200
13	Warad Degwekar	1000	54	Aniruddha Katkar	300
14	Javed Shaikh	500	55	Yogesh Bhawnani	100
15	Javed Shaikh	500	56	Nikhil Singh	100
16	Javed Shaikh	500	57	Samidha samant	1000
17	Radhika Naik	501	58	Kashish Khandheria	101
18	Radhika Naik	501	59	Ritika Ramane	1000
19	Shweta Pednekar	500	60	Ritika Ramane	1000
20	Gunwant Lambodari	100	61	Abhijeet Kawthalkar	100
21	Prashant Upadhyay	50	62	Prasad Gharat	100
22	Shreyank Rao	500	63	Nikhil Bhati	101
23	Harsh Khandelwal	123	64	Divyam Jakhmola	150
24	Harsh Khandelwal	123	65	Rucha Pathak	300
25	Harsh Khandelwal	123	66	Gautam Hegde	500
26	Pratik Jain	200	67	Amlash Rane	500
27	Gautam Hegde	200	68	Akasy K	100
28	Gautam Hegde	200	69	Vishal Chodankar	100
29	Prasad Phadtare	100	70	Rishi Prabhu	500
30	Ankit Pandey	251	71	Rishi Prabhu	500
31	Shanti Patel	500	72	Natasha Fernandes	1000
32	Shreya Ghosh	100	73	Natasha Fernandes	1000
33	Tejas Parkar	100	74	Shubham Agrawal	100
34	Heena Fatwani	500	75	Vachan Sagar	1000
35	Priyanka Joshi	200	76	Vinita Rohira	100
36	Veda Nerurkar	150	77	Sandeep Prabhakaran	500
37	Veda Nerurkar	150	78	Sandeep Prabhakaran	500
38	Himanshu Kumbhare	200	79	Angika Roy	500
39	Samidha Samant	1000	80	Angika Roy	300
40	Shilpa Apte	100	81	Aditya Agarwal	200
41	Abhijeet Kawthalkar	100	82	Jayan Joshi	200
42	Shilpa Apte	100	83	Shrishti Kedia	500
43	Aakarsh Bedi	50	84	GS RAWAT	5000
44	Kirti Sonawane	100	85	Ankush Chawhan	101
45	Sanjukta Singh	100	86	Tanmay Nandiwadekar	500
46	Akshat Maheshwari	100	87	Shubham Karlewar	500
47	Prathamesh Banerjee	100	88	Adesh Brahme	300
48	Prasad Desai	1000	89	Ronak Ponda	500
49	Gauri Phutane	500	90	Sushree Subhanandini	500
50	Tanvi Phutane	500	91	GAURI CHANDGUDE	250
51	Shoaib Shaikh	200	92	Yesha Jhaveri	500



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93	Raj jere	100	124	Ishita Daruka	300
94	Sarang Giradkar	200	125	Vaishnavi Pednekar	100
95	Raj jere	100	126	Rajkumar Gupta	101
96	Ayaz Qureshi	200	127	Yash Landge	100
97	Ashish Sharma	200	128	Harendra Singh	500
98	Ambika Dubey	100	129	Harendra Singh	500
99	Prathamesh Phutane	1000	130	Natasha Albuquerque	500
100	Aneya Rao	200	131	Rahul Tulsian	500
101	Harshit Shah	100	132	Karan Punjabi	200
102	Mandar Patil	200	133	Shreya Jog	100
103	Aishwarya Dhamane	1000	134	Sushmita Nayak	300
104	Anushree Dash	100	135	Satish Nayak	200
105	Sneha Jadhav	500	136	Deeksha Kotian	100
106	Krishani Gokani	100	137	Sarvesh Thakurdesai	100
107	Onkar Jadhav	100	138	Aghilan Anandhakrishnan	100
108	Preeti Goyal	150	139	Amol Nakashe	100
109	Khyati Shah	200	140	Sruthy Pillai	300
110	Shruti Sharma	100	141	Sruthy Pillai	300
111	Nikhil Patil	50	142	Bhushan Dakhore	400
112	Atharva Lawand	100	143	Nakul Kukadapwar	500
113	Hritik Kumar	300	144	Mehak Khanna	100
114	Abrar Khan	100	145	Sumit Kadam	500
115	Deep Lapsia	100	146	Ankita Patil	500
116	Deep Lapsia	100	147	Hitesh Singh	1000
117	Anirudh Sharma	100	148	Hitesh Singh	1000
118	Khushboo Arora	90	149	Hitesh Singh	1000
119	Khushboo Arora	100	150	Dharti Pujare	500
120	Poornima Nagare	150	151	Hardika Gharat	500
121	Prajakta Jadhav	500	152	Prasad Gharat	700
122	A P	100	153	Tanmay Parulekar	500
123	Vaishnavi Pednekar	100			

