

**Department of Master of Business Administration****Name of the Course: *Internship & Job Preparation.*****Conducted By: INTERSHALA Training****No. of Hours: 4 week****Total Students Enrolled: 2****Total Students Completed: 2****Year of offering: 2021-22**

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Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



## 1. Enrolled Students List:

A.C.Y. 2021-22				
Sr.No.	Course Name	Name of Students	Department	Certificate Type
1.	Internship & Job Preparation	AGHADE AMOL PANDITRAO	MBA	Online
2.		AHIRE AKSHIT YUVRAJ	MBA	Online
3.		AHIRE VIKAS RAJENDRA	MBA	Online
4.		AHIRE SUDARSHAN NANDLAL	MBA	Online
5.		BAGUL PRITESH RAJENDRA	MBA	Online
6.		BARVE RAKESH SANJAY	MBA	Online
7.		BAVISKAR PRANALI GOKUL	MBA	Online
8.		BHADANE SNEHA JAYAWANTRAO	MBA	Online
9.		BHAGWAT MONIKA GANPAT	MBA	Online
10.		BHALERAO SAGAR SHARAD	MBA	Online
11.		BHAMARE VIVEK PRAKASH	MBA	Online
12.		BHAMARE SMITESH RAMESH	MBA	Online
13.		BHARASKAR GAYATRI DEEPAK	MBA	Online
14.		BHOYAR ANUSHREE PRAKASH	MBA	Online
15.		BIRARI TANVI MAHENDRA	MBA	Online
16.		BOBADE MAYUR VIJAY	MBA	Online
17.		BORADE VAIBHAV BALASAHEB	MBA	Online
18.		BORASE VAIBHAV SONU	MBA	Online
19.		BORASE UMESH CHANDRAKANT	MBA	Online
20.		BORSE MANOJ GOKUL	MBA	Online



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NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

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## 2. Course Curriculum / Content

### *Internship & Job Preparation*

#### Course layout

- Day 1: On-Campus and Off-Campus Placements
- Day 2: Identifying the Most Important Skills
- Day 3: Writing the Resume
- Day 4: Writing the Cover Letter
- Day 5: Building a Portfolio and Social Media Presence
- Day 6: Hiring Process
- Day 7: Preparing for the Interview

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3. Assessment procedure

**CRITERIA TO GET A CERTIFICATE**

In the end, one final exam is conducted which comprises 30 MCQs with a time limit of 30 minutes. You get your certificate only after clearing this final exam.

4. MoU

NA



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5. Proof of No. of Hours  
Notified 4 Weeks in Certificate

6. Certificate

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Brahma Valley Institute of Management  
Anjaneri, Nashik



# Certificate of Training

**AGHADE AMOL PANDITRAO**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 63% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**  
FOUNDER & CEO, INTERNSHALA



**Director**

**Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik**



Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647543B

Date of Certification: 2022-02-12

For certificate authentication, please visit [https://trainings.internshala.com/verify\\_certificate](https://trainings.internshala.com/verify_certificate)

# Certificate of Training

**AHIRE AKSHIT YUVRAJ**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 65% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**  
FOUNDER & CEO, INTERNSHALA

**Director**

Nashik Gramin Shikshan Prasarak Mandal's  
-Brahma Valley Institute of Management

Date of Certification: 2022-02-12

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Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647843C



# Certificate of Training

## AHIRE VIKAS RAJENDRA

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 67% marks. We wish Ujjwal all the best for future endeavors.



Director

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Anjaneri, Nashik



Sarvesh Agarwal  
FOUNDER & CEO, INTERNSHALA

Date of Certification: 2022-02-12

Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647743D

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# Certificate of Training

**AHIRE SUDARSHAN NANDLAL**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 75% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**

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Date of Certification: 2022-02-12

Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A64787DC

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Brahma Valley Institute of Management  
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# Certificate of Training

**BAGUL PRITESH RAJENDRA**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on Internship & Job Preparation. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 73% marks. We wish Ujjwal all the best for future endeavors.



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Anjaneri, Nashik



**Sarvesh Agarwal**  
FOUNDER & CEO, INTERNSHALA

Date of Certification: 2022-02-12      Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647782D  
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# Certificate of Training

**BARVE RAKESH SANJAY**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on Internship & Job Preparation. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 65% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**

FOUNDER & CEO, INTERNSHALA



Date of Certification: 2022-02-12

Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A6478493

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**Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik**



# Certificate of Training

**BAVISKAR PRANALI GOKUL**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 69% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**  
FOUNDER & CEO, INTERNSHALA



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Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647953B

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**Brahma Valley Institute of Management**  
Anjaneri, Nashik



# Certificate of Training

**BHADANE SNEHA JAYAWANTRAO**

From N.G.S.P.'s Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on Internship & Job Preparation. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 65% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**  
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# Certificate of Training

## BHAGWAT MONIKA GANPAT

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 64% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**  
FOUNDER & CEO, INTERNSHALA



Date of Certification: 2022-02-12

Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A897543B

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**Director**

**Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik**



# Certificate of Training

## BHALERAO SAGAR SHARAD

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 65% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**

FOUNDER & CEO, INTERNSHALA

**Director**

**Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik**

Date of Certification: 2022-02-12

Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647845D

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# Certificate of Training

## BHAMARE VIVEK PRAKASH

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on Internship & Job Preparation. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 73% marks. We wish Ujjwal all the best for future endeavors.



Sarvesh Agarwal

FOUNDER & CEO, INTERNSHALA

Date of Certification: 2022-02-12

Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A6475738

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Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



# Certificate of Training

**BHAMARE SMITESH RAMESH**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 85% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**

FOUNDER & CEO, INTERNSHALA

Date of Certification: 2022-02-12

Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647853E

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Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



# Certificate of Training

**BHARASKAR GAYATRI DEEPAK**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 83% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**

FOUNDER & CEO, INTERNSHALA



**Director**

**Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik**

Date of Certification: 2022-02-12

Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647512B

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# Certificate of Training

## BHOYAR ANUSHREE PRAKASH

From N.G.S.P.'s Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 75% marks. We wish Ujjwal all the best for future endeavors.



Sarvesh Agarwal  
FOUNDER & CEO, INTERNSHALA



Date of Certification: 2022-02-12

Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647848C

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Director  
Nashik Gramin Shikshan Prasarak Mandal's  
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Anjaneri, Nashik

# Certificate of Training

**BIRARI TANVI MAHENDRA**

From N.G.S.P.'s Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 83% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**

FOUNDER & CEO, INTERNSHALA



**Director**  
Nashik Gramin Shikshan Prasarak Mandali's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

Date of Certification: 2022-02-12

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# Certificate of Training

**BOBADE MAYUR VIJAY**

From N.G.S.P.'s Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 85% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**

FOUNDER & CEO, INTERNSHALA



Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647863F

Date of Certification: 2022-02-12

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**Director**

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# Certificate of Training

**BORASE VAIBHAV SONU**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on Internship & Job Preparation. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 78% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**

FOUNDER & CEO, INTERNSHALA



**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
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Anjaneri, Nashik

Date of Certification: 2022-02-12

Certificate no.: C3ED1394-8887-E1C8-FA7F-E335AE47593W

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# Certificate of Training

**BORASE UMESH CHANDRAKANT**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on **Internship & Job Preparation**. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 85% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**  
FOUNDER & CEO, INTERNSHALA



Certificate no.: C3ED1394-9887-E1C8-FAFF-E385A647743R

Date of Certification: 2022-02-12

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**Director**

**Nashik Gramin Shikshan Prasarak Mandal's  
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# Certificate of Training

**BORSE MANOJ GOKUL**

From N.G.S.P.M's Brahma Valley Institute of Management, Nashik has successfully completed a 4-week online training on Internship & Job Preparation. The training consisted of Getting Started with the Job Hunt, Building up your Gears, Going at the Front, and The Final Project modules. In the final assessment, Ujjwal scored 69% marks. We wish Ujjwal all the best for future endeavors.



**Sarvesh Agarwal**  
FOUNDER & CEO, INTERNSHALA



**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
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Anjaneri, Nashik

Date of Certification: 2022-02-12  
Certificate no.: C3ED1394-9887-E1C8-FAFF-E355A6-475433  
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**Department of Master of Business Administration****Name of the Course:** Introduction to internet of things**Conducted By:** NPTEL**No. of Hours:** 60**Total Students Enrolled:** 8**Total Students Completed:** 5**Year of offering:** 2021-22

Sr. No.	Title of evidence Document	Page No
1	Enrolled Students List	
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# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

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## 1. Enrolled Students List

Sr.No.	Course Name	Name of Student	Department	Certificate Type
01	Introduction of Internet of Things	BHARASKAR GAYATRI DEEPAK	MBA	Successfully Completed
02	Introduction of Internet of Things	AHIRE AKSHIT YUVRAJ	MBA	Successfully Completed
03	Introduction of Internet of Things	AHIRE VIKAS RAJENDRA	MBA	Successfully Completed
04	Introduction of Internet of Things	AHIRE SUDARSHAN NANDLAL	MBA	Successfully Completed
05	Introduction of Internet of Things	BAGUL PRITESH RAJENDRA	MBA	Successfully Completed
06	Introduction of Internet of Things	BARVE RAKESH SANJAY	MBA	Successfully Completed
07	Introduction of Internet of Things	BAVISKAR PRANALI GOKUL	MBA	No Certificate
08	Introduction of Internet of Things	BHADANE SNEHA JAYAWANTRAO	MBA	No Certificate

## 2. Course Curriculum / Content

**Week 1:** Introduction to IoT: Part I, Part II, Sensing, Actuation, Basics of Networking: Part-I

**Week 2:** Basics of Networking: Part-II, Part III, Part IV, Communication Protocols: Part I, Part II

**Week 3:** Communication Protocols: Part III, Part IV, Part V, Sensor Networks: Part I, Part II

**Week 4:** Sensor Networks: Part III, Part IV, Part V, Part VI, Machine-to-Machine Communications

**Week 5:** Interoperability in IoT, Introduction to Arduino Programming: Part I, Part II, Integration of Sensors and Actuators with Arduino: Part I, Part II

**Week 6:** Introduction to Python programming, Introduction to Raspberry Pi, Implementation of IoT with Raspberry Pi

**Week 7:** Implementation of IoT with Raspberry Pi (contd), Introduction to SDN, SDN for IoT

**Week 8:** SDN for IoT (contd), Data Handling and Analytics, Cloud Computing

**Week 9:** Cloud Computing (contd), Sensor-Cloud

**Week 10:** Fog Computing, Smart Cities and Smart Homes

**Week 11:** Connected Vehicles, Smart Grid, Industrial IoT

**Week 12:** Industrial IoT (contd), Case Study: Agriculture, Healthcare, Activity Monitoring



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### 3. Assessment procedure

#### CRITERIA TO GET A CERTIFICATE

Average assignment score = 25% of average of best 8 assignments out of the total 12 assignments given in the course.

Exam score = 75% of the proctored certification exam score out of 100

Final score = Average assignment score + Exam score

YOU WILL BE ELIGIBLE FOR A CERTIFICATE ONLY IF AVERAGE ASSIGNMENT SCORE  $\geq 10/25$  AND EXAM SCORE  $\geq 30/75$ . If one of the 2 criteria is not met, you will not get the certificate even if the Final score  $\geq 40/100$ .

### 4. MoU

SWAYAM - NPTEL LOCAL CHAPTER ID 783

### 5. Proof of No. of Hours

Notified 12 Weeks in Certificate

### 6. Certificate - 5



  
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NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

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This certificate is computer generated and can be verified by scanning the QR code given below.

Roll No: NPTEL22CS55S13970162

To

Bharaskar Gayatri Deepak  
N.G.S.P.M's Brahma Valley Institute of  
Management Nashik, Maharashtra



Score	Type of Certificate
$\geq 90$	Elite+Gold
75-89	Elite+Silver
$\geq 60$	Elite
40-59	Successfully Completed
$< 40$	No Certificate

No. of credits recommended by NPTEL:3

An additional 1 credit may be awarded if the University deems it fit, based on the actual student effort involved.



## NPTEL Online Certification

(Funded by the MoE, Govt. of India)



This certificate is awarded to

**BHARASKAR GAYATRI DEEPAK**

for successfully completing the course

### Introduction to Internet of Things

with a consolidated score of **53** %

Online Assignments	23.47/25	Proctored Exam	30/75
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Total number of candidates certified in this course: 6573

Prof. Jayanta Mukhopadhyay  
Dean Outreach  
IIT Kharagpur

Jan-Apr 2022  
(12 week course)

Prof. Debjani Chakraborty  
Coordinator, NPTEL  
IIT Kharagpur



Indian Institute of Technology Kharagpur



Roll No: NPTEL22CS55S13970162

To validate and check scores: <https://npTEL.ac.in/noc>



Director

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Roll No: NPTEL22CS53S13970485

To  
Birari Tanvi Mahendra  
N.G.S.P.M's Brahma Valley Institute  
of Management Nashik, Maharashtra



No. of credits recommended by NPTEL:3

An additional 1 credit may be awarded if the University deems it fit, based on the actual student effort involved.

Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully Completed
<40	No Certificate



## NPTEL Online Certification

(Funded by the MoE, Govt. of India)



This certificate is awarded to  
**BIRARI TANVI MAHENDRA**  
for successfully completing the course

### Introduction to Internet of Things

with a consolidated score of **57** %

Online Assignments	19.97/25	Proctored Exam	37.5/75
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Total number of candidates certified in this course: **6573**

Prof. Jayanta Mukhopadhyay  
Deen Outreach  
IIT Kharagpur

Jan-Apr 2022  
(12 week course)

Prof. Debjani Chakraborty  
Coordinator, NPTEL  
IIT Kharagpur



Indian Institute of Technology Kharagpur



Roll No: NPTEL22CS53S13970485

To validate and check scores: <https://npTEL.ac.in/noc>



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NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

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Roll No: NPTEL22CS53523970607

To  
Bhadane Sneha Jayawantrao  
N.G.S.P.M's Brahma Valley Institute  
of Management Nashik, Maharashtra



Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully Completed
<40	No Certificate

No. of credits recommended by NPTEL:3

An additional 1 credit may be awarded if the University deems it fit, based on the actual student effort involved.



Elite

## NPTEL Online Certification

(Funded by the MoE, Govt. of India)



This certificate is awarded to  
**BHADANE SNEHA JAYAWANTRAO**  
for successfully completing the course

### Introduction to Internet of Things

with a consolidated score of **61** %

Online Assignments	22.47/25	Proctored Exam	38.27/75
--------------------	----------	----------------	----------

Total number of candidates certified in this course: 6573

Prof. Jayanta Mukhopadhyay  
Dean Outreach  
IIT Kharagpur

Jan-Apr 2022  
(12 week course)

Prof. Debjani Chakraborty  
Coordinator, NPTEL  
IIT Kharagpur



Indian Institute of Technology Kharagpur



Roll No: NPTEL22CS53523970607

To validate and check scores: <https://nptel.ac.in/noc>



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Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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Roll No: NPTEL22CS53523970702

To  
Dalavi Gayatri Ramdas  
N.G.S.P.M's Brahma Valley Institute  
of Management Nashik, Maharashtra

Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully Completed
<40	No Certificate

No. of credits recommended by NPTEL:3

An additional 1 credit may be awarded if the University deems it fit, based on the actual student effort involved.

**Elite****NPTEL Online Certification**

(Funded by the MoE, Govt. of India)

This certificate is awarded to  
**DALAVI GAYATRI RAMDAS**  
for successfully completing the course**Introduction to Internet of Things**with a consolidated score of **60** %

Online Assignments	23.35/25	Proctored Exam	36.74/75
--------------------	----------	----------------	----------

Total number of candidates certified in this course: 6573

Prof. Jayanta Mukhopadhyay  
Dean Outreach  
IIT KharagpurJan-Apr 2022  
(12 week course)Prof. Debjani Chakraborty  
Coordinator, NPTEL  
IIT Kharagpur

Indian Institute of Technology Kharagpur

validate and check scores: <https://npTEL.ac.in/noc>

Roll No: NPTEL22CS53523970702

Director  
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Roll No: NPTEL22CS53S23971048

To  
Deore Shivani Anil  
N.G.S.P.M's Brahma Valley Institute  
of Management Nashik, Maharashtra



Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully Completed
<40	No Certificate

No. of credits recommended by NPTEL:3

An additional 1 credit may be awarded if the University deems it fit, based on the actual student effort involved.



