



**SAIBALAJI EDUCATION SOCIETY**  
**INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES**  
**IIMS**

**Approved by AICTE, Ministry of HRD, Govt. of India**



Ref:

Date:

Subject: Reply for query number 1.3.2 and 1.3.3

Dear Sir/Madam,

This is to inform you that the below certificates provided by the institute under Value Added Courses are not part of regular curriculum.

Year -1		
Name of the value added courses (with 30 or more contact hours) offered during last five years	Faculty	Year of offering
Currency Derivatives		2014-15
Finishing School		2014-15
Six Sigma		2014-15
Advance Excel		2014-15
Digital Marketing		2014-15
Year 2		
Name of the value added courses (with 30 or more contact hours) offered during last five years	Course Code	Year of offering
Currency Derivatives		2015-16
Finishing School		2015-16
Six Sigma		2015-16
Advance Excel		2015-16
Digital Marketing		2015-16
Year 3		
Name of the value added courses (with 30 or more contact hours) offered during last five years	Course Code	Year of offering
Currency Derivatives		2016-17
Finishing School		2016-17
Business Analytics		2016-17
Year 4		



*Balu*

Name of the value added courses (with 30 or more contact hours) offered during last five years	Course Code	Year of offering
Currency Derivatives		2017-18
Finishing School		2017-18
IBM		2017-18
Mutual Fund		2017-18
Digital Marketing		2017-18
Six Sigma		2017-18
SPSS for Market Research		2017-18
Introduction to Credit Rating		2017-18
SAP		2017-18

**Year 5**

Name of the value added courses (with 30 or more contact hours) offered during last five years	Course Code	Year of offering
Live Projects		2018-19
Finishing School		2018-19
Digital Marketing		2018-19
Currency Derivatives		2018-19
SPSS for Market Research		2018-19
HR Analytics		2018-19
Business Analytics		2018-19
Occupational HR		2018-19
IOT		2018-19
Psychometric Test		2018-19
SAP		2018-19



  
Signature

Director IIMS

**INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES****2018 -19****HR ANALYTICS**

<b>SR. NO.</b>	<b>NAME OF THE STUDENTS</b>
1	Akshita Thapa
2	Annapurana Singh
3	Nikita Singh
4	Nilofar Ansari
5	Shubham Kaisare
6	Shweta Gaikwad
7	Avantika Mishra
8	Jisha George
9	Nazneen Panwar
10	Lusna Tripathy
11	Rohit Raj
12	Sachin Mohanty
13	Shweta Bhurle
14	Aishwarya Shrivastava
15	Divya Lashkare
16	Hemlata Tibrewala
17	Himanshu Chaudhary
18	Madhushri Chavare
19	Pralipsa Mohanty
20	Shaikh Afrin
21	Sunit Dubey
22	Swarnali Goon
23	Abhinash Paul
24	Rakesh Patil
25	Priya Samadhiya





**INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES****2018 -19****CURRENCY DERIVATIVE**

<b>SR. NO.</b>	<b>NAME OF THE STUDENTS</b>
1	Ashish Parimal
2	Disha Gupta
3	Jatin Mangwani
4	Kaustubh Kulkarni
5	Naman Jain
6	Rajendra Prasad
7	Samikshya Ray
8	Shubham Sharma
9	Sruti Pragyan Das
10	Abhihek Tongale
11	Abhijit Mishra
12	Aishwarya Shelar
13	Anush Mathur
14	Faizan Maniyar
15	Harshita
16	Pallavi khemani
17	Rohan Watane
18	Roshan Talpade
19	Sonam Sharma
20	Trijendra Singh
21	A. Kishore
22	Aparajita
23	Basudam Dhara
24	Priyanka Kumawat
25	Gaurab Trivedi
26	Neetika Singh
27	Pooja shukla
28	Pratibha Biltharia
29	Rajat Patil
30	Sakshi Gupta
31	Siddharth Raut
32	Vidya Jagtap
33	Aditya Kumar Yadav
34	Dharmendra Dhakad
35	M. Salman
36	Nirav Kothari
37	Pratima Tiwari
38	Rakshit N Mondekar
39	Rituparna Bhattacharya
40	Shreya Mishra
41	Shreya Sarkar
42	Vikas Anand
43	Vipul Pandey
44	Yashashri Saraf





# INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES

2018 -19

## PSYCHOMETRIC TEST

SR. NO.	NAME OF THE STUDENTS
1	Ashish Parimal
2	Disha Gupta
3	Jatin Mangwani
4	Kaustubh Kulkarni
5	Naman Jain
6	Rajendra Prasad
7	Samikshya Ray
8	Shubham Sharma
9	Sruti Pragyan Das
10	Abhisek Tongale
11	Abhijit Mishra
12	Aishwarya Shelar
13	Anush Mathur
14	Faizan Maniyar
15	Harshita
16	Pallavi khemani
17	Rohan Watane
18	Roshan Talpade
19	Sonam Sharma
20	Trijendra Singh
21	A. Kishore
22	Aparajita
23	Basudam Dhara
24	Priyanka Kumawat
25	Gaurab Trivedi
26	Neetika Singh
27	Pooja shukla
28	Pratibha Biltharia
29	Rajat Patil
30	Sakshi Gupta
31	Siddharth Raut
32	Vidya Jagtap
33	Aditya Kumar Yadav
34	Dharmendra Dhakad
35	M. Salman
36	Nirav Kothari
37	Pratima Tiwari
38	Rakshit N Mondekar
39	Rituparna Bhattacharya
40	Shreya Mishra
41	Shreya Sarkar
42	Vikas Anand
43	Vipul Pandey
44	Yashashri Saraf



**INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES****2018 -19****OCCUPATIONAL HR**

<b>SR. NO.</b>	<b>NAME OF THE STUDENTS</b>
1	Ashish Parimal
2	Disha Gupta
3	Jatin Mangwani
4	Kaustubh Kulkarni
5	Naman Jain
6	Rajendra Prasad
7	Samikshya Ray
8	Shubham Sharma
9	Sruti Pragyan Das
10	Abhihek Tongale
11	Abhijit Mishra
12	Aishwarya Shelar
13	Anush Mathur
14	Faizan Maniyar
15	Harshita
16	Pallavi khemani
17	Rohan Watane
18	Roshan Talpade
19	Sonam Sharma
20	Trijendra Singh
21	A. Kishore
22	Aparajita
23	Basudam Dhara
24	Priyanka Kumawat
25	Gaurab Trivedi
26	Neetika Singh
27	Pooja shukla
28	Pratibha Biltharia
29	Rajat Patil
30	Sakshi Gupta
31	Siddharth Raut
32	Vidya Jagtap
33	Aditya Kumar Yadav
34	Dharmendra Dhakad
35	M. Salman
36	Nirav Kothari
37	Pratima Tiwari
38	Rakshit N Mondekar
39	Rituparna Bhattacharya
40	Shreya Mishra





41	Shreya Sarkar
42	Vikas Anand
43	Vipul Pandey
44	Yashashri Saraf
45	Akshita Thapa
46	Annapurana Singh
47	Nikita Singh
48	Nilofar Ansari
49	Shubham Kaisare
50	Shweta Gaikwad
51	Avantika Mishra
52	Jisha George
53	Nazneen Panwar
54	Lusna Tripathy
55	Rohit Raj
56	Sachin Mohanty
57	Shweta Bhurle
58	Aishwarya Shrivastava
59	Divya Lashkare
60	Hemlata Tibrewala
61	Himanshu Chaudhary
62	Madhushri Chavare
63	Pralipsa Mohanty
64	Sunit Dubey
65	Swarnali Goon



## INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES

2018 -19

## DIGITAL MARKETING

SR. NO.	NAME OF THE STUDENTS
1	Abhishek Yadav
2	Aditya Kumar Singh
3	Adiya Deshmukh
4	Ankit kumar Sinha
5	Anupama Sahoo
6	Deepak Yadav
7	Durgesh Vashitha
8	Irshad Shaikh
9	Jayesh Negi
10	Karan Pratap Singh
11	Kuljeet Kaur
12	Pallavi Sonwane
13	Pratik Deoghare
14	Pravin Parihar
15	Prince Dhalosh
16	Punit Nikam
17	Roshni Maheshwari
18	Saurabh Singh
19	Shubham Gururani
20	Shubham Jain
21	Shweta Sonsare
22	Sumeet Singh
23	Suraj Singh
24	Vibhor Borkar
25	Abhinav Pasi
26	Abhishek Tiwari
27	Anamika Singh
28	Anand Kumar Rai
29	Aniket Patel
30	Anuj Kumar
31	Anup Anthony
32	Arpita Priyadarshni
33	Ashwini Paliwal
34	Diksha Parmar
35	Diksha Rana
36	Jyoti Rawat
37	Keshav Pal
38	Niteen Kumar
39	Pankaj Gogoi





40	Paowan Saha
41	Prabhat Kaushik
42	Pranjali Sapre
43	Preeti Thakur
44	Rakesh Kumar Kabiraj
45	Sagar Mangal
46	Shivani Arondekar
47	Shreenath Reddy
48	Shubham Dhok
49	Sunil Bihutkar
50	T kanhiya Rao
51	T. Bhargav
52	Tejaswini Bhagwat
53	Vikas Maske
54	Vishwa Mehta
55	Yash Goyal
56	Akash Sapkal
57	Ankush Kumar
58	Antra Khelwar
59	Ayush
60	Debashish Dharwal
61	Deval Arun
62	Dhananjay Pande
63	Himanshu Parasar
64	Dipti Rani Das
65	Gazal Shivhare
66	Haroon Mohammed
67	Kumar Shubham
68	Lalit Verma
69	Masud choudhary
70	Mayur Patel
71	Mini Saxena
72	Rahul Kumar Mangalam
73	Reetesh Kumar Birbar
74	Riyanka Parihar
75	Shivendra Pandey
76	Navin Wasnik
77	Shubham Singh
78	Suraj Yadav
79	Vaibhav Chaurasia
80	Akash Sharma
81	Aashay Jalgaonkar
82	Akshay Mahore
83	Ankit Patil



84	Arman Tamboli
85	Avinash Kumar
86	Dharmanil Mehta
87	Gaurang Salaskar
88	Himanshu Kumar
89	M. Tausif
90	Manik Mahanta
91	Manoj Dhumal
92	Ikramul Hussain
93	Onkar Katgaonkar
94	Pabitra
95	Piyush Kedare
96	Ratan Ojha
97	Salman Ansari
98	Shreya Jerpoth
99	Tahir Khan
100	Shubham Majhee
101	Akshita Lonkar
102	Aman Natani
103	Anshi Goyal
104	K. Ashwini Kumar Patra
105	Krishan Ranjan Kumar
106	Mrunal Dufare
107	Prerana Dhareshwar
108	Raghvendra Kumar Mahto
109	Rishi chauhan
110	Suman Sarangi
111	Suraj Kumar
112	Vinay Jadhav
113	Vishabh Kothari
114	Gourab Singha
115	Himanshu Dixit
116	Khizar Rakhang
117	Kundan Ranjan
118	Parth Protim Chetia
119	Prem Prasad Joishi
120	Rajaram Mandal
121	Rikki Kar
122	Rishi Kumar Majhi
123	Sagar Goswami
124	Swapanjit Das
125	Aniket Thakur
126	Chanchal Choudhary
127	Dhiraj Kumar Roy





128	Himanshu Shrivastav
129	Md. Zeeshan Khan
130	Prajwal Chichate
131	Satyampraksh
132	Shubham Raghuvanshi
133	Vikrant Marathe
134	Zafar Sayyad
135	Ali Farzan Haider
136	Amit Kumar Jha
137	Ashish Pradhan
138	Ayush Paliwal
139	Deepak Marathe
140	Gaurav Sonwane
141	Manupratap
142	Md. Sakir
143	Moti Ansari
144	Ramesh Loher
145	Shubham Roy
146	Abu Ayoub Ansari
147	Devansh Chaurasia
148	Dinesh Rathore
149	Md. Salman



## INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES

2018 -19

## LIVE PROJECTS

SR. NO.	NAME OF THE STUDENTS
1	Abhishek Yadav
2	Aditya Kumar Singh
3	Adiya Deshmukh
4	Ankit kumar Sinha
5	Anupama Sahoo
6	Deepak Yadav
7	Durgesh Vashitha
8	Irshad Shaikh
9	Jayesh Negi
10	Karan Pratap Singh
11	Kuljeet Kaur
12	Pallavi Sonwane
13	Pratik Deoghare
14	Pravin Parihar
15	Prince Dhalosh
16	Punit Nikam
17	Roshni Maheshwari
18	Saurabh Singh
19	Shubham Gururani
20	Shubham Jain
21	Shweta Sonsare
22	Sumeet Singh
23	Suraj Singh
24	Vibhor Borkar
25	Abhinav Pasi
26	Abhishek Tiwari
27	Anamika Singh
28	Anand Kumar Rai
29	Aniket Patel
30	Anuj Kumar
31	Anup Anthony
32	Arpita Priydarshni
33	Ashwini Paliwal
34	Diksha Parmar
35	Diksha Rana
36	Jyoti Rawat
37	Keshav Pal
38	Niteen Kumar
39	Pankaj Gogoi



40	Paowan Saha
41	Prabhat Kaushik
42	Pranjali Sapre
43	Preeti Thakur
44	Rakesh Kumar Kabiraj
45	Sagar Mangal
46	Shivani Arondekar
47	Shreenath Reddy
48	Shubham Dhok
49	Sunil Bihutkar
50	T kanhiya Rao
51	T. Bhargav
52	Tejaswini Bhagwat
53	Vikas Maske
54	Vishwa Mehta
55	Yash Goyal
56	Akash Sapkal
57	Ankush Kumar
58	Antra Khelwar
59	Ayush
60	Debashish Dharwal
61	Deval Arun
62	Dhananjay Pande
63	Himanshu Parasar
64	Dipti Rani Das
65	Gazal Shivhare
66	Haroon Mohammed
67	Kumar Shubham
68	Lalit Verma
69	Masud chaudhary
70	Mayur Patel
71	Mini Saxena
72	Rahul Kumar Mangalam
73	Reetesh Kumar Birbar
74	Riyanka Parihar
75	Shivendra Pandey
76	Navin Wasnik
77	Shubham Singh
78	Suraj Yadav
79	Vaibhav Chaurasia
80	Akash Sharma
81	Aashay Jalgaonkar
82	Akshay Mahore
83	Ankit Patil