Extension Activity Report 2021-22

1. Scrap (Raddi) Collection Drive

16/07/2021

To collect funds with the help of selling scrap, Team MSR started a drive to collect all the scrap material from the institute and contribution made by the students. The funds were utilised to conduct activities in Kondgaon village.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1	Shah Mehek Atul	PF2123-E287	P
2	Meghani Prachi Atul	PF2123-E289	P
3	Jain Anshul Rajesh	PF2123-E290	P
4	Khandelwal Abhinav Sushil	PM2123-E291	P
5	Bhat Sheetal Papoo	PM2123-E292	P
6	Patil Rutuja Sanjay	PM2123-E293	P
7	Singh Priyanshu Satendra	PM2123-E294	P
8	Jain Divyanshi Jitendra	PM2123-E295	P
9	Sant Supriya Vijay	PF2123-E296	P
10	Kandalkar Aishwarya Sanjeev	PF2123-E297	P
11	Jain Rohan Rahul	PF2123-E298	P
12	Mali Anurag	PH2123-E299	P
13	. A.Sreesh N Anbarasan	PF2123-E300	P

2. Distribution of Sanitizers & Mask

14/07/2021

Team MSR distributed Sanitizers and Mask to the villagers of Kondgaon to keep themselves safe during Covid situation. The packs of Sanitizers and Masks were handed over to the Village Sarpanch, who ensured that each villager received the necessary precautionary items and followed the government protocol during the pandemic.

The team aimed to create awareness about the importance of wearing masks and maintaining personal hygiene during the pandemic. The distribution of Sanitizers and Masks was an important step towards ensuring the safety of the villagers during the pandemic.





List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Shah Manushi	PF2022-3019	P
2.	Padunnayil Shreesha	PF2022-4040	P
3.	Chalke Nihalee	PF2022-1021	P
4.	Bhushan Dakhore	PM2022-2046	P
5.	Prasad Gharat	PH2022-1022	P
6.	Joel Francis	PM2022-4024	P
7.	Mandar Patil	PF2022-3133	P
8.	Shweta Pednekar	PM2022-1017	P
9.	Parth Raval	PF2022-3141	P
10.	Vidisha Jain	PH2022-4008	P
11.	Gautam Hegde	PM2022-4048	P
12.	Maithily Jayvant	PM2022-3007	P
13.	Siddhi Lanjekar	PM2022-2038	P
14.	Dhwani Prabhawalkar	PF2022-2010	P
15.	Eshan Apte	PM2022-3023	P
16.	Warad Degwekar	PF2022-2160	P
17.	Tanvi Phutane	PF2022-4048	P
18.	Juhi Ashar	PF2022-1163	P

3. Swacch Bharat Campaign in Mira road

30/07/2021

To promote cleanliness among the residents of Mira-Bhyander area, the students of NLDIMSR started a drive to educate and make the people aware of the same. The students spread the message that it is everybody's responsibility and one should keep themselves and their surroundings clean and hygienic. It also brings good and positive thoughts in the mind which slows down the occurrence diseases.



List of Students Participated

Sr. No	Student Name	Roll No	P/A
1.	Azmi Atif	PF2022-3062	P
2.	Kukreja Pawan	PF2022-3082	P
3.	Yadav Namrata	PF2022-3106	P
5.	Mittal Nidhi	PF2022-4170	P
6.	Bhati Nikhil	PM2022-4062	P
7.	Lanjekar Siddhi	PM2022-2038	P
8.	More Swapnil	PM2022-1057	P
9.	Jain Vidisha	PH2022-4008	P
10.	Pandagre Tushar	PH2022-3020	P
11.	Azmi Atif	PF2022-3062	P
12.	Kukreja Pawan	PF2022-3082	P
13.	Yadav Namrata	PF2022-3106	P

14.	Patil Kanchan	PH2022-3013	P
15.	Vij Shreya	PH2022-3017	P
16.	Pandagre Tushar	PH2022-3020	P
17.	Toshniwal Ritika	PH2022-4004	P
18.	Jain Vidisha	PH2022-4008	P
19.	Jhaveri Yesha	PH2022-4009	P
20.	Relan Nishit	PF2022-3078	P
21	Porwal Aishwary	PF2022-3117	P

4. Sanitary Napkin Distribution at Shanti Ratan Vidya Mandir High School

15/08/2021

The team MSR carried out an extension activity as part of their social sensitization campaign towards rural life. The activity involved distributing sanitary napkins to around 350 girl students at Shanti Ratan Vidya Mandir High School. The sanitary napkins were distributed to the Kondgaon Sarpanch, who oversaw the distribution to the girl students.

The distribution of sanitary napkins was an important step towards promoting menstrual hygiene among young girls. It helped to provide young girls with access to proper sanitary products and information, which is crucial for their health and well-being.