## NPTEL Online Certification

(Funded by the MoE, Govt. of India)



This certificate is awarded to  
**DEORE SHIVANI ANIL**  
for successfully completing the course

### Introduction to Internet of Things

with a consolidated score of **51** %

Online Assignments	18.78/25	Proctored Exam	32.15/75
--------------------	----------	----------------	----------

Total number of candidates certified in this course: 6573

Prof. Jayanta Mukhopadhyay  
Dean Outreach  
IIT Kharagpur

Jan-Apr 2022  
(12 week course)

Prof. Debjani Chakraborty  
Coordinator, NPTEL  
IIT Kharagpur



Indian Institute of Technology Kharagpur

Roll No NPTEL22CS53S23971048



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Department of Master of Business Administration

Name of the Course: *Programming for Everybody*

Conducted By: Coursein

No. of Hours: 48 Hrs

Total Students Enrolled: 20

Total Students Completed: 20

Year of offering: 2021-22

Sr. No.	Title of evidence Document	Page No
1	Enrolled Students List	<u>2</u>
2	Course Curriculum / Content	<u>2</u>
3	Assessment Procedure	<u>3</u>
4	MoU	<u>3</u>
5	Proof of No.of Hours	<u>4</u>
6	Certificates	<u>4</u>

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1. Enrolled Students List

A.C.Y 2021-22				
Sr.No.	Course Name	Name of Student	Department	Certificate Type
1.	Programming for Everybody	PAWAR SAGAR BALU	MBA	Online
2.		PAWAR SAKSHI RATAN	MBA	Online
3.		PAWAR AKSHAY SAHEBRAO	MBA	Online
4.		PAWAR NIKHIL NITIN	MBA	Online
5.		PAWAR HARSHADA RAMDAS	MBA	Online
6.		PAWAR KIRAN NANAJI	MBA	Online
7.		PIMPALE ROHIT PUNJU	MBA	Online
8.		RAUNDAL GITESH DEEPAK	MBA	Online
9.		RAUT SANDESH POPATRAO	MBA	Online
10.		SALVE VIKAS ATMARAM	MBA	Online
11.		SANAP SURAJ NANDRAM	MBA	Online
12.		SANAP MADHURI RANGANATH	MBA	Online
13.		SAPKAL BHAVESH SUNIL	MBA	Online
14.		SARKAR AMARTYA ANUTOSH	MBA	Online
15.		SHAIKH AMAN ABBASALI	MBA	Online
16.		SHAIKH TAHA ALIMODDIN	MBA	Online
17.		SHAH SAMYAK PAWAN	MBA	Online
18.		SHELAR KARTIK DNYANESHWAR	MBA	Online
19.		SHEWALE HARSHADA EKNATH	MBA	Online
20.		SHINDE TUSHAR SHARAD	MBA	Online



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## 2. Course Curriculum / Content

*Programming for Everybody*

Course layout

- 1: Why do we Program?
- 2: Installing and Using Python
- 3: Variables and Expressions
- 4: Conditional Code
- 5: Functions
- 6: Loops and Iteration



A stylized handwritten signature in blue ink, consisting of a vertical line with a loop at the top and a horizontal stroke at the bottom.

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### 3. Assessment procedure

#### CRITERIA TO GET A CERTIFICATE

Candidates receive a Certificate of Achievement on successful completion of this course.

### 4. MoU

NA

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## 5. Proof of No. of Hours

Notified 3 Months (48 Hrs) in Certificate

## 6. Certificate



*[Signature]*

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Sep 15, 2021

**SHINDE TUSHAR SHARAD**

has successfully completed

**Programming for Everybody (Getting Started with Python)**

an online non-credit course authorized by University of Michigan and offered through Coursera

Charles Severance  
Clinical Professor, School of Information  
University of Michigan

COURSE  
CERTIFICATE



Verify at:  
<https://coursera.org/verify/T4BEC79GKARH>

Coursera has confirmed the identity of this individual and their participation in the course.



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## Department of Master of Business Administration

Name of the Course: *The Fundamental of Digital Marketing.*

Conducted By: Google Digital Unlock

No. of Hours: 40 Hrs..

Total Students Enrolled: 20

Total Students Completed: 20

Year of offering: 2021-22

Sr. No.	Title of evidence Document	Page No
1	Enrolled Students List	2
2	Course Curriculum / Content	2
3	Assessment Procedure	3
4	MoU	NA
5	Proof of No.of Hours	4
6	Certificates	4



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## 1. Enrolled Students List :

A.C.Y.2021-22				
Sr.No.	Course Name	Name of Student	Department	Certificate Type
1.	The Fundamental of Digital Marketing	WANI GAYATRI SURESH	MBA	Online
2.	The Fundamental of Digital Marketing	KHARATE SHIVANI CHANDRASHEKHAR	MBA	Online
3.	The Fundamental of Digital Marketing	KAPSE MANDAR VINAY	MBA	Online
4.	The Fundamental of Digital Marketing	KHANDARE MEGHA SANTOST	MBA	Online
5.	The Fundamental of Digital Marketing	KOR SUYASH SANJAY	MBA	Online
6.	The Fundamental of Digital Marketing	DEORE RAGINI NAMDEV	MBA	Online
7.	The Fundamental of Digital Marketing	FADE VISHAKHA PRASAD	MBA	Online
8.	The Fundamental of Digital Marketing	SURYAWANSHI JAGRUTI NIMBA	MBA	Online
9.	The Fundamental of Digital Marketing	SONAWANE SANKET ASHOK	MBA	Online
10.	The Fundamental of Digital Marketing	KORDE BHARAT KISAN	MBA	Online
11.	The Fundamental of Digital Marketing	KADAM TUSHAR TULSHIDAS	MBA	Online
12.	The Fundamental of Digital Marketing	JADHAV PANKAJ SHAMRAO	MBA	Online
13.	The Fundamental of Digital Marketing	DEORE VAIBHAV BAJIRAO	MBA	Online
14.	The Fundamental of Digital Marketing	POTE DNYANESHWAR PRAKASH	MBA	Online
15.	The Fundamental of Digital Marketing	BHALERAU PRITESH DEELIP	MBA	Online
16.	The Fundamental of Digital Marketing	BHAROTE KAUSTUBH DILIP	MBA	Online
17.	The Fundamental of Digital Marketing	KOTHAWADE SAURABH SOMNATH	MBA	Online
18.	The Fundamental of Digital Marketing	SAHANE SHIVANI GENU	MBA	Online
19.	The Fundamental of Digital Marketing	JADHAV PUSHPAK GORAKH	MBA	Online
20.	The Fundamental of Digital Marketing	CHANDE RIYA PRATAP	MBA	Online



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## SAHANE SHIVANI GENU

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*Matt Britz*

President - Google EMEA



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CEO - IAB Europe

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**BHAROTE KAUSTUBH DILIP**

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*Tobias Bartsch*  
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*Townsend Pamela Feehan*  
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**POTE DNYANESHWAR PRAKASH**

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*Markus Böttcher*  
President - Google EMEA



*Townsend Pamela Graham*  
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## JADHAV PANKAJ SHAMRAO

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*Townsend Pamela Graham*

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**KADAM TUSHAR TULSHIDAS**

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## KORDE BHARAT KISAN

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## SURYAWANSHI JAGRUTI NIMBA

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## FADE VISHAKHA PRASAD

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*Townsend Pamela Foshan*  
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*Toussaint Bunka Gashan*  
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*Townsend Pamela Fozhan*

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## KAPSE MANDAR VINAY

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*Townsend Pamela Feehan*  
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## KHARATE SHIVANI C.

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*Harish Bhat*  
President - Google EMEA



*Townsend Pamela Graham*  
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## WANI GAYATRI SURESH

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*Harish Patel*  
President - Google EMMA



*Townsend Pamela Graham*  
CEO - IAB Europe

Certificate ID: 2344 FVK SNY

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President - Google EMEA



*Townsend Pamela Graham*  
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Brahma Valley Institute of Management  
Anjaneri, Nashik





NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S  
**BRAHMA VALLEY INSTITUTE OF MANAGEMENT**

Approved by All India Council for Technical Education (AICTE),  
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**Department of Master of Business Administration**

Name of the Course: *The Complete Personality Development Course.*

Conducted By: UdeMy

No. of Hours: 54 Hrs

Total Students Enrolled: 20

Total Students Completed: 20

Year of offering: 2021-22

Sr. No.	Title of evidence Document	Page No
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2	Course Curriculum / Content	<u>3</u>
3	Assessment Procedure	<u>3</u>
4	MoU	<u>3</u>
5	Proof of No.of Hours	<u>3</u>
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Nashik Gramin Shikshan Prasarak Mandal's  
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## 1. Enrolled Students List:

A.C.Y 2021-22				
Sr.No.	Course Name	Name of Student	Department	Certificate Type
1.	The Complete Personality Development Course	KAPADNIS VAIBHAV PRABHAKAR	MBA	Online
2.		KASHID POOJA BHISHMACHNRY	MBA	Online
3.		KAVEKAR MAHESH SAMBHAJI	MBA	Online
4.		KEDARE ADARSH BAPUSAHEB	MBA	Online
5.		KHAIRNAR KHUSHAL GORAKH	MBA	Online
6.		KHARJUL KULDEEP VASANT	MBA	Online
7.		KHATWANI ROSHNI AMARLAL	MBA	Online
8.		LAHARE DNYANESHWAR VITTHAL	MBA	Online
9.		LOKHANDE SHUBHAM SACHIN	MBA	Online
10.		MADAN HARISHCHANDRA VINAYAK	MBA	Online
11.		MAHAJAN SURAJ PRAKASH	MBA	Online
12.		MALODE VAISHNAVI DILIP	MBA	Online
13.		MOHITE KETANKUMAR JAGDISH	MBA	Online
14.		MORE SHANTANU SANJAY	MBA	Online
15.		MUSALE AMOL RAMESH	MBA	Online
16.		NARALE THSHAR KRISHNA	MBA	Online
17.		NIKAM TUSHAR DASHRATH	MBA	Online
18.		PAGAR ROHIT ARUN	MBA	Online
19.		PARKHAD NIKHIL KADUBA	MBA	Online
20.		PATIL MADHURI SUBHASH	MBA	Online



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## 2. Course Curriculum / Content

### *The Complete Personality Development Course*

#### Course layout

- 1: Psychology
- 2: Persuasion Strategies
- 3: Communication
- 4: REBT
- 5: NLP
- 6: ZEN Teachings
- 7: Time Management
- 8: Leadership
- 9: Networking skills
- 10: Motivation

## 3. Assessment procedure

### CRITERIA TO GET A CERTIFICATE

Candidates receive a Certificate of Achievement on successful completion of this course.

## 4. MoU

NA

## 5. Proof of No. of Hours

Notified 54 Hrs. in Certificate



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## Department of Master of Business Administration

Name of the Course: *Young Professional*

Conducted By: TCS iON

No. of Hours: 14 Days (2 Weeks)

Total Students Enrolled: 160

Total Students Completed: 144

Year of offering: 2021-22

Sr. No.	Title of evidence Document	Page No
1	Enrolled Students List	2-6
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6	Certificates	8

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## 1. Enrolled Students List:

Roll No.	Student Name	Student ID
1.	AGHADE AMOL PANDITRAO	MB21119300
2.	AHIRE AKSHIT YUVRAJ	MB21153324
3.	AHIRE VIKAS RAJENDRA	MB21164285
4.	AHIRE SUDARSHAN NANDLAL	MB21128435
5.	BAGUL PRITESH RAJENDRA	MB21142861
6.	BARVE RAKESH SANJAY	MB21151711
7.	BAVISKAR PRANALI GOKUL	MB21101468
8.	BHADANE SNEHA JAYAWANTRAO	MB21154785
9.	BHAGWAT MONIKA GANPAT	MB21104971
10.	BHALERAO SAGAR SHARAD	MB21139713
11.	BHAMARE VIVEK PRAKASH	MB21170212
12.	BHAMARE SMITESH RAMESH	MB21168825
13.	BHARASKAR GAYATRI DEEPAK	MB21168474
14.	BHOYAR ANUSHREE PRAKASH	MB21143014
15.	BIRARI TANVI MAHENDRA	MB21164140
16.	BOBADE MAYUR VIJAY	MB21150139
17.	BORADE VAIBHAV BALASAHEB	MB21149773
18.	BORASE VAIBHAV SONU	MB21105578
19.	BORASE UMESH CHANDRAKANT	MB21158371
20.	BORSE MANOJ GOKUL	MB21164251
21.	CHAVAN VISHAL SANJAY	MB21135264
22.	CHAVAN DEVENDRA SANDEEP	MB21118944
23.	CHOGHULE MANISH MANOJ	MB21149331
24.	DALAVI GAYATRI RAMDAS	MB21134129
25.	DEORE ANKIT SAHEBRAO	MB21170978
26.	DEORE ABHISHEK RAVINDRA	MB21108154
27.	DEORE DHANASHRI ANIL	MB21167910
28.	DEORE SHIVANI ANIL	MB21157464
29.	DESALE TEJASWINEE ANIL	MB21158973
30.	DHAKAD HITESH PANDIT	MB21100003
31.	DHOLE PRASHANT SANJAY	MB21149938



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32.	DOMADE LALIT RAJARAM	MB21106278
33.	GAIKWAD MANISH SITARAM	MB21140218
34.	GANGURDE DEEPAK BAPU	MB21155219
35.	GITE LALIT VISHWAS	MB21139656
36.	GOSWAMI HARSHAL LAXMAN	MB21144600
37.	JADHAV AADESH NAMDEV	MB21175058
38.	JADHAV ROSHAN GANADHAR	MB21162052
39.	JADHAV RAHUL SHIVNATH	MB21132102
40.	JADHAV KRUSHNA MAHENDRA	MB21170974
41.	JAGTAP YOGITA KIRAN	MB21169653
42.	JAMNEKAR NIKHILESH VISHWANATHRAO	MB21168071
43.	JEJURKAR SAYALI CHANDRAKANT	MB21174496
44.	JUGAR NAYAN PRAKASH	MB21143993
45.	KADADE SATYAM SANJIV	MB21164902
46.	KALAMKAR OJAS RAGHUVIR	MB21156530
47.	KALE SHUBHAM RAJENDRA	MB21165657
48.	KALE DARSHAN BHAUSAHEB	MB21158873
49.	KAPADNIS VAIBHAV PRABHAKAR	MB21171098
50.	KASHID POOJA BHISHMACHNRY	MB21146706
51.	KAVEKAR MAHESH SAMBHAJI	MB21166498
52.	KEDARE ADARSH BAPUSAHEB	MB21130358
53.	KHAIRNAR KHUSHAL GORAKH	MB21162420
54.	KHARJUL KULDEEP VASANT	MB21142319
55.	KHATWANI ROSHNI AMARLAL	MB21123561
56.	LAHARE DNYANESHWAR VITTHAL	MB21161149
57.	LOKHANDE SHUBHAM SACHIN	MB21175193
58.	MADAN HARISHCHANDRA VINAYAK	MB21123701
59.	MAHAJAN SURAJ PRAKASH	MB21139376
60.	MALODE VAISHNAVI DILIP	MB21149445
61.	MOHITE KETANKUMAR JAGDISH	MB21163952
62.	MORE SHANTANU SANJAY	MB21157139
63.	MUSALE AMOL RAMESH	MB21134995
64.	NARALE THSHAR KRISHNA	MB21149075



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65.	NIKAM TUSHAR DASHIRATH	MB21168911
66.	PAGAR ROHIT ARUN	MB21159257
67.	PARKHAD NIKHIL KADUBA	MB21158312
68.	PATIL MADHURI SUBHASH	MB21159473
69.	PATIL RATHI DILIP	MB21150225
70.	PATIL SANTOSH DATTU	MB21163724
71.	PATIL GAYATRI ANANDA	MB21127929
72.	PATIL DIGAMBAR RAMESH	MB21142558
73.	PATIL SPANDAN NITIN	MB21142569
74.	PATIL TUSHAR SATISH	MB21146836
75.	PATIL GAURAV VIJAYSING	MB21141613
76.	PATIL PAWAN HANSRAJ	MB21132292
77.	PATIL SHUBHAM NAMDEV	MB21161626
78.	PATIL HARSHAL RAJENDRA	MB21142075
79.	PAWAR SAGAR BALU	MB21153069
80.	PAWAR SAKSHI RATAN	MB21106457
81.	PAWAR AKSHAY SAHEBRAO	MB21146844
82.	PAWAR NIKHIL NITIN	MB21100488
83.	PAWAR HARSHADA RAMDAS	MB21167604
84.	PAWAR KIRAN NANAJI	MB21120979
85.	PIMPALE ROHIT PUNJU	MB21156011
86.	RAUNDAL GITESH DEEPAK	MB21144662
87.	RAUT SANDESH POPATRAO	MB21157434
88.	SALVE VIKAS ATMARAM	MB21127392
89.	SANAP SURAJ NANDRAM	MB21148194
90.	SANAP MADHURI RANGANATH	MB21128644
91.	SAPKAL BHAVESH SUNIL	MB21150394
92.	SARKAR AMARTYA ANUTOSH	MB21143741
93.	SHAIKH AMAN ABBASALI	MB21153447
94.	SHAIKH TAHA ALIMODDIN	MB21114151
95.	SHAH SAMYAK PAWAN	MB21145240
96.	SHELAR KARTIK DNYANESHWAR	MB21151331
97.	SHEWALE HARSHADA EKNATH	MB21168466