84	Arman Tamboli
85	Avinash Kumar
86	Dharmanil Mehta
87	Gaurang Salaskar
88	Himanshu Kumar
89	M. Tausif
90	Manik Mahanta
91	Manoj Dhumal
92	Ikramul Hussain
93	Onkar Katgaonkar
94	Pabitra
95	Piyush Kedare
96	Ratan Ojha
97	Salman Ansari
98	Shreya Jerpoth
99	Tahir Khan
100	Shubham Majhee
101	Akshita Lonkar
102	Aman Natani
103	Anshi Goyal
104	K. Ashwini Kumar Patra
105	Krishan Ranjan Kumar
106	Mrunal Dufare
107	Prerana Dhareshwar
108	Raghvendra Kumar Mahto
109	Rishi chauhan
110	Suman Sarangi
111	Suraj Kumar
112	Vinay Jadhav
113	Vishabh Kothari
114	Gourab Singha
115	Himanshu Dixit
116	Khizar Rakchange
117	Kundan Ranjan
118	Parth Protim Chetia
119	Prem Prasad Joishi
120	Rajaram Mandal
121	Rikki Kar
122	Rishi Kumar Majhi
123	Sagar Goswami
124	Swapanjit Das
125	Aniket Thakur
126	Chanchal Choudhary
127	Dhiraj Kumar Roy



128	Himanshu Shrivastav
129	Md. Zeeshan Khan
130	Prajwal Chichate
131	Satyampraksh
132	Shubham Raghuvanshi
133	Vikrant Marathe
134	Zafar Sayyad
135	Ali Farzan Haider
136	Amit Kumar Jha
137	Ashish Pradhan
138	Ayush Paliwal
139	Deepak Marathe
140	Gaurav Sonwane
141	Manupratap
142	Md. Sakir
143	Moti Ansari
144	Ramesh Loher
145	Shubham Roy
146	Abu Ayoub Ansari
147	Devansh Chaurasia
148	Dinesh Rathore
149	Md. Salman



## INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES

2018 -19

## SPSS FOR MARKETING RESEARCH

SR. NO.	NAME OF THE STUDENTS
1	Abhishek Yadav
2	Aditya Kumar Singh
3	Adiya Deshmukh
4	Ankit kumar Sinha
5	Anupama Sahoo
6	Deepak Yadav
7	Durgesh Vashitha
8	Irshad Shaikh
9	Jayesh Negi
10	Karan Pratap Singh
11	Kuljeet Kaur
12	Pallavi Sonwane
13	Pratik Deoghare
14	Pravin Parihar
15	Prince Dhalosh
16	Punit Nikam
17	Roshni Maheshwari
18	Saurabh Singh
19	Shubham Gururani
20	Shubham Jain
21	Shweta Sonsare
22	Sumeet Singh
23	Suraj Singh
24	Vibhor Borkar
25	Abhinav Pasi
26	Abhishek Tiwari
27	Anamika Singh
28	Anand Kumar Rai
29	Aniket Patel
30	Anuj Kumar
31	Anup Anthony
32	Arpita Priydarshni
33	Ashwini Paliwal
34	Diksha Parmar
35	Diksha Rana
36	Jyoti Rawat
37	Keshav Pal
38	Niteen Kumar
39	Pankaj Gogoi





40	Paowan Saha
41	Prabhat Kaushik
42	Pranjali Sapre
43	Preeti Thakur
44	Rakesh Kumar Kabiraj
45	Sagar Mangal
46	Shivani Arondekar
47	Shreenath Reddy
48	Shubham Dhok
49	Sunil Bihutkar
50	T kanhiya Rao
51	T. Bhargav
52	Tejaswini Bhagwat
53	Vikas Maske
54	Vishwa Mehta
55	Yash Goyal
56	Akash Sapkal
57	Ankush Kumar
58	Antra Khelwar
59	Ayush
60	Debashish Dharwal
61	Deval Arun
62	Dhananjay Pande
63	Himanshu Parasar
64	Dipti Rani Das
65	Gazal Shivhare
66	Haroon Mohammed
67	Kumar Shubham
68	Lalit Verma
69	Masud chaudhary
70	Mayur Patel
71	Mini Saxena
72	Rahul Kumar Mangalam
73	Reetesh Kumar Birbar
74	Riyanka Parihar
75	Shivendra Pandey
76	Navin Wasnik
77	Shubham Singh
78	Suraj Yadav
79	Vaibhav Chaurasia
80	Akash Sharma
81	Aashay Jalgaonkar
82	Akshay Mahore
83	Ankit Patil



84	Arman Tamboli
85	Avinash Kumar
86	Dharmanil Mehta
87	Gaurang Salaskar
88	Himanshu Kumar
89	M. Tausif
90	Manik Mahanta
91	Manoj Dhumal
92	Ikramul Hussain
93	Onkar Katgaonkar
94	Pabitra
95	Piyush Kedare
96	Ratan Ojha
97	Salman Ansari
98	Shreya Jerpoth
99	Tahir Khan
100	Shubham Majhee
101	Akshita Lonkar
102	Aman Natani
103	Anshi Goyal
104	K. Ashwini Kumar Patra
105	Krishan Ranjan Kumar
106	Mrunal Dufare
107	Prerana Dhareshwar
108	Raghvendra Kumar Mahto
109	Rishi chauhan
110	Suman Sarangi
111	Suraj Kumar
112	Vinay Jadhav
113	Vishabh Kothari
114	Gourab Singha
115	Himanshu Dixit
116	Khizar Rakhange
117	Kundan Ranjan
118	Parth Protim Chetia
119	Prem Prasad Joishi
120	Rajaram Mandal
121	Rikki Kar
122	Rishi Kumar Majhi
123	Sagar Goswami
124	Swapanjit Das
125	Aniket Thakur
126	Chanchal Choudhary
127	Dhiraj Kumar Roy



128	Himanshu Shrivastav
129	Md. Zeeshan Khan
130	Prajwal Chichate
131	Satyampraksh
132	Shubham Raghuvanshi
133	Vikrant Marathe
134	Zafar Sayyad
135	Ali Farzan Haider
136	Amit Kumar Jha
137	Ashish Pradhan
138	Ayush Paliwal
139	Deepak Marathe
140	Gaurav Sonwane
141	Manupratap
142	Md. Sakir
143	Moti Ansari
144	Ramesh Loher
145	Shubham Roy
146	Abu Ayoub Ansari
147	Devansh Chaurasia
148	Dinesh Rathore
149	Md. Salman





# INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES

2018 -19

## FINISHING SCHOOL

SR. NO.	NAME OF THE STUDENTS
1	Abhishek Yadav
2	Aditya Kumar Singh
3	Adiya Deshmukh
4	Akshita Thapa
5	Anapurana Singh
6	Ankit kumar Sinha
7	Ashish Parimal
8	Deepak Yadav
9	Disha Gupta
10	Durgesh Vashitha
11	Irshaad Shaikh
12	Jatin Kumar Mangwani
13	Jayesh Negi
14	Karan Pratap Singh
15	Kaustubh Kulkarni
16	Kuljit Kaur
17	Naman Jain
18	Nikita Singh
19	Nilofar Ansari
20	Pallavi sonwane
21	Pratik Deoghare
22	Pravin Parihar
23	Prince Dhalosh
24	Punit Nikam
25	Rajendra Prasad Loknathka
26	Roshni Maheshwari
27	Samikshya Ray
28	Saurabh Singh
29	Shubham Gururane
30	Shubham Jain
31	Shubham Kaisare
32	Shubham Sharma
33	Shweta Gaikwad
34	Shweta Sonsare
35	Sruti Pragyan Das
36	Sumeet Singh
37	Suraj Singh
38	Vibhor Borkar
39	Abhihek Tongale



40	Abhijit Mishra
41	Abhinav Pasi
42	Abhishek Tiwari
43	Aishwarya Shelar
44	Anamika Singh
45	Anand Kumar Rai
46	Anuj Kumar
47	Anup Anthony
48	Anush Mathur
49	Arpita Priydarshni
50	Ashwini Paliwal
51	Avantika Mishra
52	Diksha Parmar
53	Diksha Rana
54	Jisha George
55	Faizan Maniyar
56	Harshita
57	Jyoti Rawat
58	Keshav Pal
59	Nazneen Panwar
60	Niteen Kumar
61	Pallavi khemani
62	Pankaj Gogoi
63	Paowan Saha
64	Prabhat Kaushik
65	Pranjali Sapre
66	Preeti Thakur
67	Rakesh Kumar Kabiraj
68	Rohan Watane
69	Roshan Talpade
70	Sagar Mangal
71	Shivani Arondekar
72	Shubham Dhok
73	Sonam Sharma
74	Sunil Bihutkar
75	T kanhiya Rao
76	Tejaswini Bhagwat
77	Trijendra Singh
78	Vikas Maske
79	Vishwa Mehta
80	Yash Goyal
81	A. Kishore
82	Akash Sapkal
83	Ankush Kumar





84	Antra Khelwar
85	Aparajita
86	Ayush
87	Basudam Dhore
88	Priyanka Kumawat
89	Debashish Dharwal
90	Dhananjay Pande
91	Himanshu Parashar
92	Dipti Rani Das
93	Gaurab Trivedi
94	Gazal Shivhare
95	Haroon Mohammed
96	Kumar Shubham
97	Lusna Tripathy
98	Masud chaudhary
99	Mayur Patel
100	Mini Saxena
101	Neetika Singh
102	Pooja shukla
103	Pratibha Biltharia
104	Rahul Kumar Mangalam
105	Rajat Patil
106	Reetesh Kumar Birbar
107	Riyanka Parihar
108	Rohit Raj
109	Sachin Mohanty
110	Sakshi Gupta
111	Shivendra Pandey
112	Navin Wasnik
113	Shubham Singh
114	Shweta Bhurle
115	Siddharth Raut
116	Suraj Yadav
117	Vaibhav Chaurasia
118	Vidya Jagtap
119	Aashay Jalgaonkar
120	Aditya Kumar Yadav
121	Aishwarya Shrivastava
122	Akshay Mahore
123	Ankit Patil
124	Dharmanil Mehta
125	Dharmendra Dhakad
126	Divya Lashkare
127	Gaurang Salaskar





128	Hemlata Tibrewala
129	Himanshu Chaudhary
130	Himanshu Kumar
131	Moh. Salman
132	M. Tausif
133	Madhushri Chavare
134	Manik Mahanta
135	Manoj Dhumal
136	Ikramul Hussain
137	Neerav Kothari
138	Onkar Katgaonkar
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140	Piyush Kedare
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230	Pranali Telrandhe
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*Sale*





INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES	
2018 -19	
SAP	
SR. NO.	NAME OF THE STUDENTS
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2	Aditya Kumar Singh
3	Adiya Deshmukh
4	Akshita Thapa
5	Anapurana Singh
6	Ankit kumar Sinha
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9	Disha Gupta
10	Durgesh Vashitha
11	Irshaad Shaikh
12	Jatin Kumar Mangwani
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25	Rajendra Prasad Loknathka
26	Roshni Maheshwari
27	Samikshya Ray
28	Saurabh Singh
29	Shubham Gururane
30	Shubham Jain
31	Shubham Kaisare
32	Shubham Sharma
33	Shweta Gaikwad
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35	Sruti Pragyan Das
36	Sumeet Singh
37	Suraj Singh
38	Vibhor Borkar
39	Abhihek Tongale



40	Abhijit Mishra
41	Abhinav Pasi
42	Abhishek Tiwari
43	Aishwarya Shelar
44	Anamika Singh
45	Anand Kumar Rai
46	Anuj Kumar
47	Anup Anthony
48	Anush Mathur
49	Arpita Priydarshni
50	Ashwini Paliwal
51	Avantika Mishra
52	Diksha Parmar
53	Diksha Rana
54	Jisha George
55	Faizan Maniyar
56	Harshita
57	Jyoti Rawat
58	Keshav Pal
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*Devi*





**INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES****2018 -19****IOT**

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1	Abhishek Yadav
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3	Adiya Deshmukh
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41	Abhinav Pasi
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SAI BALAJI EDUCATION SOCIETY  
INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES  
(IIMS, PUNE)

## VALUE ADDITION COURSE

Understanding the current requirements of the industry and to make the students competent in the market, International Institute of Management Studies offers various value addition courses. The duration of value addition course is 30 hours. These value addition courses are helpful to impart employability and life skills to the students. Value addition courses are helpful to ready the students as responsible corporate citizens.

### 1. Finishing School:

The new batch of students is given Value addition course of Finishing school my famous India's Leading Motivational Speaker, Success Coach and Best Selling Author. Mr. Minocher Patel is Founder Director, Ecole Solitaire, India's first Residential Finishing School and International Corporate Training Consultancy.

Where students are taught professional and life skills. Power of positivity is taught to them during these sessions.

### 2. Currency Derivative:

The course on currency derivatives imparts information on the dynamics of currency markets, in particular the exchange-traded currency derivatives markets, how it serves as a risk management tool as well as the trading network, i.e. trade, clearing and settlement processes relevant to currency derivatives.

### 3. Six Sigma

Six Sigma certification is develops leadership skills of an enterprise. It helps in renovating the business processes. It stresses on greatest efficiency in all characteristics of operations. Six Sigma emphasizes more on eliminating errors within processes. Lean strategy aims at identifying unnecessary steps that consume effort and resources. Certification with Six Sigma gives an advantage over competition. It is used by all companies and individuals to improve operational efficiencies using six sigma methodologies



#### 4. Advance Excel

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Most administrative positions or work entry-level profiles require simple MS Excel skills to conduct certain time-consuming and routine tasks. Microsoft Excel is used by many businesses to automate their everyday processes such as managing employee data , financial data, debit sheets, data analysis and much more. It, is commonly used in departments ranging from human resources to departments of finance , marketing, data analytics, etc. Expertise rates can vary from basic to advanced. Most recruiter, before hiring evaluates the candidates excel skills.