List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Dhwani Prabhawalkar	PF2022-2010	P
2.	Shah Manushi	PF2022-3019	P
3.	Rungta Riddhi	PF2022-3027	P
5.	Ramane Ritika	PF2022-4028	P

5. Collection of Old Clothes, Toys, Clothes by Organising Joy of Giving Week 30/08/2021

Students of NLDIMSR collected material (clothes, toys, stationary, books etc) for donating to the needy NGO and underprivileged. Students and faculties participated in this drive and donated as per the availability.



List of Students Participated

Sr. No	Student Name	Roll No.	P/A
1	Kaberwal Harleen Kaur	PF2022-1013	P
2	Ashar Juhi	PF2022-1163	P
3	Kadam Sumit	PF2022-2156	P
4	Shah Janvi Parag	PF2022-3015	P
5	Azmi Atif	PF2022-3062	P
6	Kukreja Pawan	PF2022-3082	P
7	Yadav Namrata	PF2022-3106	P
8	Mittal Nidhi	PF2022-4170	P
9	Bhati Nikhil	PM2022-4062	P
10	Lanjekar Siddhi	PM2022-2038	P
11	More Swapnil	PM2022-1057	P
12	Jain Vidisha	PH2022-4008	P
13	Pandagre Tushar	PH2022-3020	P
14	Arora Khushboo	PH2022-3003	P
20.	Gharat Prasad	PH2022-1022	P

The students of MSR committee donated clothes and toys to ‘Oasis’ an NGO which works for the welfare of the slum kids living in Mumbai Suburbs.



List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1	Chalke Nihalee	PF2022-1021	P
2	Walimbe Rhutuja	PF2022-1025	P
3	Yadav Ritu	PF2022-1029	P
4	Kulkarni Rujuta	PF2022-1033	P
5	Jain Shreya	PF2022-1041	P
6	Khan Mohammad Rehan	PF2022-1135	P
7	Kesharwani Simran	PF2022-1045	P
8	Tambat Tanvi	PF2022-1049	P
9	Bedi Aakarsh	PF2022-1056	P
10	Soni Arth	PF2022-1060	P
11	Jani Arti	PH2022-2012	P

7. Distribution of Stationary Kits to Kids of Prayas NGO

11/09/2021

Team MSR distributed stationary kits (notebooks, pencils, colors etc) to the kids of ‘Prayas’ NGO. The students were also provided with snacks. Prayas is an NGO which works for the education support for the slum children in Mumbai suburbs.



List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1	Nayak Meghashree	PH2022-2021	P
2	Arora Khushboo	PH2022-3003	P
3	Phasate Tanaya	PH2022-3007	P
4	Patil Kanchan	PH2022-3013	P
5	Vij Shreya	PH2022-3017	P

6	Pandagre Tushar	PH2022-3020	P
7	Toshniwal Ritika	PH2022-4004	P
8	Jain Vidisha	PH2022-4008	P
9	Nayak Meghashree	PH2022-2021	P
10	Arora Khushboo	PH2022-3003	P
11	Roy Chaudhury Sukanya	PF2022-3114	P
12	Pandey Mukul	PF2022-3074	P
13	Shelar Akshay	PF2022-4118	P
14	Sah Nishe	PF2022-4107	P
15	Kukreja Pawan	PF2022-3082	P
16	Parkhi Atharva	PF2022-4126	P

8. Distribution of Stationary and Notebooks to Kids of Support Staff

20/09/2021

Students of NLDIMSR collected funds to provide Stationary and Notebooks to the kids of support staff. This was a helping hands for those who made a difference in the lives of the students and made them comfortable.



List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1	Relan Nishit	PF2022-3078	P
2	Porwal Aishwary	PF2022-3117	P
3	Fatwani Heena	PF2022-4103	P
4	Tulshyan Yash	PF2022-4099	P

5	Gupta Rajkumar	PF2022-4087	P
6	Roy Chaudhury Sukanya	PF2022-3114	P
7	Solanki Heenal	PF2022-2014	P
8	Mosamkar Mansi	PF2022-2018	P
9	Sawal Pradnya	PF2022-2022	P
10	Warang Richa	PF2022-2026	P
11	Kelkar Rucha	PF2022-2030	P
12	Yewale Rutuja	PF2022-2034	P
13	Jog Shreya	PF2022-2042	P
14	Beria Stuti	PF2022-2046	P
15	Pai Atharva	PF2022-2061	P
16	Bawa Azim	PF2022-2065	P