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98.	SHINDE TUSHAR SHARAD	MB21164021
99.	SHINDE SHUBHAM BALASAHEB	MB21118896
100.	SHINDE JAY VALU	MB21147697
101.	SHIRODE NIKHIL GOPAL	MB21147189
102.	SOLUNKE NIKHIL DEELIP	MB21129387
103.	SONAWANE PRAFUL NAYAN	MB21154853
104.	SONAWANE RAHUL SAHEBRAO	MB21139846
105.	SONAWANE HARSHALI VINAYAK	MB21139196
106.	SUKENKAR YASH SANTOSH	MB21172992
107.	SURYAWANSHI SANKET NANAJI	MB21107043
108.	SWAMI ROMESH FRANCIS	MB21157544
109.	TADAKHE SACHIN RAJENDRA	MB21151860
110.	TAJANPURE SURAJ RAMESH	MB21142475
111.	TAMBADE AARTI DATTATREYA	MB21161405
112.	TELORE SNEHAL RAMESH	MB21162176
113.	THAKARE NIKHIL VIJAY	MB21159544
114.	THOMBARE KIRAN SANJAY	MB21130872
115.	THOMBARE SHWETA DNYANESHWAR	MB21125617
116.	UDMALE DANESH MAHADEO	MB21124332
117.	VISHWAKARMA GAURAV SANOTSHMUMAR	MB21130396
118.	WAGH SANKET UTTAM	MB21148123
119.	WAGH SHRIKANT WAWANRAO	MB21163002
120.	YELMANE DEEPAK PRAKASH	MB21146858
121.	PATIL SHUBHAM DILIP	MB20132251
122.	PATIL RAKESH VINAYAK	MB20151125
123.	AHIRRAO MANASI PRAKASH	MB20114131
124.	PATIL HEMRAJ VASUDEV	MB20142937
125.	PAWAR RAKESH SUNIL	MB20148495
126.	BHADANE UJWAL PRAKASH	MB20135992
127.	CHOPADE SANDEEP DILIP	MB20120217
128.	PAGAR SHUSHANT JAYVANT	MB20110998
129.	GAVANDE PRASAD PANDITRAO	MB20143854
130.	THAKARE KAVITA DINAKAR	MB20109218



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131.	JHA RANDHIRKUMAR VIJAY	MB20119922
132.	BIBBE VINAYAK VISHWAS	MB20138475
133.	SHAKTI PADA NAYAK	MB20123239
134.	PATIL PRASHANT AMBALAL	MB20148630
135.	NAVALE PRASAD VILAS	MB20114773
136.	ZAMBARE PRIYANKA MANIK	MB20103091
137.	RANSHUR KUNAL BHAUSAHEB	MB20146585
138.	UGALE RAHUL AANA	MB20149626
139.	PATIL SAYALI PRAMODRAO	MB20141118
140.	BAVISKAR UMESH SUBHASH	MB20145268
141.	PAWAR SUMIT RAVINDRA	MB20124580
142.	GITE PRASAD YASHWANT	MB20136802
143.	GOVARDHANE VIKAS SHIRDHAR	MB20129584
144.	CHAVARE SHUBHAM GANESH	MB20143257
145.	DHOLE PALLAVI PANDURANG	MB20149398
146.	THAKARE AVINASH VINAYAK	MB20116920
147.	DHANAIT MANOJ SOMNATH	MB20140054
148.	PAITHANKAR MAYUR KANTILAL	MB20127658
149.	CHANDE RIYA PRATAP	MB20123216
150.	WANI GAYATRI SURESH	MB20145500
151.	KHARATE SHIVANI CHANDRASHEKHAR	MB20140720
152.	KAPSE MANDAR VINAY	MB20156929
153.	KHANDARE MEGHA SANTOST	MB20144476
154.	KOR SUYASH SANJAY	MB20120802
155.	DEORE RAGINI NAMDEV	MB20144219
156.	FADE VISHAKHA PRASAD	MB20135594
157.	SURYAWANSHI JAGRUTI NIMBA	MB20137467
158.	SONAWANE SANKET ASHOK	MB20121213
159.	KORDE BHARAT KISAN	MB20109834
160.	KADAM TUSHAR TULSHIDAS	MB20122373



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## 2. Course Curriculum / Content

### *Young Professional*

#### Course layout

- Day 1: Communicate to Impress
- Day 2: Deliver Presentations with Impact
- Day 3: Develop Soft Skills for the Workplace
- Day 4: Gain Guidance from Career Gurus
- Day 5: Write a Winning Resume and Cover Letter
- Day 6: Stay Ahead in Group Discussions
- Day 7: Ace Corporate Interviews
- Day 8: Learn Corporate Etiquette
- Day 9: Write Effective Emails
- Day 10: Learn Corporate Telephone Etiquette
- Day 11: Understand Accounting Fundamentals
- Day 12: Gain Foundational Skills in IT
- Day 13: Understand Artificial Intelligence (AI) - Part 1
- Day 14: Understand Artificial Intelligence (AI) - Part 2

## 3. Assessment procedure

### CRITERIA TO GET A CERTIFICATE

Candidates receive a Certificate of Achievement on successful completion of this course.

## 4. MoU

NA

## 5. Proof of No. of Hours

Notified 2 Weeks in Course



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## 6. Certificate - 1

**tcs ion**

**tcs** TATA  
CONSULTANCY  
SERVICES  
Building on belief

### Certificate of Achievement

Congratulations!

**SHINDE JAY VALU**

for successfully completing  
**TCS ION Career Edge - Young Professional**  
a course that covers

Communication Skills | Presentation Skills | Soft Skills | Career Guidance Framework | Resume Writing  
| Group Discussion Skills | Interview Skills | Business Etiquette | Effective Email Writing | Telephone  
Etiquette | Accounting Fundamentals | IT Foundational Skills | Overview of Artificial  
Intelligence\* (Source: NPTEL)

Start Date: 17 Mar 2022

End Date: 28 Apr 2022

*Mehul Mehla*

**Mehul Mehla**  
Global Delivery Head - TCS ION,  
Tata Consultancy Services

**TCS ION**  
**Career Edge**



**CERTIFIED**

Cert ID: 119054-2144928-1014  
Date: 28 Apr 2022



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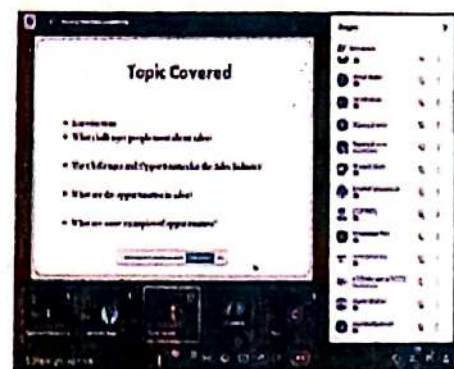
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## Department of Master of Business Administration

Date 12/2/2021

### Activity Report

Title	"Sales: World full of opportunities and challenges"
Duration	10 Days (Online)
Name of Expert	Mr. Bajrang Sharma
Designation	Sales Head
Objectives	To improve Sales strategy
Beneficiary	MBA Students
Number of Participants	50
Content	The Challenges and Opportunities for the Sales Industry



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## Department of Master of Business Administration

Date- 8/12/24

### Workshop Analysis Report

Academic Year	:	2021-22
Class & Semester	:	MBA
Title	:	"Sales: World full of opportunities and challenges"
Course Duration	:	32 Hours
Number of Students completing the workshop: 50		
<p>Summary Report of the Program with Outcomes: By the end of this course, students should be able to</p> <ol style="list-style-type: none"><li>1. Introduction.</li><li>2. What challenges people most about sales?</li><li>3. The Challenges and Opportunities for the Sales Industry</li><li>4. What are the opportunities in sales?</li><li>5. What are some examples of opportunities?</li></ol> <p>Signature of Faculty</p>		



  
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Date : 01/12/2021

## Invitation Letter

To,

Mr. Bajrang Sharma

Sales Head

Vestige Marketing

Subject: Invitation for Conducting 10 days Online Workshop on the subject "**Sales:World full of opportunities and challenges**" for our students.

Dear

Sir/Madam,

We are very pleased to have the honor of inviting you to give online workshop. We would like you to speake on "**Sales:World full of opportunities and challenges**" to be delivered on 07/12/2021 to 16/12/2021, online The draft agenda is attached for your perusal.

The objective of the workshop is to prepare students in leadership techniques as "**Sales:World full of opportunities and challenges**" your opinion is important and considerable to be crucial to the discussions on the outcome of the subject.

Your confirmation of workshop will be greatly appreciated. Please do so via email by Date: 05/12/2021

I very much look forward to hearing from you and hope that you would be willing to accept our invitation to this very important event.

Thanking You

With Regards,

Director

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## Department of Master of Business Administration

Date: 01/12/2021

### CIRCULAR

All the staff and students of Master of Business Administration are hereby informed that the a 10 - days Online workshop is arranged to enhance the knowledge on "Sales:World full of opportunities and challenges" as the schedule from 07/12/2021 to 16/12/2021. all the interested students can attend the program Online and utilize the opportunity. The schedule is attached.

Course Coordinator: Prof.K.K.Dhomse



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## Department of Master of Business Administration

### Syllabus of "Sales: World full of opportunities and challenges"

1. Introduction.
2. What challenges people most about sales?
3. The Challenges and Opportunities for the Sales Industry
4. What are the opportunities in sales?
5. What are some examples of opportunities?

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## Schedule of "Sales: World full of opportunities and challenges"

DAY	DATE	TOPIC	DETAILS	DURATION
1	07/12/21	Introduction of Sales	Introduction	3 hrs
2	08/12/21		What is Sales?	3 hrs
3	09/12/21	What challenges people most about sales?	<ul style="list-style-type: none"><li>Competing with competitors</li><li>Lack of time for selling</li><li>Not getting a response from the prospect</li><li>Prospects reluctance during the negotiation</li></ul>	3 hrs
4	10/12/21		<ul style="list-style-type: none"><li>Inability to handle criticism or rejection</li><li>Sales training</li><li>Incapability to track deals</li></ul>	3 hrs
			<ul style="list-style-type: none"><li>Lack of time for prospecting</li><li>Inability to answer prospect's questions</li></ul>	2 hrs
5	11/12/21	The Challenges and Opportunities for the Sales Industry	<ul style="list-style-type: none"><li>Invest in your professional brand.</li><li>Business cards are LinkedIn connections and new people to follow on Twitter</li></ul>	3 hrs
6	12/12/21		<ul style="list-style-type: none"><li>If you want a different job start doing that job.</li></ul>	3 hrs
7	13/12/21	What are the opportunities in sales?	<ul style="list-style-type: none"><li>A sales opportunity is a source of potential business</li></ul>	3 hrs
8	14/12/21		<ul style="list-style-type: none"><li>an opportunity comes from one of two places: A lead, or a potential customer</li></ul>	3 hrs
9	15/12/21	What are some examples of opportunities?	<ul style="list-style-type: none"><li>Get help on projects.</li><li>Propose working groups.</li><li>Get testers for new ideas or products.</li></ul>	3 hrs
10	16/12/21		<ul style="list-style-type: none"><li>Create a team to work on an idea you have.</li><li>Share your expertise or best practices in a particular field.</li></ul>	3 hrs
				30 hrs



*[Signature]*  
 Director  
 Nashik Gramin Shikshan Prasarak Mandal's  
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Date: 16/02/2023

## Expert Feedback Form

Respected sir/madam, please give your valuable feedback

Name:- Mr. Bajrang Sharma

Organization:- Vestige Marketing

Designation:- Sales Head

Contact No.:- 9320812597

Topic of Expert lecture:- Sales: World full of opportunities and challenges

Sr.No.	Description	Excellent	Very Good	Good	Adequate
1.	Audio/video system arrangement	✓			
2.	Cooperation from faculty/dept./institute	✓			
3.	Content understanding level of students		✓		
4.	Interaction of students		✓		
5.	Level of questions asked by the students	✓			
6.	Overall rating	✓			

Is there any additional feedback that you would like to offer?

No.

Name & Sign of Authority

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjneri, Nashik





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Date: 16/02/2021

## Letter of Thanks

To,

Mr. Bajrang Sharma

Sales Head

Vestige Marketing

Subject: Thank you Letter for conducting online workshop on "Sales: World full of opportunities and challenges"

Hello Sir/Madam,

We are really grateful that you yourself took time from a very busy schedule to come to our institute where business administration has been taught to students for conducting workshop on "Sales: World full of opportunities and challenges", and your knowledge is immensely benefited them.

You are a well-known speaker in this field and hence we want our students to learn first-hand experience. Though we wanted the session to be a little longer so that you could discuss your books and progress but your modesty has humbled us and we feel our students have taken benefited from this seminar.

Thank you very much for motivating the students and also for being a good mentor and guide for our institute.

Regards

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik





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## Enrollment and Attendance Sheet for "Sales: World full of Opportunities and Challenges"

Roll No.	Student Name	07/12 /21	08/12 /21	09/12 /21	10/12 /21	11/12 /21	12/12 /21	13/12 /21	14/12 /21	15/12 /21	16/12 /21
01	PATIL TUSHAR SATISH	P	P	P	P	P	P	P	P	P	P
02	PATIL GAURAV VIJAYSING	P	P	P	P	P	P	P	P	P	P
03	PATIL PAWAN HANSRAJ	P	P	P	P	P	P	P	P	P	P
04	PATIL SHUBHAM NAMDEV	P	P	P	P	P	P	P	P	P	P
05	PATIL HARSHAL RAJENDRA	P	P	P	P	P	P	P	P	P	P
06	PAWAR SAGAR BALU	P	P	P	P	P	P	P	P	P	P
07	PAWAR SAKSHI RATAN	P	P	P	P	P	P	P	P	P	P
08	PAWAR AKSHAY SAHEBRAO	P	P	P	P	P	P	P	P	P	P
09	PAWAR NIKHIL NITIN	P	P	P	P	P	P	P	P	P	P
10	PAWAR HARSHADA RAMDAS	P	P	P	P	P	P	P	P	P	P
11	PAWAR KIRAN NANAJI	P	P	P	P	P	P	P	P	P	P
12	PIMPALE ROHIT PUNJU	P	P	P	P	P	P	P	P	P	P
13	RAUNDAL GITESH DEEPAK	P	P	P	P	P	P	P	P	P	P
14	RAUT SANDESH POPATRAO	P	P	P	P	P	P	P	P	P	P
15	SALVE VIKAS ATMARAM	P	P	P	P	P	P	P	P	P	P
16	SANAP SURAJ NANDRAM	P	P	P	P	P	P	P	P	P	P
17	SANAP MADHURI RANGANATH	P	P	P	P	P	P	P	P	P	P
18	SAPKAL BHAVESH SUNIL	P	P	P	P	P	P	P	P	P	P
19	SARKAR AMARTYA ANUTOSH	P	P	P	P	P	P	P	P	P	P
20	SHAIKH AMAN ABBASALI	P	P	P	P	P	P	P	P	P	P
21	SHAIKH TAHA ALIMODDIN	P	P	P	P	P	P	P	P	P	P
22	SHAH SAMYAK PAWAN	P	P	P	P	P	P	P	P	P	P
23	SHELAR KARTIK DNYANESHWAR	P	P	P	P	P	P	P	P	P	P
24	SHEWALE HARSHADA EKNATH	P	P	P	P	P	P	P	P	P	P
25	SHINDE TUSHAR SHARAD	P	P	P	P	P	P	P	P	P	P
26	SHINDE SHUBHAM BALASAHEB	P	P	P	P	P	P	P	P	P	P
27	SHINDE JAY VALU	P	P	P	P	P	P	P	P	P	P
28	SHIRODE NIKHIL GOPAL	P	P	P	P	P	P	P	P	P	P
29	SOLUNKE NIKHIL DEELIP	P	P	P	P	P	P	P	P	P	P
30	SONAWANE PRAFUL NAYAN	P	P	P	P	P	P	P	P	P	P
31	SONAWANE RAHUL SAHEBRAO	P	P	P	P	P	P	P	P	P	P
32	SONAWANE HARSHALI VINAYAK	P	P	P	P	P	P	P	P	P	P
33	SUKENKAR YASH SANTOSH	P	P	P	P	P	P	P	P	P	P
34	SURYAWANSHI SANKET NANAJI	P	P	P	P	P	P	P	P	P	P
35	SWAMI ROMESH FRANCIS	P	P	P	P	P	P	P	P	P	P
36	TADAKHE SACHIN RAJENDRA	P	P	P	P	P	P	P	P	P	P



Director

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Anjaneri, Nashik





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37	TAJANPURE SURAJ RAMESH	P	P	P	P	P	P	P	P	P	P
38	TAMBADE AARTI DATTATREYA	P	P	P	P	P	P	P	P	P	P
39	TELORE SNEHAL RAMESH	P	P	P	P	P	P	P	P	P	P
40	THAKARE NIKHIL VIJAY	P	P	P	P	P	P	P	P	P	P
41	THOMBARE KIRAN SANJAY	P	P	P	P	P	P	P	P	P	P
42	THOMBARE SHWETA DNYANESHWAR	P	P	P	P	P	P	P	P	P	P
43	UDMALE DANESH MAHADEO	P	P	P	P	P	P	P	P	P	P
44	VISHWAKARMA GAURAV S.	P	P	P	P	P	P	P	P	P	P
45	WAGH SANKET UTTAM	P	P	P	P	P	P	P	P	P	P
46	WAGH SHRIKANT WAWANRAO	P	P	P	P	P	P	P	P	P	P
47	YELMANE DEEPAK PRAKASH	P	P	P	P	P	P	P	P	P	P
48	PATIL SHUBHAM DILIP	P	P	P	P	P	P	P	P	P	P
49	PATIL RAKESH VINAYAK	P	P	P	P	P	P	P	P	P	P
50	AHIRRAO MANASI PRAKASH	P	P	P	P	P	P	P	P	P	P

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## ADD ON CERTIFICATE COURSE ON "Sales: World full of Opportunities and Challenges"

07/12/2021-to-16/12/2021.