#### 5. Digital Marketing:

The brand of the company needs to stay fresh and relevant in order to remain top of mind with today's digitally savvy consumers. Digital Marketing is one of the world's fastest growing markets, but it is also marketing's future. Digital Marketing has made its mark in a lot of sectors and industries. That is spreading rapidly in India. The demand for trained and skilled professionals has also increased with the rapid growth of this market.

#### 6. Business Analytics

Today Business Analytics course is an extremely popular on-demand profession which requires a professional to have sound knowledge of data analysis in all dimensions and to uncover the unseen truth combined with knowledge of logic and domain to impact the top and bottom lines. To humans, data is what oxygen is for a data scientist. This is also a profession where statistical experts work on data – beginning with data collection , data cleaning , data mining, statistical analysis, and finally through forecasting, predictive modeling, and data optimisation. A data scientist doesn't offer a solution; they provide the most optimized solution out of the many available.

#### 7. IBM

Business analytics uses data to inform decisions and improve accuracy, efficiency and response time. The ability to measure accomplishments against overall goals. Business analytics gives you a clearer image of goals and objectives.

- Analytics Encourages Smart Decision-Making
- Analytics Provides Clearer Insights Through Data Visualization
- Analytics Offer Efficiency

IIMS in collaboration with IBM trained the students in this domain.





## 8. Mutual Funds

In India, people are becoming more conscious of the investment opportunities available to them. Mutual Funds are among those investment options a popular choice. Different of these are provided by various financial institutions, leaving customers in a tizzy way with their heads as to the best choices that suit them. Consequently, mutual fund advisors are extremely in demand.

The course focuses on the product range of the mutual fund, and aims to fill in the gaps in definition and understanding of mutual fund products. Our course covers the basics of mutual fund investment and will help you to understand what mutual funds are all about together with various options such as debt funds, equity funds and hybrid funds

At the end of the course, a learner will understand the following concepts:

- How mutual fund products stack up
- What are the characteristic features of different products
- Practical understanding of product design, comparison, positioning and classification
- Choice of mutual fund products and product communication
- Getting started with mutual funds

## 9. SPSS for Market Research

Research has become an increasingly valuable resource for policy makers who need deeper insights into future challenges and opportunities. SPSS helps to make the inferences more statistically relevant by integrating sample designs into the survey analysis. It can also provide advanced forecasting methods for market analysts to work with specific sample formats, such as stratified, clustered, or multistage sampling. It helps in understanding the consumer preferences in order to design, price and market successful products more effectively. Model the consumer decision-making process in order to inform product design with the most important features and attributes for your target market. In your data, one can visualize and explore relationships, and predict results based on your findings. Includes advanced techniques, such as predictive analysis, statistical learning, perceptual mapping and preference scaling

## 10. Introduction to Credit Rating

This course helps students with the credit rating process, including the typically followed systems, practices, and procedures; the typical methodology used by rating agencies to assess entities' debt repayment capabilities across different sectors that Credit Rating agencies uses.

## 11. SAP

SAP helps to acquire applications and systems skills that run along with SAP modules. SAP provides good organizational technological support. SAP certification, keeps





students ahead of competitors and will be preferred by the employers. SAP Skills will open up the vast sea of opportunities. The inclusion of extra technical skills is very important in the increasingly competitive job market; thus, the SAP course is an excellent step towards a safe function

## 12. Live Projects

Live projects are given to students to impart working knowledge of theories taught in class. Students are sent to different small and tiny scale organisations to have hands-on experience in different aspects of management.

## 13. HR Analytics

HR analytics is a data-driven approach to workplace human resources management. Today business leaders make decisions about their people using in-depth data analysis rather than the traditional methods of personal relationships, experience-based decision-making and risk avoidance. HR analytics offers state-of-the-art methods for attracting and retaining great employees and reveals how these strategies are used in cutting-edge firms. This course is an introduction to HR analytics theory, and is not intended to prepare learners to conduct complex data analysis of talent management. By the end of this course, students will understand how and when hard data is being used to make soft-skill hiring and talent development decisions.

## 14. Psychometric Test

Psychometric tests are often used as part of a recruitment process. It is a way for employers to assess student's intelligence, skills and personality. These tests evaluate capacity to work with others, process information and cope with stress. So institute conduct psychometric test sessions to the students to allow them to understand their own personality to understand their selves.



### 15. Internet of Things (IOT)

The Internet of Things is turning our physical world into an unprecedentedly complex and dynamic network of connected devices. Advances in technology make it possible to implement IoT more broadly, from pill-shaped micro-cameras capable of recognizing thousands of images inside the body, to smart sensors capable of measuring crop conditions on a field, to increasingly common smart home devices. But which are the IoT building blocks? And what are the underlying technologies that push the IoT revolution. This course gives an overview of exciting and relevant technical areas essential to professionals in the IoT industry.



Signature

Director IIMS

**1.3.2 Number of value-added courses imparting transferable and life skills offered during the last five years (10)**

**1.3.3 Average percentage of students enrolled in the courses under 1.3.2 (10)**

①			
Year -1			
Name of the value added courses (with 30 or more contact hours) offered during last five years	Faculty Conducted	Year of offering	
Currency Derivatives	Prof. Gurudutta Dahanukar	2014-15	
Finishing School	Mr. Minocher Patel	2014-15	
Six Sigma	Dhanajay Apte	2014-15	
Advance Excel	Prof. Nishant Ranjan	2014-15	
Digital Marketing	Prof. Milind Kumar	2014-15	
Year 2			
Name of the value added courses (with 30 or more contact hours) offered during last five years		Year of offering	
Currency Derivatives	Prof. Gurudutta Dahanukar	2015-16	
Finishing School	Mr. Minocher Patel	2015-16	
Six Sigma	Dhanajay Apte	2015-16	
Advance Excel	Prof. Nishant Ranjan	2015-16	
Digital Marketing	Prof. Milind Kumar	2015-16	
Year 3			
Name of the value added courses (with 30 or more contact hours) offered during last five years		Year of offering	
Currency Derivatives	Prof. Gurudutta Dahanukar	2016-17	
Finishing School	Mr. Minocher Patel	2016-17	
Business Analytics	Mrs. Rupali Somani	2016-17	
Year 4			
Name of the value added courses (with 30 or more contact hours) offered during last five years		Year of offering	
Currency Derivatives	Prof. Gurudutta Dahanukar	2017-18	
Finishing School	Mr. Minocher Patel	2017-18	
IBM	Team IBM	2017-18	
Mutual Fund	Dr. Diksha Tripathi	2017-18	





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Digital Marketing	Milind Kumar	2017-18
Six Sigma	Dhanajay Apte	2017-18
SPSS for Market Research	Dr. Bina Jiby	2017-18
Introduction to Credit Rating	Prof. Niraj Satnalika	2017-18
SAP	Prof. Anil Varma	2017-18
<b>Year 5</b>		
<b>Name of the value added courses (with 30 or more contact hours) offered during last five years</b>		<b>Year of offering</b>
Live Projects	Dr. Abhay Mishra	2018-19
Finishing School	Dr. Shailesh Malu	2018-19
Digital Marketing	Prof. Milind Kumar	2018-19
Currency Derivatives	Prof. Gurudutta Dahanukar	2018-19
SPSS for Market Research	Dr. Tripti Sahu	2018-19
HR Analytics	Ms. Pallavi Sakharkar	2018-19
Business Analytics	Prof. Rupali Somani	2018-19
Occupational HR	Prof. Vijay Nimbalkar	2018-19
IOT	Mr. Vivek Marathe	2018-19
Psychometric Test	Dr. Shraddha Kulkarni	2018-19
SAP	Prof. Anil Varma	2018-19





SAIBALAJI EDUCATION SOCIETY

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# VALUE ADDITION COURSE

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2. Currency Derivative .
3. Six Sigma .
4. Advance Excel
5. Business Analytics .
6. IBM .
7. Mutual Funds .
8. Introduction to credit Rating .
9. Live Projects
10. HR Analytics



## 'ORDINARY TO EXTRAORDINARY' MINOCHER PATEL'S SIGNATURE MOTIVATIONAL PROGRAM

4

### Syllabus & Program Outline

- Importance of Motivation
- Power of Self Motivation
- Maintain Enthusiasm and Commitment towards your goal
- Goal Setting
- Importance of Emotional Quotient
- Importance of Confidence Building
- Realize your Strengths and Weaknesses
- Importance of Positive Attitude
- Importance of Learning Vs Judgmental attitude
- Importance of Grateful Attitude
- Importance of Happy Attitude
- Importance of Giving Attitude
- Importance of Sense of Ownership
- Power of Positive Thinking
- Shedding Self Defeating Habits
- Dealing with Negative Influences
- Self Awareness, Self Analysis
- Importance of Character building for Success
- Success Tips
- Importance of being a Good Human Being
- Five Guru Mantras for Success and Happiness

### Program Objectives

This program will

- Increase the confidence of the participants and help them in developing a more positive personality.
- Help them develop a more positive attitude.
- Improve their character and commitment to the organization.
- Help them understand themselves and live up to their full potential.
- Provide them with inputs and motivation, which will help them in being more effective and productive for the organization.





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**Lean Six Sigma Green Belt Course Curriculum:**

**1.0 Define Phase**

**1.1 The Basics of Six Sigma**

**1.1.1 Meanings of Six Sigma**

**1.1.2 General History of Six Sigma & Continuous Improvement**

**1.1.3 Deliverables of a Lean Six Sigma Project**

**1.1.4 The Problem Solving Strategy  $Y = f(x)$**

**1.1.5 Voice of the Customer, Business and Employee**

**1.1.6 Six Sigma Roles & Responsibilities**

**1.2 The Fundamentals of Six Sigma**

**1.2.1 Defining a Process**

**1.2.2 Critical to Quality Characteristics (CTQ's)**

**1.2.3 Cost of Poor Quality (COPQ)**

**1.2.4 Pareto Analysis (80:20 rule)**

**1.2.5 Basic Six Sigma Metrics**

a. including DPU, DPMO, FTY, RTY Cycle Time, deriving these metrics and these metrics

**1.3 Selecting Lean Six Sigma Projects**

**1.3.1 Building a Business Case & Project Charter**

**1.3.2 Developing Project Metrics**

**1.3.3 Financial Evaluation & Benefits Capture**

**1.4 The Lean Enterprise**

**1.4.1 Understanding Lean**

**1.4.2 The History of Lean**

**1.4.3 Lean & Six Sigma**

**1.4.4 The Seven Elements of Waste**

a. Overproduction, Correction, Inventory, Motion, Overprocessing, Conveyance, Waiting.





## ADVANCE EXCEL SYLLABUS

8

### **Unit 1: Using Logical Functions**

#### **Working with Names and Ranges**

What Are Range Names?

Defining and Using Range Names

#### **Using Logical Functions**

Using the Function Library

Manually entering a function

The IF function

The AND Function

The OR Function

Working with Nested Functions

Nested IF functions

Applying Logical Functions

### **Unit 2: Working with Lookup Functions**

#### **Using VLOOKUP to Find Data**

How to Find an Exact Match with VLOOKUP

Finding the Closest Match with VLOOKUP

### **Unit 3: Advanced List Management**

#### **Validating Your Data**

Creating Data Validation Settings

#### **Using Database Functions**

Creating a Criteria Range

Entering the Database Function

#### **Unit 3 Practice Activity**

### **Unit 4: PivotTables and Pivot Charts**

#### **What is a PivotTable?**

Preparing Data to Create a PivotTable

#### **Creating a PivotTable**

Adding Fields to the PivotTable

Creating a PivotTable Frame (Classic PivotTable Layout)

PivotTable areas

Rearranging PivotTable Data

Hiding and Showing Field Data

The PivotTable Tools Ribbon

Modifying Calculations and Data Area Display

#### **Formatting a PivotTable**

#### **Refreshing a PivotTable**

Using Slicers to Manipulate PivotTables

Slicers



Insert the Slicer  
Creating a PivotChart

9

### Unit 5: Using 'What-If' Analysis Tools

Using Scenarios in Excel

Creating a Scenario

Using Goal Seek

Using Solver

Checking Solver Installation

Setting Solver Parameters

### Unit 6: Macros

What is a macro?