9. Seminar on Development of Rural Area by Village Development officer Mr. Vikas Prajapati 25/10/2021



List of Students Participated

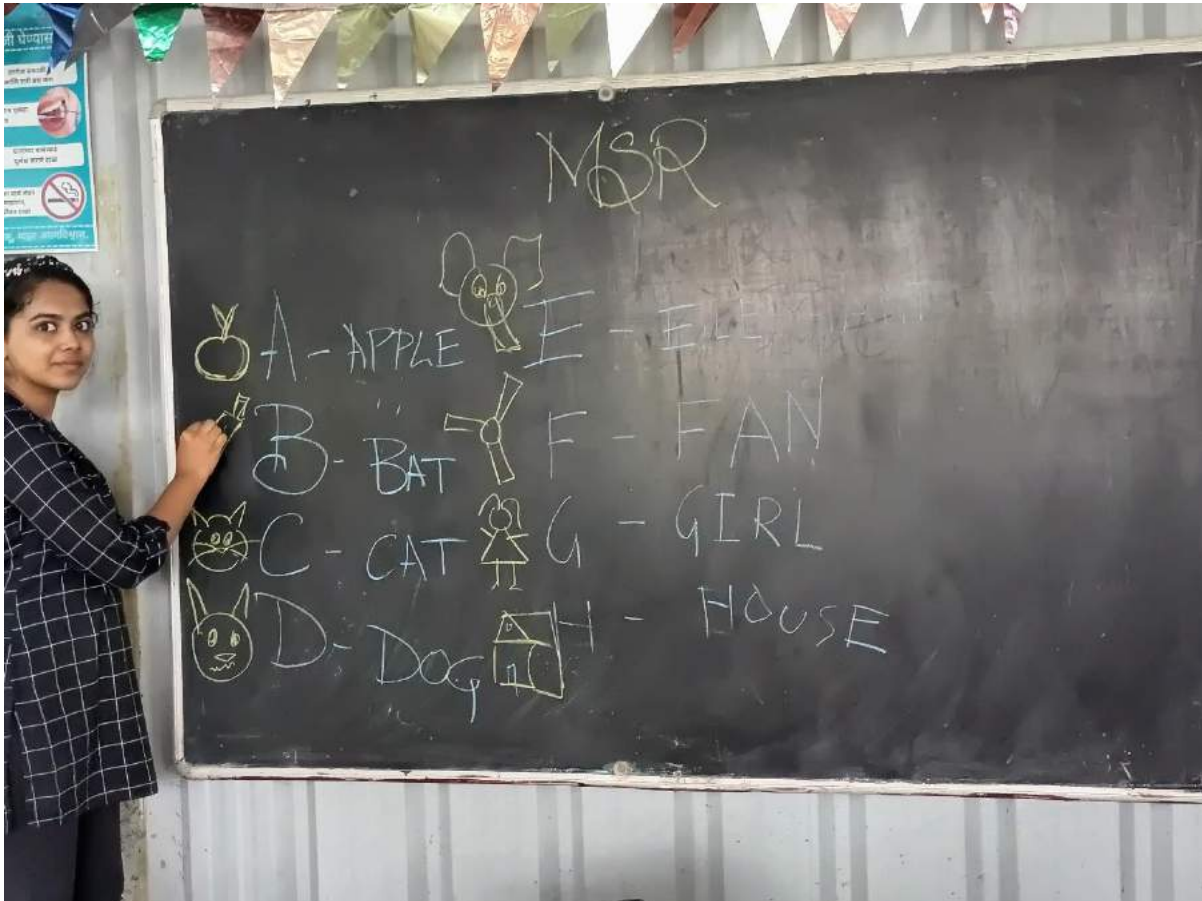
Sr. No.	Student Name	Roll No.	P/A
1	Nakashe Amol	PF2022-1119	P

2	Chawhan Ankush	PF2022-1123	P
3	Lambodari Gunwant	PF2022-1127	P
4	Landge Yash Shashikant	PF2022-1131	P
5	Jadhav Onkar	PF2022-1139	P
6	Upadhyay Prashant	PF2022-1143	P
7	Sapat Sanket	PF2022-1151	P
8	Kadam Sidhesh	PF2022-1155	P
9	Bist Vineet Gopal Singh	PF2022-1159	P
10	Rao Shreyank	PF2022-1161	P
11	Ashar Juhi	PF2022-1163	P
12	Tipnis Rounak	PF2022-1165	P
13	Singh Rahul	PF2022-1172	P
14	Dubey Ambika	PF2022-4004	P
15	Cardoz Marilyn Ronny	PF2022-4008	P
16	Jain Estuti	PF2022-4012	P
17	Khemka Sakshi	PF2022-4036	P
18	Padunnayil Shreesha	PF2022-4040	P
19	Kedia Shruti	PF2022-4044	P
20	Phutane Tanvi	PF2022-4048	P
21	Kale Vedanthi	PF2022-4052	P
22	Puj Vidhi	PF2022-4053	P
23	Bhagwani Vinita	PF2022-4054	P

10. Sessions on English and Maths at Rawatalpada School

15/11/2021

Team MSR celebrated the Children's Day with the kids of Rawatlapada ZP School in Kondgoan. The main objective of the visit to this school was to help the kids with Mathematical calculations and English Language proficiency. Students were provided with all the learning material including Table books to learn and easily calculate.