### FEEDBACK FORM

Student Name: Pawar Harshada Ramdas Branch/Year: 1st

Complete the Evaluation for the Add on Course on "Sales: World full of Opportunities and Challenges" Your feedback is valuable for us.

Criteria	Excellent (4)	Very Good (3)	Good (2)	Average (1)
Add on course was relevant to your need	✓			
Provided material is helpful		✓		
Duration of the Add on Course is sufficient	✓			
Is it encouraged	✓			
The presenter's presentation was effective		✓		

1. What did you enjoy most during the Add on course?

I have learn how to improve sales strategy

2. How will you implement this into your academics?

Participating Activities

Any Suggestions:

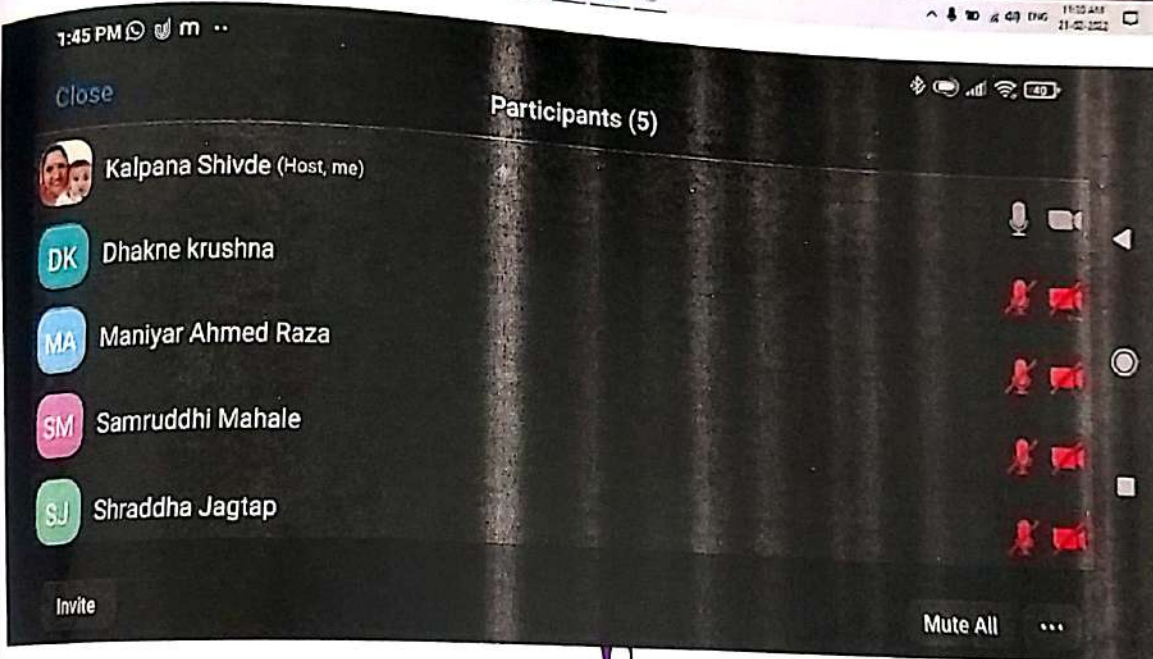
Excellent



*[Signature]*

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### WORKSHOP ON

## "SALES: WORLD FULL OF OPPORTUNITIES AND CHALLENGES"

Date: 07/12/2021-To- 16/12/2021

THIS IS TO CERTIFY THAT Mr./Ms./Mrs. Pawar Harshada Ramdas

HAS SUCCESSFULLY COMPLETED 30HRS THE WORKSHOP ON "SALES: WORLD FULL OF  
OPPORTUNITIES AND CHALLENGES" HELD ON 07/12/2021-TO-16/12/20 21AT

N.G.S.P.M BRAHMA VALLEY INSTITUTE OF MANAGEMENT, NASHIK

Course Coordinator

Director

Nashik Gramin Shikshan Prasarak Mandal's  
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Director

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### WORKSHOP ON

## "SALES: WORLD FULL OF OPPORTUNITIES AND CHALLENGES"

Date: 07/12/2021-To- 16/12/2021

THIS IS TO CERTIFY THAT **MR./MRS. Poojil Tushar Satish**

HAS SUCCESSFULLY COMPLETED 30HRS THE WORKSHOP ON "SALES: WORLD FULL OF OPPORTUNITIES AND CHALLENGES" HELD ON 07/12/2021-TO-16/12/20 21AT

N.G.S.P.M BRAHMA VALLEY INSTITUTE OF MANAGEMENT, NASHIK

Course Coordinator



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## WORKSHOP ON

## **"SALES: WORLD FULL OF OPPORTUNITIES AND CHALLENGES"**

**Date: 07/12/2021-To- 16/12/2021**

THIS IS TO CERTIFY THAT MR./MS./MRS. Shah Sanyak Pawan

HAS SUCCESSFULLY COMPLETED 30HRS THE WORKSHOP ON **"SALES: WORLD FULL OF**

**OPPORTUNITIES AND CHALLENGES"** HELD ON **07/12/2021-TO-16/12/20 21AT**

N.G.S.P.M BRAHMA VALLEY INSTITUTE OF MANAGEMENT, NASHIK

**Course Coordinator**

**Director**

Director:

Director  
Shikshan Prasarak Mandal's  
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**WORKSHOP  
ON**

**"SALES: WORLD FULL OF  
OPPORTUNITIES AND CHALLENGES"**

**Date: 07/12/2021-To- 16/12/2021**

THIS IS TO CERTIFY THAT Mr./Ms./Mrs. Jondwane Harshali Vinayak  
HAS SUCCESSFULLY COMPLETED 30HRS THE WORKSHOP ON "SALES: WORLD FULL OF  
OPPORTUNITIES AND CHALLENGES" HELD ON 07/12/2021-TO-16/12/2021

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Director

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## **WORKSHOP ON**

### **"SALES: WORLD FULL OF OPPORTUNITIES AND CHALLENGES"**

**Date: 07/12/2021-To- 16/12/2021**

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OPPORTUNITIES AND CHALLENGES"** HELD ON **07/12/2021-TO-16/12/20 21AT**

**N.G.S.P.M BRAHMA VALLEY INSTITUTE OF MANAGEMENT, NASHIK**

**Course Coordinator**

  
**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

**Department of Master of Business Administration****Name of the Course: Zensar Employability Skill Development Program****Conducted By: Mr. Sandeep Walinjkar Aptitude Trainer****Mr. Rahul Maske Softskill Trainer****Mr. Priti Rathi PL-SQL Trainer****No. of Hours: 88****Total Students Enrolled: 25****Total Students Complete: 25****Year of offering: 2021-22**

Sr. No.	Title of evidence Document	Page No
1	Enrolled Students List	2
2	Course Curriculum / Content	3-5
3	Proof of No.of Hours	6
4	Certificates	7-31

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## 1. Enrolled Students List:

Sr.No	Name of Student	Department	Course Name
1.	PATIL HEMRAJ VASUDEV	MBA	<b>Zensar ESD Training Program 2021-22</b>
2.	PAWAR RAKESH SUNIL	MBA	
3.	BHADANE UJWAL PRAKASH	MBA	
4.	CHOPADE SANDEEP DILIP	MBA	
5.	PAGAR SHUSHANT JAYVANT	MBA	
6.	GAVANDE PRASAD PANDITRAO	MBA	
7.	THAKARE KAVITA DINAKAR	MBA	
8.	JHA RANDHIRKUMAR VIJAY	MBA	
9.	BIBBE VINAYAK VISHWAS	MBA	
10.	SHAKTI PADA NAYAK	MBA	
11.	PATIL PRASHANT AMBALAL	MBA	
12.	NAVALE PRASAD VILAS	MBA	
13.	ZAMBARE PRIYANKA MANIK	MBA	
14.	RANSHUR KUNAL BHAUSAHEB	MBA	
15.	UGALE RAHUL AANA	MBA	
16.	PATIL SAYALI PRAMODRAO	MBA	
17.	BAVISKAR UMESH SUBHASH	MBA	
18.	PAWAR SUMIT RAVINDRA	MBA	
19.	GITE PRASAD YASHWANT	MBA	
20.	GOVARDHANE VIKAS SHIRDHAR	MBA	
21.	CHAVARE SHUBHAM GANESH	MBA	
22.	DHOLE PALLAVI PANDURANG	MBA	
23.	THAKARE AVINASH VINAYAK	MBA	
24.	DHANAIT MANOJ SOMNATH	MBA	
25.	PAITHANKAR MAYUR KANTILAL	MBA	



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Nashik Gramin Shikshan Prasarak Mandal's  
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## 2. Course Curriculum / Content

### Aptitude Syllabus

Mixture & Allegation	Area	Average
Bankers Discount	Boats and Streams	Calendar
Chain Rule	Clocks	Compound Interest
Decimal Fractions	LCM and HCF	Heights & Distances
Logarithms	Operations on Numbers	Partnership
Percentage	Permutation & Combination	Pipes and Cisterns
Problems on Ages	Problems on Numbers	Problems on Trains
Profit & Loss	Races & Games of Skills	Ratio & Proportion
Simple Interest	Simplification	Stock & Shares
Time & Distance	Time & Work	True Discount
Volume and Surface Area	Height & Distance	Logarithm
Progression	Geometry & Mensuration	Sets & Union
Surds & Indices	Fractions	Coding-Decoding



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Partnerships

Profit & Loss

Stream Boat Problems

Compound Interest

Inequality

Arithmetic Aptitude

Pipes & Cisterns

Age Problems

Calendar

Data Interpretation

## Softskill Syllabus

Public Speaking

- The power of Public Speaking
- Developing confidence
- Planning
- Preparation
- Successful and effective delivery of speech Group Discussion
- What is group discussion?
- Why are group discussions held?
- Preparation for a group discussion
- Skills for effective participation
- Traits tested in a group discussion
- Initiating a group discussion
- Non-verbal communication in group discussion
- Types of group discussions Interviews
- Interviewing in the 21st century
- Developing an Interview Strategy
- Taking Care of the Details
- Practicing for the Interview
- During the Interview
- Stress Interviews
- Traditional Interviews Writing Skills
- Basics of writing
- Writing paragraphs
- Writing research articles
- Report Writing
- Writing a Good Self Skills.



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## PL\_SQL Syllabus

- Character Sets.
- Lexical Units.
- Declarations.
- References to Identifiers.
- Scope and Visibility of Identifiers.
- Assigning Values to Variables.
- Expressions.
- Error-Reporting Functions.
- Using Variables in PL/SQL
- Recognizing PL/SQL Lexical Units
- Recognizing Data Types
- Using Scalar Data Types
- Writing PL/SQL Executable Statements
- Using Variables in PL/SQL
- Recognizing PL/SQL Lexical Units
- Recognizing Data Types
- Using Scalar Data Types
- Writing PL/SQL Executable Statements
- Introduction To Triggers
- Creating DML Triggers
- Creating DDL and Database Event Triggers
- Managing Triggers

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## zensar

## RPG FOUNDATION

THIS CERTIFICATE IS AWARDED TO

***DHANAIT MANOJ SOMNATH of***  
***N.G.S.P.M's Brahma Valley Institute of Management, Nashik***

For participating in Employability Skill Development Program conducted by RPG Foundation.

09 / 02 / 2022

DATE



*Smruti Das*

CHIEF OPERATING  
OFFICER,  
RPG FOUNDATION



Director  
Nashik Gramin Shikshan Prasarak Mandal's  
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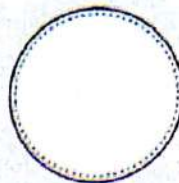
THIS CERTIFICATE IS AWARDED TO

**THAKARE AVINASH VINAYAK of**  
**N.G.S.P.M's Brahma Valley Institute of Management, Nashik**

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*Smaruti Das*

CHIEF OPERATING  
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*[Handwritten signature]*

Director  
Nashik Gramin Shikshan Prasarak Mandal  
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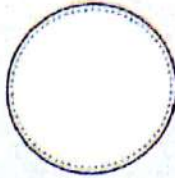
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**DHOLE PALLAVI PANDURANG of**  
**N.G.S.P.M's Brahma Valley Institute of Management, Nashik**

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09 / 02 / 2022

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*Smita Das*

CHIEF OPERATING  
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*[Signature]*

Director

Nashik Gramin Shikshan Prasarak Mandal's  
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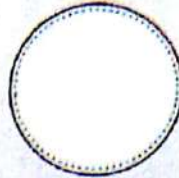
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**N.G.S.P.M's Brahma Valley Institute of Management, Nashik**  
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09 / 02 / 2022

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*Smaran Das*

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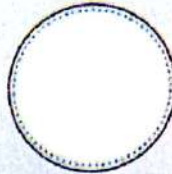
THIS CERTIFICATE IS AWARDED TO

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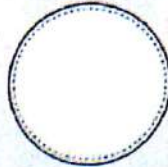
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**N.G.S.P.M's Brahma Valley Institute of Management, Nashik**

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09 / 02 / 2022

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*Smruti Das*

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*[Signature]*

Director

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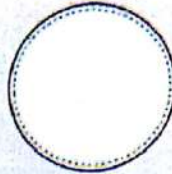
**PAWAR SUMIT RAVINDRA of**

**N.G.S.P.M's Brahma Valley Institute of Management, Nashik**

For participating in Employability Skill Development Program conducted by RPG  
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09 / 02 / 2022

DATE



*Smriti Das*

CHIEF OPERATING  
OFFICER,  
RPG FOUNDATION

*L*

Director

Nashik Gramin Shikshan Prasarak Mandal's  
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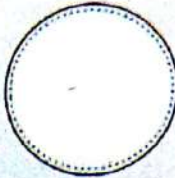
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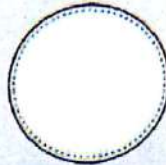
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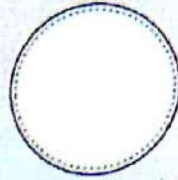
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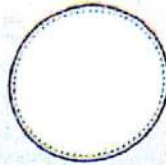
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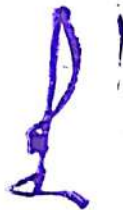
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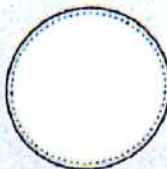
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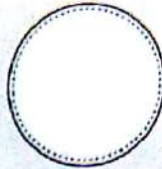
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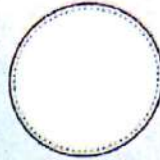
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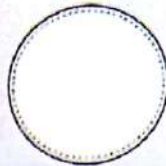
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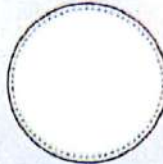
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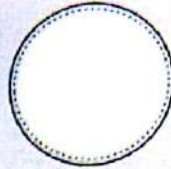
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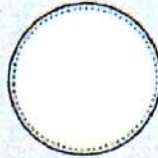
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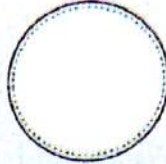
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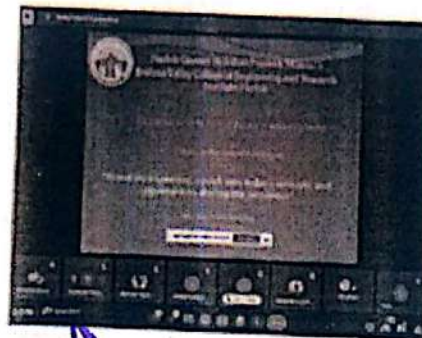


## Department of Master of Business Administration

Date-22/01/22

### Activity Report

Title	"Brand management: a peek into today's scenario and opportunities during the pandemic"
Duration	10 Days (Online)
Name of Expert	Mrs. Vinita Kulkarni,
Designation	Branch Executive,
Objectives	To get knowledge about any situation like pandemic
Beneficiary	MBA Students
Number of Participants	25
Content	What are the opportunities during the pandemic?



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## Department of Master of Business Administration

Date 22/01/22

### Workshop Analysis Report

Academic Year	:	2021-22
Class & Semester	:	MBA
Title	:	"Brand management: a peek into today's scenario and opportunities during the pandemic"
Course Duration	:	31 Hours
Number of Students completing the workshop: 25		

Summary Report of the Program with Outcomes: By the end of this course, students should be able to

1. Introduction of Brand management.
2. 4 components of brand management .
3. 3 C's of brand management.
4. Growth Opportunities for Brands During the COVID-19 Crisis.
5. Digital strategy during the corona virus crisis.
6. COVID-19: 7 steps to sustain your business through the disruption.