Creating a macro

The Developer Ribbon

Recording a macro

Playing a Macro

Macro Security

More Macro Tasks

Recording a Relative Reference Macro

Running a Relative Reference Macro

Assigning a Keystroke to a Macro

Copying a Macro from a Workbook or Template



## **TENTATIVE COURSE OUTLINE\***

### **I. Overview of Business Analytics**

- Introduction to Analytics
- Davenport article - "Competing on Analytics"
- LaValle et al. article - "Analytics: The New Path to Value"

### **II. Visualization/ Data Issues**

- Organization/sources of data
- Importance of data quality
- Dealing with missing or incomplete data
- Data Classification
- Davenport and Harris article - "The Dark Side of Customer Analytics"

### **III. Introduction to Data Mining**

- Introduction to Data Mining
- Data Mining Process
- Data mining tool XLMiner (Excel add-in - free 15 day trial available at [www.solver.com/xlminer-data-mining](http://www.solver.com/xlminer-data-mining))
- Loveman article - "Diamonds in the Data Mine"
- Market Basket Analysis - Shmueli Chapter 13
- Classification and Regression Trees - Shmueli Chapter 14

### **IV. Introduction to Decision Modeling**

- Optimization  
Use of Excel to solve business problems: e.g. marketing mix, capital budgeting, portfolio optimization
- Decision Making under Uncertainty  
Simulation  
Introduction to @Risk (Excel add-in - free 15-day trial available at [www.palisade.com/trials.asp](http://www.palisade.com/trials.asp))  
Types of problems: inventory management, capital investment analysis, market share estimation, sensitivity analysis

**\*The material is subject to change. All changes will be announced in class with ample notice.**





## Mutual Fund Certification

11

### I. Concept and Role of a Mutual Fund

- A. Concept of a mutual fund
- B. Functions of a mutual fund
- C. Advantages and limitations of a mutual fund
- D. Investment objectives
- E. Marking to market
- F. Unit capital
- G. Assets under management (AUM)
- H. Fund running expenses
- I. Net asset value (NAV)
- J. Brief history of mutual funds in India
- K. Closed end funds and open ended funds
- L. Categorization of funds by investment objective
- M. Categorization of funds by investing horizon
- N. Categorization of funds by asset class
- O. International funds
- P. Fund of Funds
- Q. Exchange Traded Funds (ETF)

### II. Fund Structure and Constituents

- A. Structure of mutual funds in India and related regulations
- B. Role of the sponsor, trustee and Asset Management Company (AMC) and related regulations
- C. Role of other fund constituents and related regulations

### III. Legal and Regulatory Environment A.

- Role of regulators in India
- B. Role and functions of SEBI in regulating mutual funds
- C. Self regulatory organizations
- D. Role and functions of AMFI
- E. AMFI Code of Ethics
- F. Investment restrictions and related regulations
- G. Investor rights and obligations

### IV. Offer Document

- A. Regulations with respect to drafting and filing of an Offer Document for NFO
- B. Process of NFO and steps involved in marketing an NFO
- C. Objectives of information disclosure in an offer document
- D. Objectives and contents of the Statement of Additional Information (SAI) and related regulations
- E. Objectives and contents of the Scheme Information Document (SID) and related regulations
- F. Key Information Memorandum (KIM) and related regulations



**V. Fund Distribution and Sales Practices A.**

Types of investors and eligibility

B. Distribution channels for mutual funds

C. Pre-requisites to become a mutual fund distributor

D. Key elements of agreement between distributor and a mutual fund E.

Sales practices and commission structure

F. Types of commissions and transaction charges G.

AMFI Code of Conduct

H. Process for KYD

**VI. Accounting, Valuation and Taxation**

A. Computation of net assets and NAV

B. Announcement of NAV

C. Factors affecting the NAV

D. Pricing of transactions in a mutual fund

E. Time-stamping of transactions

F. Charging of expenses

G. Key accounting and reporting requirements

H. Valuation process carried out by mutual funds

I. Applicability of taxes

J. Dividend Distribution Tax

K. Taxability of dividends and capital gains in the hands of a mutual fund investor

L. Applicability of Securities Transactions Tax based on type of transaction and scheme

M. Setting off gains and losses under Income Tax Act

**VII. Investor Services**

A. KYC requirements & Demat Account concept

B. Process for fresh and additional purchase in a mutual fund

C. Additional documentation requirements for institutional investors

D. Acceptable payment instruments

E. Processes related to redemptions by investors

F. Contents and periodicity of Statement of account

G. Process for Nomination and Pledge

H. Types of Investment options - dividend, growth and dividend re-investment

I. Processes related to of systematic investment plans

J. Processes related to systematic withdrawals and transfers

K. Processes related to other investor services and facilities

**VIII. Risk, Return and Performance of Funds**

A. Return on investment

B. Calculation of simple, annualized and compounded returns

C. Applicability of returns for different types of funds

D. SEBI norms for return representation of mutual funds in India

E. Factors that may affect mutual fund performance

F. Risks in different type of mutual funds

G. Classification of mutual funds based on risk

H. Process for Benchmarking of performance



**IX. Scheme Selection**

- A. Steps in selecting equity funds
- B. Steps in selecting debt funds
- C. Steps in evaluating a money market fund and identifying factors impacting their performance
- D. Steps in evaluating balanced mutual funds and evaluation of factors impacting their performance
- E. Sources of data to track mutual fund performance

**X. Selecting the Right Investment products for Investors**

- A. Classification of assets into physical and financial assets
- B. Features of physical assets such as gold and real estate
- C. Features of financial assets

**XI. Helping Investors with Financial Planning**

- A. Basics of financial planning
- B. Financial goals
- C. Investment horizon
- D. Objective of financial planning
- E. Benefits and need for financial planning to the investor
- F. Life cycle and wealth cycle in financial planning
- G. Tools to categorize investors' needs

**XII. Recommending Model Portfolios and Financial Plans**

- A. Risk profiling
- B. Asset allocation and types
- C. Importance and steps for developing a model portfolio





**Module 1: Financial Statement Analysis**

- Introduction: The Role of Financial Statements, Relevance of Notes
- Nuances of Accounting: Inventories, Depreciation, EPS, Intangible Assets.
- Ratio Analysis, Financial Modelling and Covenant Testing.
- Nuances of Leases, Hire Purchase, Pension Liabilities
- Classification of Investments in Financial Assets
- Red Flags, GAAP & IFRS – Similarities & Differences
- Case Studies

**Module 2:**

- Liquidity Analysis, Stress Testing
- Comparison: Sector versus Global, Liquidation Scenario and Event, M&A/LBO, Banker's Angle to Credit Analysis, Bank CMA Format and Credit Policy Formulation
- Preparation of Credit Proposal and Credit Appraisal, Capital Budgeting Methods.
- Loan/Bond, Behavioral Aspects of Credit officer, Pre-sanction Methodologies and Analysis, Know your Customer (KYC) requirements
- ESG Analysis for Loans/Bonds
- Case studies

**Module 3:**

- Loan documentation, Covenants analysis and Trends
- Loan/Bond Pricing, Spreads and Curves.
- Credit Default Swap (CDS)
- Seniority Ranking, Rich Cheap Analysis.
- Bond Valuation Measures including Swaps, OAS, YTW, YTM
- Risk Mitigation using derivatives like swaps, FRA, caps and floors, Forex Hedge.
- Case studies



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**Module 1: Credit Rating – Internal and External**

- Basics of Credit Rating
- Credit Risk Management
- 5C Credit Model, Analytical Framework For Credit Analysis, Industry Risk, Business Risk, Financial Risk
- Dealing With the Intricacies of Credit Rating.
- Management Risk Project Risk,
- Ratings Methodology For Manufacturing Companies,
- Ratings For Financial Institutions And Banks, Sovereign Ratings, Internal Rating models (Basel)
- Case studies

**Module 2: Credit Strategy and Portfolio Management**

- Understanding Yield Curves
- Trading on Interest Rate Risks
- Understanding Credit Spreads, Trading on Credit Spreads,
- Other Concepts on Credit Risk
- Predicting the Market,
- Introduction to Distressed Debt
- Understanding Systemic Risk
- Credit Analysis in a Multi Asset Class portfolio,
- Trading Strategies for Emerging Markets
- Case studies

**Module 3: Credit Monitoring, NPA Management, Enhancement and Securitization**

- Credit Monitoring and Identification of Early Warning Signals
- Credit Enhancement and Structures
- Rating of Asset Backed and Mortgage Backed Securitization Transactions
- Stressed Asset Management – Warning signs, Process and Monitoring for Recovery, CDR Mechanism, Pricing/ valuation of NPA's and Asset backed/Mortgage backed Securities
- Case studies



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## Topics For Live Projects – Internal Assessment

16

1. Study the customer preferences towards online Real Estate Portal.
2. Study the customer preferences towards online Job Portal.
3. Study of micro selling model at traffic singles Pune
4. Study the customer preferences towards online Education Portal.
5. Customer Experience Analysis of using Mobile App in online Taxi.
6. Study the market scenario of Second hand car dealer.
7. Study the Market scenario towards Kirana Shoppee
8. Study of the Store Layout of Retail Store - Pantaloon
9. Study of the Store Layout of Retail Store - Pune Central
10. Study of the Store Layout of Retail Store - Westside
11. Study of the Store Layout of Retail Store - Shoppers Stop
12. Study of the Store Layout of Retail Store - D-Mart
13. Study of the Store Layout of Retail Store - Reliance Fresh
14. Study of the Store Layout of Retail Store - Aditya Birla - More
15. Study of the Store Layout of Retail Store - Individual Franchise Brand Showrooms
16. Study of the Merchandising of Retail Store - Pantaloon
17. Study of the Merchandising of Retail Store - Pune Central
18. Study of the Merchandising of Retail Store - Westside
19. Study of the Merchandising of Retail Store - Shoppers Stop
20. Study of the Merchandising of Retail Store - D-Mart
21. Study of the Merchandising of Retail Store - Reliance Fresh
22. Study of the Merchandising of Retail Store - Aditya Birla - More
23. Study of the Merchandising of Retail Store - Individual Franchise Brand Showrooms
24. Customer Experience Analysis of using Mobile App in Fashion Industry.
25. To study business model a Paan Shoppee
26. To study business model a Chaatwala
27. Study the distribution channel of Branded Tiles.
28. Study the customer preferences towards Education Portal
29. A Detailed Study of Challenges for malls.
30. Study the growth of E- Learning tools in schools.
31. To study business model of traditional sweet marts of Pune.
32. Analyse and determine Consumer Buying behavior for hatchback cars.
33. Study the market scenario of Two wheeler Rentals.
34. Study the market scenario of Rented Furniture market
35. Analyse and determine Consumer Buying behavior for Luxury cars.
36. Analyse and determine Consumer Buying behavior for sedan cars.
37. Analyse Core Competence Areas of a Website to Identify Business Partner Engagement Parameters.
38. Analyse Retail Product Display Ratio of top FMCG Companies.
39. Analyse supply chain and distribution of Dairy Products.
40. Analysis of Consumer Decision Making Variables on Zomato
41. Analysis of Consumer Engagement for India's most preferred online classifieds platform
42. Analysis of IT Infrastructure Usage in the Healthcare Industry
43. Analysis of Market Strategies of Automobile Companies in India.
44. Analysis on Marketing Spend of Restaurants for Zomato
45. Analysis on performance measurement tools for offline and online marketing activities
46. Analyze & Recommend Branding Strategies for Health Insurance Industry for Enhanced Customer Engagement





47. Strategize & Implement an Annual Marketing Plan to Enhance the Online Presence of a Website
48. Study the Restaurants and Local Delicacies In & Around Your Hinjawadi
49. Associate with Prospective Delegates through Online Medium for an Event
50. Verification of TripAdvisor's Restaurant Sticking Campaign Data
51. To Study the impact of PayTM Sticking Campaign Data
52. Banking Industry Analysis & Business Model Development for New Entrants via RBI Banking Licenses
53. Below the Line - Marketing Strategy & Execution Plan of Plot sellers in and around Marunji
54. Below the Line - Marketing Strategy & Execution Plan of Real estate in and around Hinjawadi
55. Analysis of distribution of FMCG products to Improve Product Development
56. Capturing Client's feedback and Interest on Mobile Food Ordering App
57. Brand Affiliate: Act as a Brand Affiliate Marketer for Triveni Fashions
58. Brand Ambassador - Act as Brand Affiliate Marketer for a Company
59. Brand Awareness Analysis - Company Vs Competition for any website/ company
60. Brand Awareness: Social media and digital marketing
61. Brand communication: Research and Analysis of Communication of Life Insurance Brands
62. Brand Communications - Design Innovative Content for Enhanced User Interactions with a Company's Products/ Services
63. Brand Communications - Design Resourceful Content to Boost User Interactions with a Website
64. Brand Engagement - Build a Portfolio of Business Leader Interviews
65. Brand Engagement - Build Online Identity via Blogging
66. Brand Engagement - Content Marketing via Social Media
67. Brand Engagement : Build Product Interest for a Unique Mobile Application
68. Brand Engagement and Profiling of Unorganized Pharmacies for a Healthcare Mobile App Company
69. Brand Engagement: Enhance Social Media Engagement
70. Brand Management: Analyze & Design Brand Marketing Strategies to Enhance User Engagement & Visibility
71. Brand Management: Generate Branding for TatvaGyan through Online Marketing Tools
72. Brand Management: Strategize & Implement Internet Based Branding Initiatives for a company
73. Brand Marketing: Map the Delhi NCR Market for Inbound Tour Operators & Establish Brand Partnerships
74. Brand Promotions & Marketing: Develop & Implement Innovative Branding & Marketing Strategies via Online/ Offline Media
75. Brand Representation and Product Concept Feasibility Survey & Review with Target Segment
76. Brand Visibility and Customer Engagement - Amazon and the AurDikhaaoAdv
77. Branding & Positioning a Company's Services in EMEA & APAC Regions
78. Branding Strategist - Analyze & Design Strategies to Increase Brand Visibility and User Engagement
79. Branding Strategy: Create & Implement Social Media Strategy for a company
80. Build Brand Associations & Partnerships via Key Marketing Initiatives
81. Build Brand Awareness via Innovative & Creative Use of Social Media Marketing
82. Build Community Level Action for Swachh Bharat Abhiyan
83. Build Go To Market Strategy for a leading legal solution provider company
84. Build Go-to-Market Strategy for Cashback& Coupon Website
85. Build Social Media Presence & Company Brand Awareness among Target Segment
86. Build Social Media Presence for Company Products & Services





87. Building a Database of Target Institutions for a Recruitment Consulting Company
88. Building a Qualified Database for a Training Firm
89. Building Brand Awareness through Social Media Marketing & Promotions for Company Products & Services
90. Building Business Associations & Relationships through Innovative Marketing Initiatives
91. Building Channel Base and MIS Data Support for a company
92. Building Client Outreach & Interest through Usage of Online/ Offline Marketing
93. Building Client Outreach & Interest through Usage of Professional Networking
94. Building Company Outreach through Social Media Marketing & Branding
95. Building Content for Marketing Communication for a Training Firm
96. Building Corporate Networks for a leading Education Platform
97. Building Customer Networks via Telephonic Engagement
98. Building Marketing Strategy and Business Management
99. Building the Marketing Strategy for an E-Commerce Marketplace in the Education Business
100. Building the Marketing Strategy for an Online Courses & Certification Business
101. Building User Network of NGOs & Donors through Online/ Offline Media
102. Business Architect: Build Value for a given company via Prospective Client Networking & Relationship Management
103. Business Association with Prospect Franchisees via Online Media
104. Business Associations - Network with CXOs of Organisations through Online Media for a Consultancy Firm
105. Business Associations & Networking via Key Marketing Initiatives
106. Business Associations : Establish Networking with Prospective Clients for a company
107. Business Associations and Networking via Key Marketing Initiatives
108. Business Associations and Networking with Prospects through Online Platforms
109. Business Associations with Prospective Clients for E Commerce Platform
110. Business Associations: Build Relations & Network with Channel Partners & Retailers via Effective Marketing Tactics
111. Business Associations: Connect with Prospective Clients through Online Marketing
112. Business Associations: Establish Business Alliances with Potential Retailers for Availing MotrPart Services
113. Business Associations: Generate Business Alliances with Potential Retailers for Availing MotrPart Services
114. Business Associations: Manage & Maintain Client Relationship for Insight Learning
115. Business Blogging: Research & Create Content on Latest Industry Trends for a company's Official Blog
116. Business Communications - Create Interactive Content and Marketing Communication Material for Client Events & Websites
117. Business Development : Collaborate with the Hotels/Guest Houses for an Online Hotel Reservation Portal
118. Business Development by Building Hotels Network for a Tourism company
119. Business Development for a New Program Launch by Management Consulting & Training Company.
120. Business Development with Online Blogs & Marketplaces
121. Business Networking - Building Client Outreach & Interest through Usage of Professional Networking
122. Business Networking and Relationship Building via Key Marketing Initiatives
123. Business Networking with Client Prospects via Online Marketing Platforms
124. Business Networking with Prospective Clients via Effective Marketing Tactics
125. Business Networking: Associate with Prospective Clients via Online Platforms





## **HR ANALYTICS SYLLABUS**

**HR Analytics in Perspective:** Role of Analytics, Defining HR Analytics, HR Analytics: The Third Wave for HR value creation, HR Measurement journey in tune with HR maturity journey Understanding the organizational system (Lean) , Locating the HR challenge in the system , Valuing HR Analytics in the organizational system, Typical problems (working session)

**HRA Frameworks:** Current approaches to measuring HR and reporting value from HR contributions, Strategic HR Metrics versus Benchmarking, HR Scorecards & Workforce Scorecards and how they are different from HR Analytics, HR Maturity Framework: From level 1 to level 5, HR Analytics Frameworks: (a) LAMP framework; (b) HCM:21 Framework and (c) Talent-ship Framework, 5 overarching components of an effective Analytics framework.