List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Dhwani Prabhawalkar	PF2022-2010	P
2.	Shah Manushi	PF2022-3019	P
3.	Rungta Riddhi	PF2022-3027	P
5.	Ramane Ritika	PF2022-4028	P
6.	Kaberwal Harleen Kaur	PF2022-1013	P
7.	Ashar Juhi	PF2022-1163	P
8.	Kadam Sumit	PF2022-2156	P
9.	Shah Janvi Parag	PF2022-3015	P

11. Distribution of Stationary to students of Goratpada ZP School

26/11/2021

Stationary items were distributed to the 150 students of Goratpada Zilla Parishad School. The students were in much need of these items and it was going to enhance their learning.



List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1	Malpani Aditi	PF2022-2002	P
2	Parekh Avani	PF2022-2006	P
3	Prabhawalkar Dhvani	PF2022-2010	P
4	Solanki Heenal	PF2022-2014	P
5	Mosamkar Mansi	PF2022-2018	P
6	Sawal Pradnya	PF2022-2022	P
7	Warang Richa	PF2022-2026	P
8	Kelkar Rucha	PF2022-2030	P
9	Yewale Rutuja	PF2022-2034	P
10	Jog Shreya	PF2022-2042	P
11	Beria Stuti	PF2022-2046	P

12. Sanitary Napkin Distribution at Kondgaon

21/12/2021

The team from MSR organized a sanitary napkin distribution drive for schoolgirls in Kondgaon. The initiative aimed to provide access to essential menstrual hygiene products to girls who may not have access to them otherwise. During the distribution, the team provided each girl with packets of sanitary napkins and explained how to use them properly. The distribution drive was a success, with many girls expressing their gratitude for the access to such important products.



List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Jain Estuti	PF2022-4012	P
2.	Singh Rahul	PF2022-1172	P
3.	Kumar Hritik	PF2022-1068	P
4.	Shah Manushi	PF2022-3019	P
5.	Giri Pratik Chandrashekhar	PF2022-2144	P
6.	Ghosh Devika	PF2022-2101	P
7.	Kelkar Rucha	PF2022-2030	P
8.	Mosamkar Mansi	PF2022-2018	P
9.	Gupta Rajkumar	PF2022-4087	P
10.	Prabhu Kunal	PF2022-4130	P
11.	Mendes Joel	PM2022-4024	P
12.	Phadtare Prasad	PM2022-3051	P
13.	Tawre Shantanu	PM2022-3061	P
14.	Sonawane Kirti	PM2022-1033	P
15.	Phasate Tanaya	PH2022-3007	P
16.	Toshniwal Ritika	PH2022-4004	P
17.	Gharat Prasad	PH2022-1022	P
18.	Naik Radhika	PH2022-2016	P

13. Physical Health Awareness Camp at Rawatalpada School

25/12/2021

The Physical Health Awareness Camp organized by the team MSR at Rawatalpada School was a resounding success. The event was aimed at promoting physical health awareness among students and educating them about the importance of leading a healthy lifestyle. Several games such as Kho-Kho, Kabaddi, Relay- race etc were organized. Through these games, the students were able to develop their physical skills, including agility, coordination, and strength.

Apart from playing games, the students were also given tips on maintaining a healthy lifestyle. The team MSR provided them with information on healthy eating habits, the importance of hydration, and the benefits of regular exercise. The students were also taught some basic exercises that they could do at home to improve their physical fitness.



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List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Thakurdesai Sarvesh	PF2022-1092	P
2.	Dsouza Rachel	PF2022-1108	P
3.	Jadhav Onkar	PF2022-1139	P
4.	Shah Khyati	PF2022-4016	P
5.	Kedia Shruti	PF2022-4044	P
6.	Shah Manushi	PF2022-3019	P
7.	Nayak Shivani	PF2022-3039	P
8.	Agarwal Aditya	PF2022-3058	P
9.	Rungta Riddhi	PF2022-3027	P
10.	Degwekar Warad	PF2022-2160	P
11.	Sah Nishe	PF2022-4107	P
12.	Barekal Maithily	PM2022-3007	P
13.	Mendes Joel	PM2022-4024	P
14.	Sawant Supriya	PM2022-3039	P
15.	Chandgude Gauri	PM2022-4032	P
16.	Rathi Kritika	PM2022-2006	P
17.	Anchaliya Abhinav	PM2022-2042	P
18.	Pathak Sarthak	PH2022-2010	P
19.	Nagare Poornima Vishal	PH2022-4014	P
20.	Vij Shreya	PH2022-3017	P

21.	Patil Hinet	PH2022-1019	P
22.	Jadhav Aakanksha	PH2022-1011	P

14. Seminar on Menstrual Health & Hygiene conducted for Girl Students 26/12/2021

Seminar on Menstrual Health & Hygiene for girl students aimed to create awareness among the students about menstrual health and hygiene and to break the stigma and taboos surrounding menstruation. It covered several important topics related to menstrual health, including menstrual cycle, menstrual hygiene, and the importance of proper sanitation during menstruation. The team MSR provided the students with detailed information on the various menstrual products available in the market and their proper usage.