Signature of Faculty



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Date: 05/01/2022

## Invitation Letter

To,

Mrs. Vinita Kulkarni,

Branch Executive,

Premier India Bearing Ltd.

Subject: Invitation for Conducting 10 days Online Workshop on the subject "Brand management: a peek into today's scenario and opportunities during the pandemic" for our students.

Dear

Sir/Madam,

We are very pleased to have the honor of inviting you to give online workshop. We would like you to speak on "Brand management: a peek into today's scenario and opportunities during the pandemic" to be delivered on 11/01/2022 to 20/01/2022, online the draft agenda is attached for your perusal.

The objective of the workshop is to prepare students in leadership techniques as "Brand management: a peek into today's scenario and opportunities during the pandemic" your opinion is important and considerable to be crucial to the discussions on the outcome of the subject.

Your confirmation of workshop will be greatly appreciated. Please do so via email by Date: 05/01/2022

I very much look forward to hearing from you and hope that you would be willing to accept our invitation to this very important event.

Thanking You

With Regards,

Received

*V. Kulkarni*

*[Signature]*

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## Department of Master of Business Administration

Date: 02/01/2022

### CIRCULAR

All the staff and students of Master of Business Administration are hereby informed that the a 10 - days Online workshop is arranged to enhance the knowledge on "Brand management: a peek into today's scenario and opportunities during the pandemic" as the schedule from 11/01/2022 to 20/01/2022. all the interested students can attend the program Online and utilize the opportunity. The schedule is attached.

Course Coordinator : Prof.Jivan Ahir

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## Department of Master of Business Administration

### **Syllabus of "Brand management: a peek into today's scenario and opportunities during the pandemic"**

1. Introduction of Brand management.
2. 4 components of brand management .
3. 3 C's of brand management.
4. Growth Opportunities for Brands During the COVID-19 Crisis.
5. Digital strategy during the corona virus crisis.
6. COVID-19: 7 steps to sustain your business through the disruption.

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## Schedule of "Brand management: a peek into today's scenario and opportunities during the pandemic"

	DATE	TOPIC	DETAILS	DURATION
1	11/01/22	Introduction of Brand management	Introduction	3 hrs
2	12/01/22		What is Brand..? Explained with and example	3 hrs
3	13/01/22	4 components of brand management	<ul style="list-style-type: none"><li>brand identity,</li><li>brand image</li></ul>	3 hrs
4	14/01/22		<ul style="list-style-type: none"><li>brand culture, and</li><li>brand personality</li></ul>	3 hrs
5	15/01/22	3 C's of brand management	<ul style="list-style-type: none"><li>the company,</li><li>the customer</li></ul>	3 hrs
6	16/01/22		<ul style="list-style-type: none"><li>and the competition</li></ul>	3 hrs
7	17/01/22	Growth Opportunities for Brands During the COVID-19 Crisis	<ul style="list-style-type: none"><li>A Shock to the System</li><li>Loyalty or Just Habit?</li><li>How Should Small and Midtier Brands Respond?</li></ul>	3 hrs
8	18/01/22		<ul style="list-style-type: none"><li>Think value, not just price</li><li>Taking Stock and Looking Ahead</li></ul>	3 hrs
9	19/01/22	Digital strategy during the corona virus crisis.	Explained with examples	4 hrs
10	20/01/22	COVID-19: 7 steps to sustain your business through the disruption	<ol style="list-style-type: none"><li>Start with health and security. ...</li><li>Prepare a communication plan. ...</li><li>Reach out to customers. ...</li><li>Reach out to suppliers. ...</li><li>Evaluate capacity and resources. ...</li><li>Compile your weekly rolling cash flow plan. ...</li><li>Prepare for the recovery.</li></ol>	3 hrs
				31 hrs

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## Enrollment and Attendance Sheet for "Brand Management: A Peek into today's scenario and opportunities during the pandemic"

Roll No.	Student Name	Day1	Day2	Day3	Day4	Day5	Day6	Day7	Day8	Day9	Day10
01	KAPADNIS VAIBHAV PRABHAKAR	P	P	P	P	P	P	P	P	P	P
02	KASHID POOJA BHISHMACHNRY	P	P	P	P	P	P	P	P	P	P
03	KAVEKAR MAHESH SAMBHAJI	P	P	P	P	P	P	P	P	P	P
04	KEDARE ADARSH BAPUSAHEB	P	P	P	P	P	P	P	P	P	P
05	KHAIRNAR KHUSHAL GORAKH	P	P	P	P	P	P	P	P	P	P
06	KHARJUL KULDEEP VASANT	P	P	P	P	P	P	P	P	P	P
07	KHATWANI ROSHNI AMARLAL	P	P	P	P	P	P	P	P	P	P
08	LAHARE DNYANESHWAR VITTHAL	P	P	P	P	P	P	P	P	P	P
09	LOKHANDE SHUBHAM SACHIN	P	P	P	P	P	P	P	P	P	P
10	MADAN HARISHCHANDRA VINAYAK	P	P	P	P	P	P	P	P	P	P
11	MAHAJAN SURAJ PRAKASH	P	P	P	P	P	P	P	P	P	P
12	MALODE VAISHNAVI DILIP	P	P	P	P	P	P	P	P	P	P
13	MOHITE KETANKUMAR JAGDISH	P	P	P	P	P	P	P	P	P	P
14	MORE SHANTANU SANJAY	P	P	P	P	P	P	P	P	P	P
15	MUSALE AMOL RAMESH	P	P	P	P	P	P	P	P	P	P
16	NARALE THSHAR KRISHNA	P	P	P	P	P	P	P	P	P	P
17	NIKAM TUSHAR DASHRATH	P	P	P	P	P	P	P	P	P	P
18	PAGAR ROHIT ARUN	P	P	P	P	P	P	P	P	P	P
19	PARKHAD NIKHIL KADUBA	P	P	P	P	P	P	P	P	P	P
20	PATIL MADHURI SUBHASH	P	P	P	P	P	P	P	P	P	P
21	PATIL RATHI DILIP	P	P	P	P	P	P	P	P	P	P
22	PATIL SANTOSH DATTU	P	P	P	P	P	P	P	P	P	P
23	PATIL GAYATRI ANANDA	P	P	P	P	P	P	P	P	P	P
24	PATIL DIGAMBAR RAMESH	P	P	P	P	P	P	P	P	P	P
25	PATIL SPANDAN NITIN	P	P	P	P	P	P	P	P	P	P

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Date-20/01/2022

## Expert Feedback Form

Respected sir/madam, please give your valuable feedback

Name:- Mrs. Vinita Kulkarni

Organization:- Premier India Bearing Ltd.

Designation:- Branch Executive,

Contact No.:-9404802478

Topic of Expert lecture:- "Brand management: a peek into today's scenario and opportunities during the pandemic"

Sr.No.	Description	Excellent	Very Good	Good	Adequate
1.	Audio/video system arrangement		✓		
2.	Cooperation from faculty/dept./institute	✓			
3.	Content understanding level of students	✓			
4.	Interaction of students	✓			
5.	Level of questions asked by the students		✓		
6.	Overall rating	✓			

Is there any additional feedback that you would like to offer?

No -

*(Signature)*

*(Signature)*  
Vinita Vinek Kulkarni

Name & Sign of Authority

Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik





# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

Approved by All India Council for Technical Education (AICTE),  
Directorate of Technical Education Government of Maharashtra & Affiliated to University of Pune



## ADD ON CERTIFICATE COURSE ON "Brand Management: A Peek into today's scenario and opportunities during the pandemic"

11/01/2022.-to-20/01/2022.

### FEEDBACK FORM

Student Name: Kapodnis Vaibhan Prabakar Branch/Year: B+

Complete the Evaluation for the Add on Course on "Brand Management: A Peek into today's scenario and opportunities during the pandemic" Your feedback is valuable for us.

Criteria	Excellent (4)	Very Good (3)	Good (2)	Average (1)
Add on course was relevant to your need	✓			
Provided material is helpful		✓		
Duration of the Add on Course is sufficient		✓		
Is it encouraged			✓	
The presenter's presentation was effective	✓			

1. What did you enjoy most during the Add on course?

I have learn knowledge about Brand Management.

2. How will you implement this into your academics?

Participate in all activities.

Any Suggestions:

Excellent

Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik





NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

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Date : 20/01/2022

## Letter of Thanks

To,

Mrs. Vinita Kulkarni,

Branch Executive,

Premier India Bearing Ltd.

**Subject:** Thank you Letter for conducting online workshop on "Brand management: a peek into today's scenario and opportunities during the pandemic".

Hello Sir/Madam,

We are really grateful that you yourself took time from a very busy schedule to come to our institute where business administration has been taught to students for conducting workshop on "Brand management: a peek into today's scenario and opportunities during the pandemic", and your knowledge is immensely benefited them.

You are a well-known speaker in this field and hence we want our students to learn first-hand experience. Though we wanted the session to be a little longer so that you could discuss your books and progress but your modesty has humbled us and we feel our students have taken benefited from this seminar.

Thank you very much for motivating the students and also for being a good mentor and guide for our institute.

Regards

Received

*W. Kulkarni*

L

Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik





NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

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## ADD ON CERTIFICATE COURSE ON "Brand Management: A Peek into today's scenario and opportunities during the pandemic"

11/01/2022.-to-20/01/2022.

### FEEDBACK FORM

Student Name: Khedwani Roshani Amaral Branch/Year: 1st

Complete the Evaluation for the Add on Course on "Brand Management: A Peek into today's scenario and opportunities during the pandemic" Your feedback is valuable for us.

Criteria	Excellent (4)	Very Good (3)	Good (2)	Average (1)
Add on course was relevant to your need		✓		
Provided material is helpful		✓		
Duration of the Add on Course is sufficient	✓			
Is it encouraged	✓			
The presenter's presentation was effective			✓	

1. What did you enjoy most during the Add on course?

I have learn better knowledge

2. How will you implement this into your academics?

At taking activities

Any Suggestions:

Very good

Director

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Anjaneri, Nashik





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## ADD ON CERTIFICATE COURSE ON "Brand Management: A Peek into today's scenario and opportunities during the pandemic"

11/01/2022.-to-20/01/2022.

### FEEDBACK FORM

Student Name: Kedare Adarsh Bapustabeh Branch/Year: 1<sup>st</sup>

Complete the Evaluation for the Add on Course on "Brand Management: A Peek into today's scenario and opportunities during the pandemic" Your feedback is valuable for us.

Criteria	Excellent (4)	Very Good (3)	Good (2)	Average (1)
Add on course was relevant to your need	✓			
Provided material is helpful	✓			
Duration of the Add on Course is sufficient		✓		
Is it encouraged		✓		
The presenter's presentation was effective	✓			

1. What did you enjoy most during the Add on course?

Excellent Communication

2. How will you implement this into your academics?

Taking initiatives in all activities

Any Suggestions:

Good



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Anjaneri, Nashik



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## ADD ON CERTIFICATE COURSE ON "Brand Management: A Peek into today's scenario and opportunities during the pandemic"

11/01/2022.-to-20/01/2022.

### FEEDBACK FORM

Student Name: Musale Amol Ramesh Branch/Year: 1<sup>st</sup>

Complete the Evaluation for the Add on Course on "Brand Management: A Peek into today's scenario and opportunities during the pandemic" Your feedback is valuable for us.

Criteria	Excellent (4)	Very Good (3)	Good (2)	Average (1)
Add on course was relevant to your need	✓			
Provided material is helpful	✓			
Duration of the Add on Course is sufficient		✓		
Is it encouraged	✓			
The presenter's presentation was effective		✓		

1. What did you enjoy most during the Add on course?

I have learn other knowledge

2. How will you implement this into your academics?

Participate in every activities

Any Suggestions:

Excellent

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
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NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

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## ADD ON CERTIFICATE COURSE ON "Brand Management: A Peek into today's scenario and opportunities during the pandemic"

11/01/2022.-to-20/01/2022.

### FEEDBACK FORM

Student Name: Patil Spandan Nitin Branch/Year: 1st

Complete the Evaluation for the Add on Course on "Brand Management: A Peek into today's scenario and opportunities during the pandemic" Your feedback is valuable for us.

Criteria	Excellent (4)	Very Good (3)	Good (2)	Average (1)
Add on course was relevant to your need	✓			
Provided material is helpful	✓			
Duration of the Add on Course is sufficient		✓		
Is it encouraged		✓		
The presenter's presentation was effective	✓			

1. What did you enjoy most during the Add on course?

Teachers Communication

2. How will you implement this into your academics?

Taking activities

Any Suggestions:

Very Good

Director

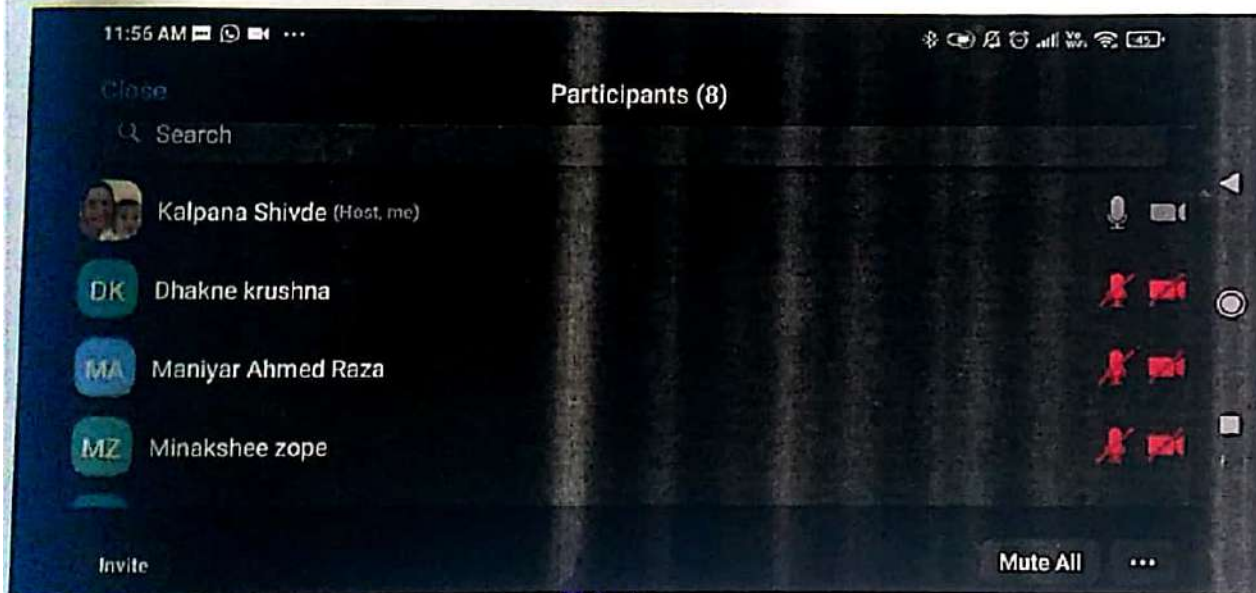
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Brahma Valley Institute of Management  
Anjaneri, Nashik





# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

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Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



**Brahma Valley Institute of  
Management, Nashik  
Department of Management  
CERTIFICATE**

**Workshop  
on**

**“Brand Management: A Peek into today’s  
scenario and opportunities during the pandemic””**

**Date: 11/01/2022 to 20/01/2022**

This is to certify that **Mr./Ms./Mrs. Kapadnis Vaibhav Prabhakar**  
has successfully completed the 30 Hrs workshop **“Brand Management:  
A Peek into Today’s Scenario and Opportunities during the  
Pandemic”** held from **11/01/2022 To 20/01/2022** at N.G.S.P.M Brahma  
Valley Institute of Management Nashik

**Course Coordinator**

**Director**

Nashik Gramin Shikshan Prasarak Mandal  
Brahma Valley Institute of Management  
Anjaneri, Nashik



**Brahma Valley  
Management, Nashik  
Department of Management  
CERTIFICATE  
Workshop**



**“Brand Management: A Peek into today’s  
scenario and opportunities during the pandemic”**

**Date: 11/01/2022 to 20/01/2022**

This is to certify that **Mr./Ms./Mrs. Khedwani Reshmi Amaral**-----  
has successfully completed the 30 Hrs workshop **“Brand Management:  
A Peek into Today’s Scenario and Opportunities during the  
Pandemic”** held from **11/01/2022 To 20/01/2022** at N.G.S.P.M Brahma  
Valley Institute of Management Nashik

**Course Coordinator**

**Director**

Nashik Gramin Shikshan Prasarak Mandar's  
Brahma Valley Institute of Management



**Brahma Valley Institute of  
Management, Nashik**

**Department of Management**

**CERTIFICATE**

**Workshop**

**on**

**“Brand Management: A Peek into today’s  
scenario and opportunities during the pandemic””**

**Date: 11/01/2022 to 20/01/2022**

This is to certify that **Mr./Ms./Mrs. Kedar Adarsh Bapusaheb**  
has successfully completed the 30 Hrs workshop **“Brand Management:  
A Peek into Today’s Scenario and Opportunities during the  
Pandemic”** held from **11/01/2022 To 20/01/2022** at N.G.S.P.M Brahma  
Valley Institute of Management Nashik

**Course Coordinator**

  
**Director**

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Nashik



**Brahma Valley Institute of Management, Nashik**  
**Department of Management**

# **CERTIFICATE**

**Workshop  
on**

**Brand Management: A Peek into today's  
scenario and opportunities during the pandemic””**

**Date: 11/01/2022 to 20/01/2022**

This is to certify that **Mr./Ms./Mrs. Musale Amal Ramesh**  
has successfully completed the 30 Hrs workshop **“Brand Management:  
A Peek into Today's Scenario and Opportunities during the  
Pandemic”** held from **11/01/2022 To 20/01/2022** at N.G.S.P.M Brahma  
Valley Institute of Management Nashik

**Course Coordinator**

**Director**  
Nashik Gramin Sahitya Akademi  
Brahma Valley Institute of Management  
Anianeri Nashik



Brahma Valley Institute of Management, Nashik

Department of Management

# CERTIFICATE

Workshop  
on

**“Brand Management: A Peek into today’s  
scenario and opportunities during the pandemic”**

Date: 11/01/2022 to 20/01/2022

This is to certify that **Mr./Ms./Mrs. Pahl Spandan Nitin**  
has successfully completed the 30 Hrs workshop **“Brand Management:  
A Peek into Today’s Scenario and Opportunities during the  
Pandemic”** held from **11/01/2022 To 20/01/2022** at N.G.S.P.M Brahma  
Valley Institute of Management Nashik

Course Coordinator

**Director**

Nashik Gramin Shikshan Prasarak Mandal  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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9

Nashik Gramin Shikshan Prasarak Mandal  
Brahma Valley Institute of Management

## Activity Report

Title	" Negotiation skills for managers "
Duration	10 Days (Online)
Name of Expert	Mrs. Vinita Kulkarni,
Designation	Branch Executive,
Objectives	To improve negotiation Skill.
Beneficiary	MBA Students
Number of Participants	27
Content	How to improve Negotiation skills for leader.



Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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## Department of Master of Business Administration

Date- / /

### Analysis Report

Academic Year	:	2020-21
Class & Semester	:	MBA
Title	:	"Negotiation skills for managers"
Course Duration	:	30 Hours
Number of Students completing the workshop:27		

**Summary Report of the Program with Outcomes:** By the end of this course, students should be able to

1. Introduction of Negotiation skills.
2. The key negotiation skills managers need, and how to develop them
3. What are the 5 P's of negotiation?
4. Seven Elements of Negotiations
5. What is the 5 step negotiation process?

Signature of Faculty



Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

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Ref. No.: NGSPM.BVCOERI/

Date : 18/08/2020

## Invitation Letter

To,

Mrs. Vinita Kulkarni,

Branch Executive,

Premier India Bearing Ltd.

Subject: Invitation for Conducting 10 days Online Workshop on the subject "Negotiation skills for managers" for our students.

Dear  
Sir/Madam,

We are very pleased to have the honor of inviting you to give online workshop. We would like you to speak on "Negotiation skills for managers" to be delivered on 25/08/2020 to 03/09/2020, online The draft agenda is attached for your perusal.

The objective of the workshop is to prepare students in leadership techniques as "Negotiation skills for managers" your opinion is important and considerable to be crucial to the discussions on the outcome of the subject.

Your confirmation of workshop will be greatly appreciated. Please do so via email by Date: 20/08/2020

I very much look forward to hearing from you and hope that you would be willing to accept our invitation to this very important event.

Thanking You

With Regards,

Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

Received  
*[Handwritten signature]*





NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

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## Department of Master of Business Administration

Date: 18/08/2020

### CIRCULAR

All the staff and students of Master of Business Administration are hereby informed that the a 10 - days Online workshop is arranged to enhance the knowledge on "Negotiation skills for managers" as the schedule from 25/08/2020 to 03/09/2020. all the interested students can attend the program Online and utilize the opportunity. The schedule is attached.

Course Coordinator: Prof. R.G. Joshi

Contact No. : 7829821810

Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik





NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

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## Department of Master of Business Administration

### Syllabus of "Negotiation skills for managers"

1. Introduction of Negotiation skills.
2. The key negotiation skills managers need, and how to develop them
3. What are the 5 P's of negotiation?
4. Seven Elements of Negotiations
5. What is the 5 step negotiation process?



Director  
Nashik Gramin Shikshan Prasarak Mandals  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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**BRAHMA VALLEY INSTITUTE OF MANAGEMENT**Approved by All India Council for Technical Education (AICTE),  
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	DATE	TOPIC	DETAILS	DURATION
1	25/08/20	Introduction of Negotiation skills.	Introduction	3 hrs
2	26/08/20		What are some essential negotiating skills?	3 hrs
3	27/08/20	The key negotiation skills managers need, and how to develop them	<ul style="list-style-type: none"><li>What are some essential negotiating skills?</li><li>Build a rapport. ...</li><li>Actively listen. ...</li><li>Problem analysis. ...</li></ul>	3 hrs
4	28/08/20		<ul style="list-style-type: none"><li>The anchoring bias. ...</li><li>Look for the tradeoffs. ...</li><li>Be proactive. ...</li><li>Don't be afraid to make mistakes.</li></ul>	3 hrs
5	29/08/20	What are the 5 P's of negotiation?	<ul style="list-style-type: none"><li>Prepare</li><li>probe</li></ul>	3 hrs
6	30/08/20		<ul style="list-style-type: none"><li>possibilities</li><li>propose</li><li>partner</li></ul>	3 hrs
7	31/08/20	Seven Elements of Negotiations	<ul style="list-style-type: none"><li>Interests. Interests are "the fundamental drivers of negotiation," according to Patton—our basic needs, wants, and motivations. ...</li><li>Legitimacy. ...</li><li>Relationships. ...</li></ul>	3 hrs
8	01/09/20		<ul style="list-style-type: none"><li>Options. ...</li><li>Commitments. ...</li><li>Communication.</li><li>Alternatives and BATNA. ...</li></ul>	3 hrs
9	02/09/20	What is the 5 step negotiation process?	<ul style="list-style-type: none"><li>Definition of Ground Rules</li><li>Clarification and Justification</li></ul>	3 hrs
10	03/09/20		<ul style="list-style-type: none"><li>Closure</li><li>Implementation</li><li>Bargaining and Problem Solving</li></ul>	3 hrs
				30 hrs



Director

Nashik Gramin Shikshan Prasarak Mandal's  
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Date: 5/8/2020

## Expert Feedback Form

Respected sir/madam, please give your valuable feedback

Name:- Mrs. Vinita Kulkarni

Organization:- Premier India Bearing Ltd.

Designation:- Branch Executive,  
Contact No.:- 9404802478

Topic of Expert lecture:- Negotiation skills for managers

Sr.No.	Description	Excellent	Very Good	Good	Adequate
1.	Audio/video system arrangement	✓			
2.	Cooperation from faculty/dept./institute	✓			
3.	Content understanding level of students		✓		
4.	Interaction of students		✓		
5.	Level of questions asked by the students		✓		
6.	Overall rating	✓			

Is there any additional feedback that you would like to offer?

Students much more interactive



Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

Vinita Virek Kulkarni  
Name & Sign of Authority



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Ref. No. NGSPM.BVCOERI/

Date 13/09/2022

## Letter of Thanks

To,

Mrs. Vinita Kulkarni,

Branch Executive,

Premier India Bearing Ltd.

**Subject:** Thank you Letter for conducting online workshop on "Negotiation skills for managers"

Hello Sir/Madam,

We are really grateful that you yourself took time from a very busy schedule to come to our institute where business administration has been taught to students for conducting workshop on "Negotiation skills for managers", and your knowledge is immensely benefited them.

You are a well-known speaker in this field and hence we want our students to learn first-hand experience. Though we wanted the session to be a little longer so that you could discuss your books and progress but your modesty has humbled us and we feel our students have taken benefited from this seminar.

Thank you very much for motivating the students and also for being a good mentor and guide for our institute.

Regards

Received  
*Vinita Kulkarni*



Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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## Student Enrollment & Attendance:

A.C.Y.	Student Name	Day1	Day2	Day3	Day4	Day5	Day6	Day7	Day8	Day9	Day10
A.C.Y. 2020-21	PATIL SHUBHAM DILIP	P	P	P	P	P	P	P	P	P	P
	PATIL RAKESH VINAYAK	P	P	P	P	P	P	P	P	P	P
	AHIRRAO MANASI PRAKASH	P	P	P	P	P	P	P	P	P	P
	PATIL HEMRAJ VASUDEV	P	P	P	P	P	P	P	P	P	P
	PAWAR RAKESH SUNIL	P	P	P	P	P	P	P	P	P	P
	BHADANE UJWAL PRAKASH	P	P	P	P	P	P	P	P	P	P
	CHOPADE SANDEEP DILIP	P	P	P	P	P	P	P	P	P	P
	PAGAR SHUSHANT JAYVANT	P	P	P	P	P	P	P	P	P	P
	GAVANDE PRASAD PANDITRAO	P	P	P	P	P	P	P	P	P	P
	THAKARE KAVITA DINAKAR	P	P	P	P	P	P	P	P	P	P
	JHA RANDHIRKUMAR VIJAY	P	P	P	P	P	P	P	P	P	P
	BIBBE VINAYAK VISHWAS	P	P	P	P	P	P	P	P	P	P
	SHAKTI PADA NAYAK	P	P	P	P	P	P	P	P	P	P
	PATIL PRASHANT AMBALAL	P	P	P	P	P	P	P	P	P	P
	NAVALE PRASAD VILAS	P	P	P	P	P	P	P	P	P	P
	ZAMBARE PRIYANKA MANIK	P	P	P	P	P	P	P	P	P	P
	RANSHUR KUNAL BHIAUSAHEB	P	P	P	P	P	P	P	P	P	P
	UGALE RAHUL AANA	P	P	P	P	P	P	P	P	P	P
	PATIL SAYALI PRAMODRAO	P	P	P	P	P	P	P	P	P	P
	BAVISKAR UMESH SUBHASH	P	P	P	P	P	P	P	P	P	P
	PAWAR SUMIT RAVINDRA	P	P	P	P	P	P	P	P	P	P
	GITE PRASAD YASHWANT	P	P	P	P	P	P	P	P	P	P



Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
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GOVARDHANE VIKAS SHIRDHAR	P	P	P	P	P	P	P	P	P	P	P
CHAVARE SHUBHAM GANESH	P	P	P	P	P	P	P	P	P	P	P
DHOLE PALLAVI PANDURANG	P	P	P	P	P	P	P	P	P	P	P
THAKARE AVINASH VINAYAK	P	P	P	P	P	P	P	P	P	P	P
DHANAIT MANOJ SOMNATH	P	P	P	P	P	P	P	P	P	P	P



*(Signature)*

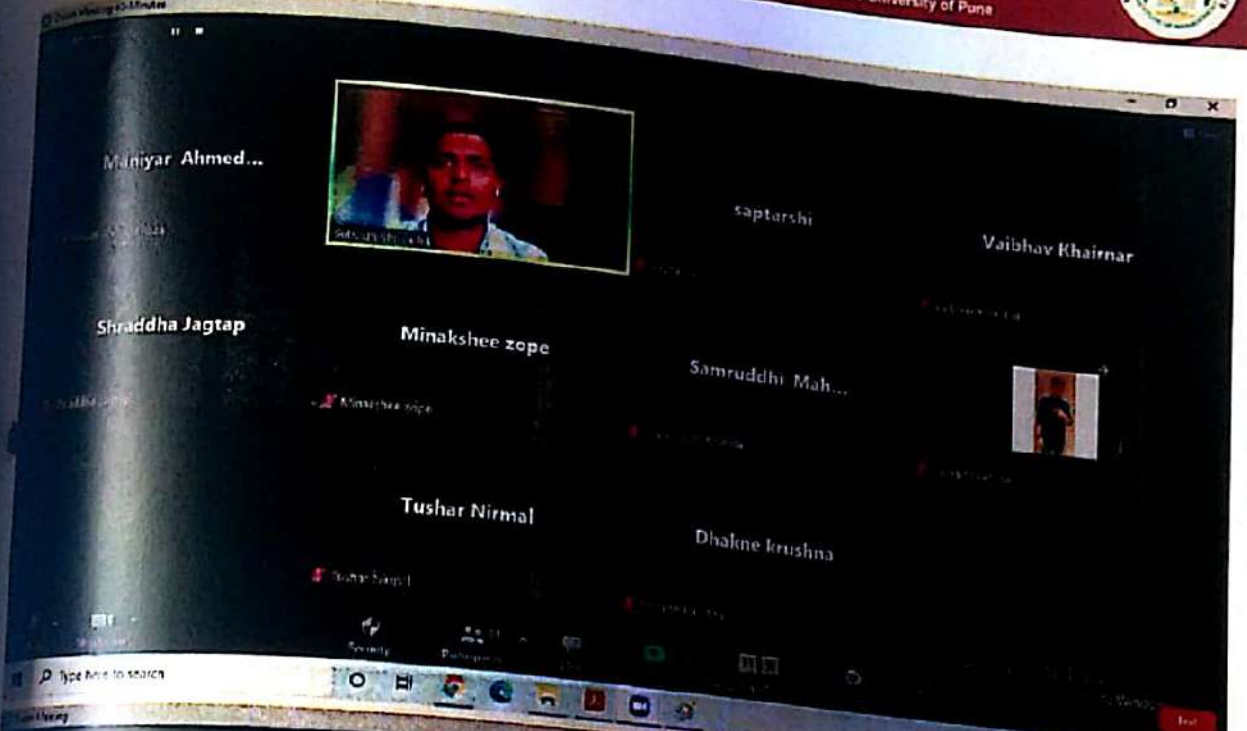
Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anja



# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

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Director  
Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



N.G.S.P.M's  
**Brahma Valley Institute of Management,  
Nashik**

# **CERTIFICATE**

*Workshop  
on  
"Negotiation Skill for Manager"*

**Date: 05/08/2020 to 03/09/2020**

*This is to certify that Mr./Ms./Mr/s. Patil Shubham Dilip  
has successfully completed the 30 Hrs workshop on "Negotiation  
Skill for Manager" held on 05/08/2020-To-03/09/2020 at the  
N.G.S.P.M's Brahma Valley Institute of Management Nashik*

**Coordinator**



  
**Director**  
Nashik Gramin Shikshan Prasarak Mandal  
Brahma Valley Institute of Management  
Anjaneri, Nashik



**N.G.S.P.M's  
Brahama Valley Institute of Management,  
Nashik**

# **CERTIFICATE**

*Workshop*

*on  
"Negotiaton Skill for Manager"*

**Date: 05/08/2020 to 03/09/2020**

*This is to certify that Mr./Ms./Mrs. Ahima Manasi Prakash  
has successfully completed the 30 Hrs workshop on "Negotiation  
Skill for Manager" held on 05/08/2020-To-03/09/2020 at the  
N.G.S.P.M's Brahma Valley Institute of Management Nashik*

**Coordinator**



**Director**

Director

Nashik Gramin Shikshan Prasarak Mandal  
Brahma Valley Institute of Management  
Anjaneri, Nashik



**N.G.S.P.M's**  
**Brahama Valley Institute of Management,**  
**Nashik**

# **CERTIFICATE**

*Workshop*  
*on*  
*"Negotiation Skill for Manager"*

**Date: 05/08/2020 to 03/09/2020**

*This is to certify that Mr./Ms./M/s. Pawar Rakesh Sunil*  
*has successfully completed the 30 Hrs workshop on "Negotiation*  
*Skill for Manager" held on 05/08/2020-To-03/09/2020 at the*  
*N.G.S.P.M's Brahma Valley Institute of Management Nashik*

**Coordinator**



**Director**

Director  
Nashik Gramin Shikshan Prasarak Mandali  
Brahma Valley Institute of Management  
Anjaneri Nashik



**N.G.S.P.M's**  
**Brahma Valley Institute of Management,**  
**Nashik**

## **CERTIFICATE**

*Workshop*

*on*

*"Negotiation Skill for Manager"*

**Date: 05/08/2020 to 03/09/2020**

*This is to certify that Mr./Ms./Mrs. Thakare Kavita Dinkar*  
*has successfully completed the 30 Hrs workshop on "Negotiation*  
*Skill for Manager" held on 05/08/2020-To-03/09/2020 at the*  
*N.G.S.P.M's Brahma Valley Institute of Management Nashik*



**Coordinator**

**Director**

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



N.G.S.P.M's  
Brahama Valley Institute of Management,  
Nashik

## CERTIFICATE

Workshop

on

"Negotiaton Skill for Manager"

Date: 05/08/2020 to 03/09/2020

This is to certify that Mr./Ms./M/s. Navale Prasad Viltas  
has successfully completed the 30 Hrs workshop on "Negotiation  
Skill for Manager" held on 05/08/2020-To-03/09/2020 at the  
N.G.S.P.M's Brahma Valley Institute of Management Nashik

Coordinator



Director

Director  
Nashik Gramin Shikshan Prasarak  
Brahma Valley Institute of Management  
Anjaneri, Nashik



NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

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10

## Activity Report

<b>Title</b>	<b>"Effective Academic Strategies"</b>
<b>Duration</b>	<b>10 Days (Online)</b>
<b>Name of Expert</b>	<b>Mr. Amit Gore</b>
<b>Designation</b>	<b>Director</b>
<b>Objectives</b>	<b>To improve academic strategy</b>
<b>Beneficiary</b>	<b>MBA Students</b>
<b>Number of Participants</b>	<b>22</b>
<b>Content</b>	<b>How to study smartly?</b>



*[Handwritten signature]*

**Director**

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik





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## Department of Master of Business Administration

Date 10/11/2021

### Workshop Analysis Report

Academic Year	:	2020-21
Class & Semester	:	MBA
Title	:	"Effective Academic Strategies"
Course Duration	:	30 Hours
Number of Students completing the workshop:22		

**Summary Report of the Program with Outcomes:** By the end of this course, students should be able to

1. Introduction of Effective Academic Strategies.
2. 7 effective teaching strategies
3. What are the 6 effective study strategies?
4. The 7 styles of the theory are:
5. How to study smartly?
6. How to Study Smart and Study Less



*[Signature]*  
Signature of Faculty  
Partner  
Akshay Study Amped Consultants



**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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Date : 25/01/2021

## Invitation Letter

To,

Mr. Amit Gore

Director,

Akshay Study Abroad.