**Basics of HR Analytics:** Basics of HR Analytics, what is Analytics, Evolution, Analytical capabilities, Analytic value chain, Analytical Model, Typical application of HR analytics.

**Predictive Analytics:** Steps involved in predictive analytics: Determine key performance indicator, analyse and report data, interpreting the results and predicting the future. Metrics and Regression analysis and Causation.

**Insight into Data Driven HRA:** Typical data sources, Typical questions faced (survey), Typical data issues, Connecting HR Analytics to business benefit (case studies), Techniques for establishing questions, Building support and interest, Obtaining data, Cleaning data (exercise), Supplementing data.

### **HR Metrics –**

Defining metrics, Demographics, data sources and requirements, Types of data, tying data sets together, Difficulties in obtaining data, ethics of measurement and evaluation. Human capital analytics continuum.

### **HR Dashboards**

Statistical software used for HR analytics: MS-Excel, IBM- SPSS, IBMAMOS, SAS, and R programming and data visualisation tools such as Tableau, Plotly, Click view and Fusion Charts.

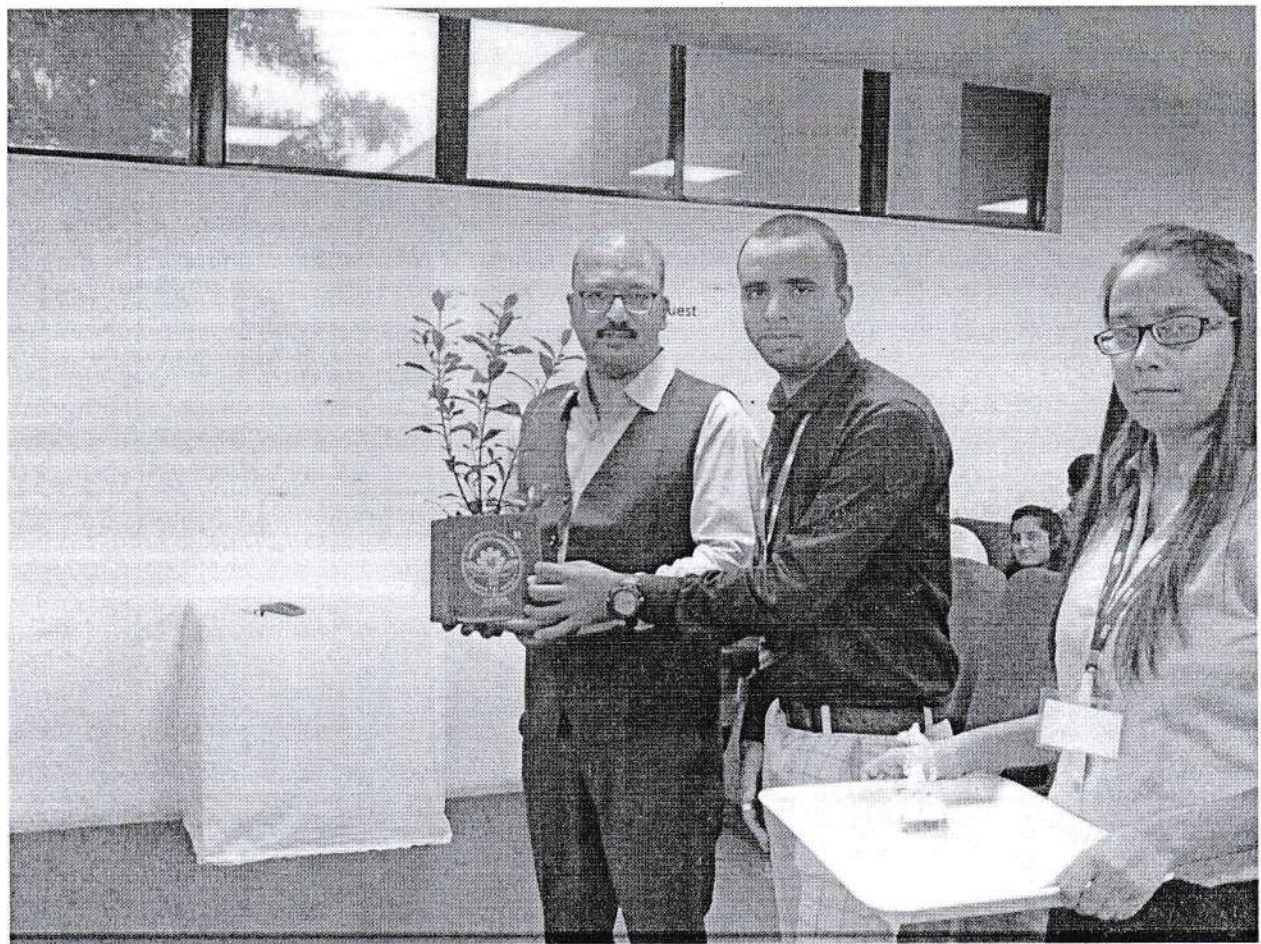
### **HR Scorecard**

Assessing HR Program, engagement and Turnover, Finding money in Analytics, Linking HR Data to operational performance, HR Data and stock performance. Creating HR Scorecard, develop an HR measurement system, guidelines for implementing a HR Scorecard.