Apart from providing information, the team MSR also encouraged the students to ask questions and share their experiences related to menstruation. The students were also taught about the importance of self-care during menstruation and were given tips on how to manage menstrual pain and discomfort.





List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Soni Arth	PF2022-1060	P
2.	Jain Shreya	PF2022-1041	P
3.	Cardoz Marilyn Ronny	PF2022-4008	P
4.	Shah Manushi	PF2022-3019	P
5.	Tank Paras	PF2022-2140	P
6.	Dhoble Nipun	PF2022-2136	P
7.	Sharma Ashish	PF2022-2124	P
8.	Yadav Namrata	PF2022-3106	P
9.	Kadam Vishaldev	PM2022-2064	P
10.	Sonawane Kirti	PM2022-1033	P
11.	Vaz Rachel	PM2022-2014	P
12.	Daruka Ishita	PM2022-4004	P
13.	Sawant Supriya	PM2022-3039	P
14.	Dani Akshay	PM2022-3019	P
15.	Jani Arti	PH2022-2012	P
16.	Pathak Sarthak	PH2022-2010	P
17.	Pandagre Tushar	PH2022-3020	P
18.	Patil Kanchan	PH2022-3013	P

15. Distribution of Food Boxes to Primary & Secondary Students of Rawatalpada School 30/12/2021

The aim of initiative “Distribution of food boxes to primary and secondary students of Rawatalpada School” was to provide students with nutritious food and promote healthy eating habits among them. 450 Food Boxes were distributed to Students & Teachers with the help of the school authorities. The food boxes contained a variety of healthy and nutritious food items, including fruits, grains, and pulses. Team MSR provided the students with information on the benefits of healthy eating and the importance of a balanced diet.

The distribution of food boxes not only ensured that the students had access to nutritious food but also helped to promote a sense of community and social responsibility among them.





List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Shah Ruchi	PF2022-4032	P
2.	Nakashe Amol	PF2022-1119	P
3.	Fernandes Natasha	PF2022-4020	P
4.	Narula Rakhi	PF2022-4024	P
5.	Prabhawalkar Dhvani	PF2022-2010	P
6.	Pai Atharva	PF2022-2061	P
7.	Shah Ronak	PF2022-2089	P
8.	Shah Manushi	PF2022-3019	P
9.	Mishra Nidhi	PM2022-3035	P
10.	Karanke Akshay	PM2022-4044	P
11.	Rao Merushka	PM2022-1009	P
12.	Dakhore Bhushan	PM2022-2046	P
13.	Arijariya Tanu	PM2022-2018	P
14.	Nayak Meghashree	PH2022-2021	P
15.	Toshniwal Ritika	PH2022-4004	P
16.	Patil Kanchan	PH2022-3013	P
17.	Gharat Prasad	PH2022-1022	P

18.	Arora Khushboo	PH2022-3003	P
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16. International Women's Day Seminar

8/03/2022

International Women's Day is a global day celebrating the social, economic, cultural and political achievements of women. Significant activity is witnessed worldwide as groups come together to celebrate women's achievements or rally for women's equality. Annually, March 8th, is marked International Women's Day (IWD) as one of the most important days of the year. The campaign theme for the International Women's Day 2021 is '#ChooseToChallenge'. In order to make it special, the placement cell, in collaboration with The MSR Committee in collaboration with placement cell, had invited guest speaker Dr. Swati Sagar, on 8th March 2021 from 1:00 pm- 2:00 pm, making this day a special one to speak to us on "Choose to challenge - My life story" – a woman of substance, who has always challenged herself.