Subject: Invitation for Conducting 10 days Online Workshop on the subject "Effective Academic Strategies" for our students.

Dear

Sir/Madam,

We are very pleased to have the honor of inviting you to give online workshop. We would like you to speak on "Effective Academic Strategies" to be delivered on 01/02/2021 to 10/02/2021, online. The draft agenda is attached for your perusal.

The objective of the workshop is to prepare students in leadership techniques as "Effective Academic Strategies" your opinion is important and considerable to be crucial to the discussions on the outcome of the subject.

Your confirmation of workshop will be greatly appreciated. Please do so via email by Date: 28/01/2021

I very much look forward to hearing from you and hope that you would be willing to accept our invitation to this very important event.

Thanking You

With Regards,

*Red*  
Akshay Study Abroad Consultants

Partner

*[Handwritten signature]*

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik





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## Department of Master of Business Administration

Date: 25/01/2021

### CIRCULAR

All the staff and students of Master of Business Administration are hereby informed that the a 10 - days Online workshop is arranged to enhance the knowledge on "Effective Academic Strategies" as the schedule from 01/02/2021 to 10/02/2021. all the interested students can attend the program Online and utilize the opportunity. The schedule is attached.

Course Coordinator: Prof.K.K.Dhomse

Contact No. : 9850813314

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik





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## Department of Master of Business Administration

### Syllabus of "Effective Academic Strategies"

1. Introduction of Effective Academic Strategies.
2. 7 effective teaching strategies
3. What are the 6 effective study strategies?
4. The 7 styles of the theory are:
5. How to study smartly?
6. How to Study Smart and Study Less



Director  
Nashik Gramin Shikshan Prasarak Mandal's  
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## Schedule of "Effective Academic Strategies"

Day	DATE	TOPIC	DETAILS	DURATION
1	01/02/21	Introduction of Effective Academic Strategies.	Introduction	3 hrs
2	02/02/21		What is Academic Strategy?	3 hrs
3	03/02/21	7 effective teaching strategies	<ul style="list-style-type: none"><li>• Visualization. ...</li><li>• Cooperative Learning. ...</li><li>• Differentiated Instruction. ..</li></ul>	3 hrs
4	04/02/21		<ul style="list-style-type: none"><li>• Using Technology to your Advantage. .</li><li>• Student Centred Inquiry. ...</li><li>• Professional Development.</li></ul>	3 hrs
5	05/02/21	What are the 6 effective study strategies?	<ul style="list-style-type: none"><li>• spaced practice,</li><li>• interleaving,</li><li>• elaborative interrogation</li></ul>	3 hrs
6	06/02/21		<ul style="list-style-type: none"><li>• concrete examples,</li><li>• dual coding, and</li><li>• Retrieval practice.</li></ul>	3 hrs
7	07/02/21	The 7 styles of the theory are:	<ul style="list-style-type: none"><li>• visual,</li><li>• kinaesthetic.</li><li>• aural</li></ul>	3 hrs
8	08/02/21		<ul style="list-style-type: none"><li>• social,</li><li>• solitary,</li><li>• verbal,</li><li>• logical.</li></ul>	3 hrs
9	09/02/21	How to study smartly? How to Study Smart and Study Less	<ol style="list-style-type: none"><li>1. Set a study time. Make sure to include studying in your regular schedule. ...</li><li>2. Set a dedicated studying space. ...</li><li>3. Break study time into sessions. ...</li></ol>	3 hrs
10	10/02/21		<ol style="list-style-type: none"><li>4. Study actively. ...</li><li>5. Take notes while in class. ..</li></ol>	3 hrs
			30 hrs	



Director

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**BRAHMA VALLEY INSTITUTE OF MANAGEMENT**Approved by All India Council for Technical Education (AICTE),  
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A.C.Y.	Student Name	Day1	Day2	Day3	Day4	Day5	Day6	Day7	Day8	Day9	Day10
A.C.Y. 2020-21	PAITHANKAR MAYUR KANTILAL	P	P	P	P	P	P	P	P	P	P
	CHANDE RIYA PRATAP	P	P	P	P	P	P	P	P	P	P
	WANI GAYATRI SURESH	P	P	P	P	P	P	P	P	P	P
	KHARATE SHIVANI CHANDRASHEKHAR	P	P	P	P	P	P	P	P	P	P
	KAPSE MANDAR VINAY	P	P	P	P	P	P	P	P	P	P
	KHANDARE MEGHA SANTOST	P	P	P	P	P	P	P	P	P	P
	KOR SUYASH SANJAY	P	P	P	P	P	P	P	P	P	P
	DEORE RAGINI NAMDEV	P	P	P	P	P	P	P	P	P	P
	FADE VISHAKHA PRASAD	P	P	P	P	P	P	P	P	P	P
	SURYAWANSHI JAGRUTI NIMBA	P	P	P	P	P	P	P	P	P	P
	SONAWANE SANKET ASHOK	P	P	P	P	P	P	P	P	P	P
	KORDE BHARAT KISAN	P	P	P	P	P	P	P	P	P	P
	KADAM TUSHAR TULSHIDAS	P	P	P	P	P	P	P	P	P	P
	JADHAV PANKAJ SHAMRAO	P	P	P	P	P	P	P	P	P	P
	DEORE VAIBHAV BAJIRAO	P	P	P	P	P	P	P	P	P	P
	POTE DNYANESHWAR PRAKASH	P	P	P	P	P	P	P	P	P	P
	BHALERAO PRITESH DEELIP	P	P	P	P	P	P	P	P	P	P



Director  
Nashik Gramin Shikshan Prasarak Mandals  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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BHAROTE KAUSTUBH DILIP	P	P	P	P	P	P	P	P	P	P	P
KOTHAWADE SAURABH SOMNATH	P	P	P	P	P	P	P	P	P	P	P
SAHANE SHIVANI GENU	P	P	P	P	P	P	P	P	P	P	P
JADHAV PUSHPAK GORAKH	P	P	P	P	P	P	P	P	P	P	P
BORSE CHETAN BHARAT	P	P	P	P	P	P	P	P	P	P	P
PAITHANKAR MAYUR KANTILAL	P	P	P	P	P	P	P	P	P	P	P
CHANDE RIYA PRATAP	P	P	P	P	P	P	P	P	P	P	P
WANI GAYATRI SURESH	P	P	P	P	P	P	P	P	P	P	P
KHARATE SHIVANI CHANDRASHEKHAR	P	P	P	P	P	P	P	P	P	P	P
KAPSE MANDAR VINAY	P	P	P	P	P	P	P	P	P	P	P
KHANDARE MEGHA SANTOST	P	P	P	P	P	P	P	P	P	P	P
KOR SUYASH SANJAY	P	P	P	P	P	P	P	P	P	P	P

Director  
Nashik Gramin Shikshan Prasarak Mandals  
Brahma Valley Institute of Management  
Anjaneri, Nashik





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Date-10/02/2021

## Expert Feedback Form

Respected sir/madam, please give your valuable feedback

Name:- Mr. Amlt Gore

Organization:- Akshay Study Abroad.

Designation:- Director,

Contact No.:- 9850142665

Topic of Expert lecture:- Effective Academic Strategies

Sr.No.	Description	Excellent	Very Good	Good	Adequate
1.	Audio/video system arrangement	✓			
2.	Cooperation from faculty/dept./institute	✓			
3.	Content understanding level of students	✓			
4.	Interaction of students		✓		
5.	Level of questions asked by the students	✓			
6.	Overall rating	✓			

Is there any additional feedback that you would like to offer?

NA

Director

Nashik Gramin Shikshan Prasarak Mandal  
Brahma Valley Institute of Management  
Anjaneri, Nashik

Akshay Study Abroad Consultants  
Name & Sign of Authority  
Portals





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Ref. No.: NGSPM.BVCOERI/

Date: 10/02/2021

## Letter of Thanks

To,

Mr. Amit Gore

Director,

Akshay Study Abroad.

**Subject:** Thank you Letter for conducting online workshop on "Effective Academic Strategies"

Hello Sir/Madam,

We are really grateful that you yourself took time from a very busy schedule to come to our institute where business administration has been taught to students for conducting workshop on "Effective Academic Strategies", and your knowledge is immensely benefited them.

You are a well-known speaker in this field and hence we want our students to learn first-hand experience. Though we wanted the session to be a little longer so that you could discuss your books and progress but your modesty has humbled us and we feel our students have taken benefited from this seminar.

Thank you very much for motivating the students and also for being a good mentor and guide for our institute.

Regards

Akshay Study Abroad Consultants

Partner

Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



**Braham Valley Institute of Management,  
Nashik**



**CERTIFICATE**

Workshop

on

**“Effective Academic Strategies**

**Date: 01/02/2021 -To- 10/02/2021**

This is to certify that Mr./Ms./Mrs. Chande Riya Prakash  
has successfully completed the Five Days workshop on **“Effective  
Academic Strategies”** held on **01/02/2021-To-10/02/21** at  
N.G.S.P.M Brahma Valley Institute of Management, Nashik

Course Coordinator



**Director**

Director

Nashik Gramin Shikshan Prasarak Mandals  
Brahma Valley Institute of Management

**Braham Valley Institute of Management,  
Nashik**



**CERTIFICATE**

**Workshop  
on**

**“Effective Academic Strategies**

**Date: 01/02/2021 -To- 10/02/2021**

This is to certify that Mr./Ms./Mrs. Fade Vishakh Prasad.  
has successfully completed the Five Days workshop on “**Effective  
Academic Strategies**” held on **01/02/2021-To-10/02/21** at  
N.G.S.P.M Brahma Valley Institute of Management, Nashik

**Course Coordinator**



**Director**  
Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

**Braham Valley Institute of Management,  
Nashik**



**CERTIFICATE**

Workshop  
on

**“Effective Academic Strategies**

**Date: 01/02/2021 -To- 10/02/2021**

This is to certify that Mr./Ms./M/s. Shahane Shivani Genu  
has successfully completed the Five Days workshop on “**Effective  
Academic Strategies**” held on **01/02/2021-To-10/02/21** at  
N.G.S.P.M Brahma Valley Institute of Management, Nashik

**Course Coordinator**



**Director**

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
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# Brahma Valley Institute of Management, Nashik



## CERTIFICATE

Workshop

on

### “Effective Academic Strategies

**Date: 01/02/2021 -To- 10/02/2021**

This is to certify that Mr./Ms./Mrs. Sonawane Sanket Ashok  
has successfully completed the Five Days workshop on “Effective  
Academic Strategies” held on **01/02/2021-To-10/02/21** at  
N.G.S.P.M Brahma Valley Institute of Management, Nashik

Course Coordinator



Director

Director  
Nashik Gramin Shikshan Prasarak Mandals  
Brahma Valley Institute of Management  
Anjaneri, Nashik

# Braham Valley Institute of Management, Nashik



## CERTIFICATE

Workshop  
on

### “Effective Academic Strategies

**Date: 01/02/2021 -To- 10/02/2021**

This is to certify that Mr./Ms./Mrs. Karpase Mandar Vijay  
has successfully completed the Five Days workshop on “Effective  
Academic Strategies” held on **01/02/2021-To-10/02/21** at  
N.G.S.P.M Brahma Valley Institute of Management, Nashik

Course Coordinator



Director

Director,  
Nashik Gramin Shikshan Prasarak Mandal's  
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## Department of Master of Business Administration

**Name of the Course:** *Career edge - Knockdown the Lockdown.*

**Conducted By:** TCS iON Career Edge

**No. of Hours:** 14 Days (2 Weeks)

**Total Students Enrolled:** 97

**Total Students Completed:** 72

**Year of offering:** 2019-20

Sr. No.	Title of evidence Document	Page No
1	Enrolled Students List	<u>2-3</u>
2	Course Curriculum / Content	<u>4</u>
3	Assessment Procedure	<u>4</u>
4	MoU	<u>4</u>
5	Proof of No.of Hours	<u>4</u>
6	Certificates	<u>5</u>

*[Handwritten signature]*

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
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## 1. Enrolled Students List:

A.C.Y. 2019-20				
TCSION Online Course				
"Career Edge-Knockdown the Lockdown"				
Sr.No.	Name of Student	Start Date	End Date	Remark
1.	Jadhav Seema Manikrao	06/05/2020.	13/05/2020.	
2.	Nilesh Bhaskar Khairnar	06/05/2020.	13/05/2020.	
3.	Girish Sudam Gangurde	06/05/2020.	13/05/2020.	
4.	Abhishek Dayanandchandole	06/05/2020.	13/05/2020.	
5.	Nayan Deepak Patil	06/05/2020.	13/05/2020.	
6.	Jadhav Mithun Ashokrao	06/05/2020.	13/05/2020.	
7.	Shivam Rajesh Nagmoti	06/05/2020.	13/05/2020.	
8.	Rohit Vinayak Chandole	06/05/2020.	13/05/2020.	
9.	Sanket Suryakant Kambale	06/05/2020.	13/05/2020.	
10.	Dyaneshwar Devdas Bawa	06/05/2020.	13/05/2020.	
11.	Kajal Viajy Patil	06/05/2020.	13/05/2020.	
12.	Kishore Eknath Thakur	06/05/2020.	13/05/2020.	
13.	Dhananjay Anil Kothule	06/05/2020.	13/05/2020.	
14.	Akshay Rajendra Malpure	06/05/2020.	13/05/2020.	
15.	Thakur Vaibhav Rajendra	06/05/2020.	13/05/2020.	
16.	Roopali Suryakant Kamble	06/05/2020.	13/05/2020.	
17.	Vinay Vijay Kadam	06/05/2020.	13/05/2020.	
18.	Kanojiya Abhishek Dashrathprasad	06/05/2020.	13/05/2020.	
19.	Bhalerao Shashikant Balkrushna	06/05/2020.	13/05/2020.	
20.	Sonali Kalidas Kandor	06/05/2020.	13/05/2020.	
21.	Suraj Daulat Thombare	06/05/2020.	13/05/2020.	
22.	Janardan Khandu Ushir	06/05/2020.	13/05/2020.	
23.	Tejas Vijay Ghorpad	06/05/2020.	13/05/2020.	
24.	Rushikesh Suresh Sane	06/05/2020.	13/05/2020.	