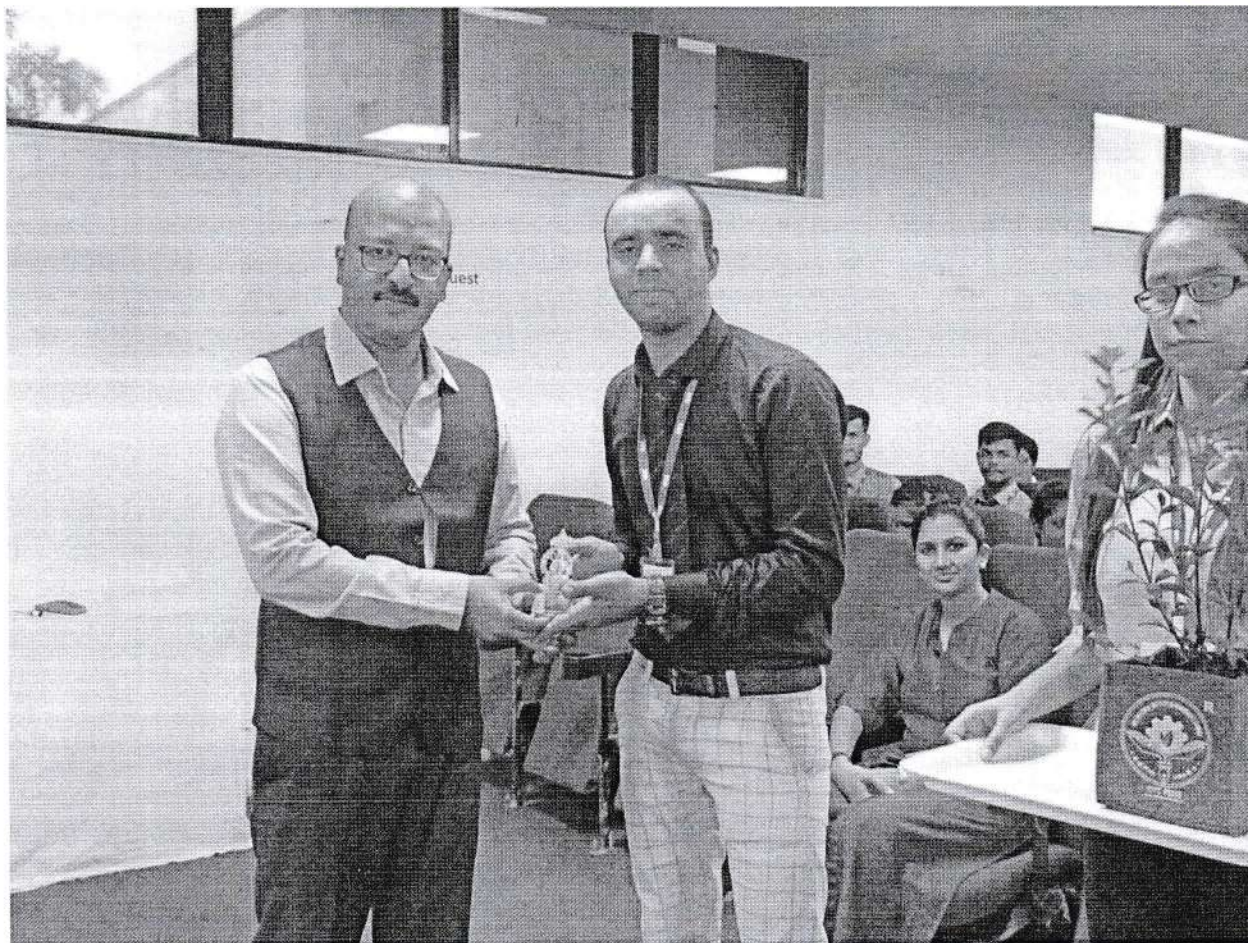




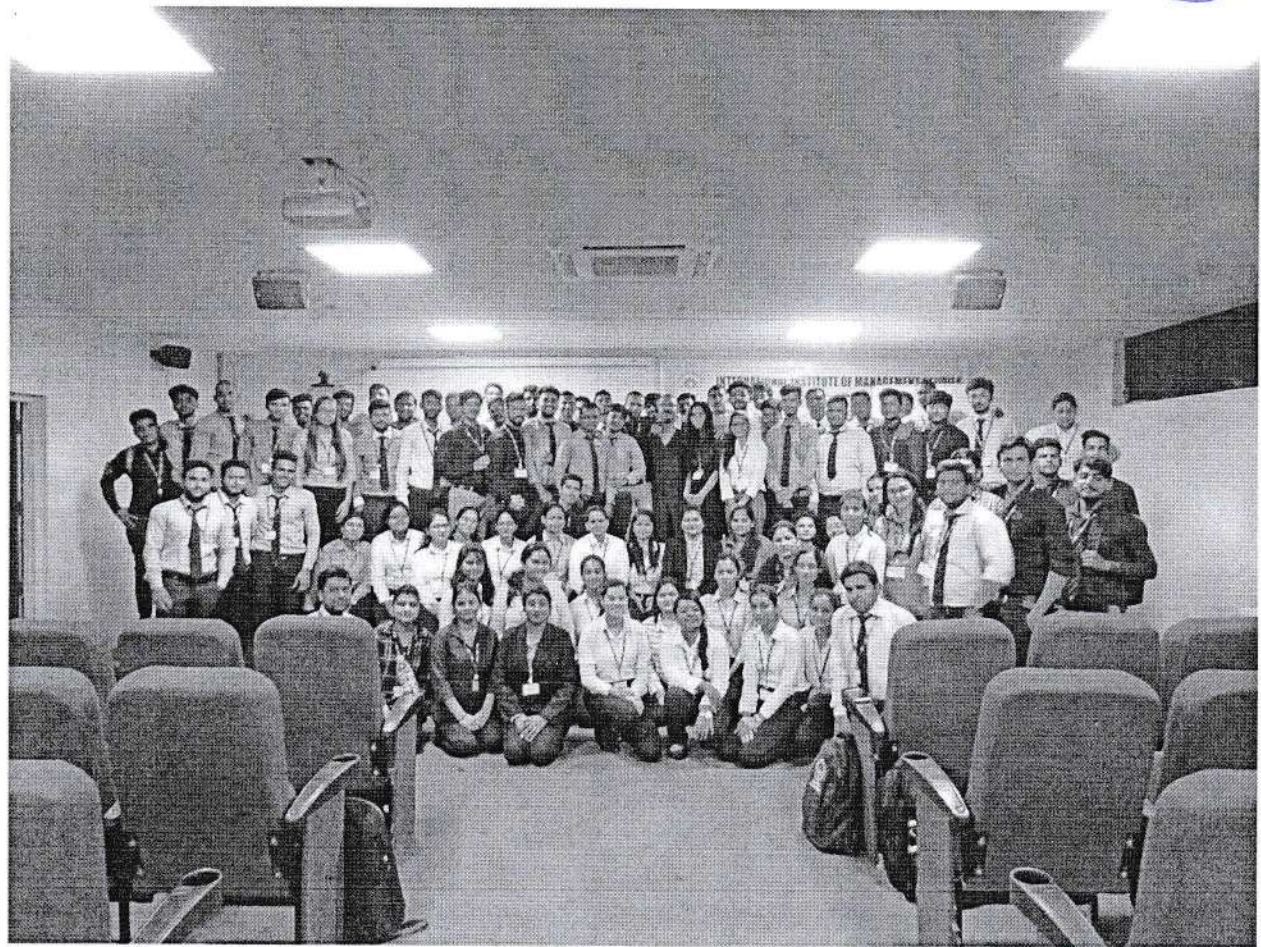
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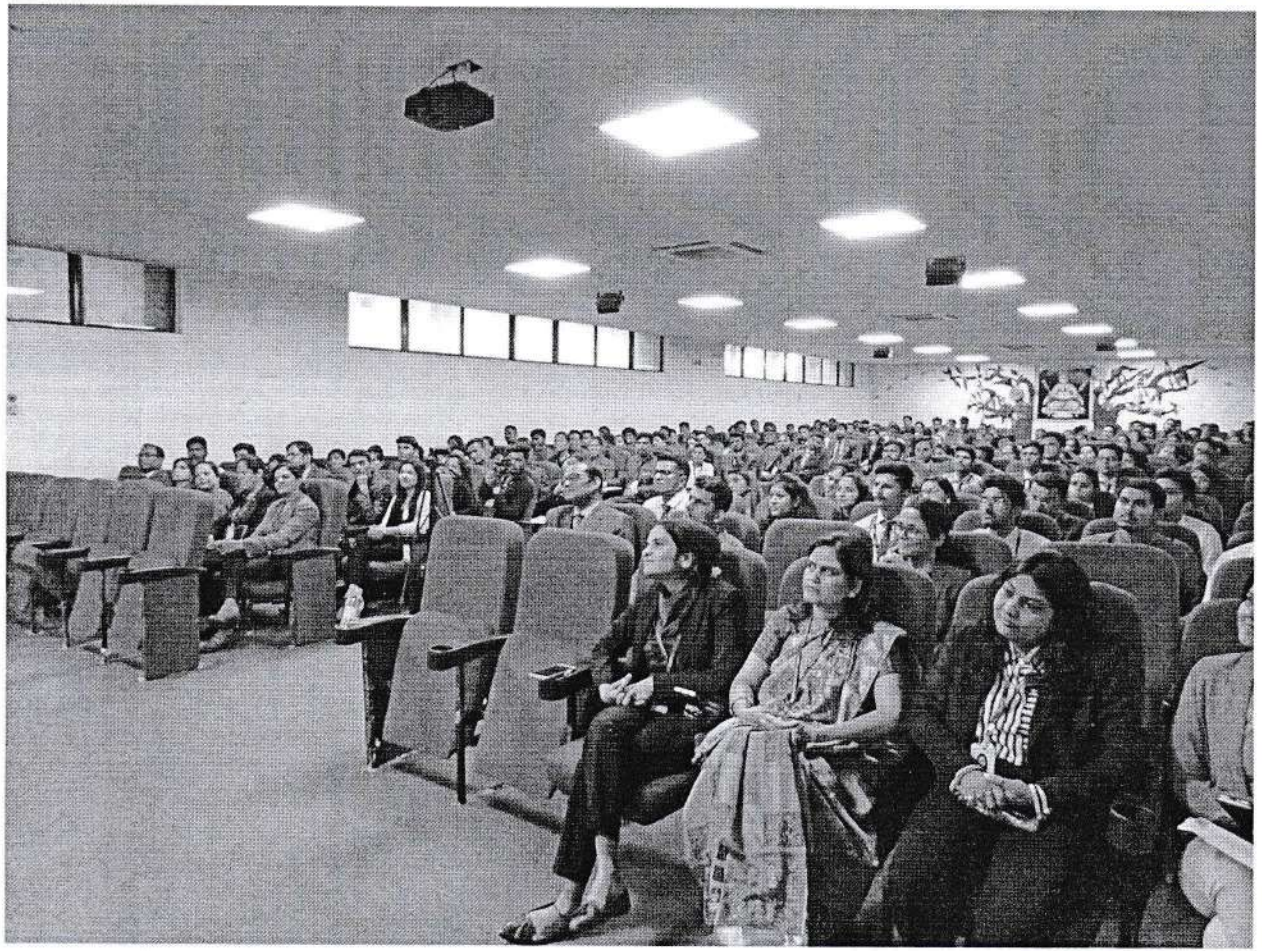




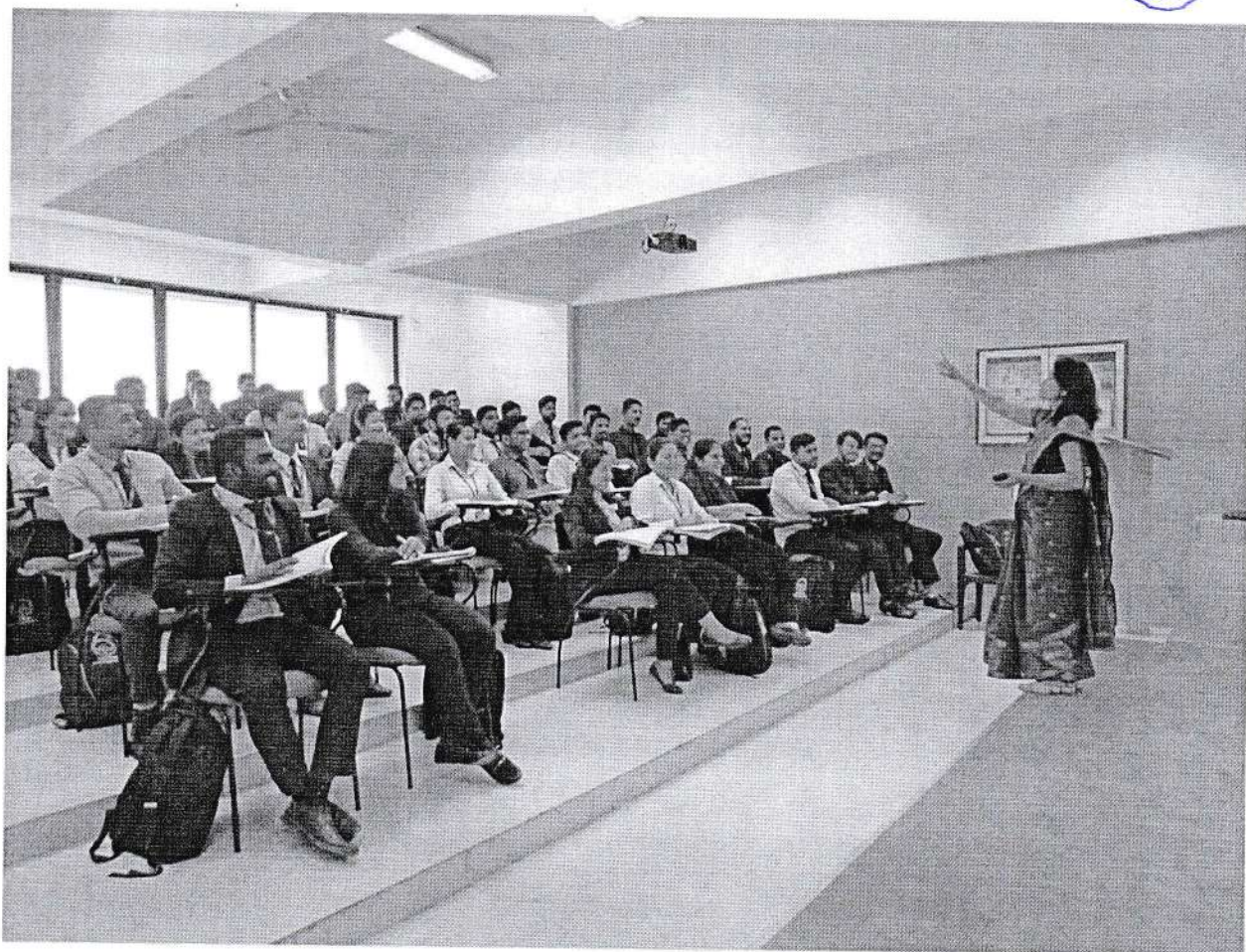






















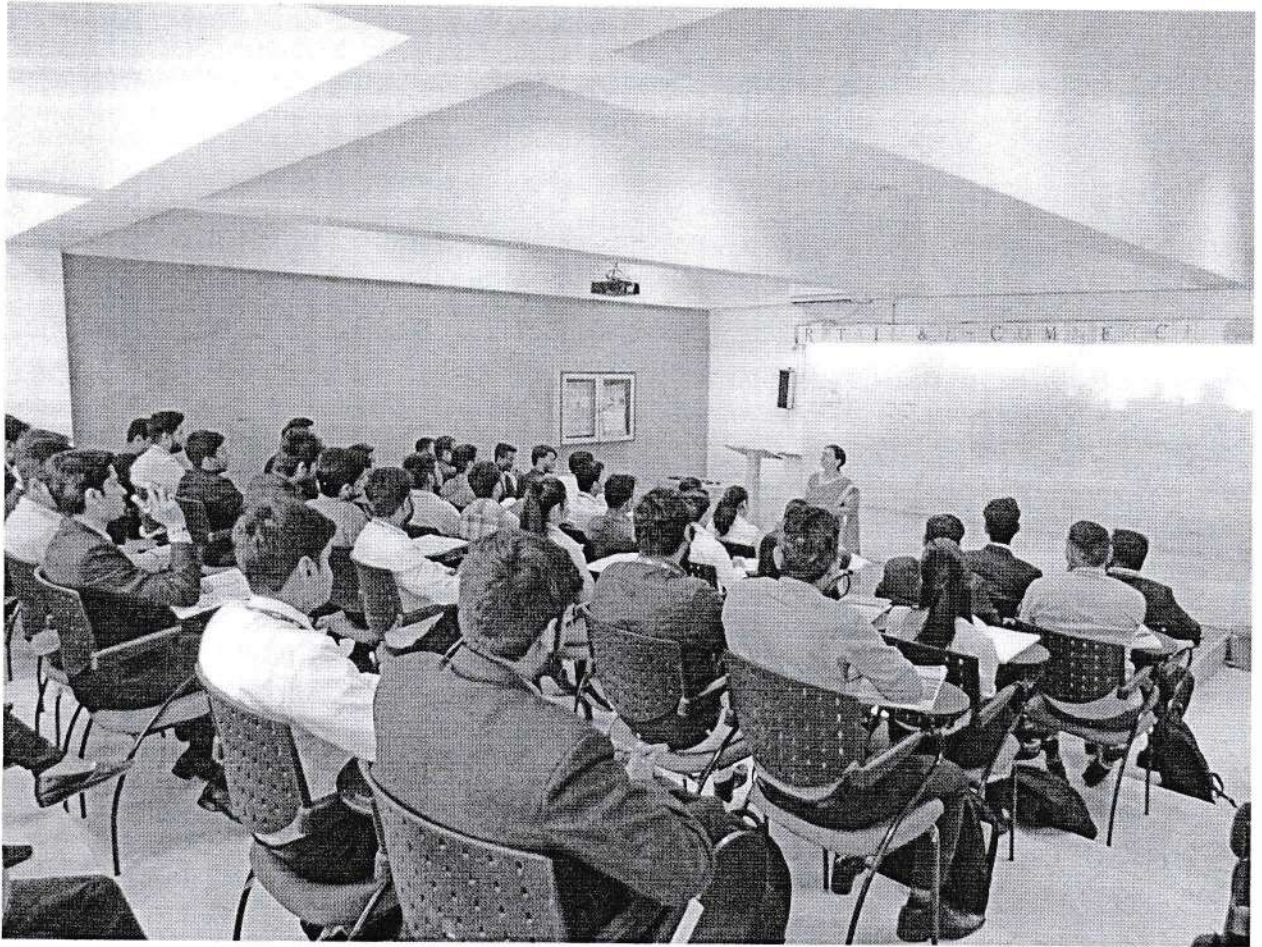




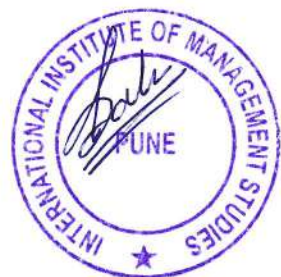
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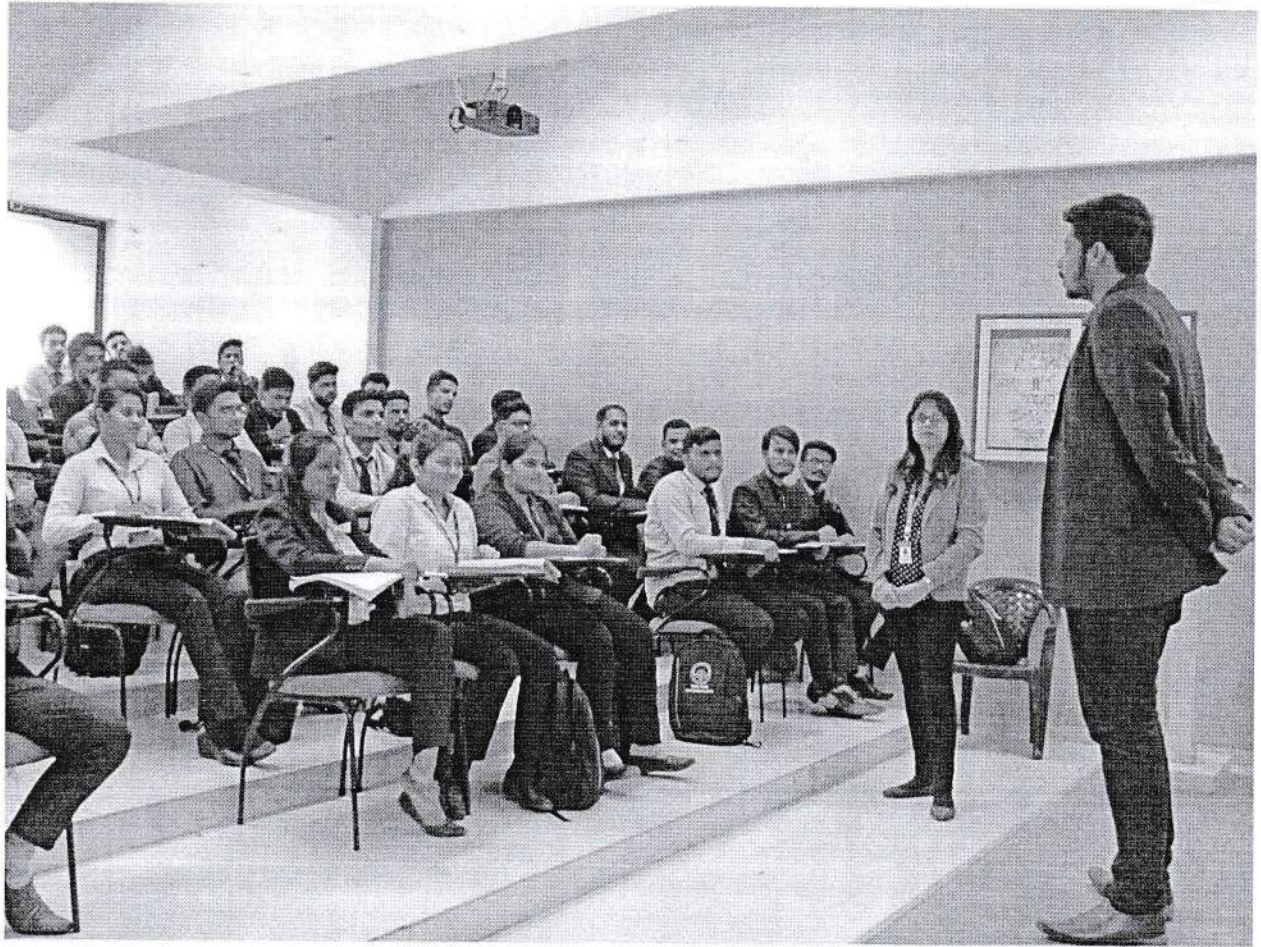