List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1	Nerurkar Tapasya	PF2022-2050	P
2	Saksena Abhinav	PF2022-2057	P
3	Pai Atharva	PF2022-2061	P
4	Bawa Azim	PF2022-2065	P
5	Shaikh Javed	PF2022-2069	P
6	Shah Meet	PF2022-2073	P
7	Shelar Nishant	PF2022-2077	P
8	Zaveri Paurin	PF2022-2081	P
9	Jadhav Pratik	PF2022-2085	P
10	Shah Ronak	PF2022-2089	P
11	Bangar Shubham	PF2022-2093	P
12	Sachdeva Tushar	PF2022-2097	P
13	Ghosh Devika	PF2022-2101	P
14	Sharma Raksha	PF2022-2109	P
15	Ghosh Shreya	PF2022-2113	P
16	Brahme Adesh	PF2022-2116	P
17	Dubey Anand	PF2022-2120	P
18	Sharma Ashish	PF2022-2124	P
19	Khatik Himanshu	PF2022-2128	P
20	Chaurasia Lavkush	PF2022-2132	P
21	Dhoble Nipun	PF2022-2136	P
22	Kadam Sumit	PF2022-2156	P
23	Degwekar Warad	PF2022-2160	P

24	Maurya Kiran	PF2022-2166	P
25	Thadeshwar Shail	PF2022-2169	P
26	Manjrekar Akanksha	PF2022-3003	P
27	Gogri Disha Ashwin	PF2022-3011	P
28	Kadam Sumit	PF2022-2156	P

17. Workshop on Reading Habits for Goratpada Students

16/03/2022

MSR team organized a workshop on Reading Habits for students of Goratpada. The aim of this workshop was to encourage students to cultivate the habit of reading and help them understand the importance of reading in their lives. The workshop was designed to be interactive and engaging, with various activities and games that would help students develop a love for reading. Team MSR started the workshop by introducing themselves and sharing their love for reading. The team then conducted a group reading session.

Overall, the workshop on Reading Habits for Goratpada Students by team MSR was a great success.





List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Shah Manushi	PF2022-3019	P
2.	Arijariya Tanu	PM2022-2018	P
3.	Jajodia Devansh	PM2022-2022	P
4.	Kalyankar Aniket	PM2022-1021	P
5.	Shah Saumil	PM2022-1025	P
6.	Pujari Yash	PM2022-2026	P
7.	Dash Anushree Satyanarayan	PM2022-1029	P
8.	Tambe Shruti	PH2022-2006	P
9.	Pathak Sarthak	PH2022-2010	P
10.	Jani Arti	PH2022-2012	P
11.	Naik Radhika	PH2022-2016	P
12.	Nayak Meghashree	PH2022-2021	P
13.	Arora Khushboo	PH2022-3003	P
14.	Jain Estuti	PF2022-4012	P
15.	Shah Khyati	PF2022-4016	P
16.	Fernandes Natasha	PF2022-4020	P

18. Free Dental Camp for Students of Gondpada Zilla Parishad School

24/04/2022

With the objective of helping Students of Gondpada Zilla Parishad School to access oral health and hygiene facilities, MSR Committee conducted a free dental check-up and awareness camp in association with Denta Zone on 24th of April 2022 at Kondgaon Village. Under the guidance of Dr. Aditi Mahale & Dr. Yogesh Mahale, students were benefitted. Dr. Aditi demonstrated correct way to brush the teeth twice in a day. Also, the doctors guided the students about the food intake and daily routine they should follow to prevent dental disorders.

The team also distributed dental kits to every student, emphasizing the importance of regular brushing and flossing. The objective to spread awareness amongst the students regarding oral hygiene was successfully achieved.





List of Students Participated

Sr. No	Student Name	Roll No.	P/A
1.	Gogri Disha Ashwin	PF2022-3011	P
2.	Shah Janvi Parag	PF2022-3015	P
3.	Shah Manushi	PF2022-3019	P
4.	Joshi Priyanka	PF2022-3023	P
5.	Patadia Rajvi	PF2022-3164	P
6.	Moharir Krutika	PF2022-3167	P
7.	Mittal Nidhi	PF2022-4170	P
8.	Jhaveri Kushal	PF2022-4171	P
9.	Anchaliya Abhinav	PM2022-2042	P
10.	Khollam Rutuja	PM2022-1037	P
11.	Dakhore Bhushan	PM2022-2046	P
12.	Chandankar Abhijit	PM2022-1041	P
13.	Naik Maithil	PM2022-2050	P
14.	Joshi Ayush	PM2022-1045	P

15.	Ajmani Jhanvi	PH2022-1001	P
16.	Jadhav Aakanksha	PH2022-1011	P
17.	Goyal Preeti	PH2022-1015	P
18.	Patil Hinet	PH2022-1019	P

19. Free Dental Camp for Villagers of Kondgaon

25/04/2022

On the second day of the Free Dental Camp organized by team MSR, an extension was planned to provide dental check-ups to the villagers of Kondgaon. The team recognized that dental care is often inaccessible to rural communities, and they wanted to extend their services to those in need.

The extension of the Free Dental Camp to the villagers of Kondgaon was a huge success, and it played a significant role in promoting dental hygiene among villagers ensuring that they had access to proper dental care.