Director  
Nashik Gramin Shikshan Prasarak Mandal's  
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25.	Khairnar Yogesh Prabhakar	06/05/2020.	13/05/2020.	
26.	Anant Gautam Gangurde	06/05/2020.	13/05/2020.	
27.	Yogesh Chandrakant Khade	06/05/2020.	13/05/2020.	
28.	Chetan Prakash Sonawane	06/05/2020.	13/05/2020.	
29.	Sandeep Suresh Kolhe	06/05/2020.	13/05/2020.	
30.	Dhanashri Bhanudas Chandole	06/05/2020.	13/05/2020.	
31.	Saurav Vijay Sonawane	06/05/2020.	13/05/2020.	
32.	Sandip Balabhau Borse	06/05/2020.	13/05/2020.	
33.	Mayur Vishwas Patil	06/05/2020.	13/05/2020.	
34.	More Vishwajit Madhavrao	06/05/2020.	13/05/2020.	
35.	Prithviraj Komalsing Pawar	06/05/2020.	13/05/2020.	
36.	Kasar Vishal Bharat	06/05/2020.	13/05/2020.	
37.	Preeti Siddheshwar More	06/05/2020.	13/05/2020.	
38.	Sagar Manohar Paradhi	06/05/2020.	13/05/2020.	
39.	Tushar Nandlal Gosavi	06/05/2020.	13/05/2020.	
40.	Pooja Pavan Sonawane	06/05/2020.	13/05/2020.	
41.	Saurabh Nilkanth Bharambe	06/05/2020.	13/05/2020.	
42.	Shweta Deepak Patil	06/05/2020.	13/05/2020.	
43.	Kadam Yuvraj Kamalakar	06/05/2020.	13/05/2020.	
44.	Yogesh Madhukar Dode	06/05/2020.	13/05/2020.	
45.	Yogesh Bhaskar Katkade	06/05/2020.	13/05/2020.	
46.	Deore Vishal Balkrishna	06/05/2020.	13/05/2020.	
47.	Yogesh Ashokrao Daware	06/05/2020.	13/05/2020.	
48.	Aamir Asif Khan	06/05/2020.	13/05/2020.	
49.	Priyanka Tanaji Kare	06/05/2020.	13/05/2020.	
50.	Mahajan Hitesh Sitaram	06/05/2020.	13/05/2020.	
51.	Upasani Madhavi Ravikumar	06/05/2020.	13/05/2020.	
52.	Lute Dhanjay Bhausaheb	06/05/2020.	13/05/2020.	

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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53.	Uphade Pratik Subhash	06/05/2020.	13/05/2020.	
54.	Mutha Shrenik Subhash	06/05/2020.	13/05/2020.	
55.	Kapadnis Harshal Pramodrao	06/05/2020.	13/05/2020.	
56.	Chaudhari Mayank Ravindra	06/05/2020.	13/05/2020.	
57.	Desale Prashant Pralhad	06/05/2020.	13/05/2020.	
58.	Bora Romit Sumital	06/05/2020.	13/05/2020.	
59.	Bagul Jayesh Bapu	06/05/2020.	13/05/2020.	
60.	Bichevar Somnath Ravan	06/05/2020.	13/05/2020.	
61.	Patil Puja Manohar	06/05/2020.	13/05/2020.	
62.	Rindhe Suraj Prakash	06/05/2020.	13/05/2020.	
63.	Kedar Yogesh Mahadu	06/05/2020.	13/05/2020.	
64.	Sharad Popat Shewale	06/05/2020.	13/05/2020.	
65.	Kalpesh Ananda Pithode	06/05/2020.	13/05/2020.	
66.	Rahul Kushaba Mengnar	06/05/2020.	13/05/2020.	
67.	Yugandhar Mohan Deore	06/05/2020.	13/05/2020.	
68.	Abhinandan Nandkishor Joshi	06/05/2020.	13/05/2020.	
69.	Abhishek Rajendra Navale	06/05/2020.	13/05/2020.	
70.	Aher Mangesh Madhukar	06/05/2020.	13/05/2020.	
71.	Anjali Dagdu Shinde	06/05/2020.	13/05/2020.	
72.	Pareesh Rupchand Ghodke	06/05/2020.	13/05/2020.	

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik





NASHIK GRAMIN SHIKSHAN PRASARAK MANDAL'S

# BRAHMA VALLEY INSTITUTE OF MANAGEMENT

Approved by All India Council for Technical Education (AICTE),  
Directorate of Technical Education Government of Maharashtra & Affiliated to University of Pune



## 2. Course Curriculum / Content

### *Knockdown the Lockdown-Young Professional*

#### Course layout

- Day 1: Communicate to Impress
- Day 2: Deliver Presentations with Impact
- Day 3: Develop Soft Skills for the Workplace
- Day 4: Gain Guidance from Career Gurus
- Day 5: Write a Winning Resume and Cover Letter
- Day 6: Stay Ahead in Group Discussions
- Day 7: Ace Corporate Interviews
- Day 8 : Learn Corporate Etiquette
- Day 9 : Write Effective Emails
- Day 10 : Learn Corporate Telephone Etiquette
- Day 11 : Understand Accounting Fundamentals
- Day 12 : Gain Foundational Skills in IT
- Day 13 : Understand Artificial Intelligence (AI) - Part 1
- Day 14 : Understand Artificial Intelligence (AI) - Part 2
- DAY 15: Assessment

## 3. Assessment procedure

### CRITERIA TO GET A CERTIFICATE

Candidates receive a Certificate of Achievement on successful completion of this course.

## 4. MoU

NA

## 5. Proof of No. of Hours

Notified 5-10 Days in Certificate

Director

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



*This is to certify that*

**Jadhav Seema Manikrao**

*Has successfully completed*

***Knockdown the Lockdown-Young Professional***

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1016  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneraj Nashik



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*This is to certify that*

**Nilesh Bhaskar Khairnar**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date : 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1017  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Nashik



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*This is to certify that*  
**Girlish Sudam Gangurde**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

Topics:

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710361-1018  
Dated: 13 May 2020



*Mehul Mehta*

Mehul Mehta  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

This is to certify that  
**Abhishek Dayanandchandole**  
Has successfully completed  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

Start Date : 06 May 2020 | End Date: 13 May 2020

Topics:

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Business Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence' (Source: NPTEL)



Gen ID: A-7740261-1016  
Dated: 13 May 2020



*Michael Michale*

Michael Michale  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneer, Nashik

**THE TCS iON DIGITAL LEARNING PLATFORM**  
**WELFARE & PROTECTION ACT, 2017**  
**THE TCS iON DIGITAL LEARNING PLATFORM**  
**WELFARE & PROTECTION ACT, 2017**



**WELFARE & PROTECTION ACT, 2017**

**Chapter**

- **WELFARE & PROTECTION ACT, 2017** • **WELFARE & PROTECTION ACT, 2017** • **WELFARE & PROTECTION ACT, 2017**
- **WELFARE & PROTECTION ACT, 2017** • **WELFARE & PROTECTION ACT, 2017** • **WELFARE & PROTECTION ACT, 2017**
- **WELFARE & PROTECTION ACT, 2017** • **WELFARE & PROTECTION ACT, 2017** • **WELFARE & PROTECTION ACT, 2017**



*Michael Wilson*  
 Director, Welfare & Protection  
 TCS iON

*This is to certify that*

**Jadhav Mithun Ashokrao**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1021  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

**TCS iON**

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*This is to certify that*

**Shivam Rajesh Nagmoti**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1022  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandar's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Rohit Vinayak Chandole**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1023  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

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*This is to certify that*

**Sanket Suryakant Kambale**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

**Online course offered by TCS iON**

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1024  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON

Director

Bhushik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

*This is to certify that*

**Dyaneshwar Devdas Bawa**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID-4-7710361-1025  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandals  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*

**Kajal Viajy Patil**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1026  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON



Nashik Gramin Sahitya Prasarak Mandal's  
Brahma Valley Institute of Management  
Amaneri, Nashik



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*This is to certify that*

**Kishore Eknath Thakur**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert:30/4-7710361-1027  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*  
**Dhananjay Anil Kothule**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
*Online course offered by TCS iON*

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



(Cert ID: A-7720583) 3028  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Nashik Gramin Shikshan Prasarak Mandal  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*  
**Akshay Rajendra Malpure**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1029  
Dated 13 May 2020



*Mehul Mehra*

**Mehul Mehra**  
Global Delivery Head, TCS iON

Nashik Gramin Shiksha Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*  
**Thakur Valbhav Rajendra**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1090  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nasha Gramin Shiksha Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

*This is to certify that*  
**Roopali Suryakant Kamble**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1031  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Global Shikshan Prasarak Mandals  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

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*This is to certify that*

**Vinay Vijay Kadam**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710361-1032  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON



**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Kanojiya Abhishek Dashrathprasad**

*Has successfully completed*

***Knockdown the Lockdown-Young Professional***

Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1033  
Dated: 13 May 2020



*Mehul Mehra*

**Mehul Mehra**

Global Delivery Head, TCS iON

Director

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

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*This is to certify that*

**Bhalerao Shashikant Balkrushna**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date : 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID 4-7710361-1034  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal  
Brahma Valley Institute of Management  
Anjaneni, Nashik

*This is to certify that*  
**Sonali Kalidas Kandor**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID:4-7710361-1035  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON



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*This is to certify that*

**Suraj Daulat Thombare**

*Has successfully completed*

***Knockdown the Lockdown-Young Professional***

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1036  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Janardan Khandu Ushir**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID:4-7710361-1037  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

This is to certify that

**Tejas Vilay Ghorpade**

Has successfully completed

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: A 3710861-1038  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shiksha Prasarak Mandal's  
Brahma Valley Institute of Management  
Amjante, Nashik

*This is to certify that*  
**Rushikesh Suresh Sahane**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710361-1039  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON



**Director:**

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*  
**Khairnar Yogesh Prabhakar**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON



Start Date : 06 May 2020 | End Date: 13 May 2020

Topics:

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710361-1040  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Anant Gautam Gangurde**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1041  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Yogesh Chandrakant Khade**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

*Online course offered by TCS iON*

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Gen ID: 4-7710363-3062  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON



Hosur, Granthi Sasashen Prasarani Mandali's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

**TCS iON**

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This is to certify that

**Chetan Prakash Sonawane**

Has successfully completed

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

Topics:

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Gen ID: 7710361\_2043  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON

Director

Nashik, Gramin Shikshan Prasarak Mandals  
Brahma Valley Institute of Management  
Anjeshri Hastik



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This is to certify that

**Sandeep Suresh Kolhe**

**Has successfully completed**

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date : 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1044  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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TATA CONSULTANCY SERVICES

*This is to certify that*

**Dhanashri Bhanudas Chandole**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date : 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710361-1045  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON



Director  
Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Saurav Vijay Sonawane**

*Has successfully completed*

***Knockdown the Lockdown-Young Professional***

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710351-1046  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjanesh Nashik

*This is to certify that*  
**Sandip Balabhau Borse**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1047  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

*[Signature]*  
**Director**  
Nashik Gramin Shikshan Prasarak Mandali's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*

**Mayur Vishwas Patil**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID:4-7710361-1048  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

*[Signature]*

**Director**

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**More Vishwajit Madhavrao**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



CertID: 4-7710361-1049  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON

*(Signature)*  
Director

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*  
**Prithviraj Komalsing Pawar**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID:4-7710361-1050  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON



**Director**

**Nashik Gramin Shikshan Prasarak Mandal's**  
**Brahma Valley Institute of Management**



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*This is to certify that*

**Kasar Vishal Bharat**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID:4-7720361-1051  
Dated: 13 May 2020



*Mehul Mehra*

**Mehul Mehra**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Preeti Siddheshwar More**

*Has successfully completed*

***Knockdown the Lockdown-Young Professional***

Online course offered by TCS iON



Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1052  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

*(Signature)*

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

*This is to certify that*  
**Sagar Manohar Paradhi**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON



**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

*Director*  
**Nashik Gramin Shikshan Prasarak Mandal's**  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*  
**Tushar Nandlal Gosavi**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

Topics:

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1054  
Dated: 13 May 2020



*Mehul Mehta*

Mehul Mehta  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Prasad Mandal's  
Brahma Valley Institute of Management  
Anjanen, Nashik

*This is to certify that*  
**Pooja Pavan Sonawane**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710351-1055  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

This is to certify that  
**Saurabh Nilkanth Bharambe**  
Has successfully completed  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

Start Date : 06 May 2020 | End Date : 13 May 2020

Topics:

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7730361-1056  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Shweta Deepak Patil**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1057  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Kadam Yuvraj Kamalakar**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID 4-7710361-1058  
Dated 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**

Nashik Gramin Shikshan Prasarak Mandals  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Yogesh Madhukar Dode**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1059  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON

**Director**

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*  
**Yogesh Bhaskar Katkade**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1059  
Dated: 13 May 2020

*Mehul Mehra*

**Mehul Mehra**  
Global Delivery Head, TCS iON



**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Deore Vishal Balkrishna**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date : 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID:4-7710361-1060  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Yogesh Ashokrao Daware**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1061  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON

**Director**

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*

**Aamir Asif Khan**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date : 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1062  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON



**Director**  
Nashik Gramin Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Priyanka Tanaji Kare**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID 4-7710361-1062  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

*Director*  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Mahajan Hitesh Sitaram**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1063  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON



**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Upasani Madhavi Ravikumar**

*Has successfully completed*

***Knockdown the Lockdown-Young Professional***

Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1064  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON



**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Aranasik, Nashik

*This is to certify that*  
**Lute Dhanjay Bhausaheb**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date : 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: A-7710863-1065  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

*This is to certify that*

**Uphade Pratik Subhash**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID 4-7710361-1066  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director

Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

This is to certify that  
**Mutha Shrenik Subhash**  
Has successfully completed  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date :** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills • Presentation Skills • Soft Skills • Career Guidance Frameworks • Resume Writing
- Group Discussion Skills • Interview Skills • Business Etiquette • Effective Email Writing • Telephone Etiquette
- Accounting Fundamentals • IT Fundamentals Skills • Overview of Artificial Intelligence\* (Source: APTEL)



*Mehul Mehra*

**Mehul Mehra**

Global Delivery Head, TCS iON



*Dr. Neelika Gaman Shashan Praveen Marudh*  
Director  
Brahma Valley Institute of Management  
Ajmer, Rajasthan



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*This is to certify that*

**Kapadnis Harshal Pramodrao**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710361-1068  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*  
**Chaudhari Mayank Ravindra**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON



**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID:4-7710361-1069  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shiksha Prasarak Mandal's  
Anjaneri Branch  
Nashik  
Br-nma Valley Institute of Management

**TCS iON**

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*This is to certify that*

**Desale Prashant Pralhad**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1070  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandals  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Bora Romit Sumital**

*Has successfully completed*

***Knockdown the Lockdown-Young Professional***

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1071  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shiksha Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Bagul Jayesh Bapu**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1072  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandals  
Brahma Valley Institute of Management  
Anjaneri, Nashik

*This is to certify that*  
**Bichevar Somnath Ravan**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710361-1073  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*  
**Patil Puja Manohar**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON



Start Date: 06 May 2020 | End Date: 13 May 2020

Topics:

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert: IO-4-7710361-1074  
Dated: 13 May 2020

*Mehul Mehra*

**Mehul Mehra**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Rindhe Suraj Prakash**

*Has successfully completed*

***Knockdown the Lockdown-Young Professional***

Online course offered by TCS iON



**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1075  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**

Global Delivery Head, TCS iON

**Director**

Nashik Gramin Shikshan Prasarak Mandals  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*  
**Kedar Yogesh Mahadu**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
**Online course offered by TCS iON**



Start Date: 06 May 2020 | End Date: 13 May 2020

Topics:

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710361-1076  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

*Nashik, Gramin Shiksha Director*  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik



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*This is to certify that*

**Sharad Popat Shewale**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

Start Date: 06 May 2020 | End Date: 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID-4-7710361-1077  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**

**Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik**

*This is to certify that*  
**Kalpesh Ananda Pithode**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710361-1078  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**

Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

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*This is to certify that*

**Rahul Kushaba Mengnar**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710351-1079  
Dated: 13 May 2020



*Mehul Mehra*

**Mehul Mehra**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management

*This is to certify that*  
**Yugandhar Mohan Deore**  
*Has successfully completed*  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

**Start Date:** 06 May 2020 | **End Date:** 13 May 2020

**Topics:**

- Communication Skills
- Presentation Skills
- Soft Skills
- Career Guidance Framework
- Resume Writing
- Group Discussion Skills
- Interview Skills
- Business Etiquette
- Effective Email Writing
- Telephone Etiquette
- Accounting Fundamentals
- IT Foundational Skills
- Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710351-1080  
Dated: 13 May 2020

*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON



**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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*This is to certify that*

**Abhinandan Nandkishor Joshi**

*Has successfully completed*

***Knockdown the Lockdown-Young Professional***

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-1081  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
**Brahma Valley Institute of Management**  
Anjaneri, Nashik

*This is to certify that*

**Abhishek Rajendra Navale**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID-4-7710361-1082  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik



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This is to certify that  
**Aher Mangesh Madhukar**  
Has successfully completed  
**Knockdown the Lockdown-Young Professional**  
Online course offered by TCS iON

Start Date : 06 May 2020 | End Date: 13 May 2020

Topics:

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID 4-7710363\_1088  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

Director  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

*This is to certify that*

**Anjali Dagdu Shinde**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert.ID: 4-7710361-1084  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandal's  
Brahma Valley Institute of Management  
Anjaneri, Nashik

*This is to certify that*

**Paresh Rupchand Ghodke**

*Has successfully completed*

**Knockdown the Lockdown-Young Professional**

Online course offered by TCS iON

**Start Date: 06 May 2020 | End Date: 13 May 2020**

**Topics:**

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



Cert ID: 4-7710361-2085  
Dated: 13 May 2020



*Mehul Mehta*

**Mehul Mehta**  
Global Delivery Head, TCS iON

**Director**  
Nashik Gramin Shikshan Prasarak Mandals  
Brahma Valley Institute of Management  
Anjaneri, Nashik