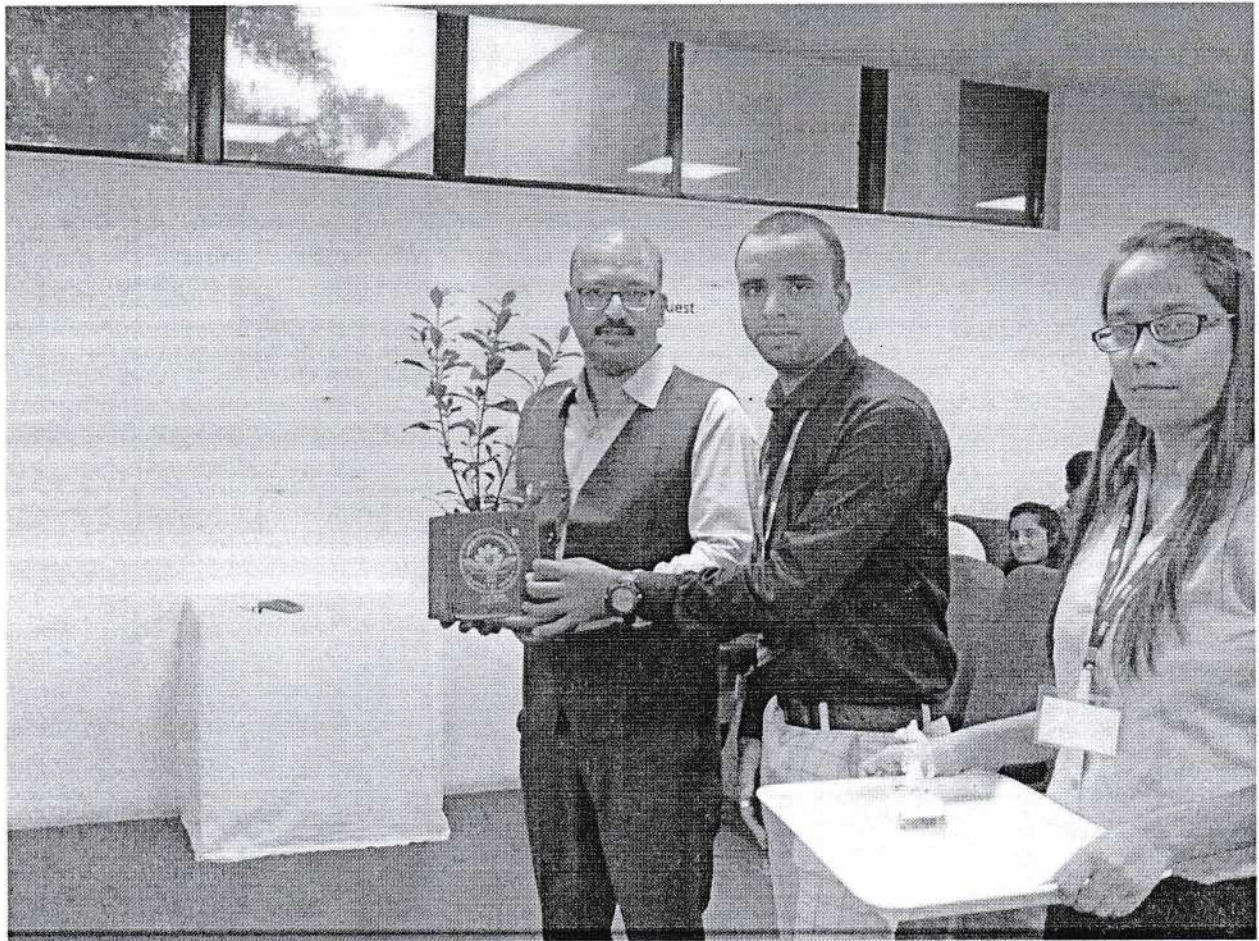




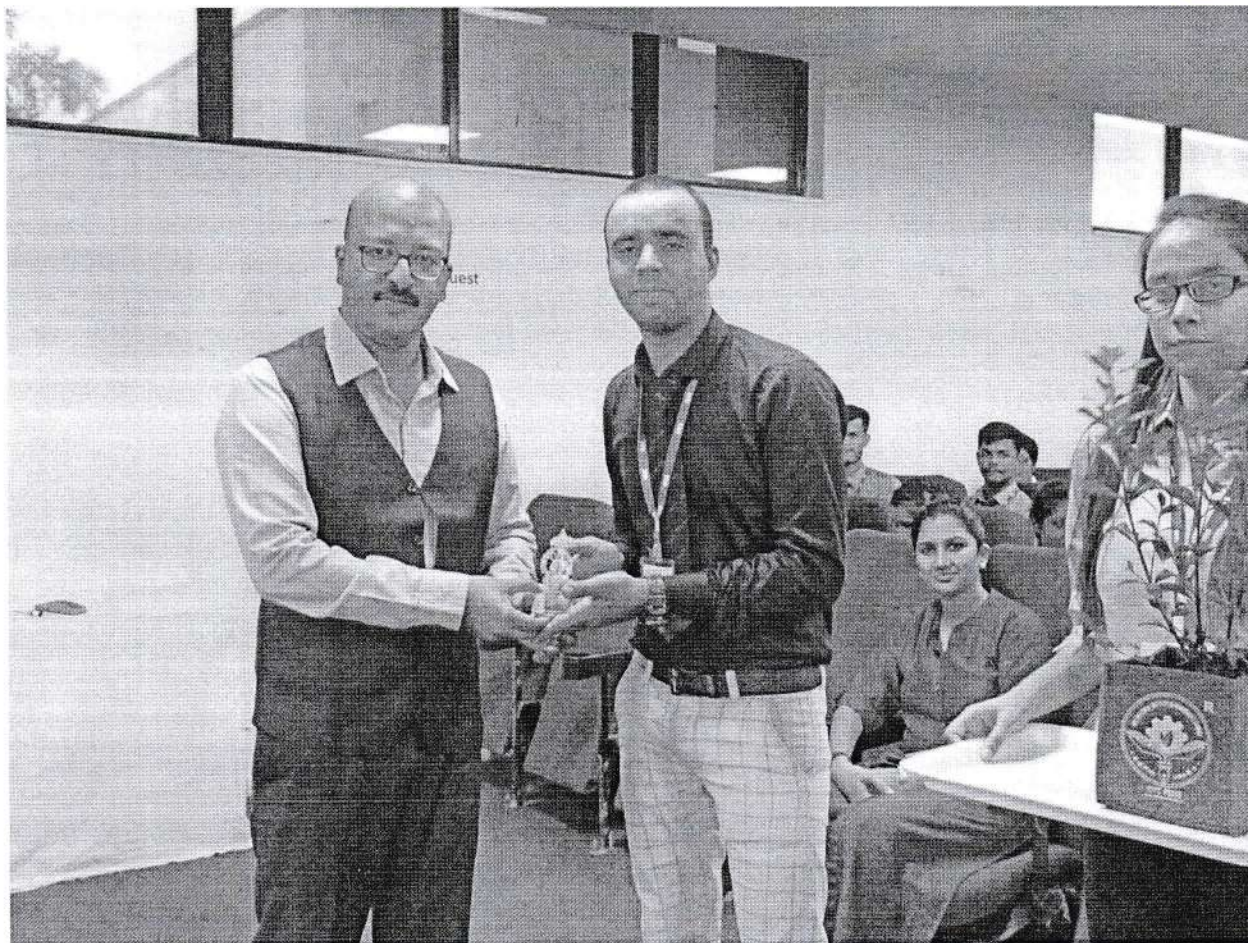




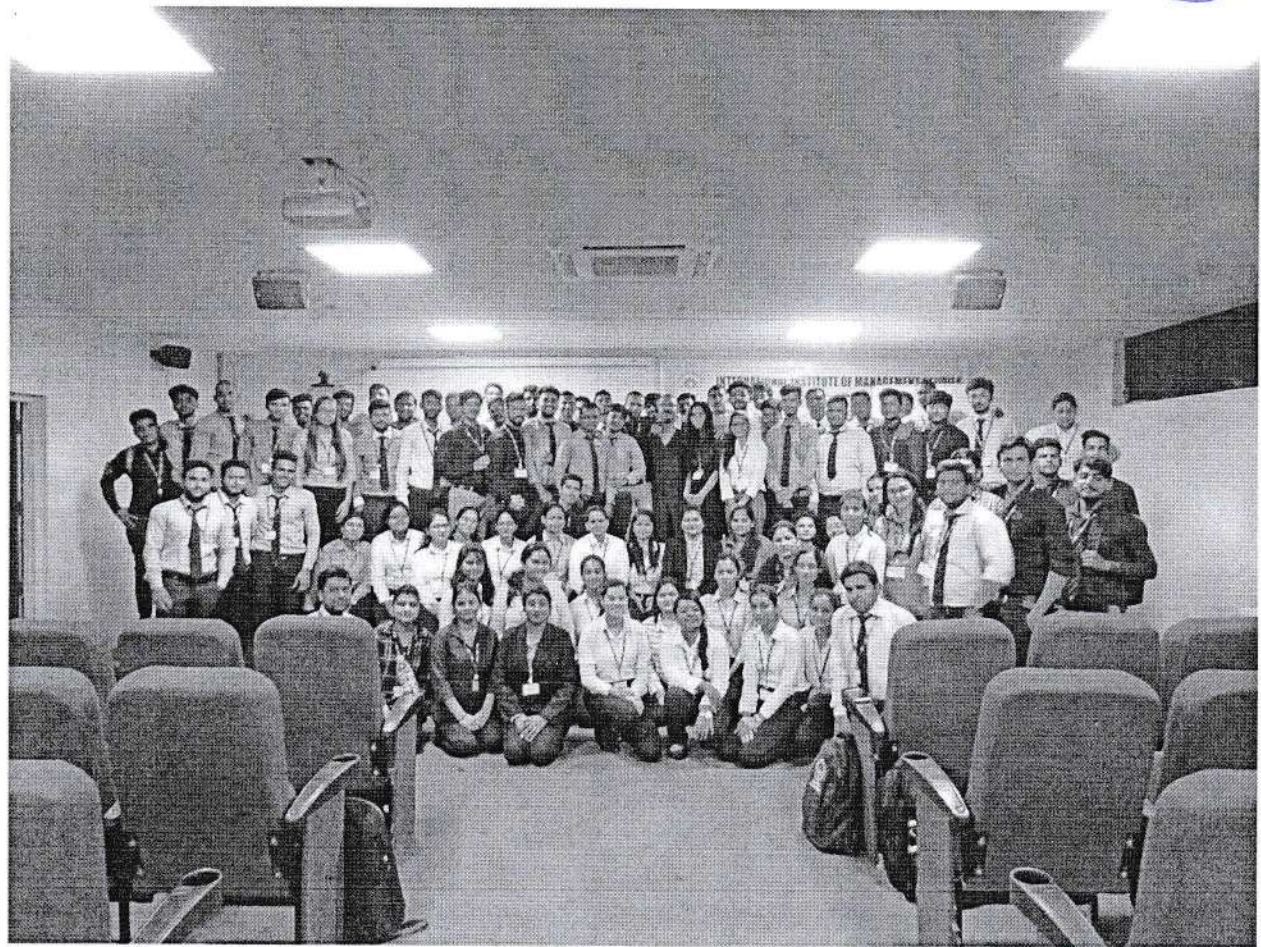
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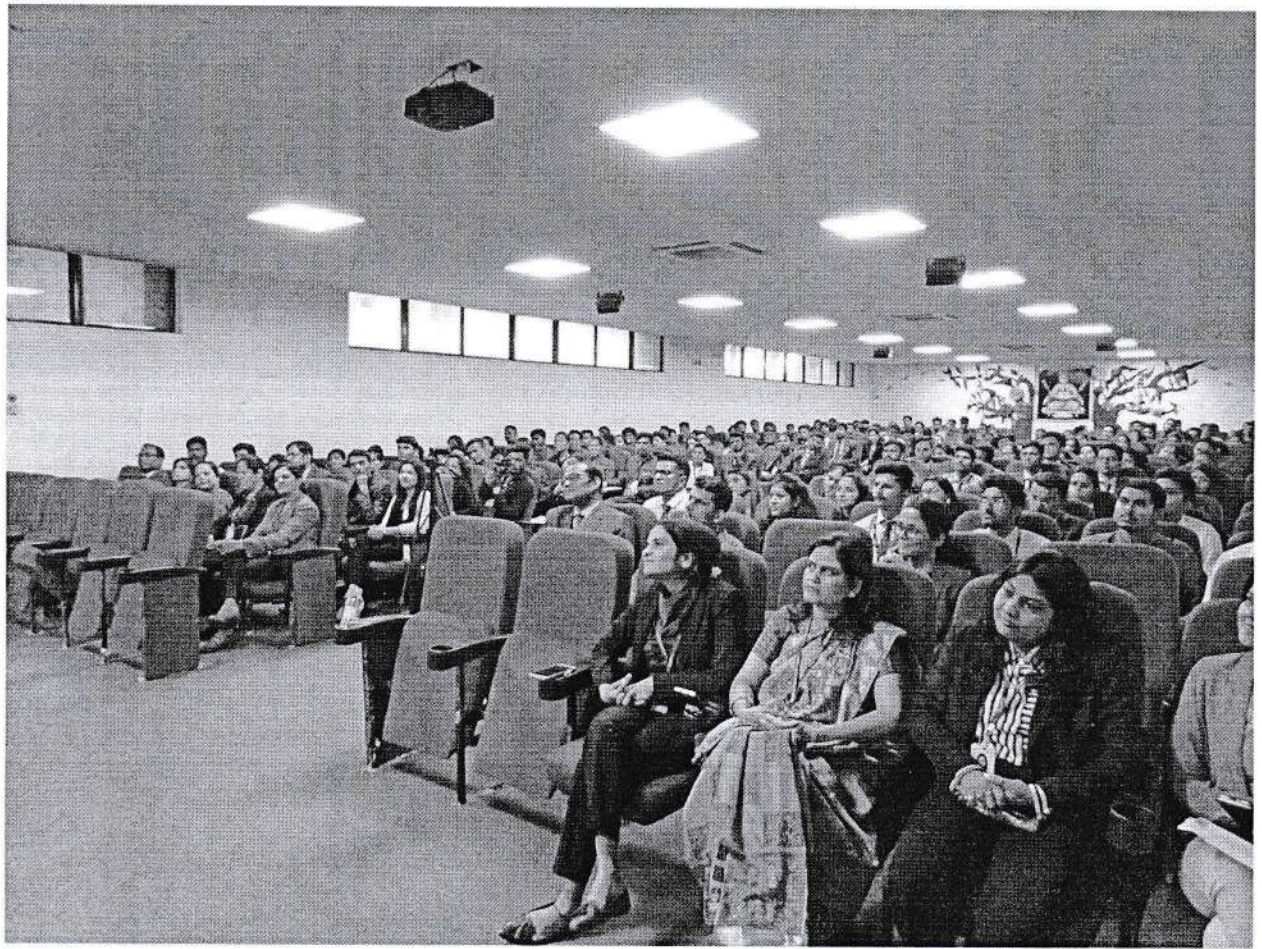