List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Jadhav Onkar	PF2022-1139	P
2.	Upadhyay Prashant	PF2022-1143	P
3.	Ashar Juhi	PF2022-1163	P
4.	Shah Manushi	PF2022-3019	P
5.	Sanghvi Suchita	PF2022-3047	P
6.	Farkade Vaishnavi	PF2022-3051	P
7.	Rohira Vinita	PF2022-3055	P
8.	Agarwal Aditya	PF2022-3058	P
9.	Shaikh Shoaib	PM2022-3065	P
10.	Naidu Shreya	PM2022-4066	P
11.	Khan Afreen	PM2022-2002	P
12.	Shah Janvi Ashwin	PM2022-1005	P
13.	Vaz Rachel	PM2022-2014	P
14.	Nanda Priyanka	PM2022-1013	P
15.	Pathak Sarthak	PH2022-2010	P
16.	Jani Arti	PH2022-2012	P
17.	Naik Radhika	PH2022-2016	P
18.	Vij Shreya	PH2022-3017	P
19.	Pandagre Tushar	PH2022-3020	P
20.	Toshniwal Ritika	PH2022-4004	P

20. Distribution of Sanitary Napkins to underprivileged ladies

27/04/2022

The distribution of sanitary napkins to underprivileged ladies by team MSR was an initiative that aimed to address the lack of access to sanitary products among women from marginalized communities. The team recognized the importance of menstrual hygiene in maintaining women's health and wanted to ensure that women had access to proper menstrual care.

The distribution drive was well-received by the communities, and the women expressed their gratitude for the team's efforts. The team MSR's initiative played a significant role in promoting menstrual hygiene and ensuring that women had access to basic menstrual care.



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





List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Maheshwari Akshat	PF2022-4059	P
2.	Yadav Namrata	PF2022-3106	P
3.	Lapsia Deep	PF2022-3066	P
4.	Qureshi Ayaz	PF2022-4063	P
5.	Telia Taher	PF2022-4095	P
6.	Shah Manushi	PF2022-3019	P
7.	Sharma Ashish	PF2022-2124	P
8.	Cardoz Marilyn Ronny	PF2022-4008	P
9.	Bhati Nikhil	PM2022-4062	P
10.	Kesare Swapnil	PM2022-3063	P
11.	Jakhmola Divyam	PM2022-3047	P
12.	Sawant Supriya	PM2022-3039	P
13.	Naik Maithil	PM2022-2050	P
14.	Joshi Ayush	PM2022-1045	P
15.	Deshpande Shubham	PM2022-1053	P
16.	Patil Hinet	PH2022-1019	P
17.	Gharat Prasad	PH2022-1022	P
18.	Tambe Shruti	PH2022-2006	P

19.	Nagare Poornima Vishal	PH2022-4014	P
20.	Subhanandini Sushree	PH2022-4018	P
21.	Jadhav Aakanksha	PH2022-1011	P

21. N.L. Dalmia Students Assisting Gondpada for School Roof & Wall Repair 30/04/2022

PGDM students along with the Faculty visited Kondgaon on 30th of April and had an extensive discussion with the Sarpanch with regard to the repair of girl's toilets and building of classroom for the Gondpada ZP school which had 90 students but only two 10x15 classrooms for Std. I to V. The students took measurements and have worked out the cost. They also took pictures of the girl's toilets in all the 6 ZP schools.

The Sarpanch agreed to get the quote for both the jobs from a local contractor who constructs houses in the village just after Holi.



List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Shah Manushi	PF2022-3019	P
2.	Sharma Ashish	PF2022-2124	P
3.	Cardoz Marilyn Ronny	PF2022-4008	P
4.	Bhati Nikhil	PM2022-4062	P
5.	Kesare Swapnil	PM2022-3063	P
6.	Jakhmola Divyam	PM2022-3047	P
7.	Shah Manushi	PF2022-3019	P

8.	Sharma Ashish	PF2022-2124	P
9.	Bhati Nikhil	PM2022-4062	P
10.	Kesare Swapnil	PM2022-3063	P

22. Thanksgiving Lunch for support staff

1/05/2022

To celebrate International Labor Day and uphold the dignity of labour, the team members of MSR Committee organised gratitude lunch for the support staff of NLDIMSR & NLDHS. This was the day to return our gratefulness to those people who are always ready to help in every manner possible.





List of Students Participated

Sr. No.	Student Name	Roll No.	P/A
1.	Sanghvi Suchita	PF2022-3047	P
2.	Farkade Vaishnavi	PF2022-3051	P
3.	Rohira Vinita	PF2022-3055	P
4.	Agarwal Aditya	PF2022-3058	P
5.	Patil Hinet	PH2022-1019	P
6.	Gharat Prasad	PH2022-1022	P
7.	Tambe Shruti	PH2022-2006	P
8.	Cardoz Marilyn Ronny	PF2022-4008	P
9.	Bhati Nikhil	PM2022-4062	P
10.	Kesare Swapnil	PM2022-3063	P