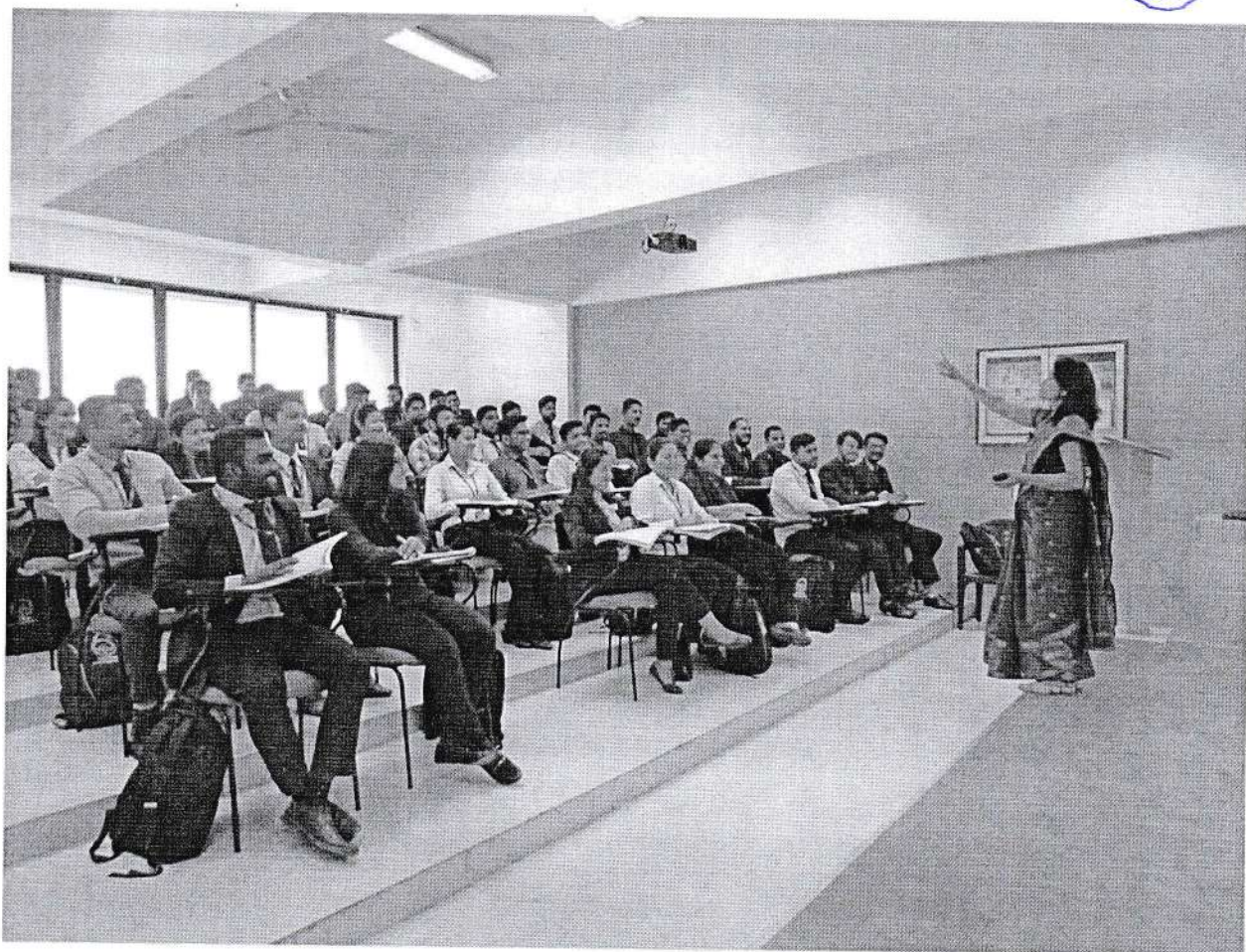






















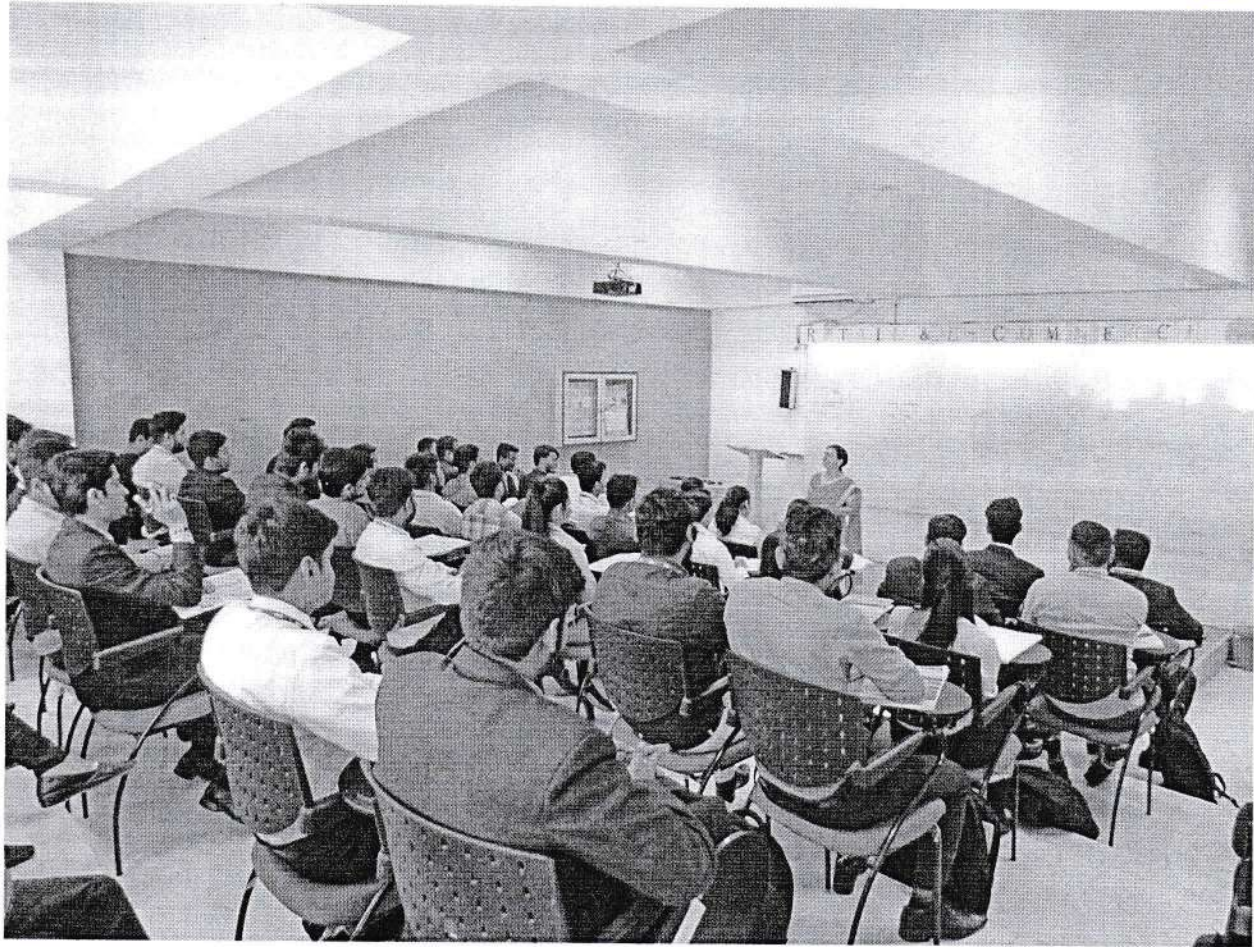




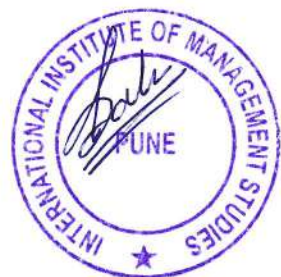
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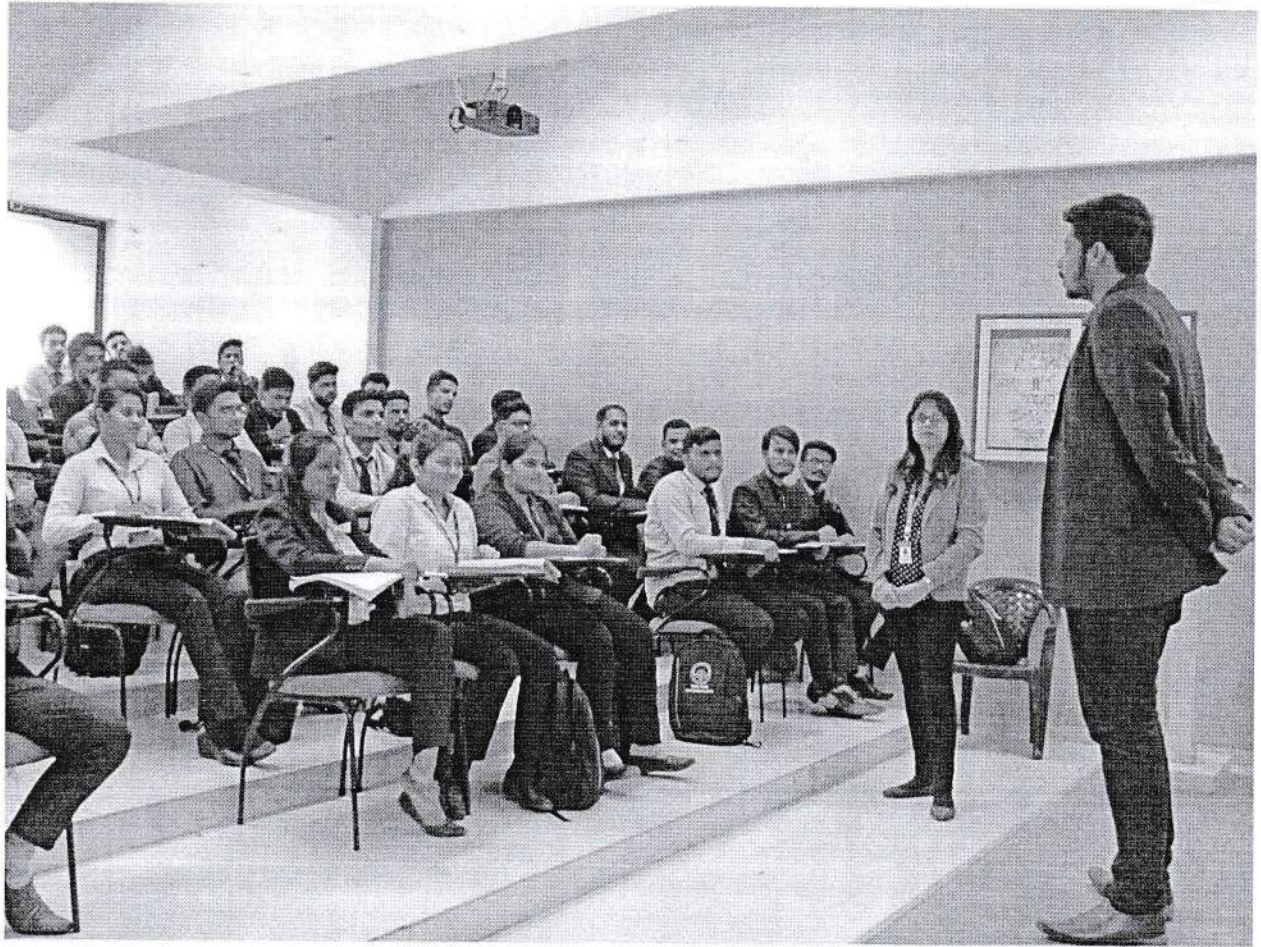
















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