

4.2.3 Quality of Students Reports/ Dissertation (15)

1. Internship Project Work

Internship (Organization Study):

The objective of organization study is to expose the students to understand the working culture of the organization and apply theoretical concepts in real life situation at the workplace for various functions of the organization.

The Organization study shall be for a period of 8 weeks immediately after the completion of 3rd trimester Examinations but before the commencement of the 4th trimester classes. The student shall seek the guidance of the internal guide on a continuous basis.

A. Identification of projects and allocation methodology to faculty members

- **Circulation of notice:** A notice duly signed by Coordinator and Principal is circulated among the students regarding the dates of commencement and conclusion of organization study.

- **Briefing students regarding the guidelines of organization study:** all students of 3rd trimester are briefed regarding the guidelines of organization study by the coordinator and the faculty guide.

- **Placement of students in various companies for organization study:** With the help of training and placement office and the department placement coordinator, students are placement in various companies for the organization study. Students may select a company of their own choice as well for completing organization study.

- **Allocation of internal faculty guide:** Each student is allocated an internal faculty guide to provide regular guidance for completion of work in a satisfactory and timely manner.

A. Types and relevance of the reports and their contribution towards attainment of POs

PO Statement	Organization Study Correlation	Justification
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T. J. J.
DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Mutnugadahalli, Jata Hobli,
Bengaluru North - 562157

<p>PO1: Apply knowledge of management theories and practices to solve business problems.</p>	<p>High</p>	<ul style="list-style-type: none"> • Allows the students to directly interact with the staff of a business and acquire knowledge about their business model • Provides the students access to various departments to study on financial statement, strategy documents, policies & organisation structure of a business
<p>PO 2: Foster Analytical and critical thinking abilities for data-based decision making.</p>	<p>Medium</p>	<ul style="list-style-type: none"> • Students have less involvement in decision making and leadership.
<p>PO 3: Ability to develop value-based leadership ability.</p>	<p>Medium</p>	<ul style="list-style-type: none"> • Students will develop the value based leadership skills in organization
<p>PO 4: Ability to understand, analyze and communicate global, economic ,legal and ethical aspects of business.</p>	<p>High</p>	<ul style="list-style-type: none"> • Students learn to communication with staff in the organisation • Students grasp knowledge of report writing.
<p>PO 5: Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.</p>	<p>Medium</p>	<ul style="list-style-type: none"> • Students have less involvement in the achievement of organization goals.
<p>PO 6: Exhibit proficiency in applying advanced quantitative and</p>	<p>Medium</p>	<ul style="list-style-type: none"> • Students research about the status of the company,

<p>qualitative research methodologies, allowing them to critically evaluate data, make evidence-based decisions, and contribute to the continuous improvement of organizational processes.</p>		<p>financial statements provided and secondary data from website/ social media.</p>
<p>PO 7: Demonstrate expertise in resolving business problems that may arise due to the advancement of the management concepts and engage in lifelong learning.</p>	<p>Medium</p>	<ul style="list-style-type: none"> • Students have less involvement in the expertise in resolving business problems
<p>PO 8: Build proficiency in utilizing modern business technologies and tools, understanding their impact on business operations, and leveraging them for strategic advantage</p>	<p>Medium</p>	<ul style="list-style-type: none"> • Stay updated on emerging technologies relevant to your industry (e.g., AI, Digital Marketing). • Understand the specific tools and platforms associated with each technology. • Develop strategies for managing organizational change associated with technology adoption.


Activity flow of Organization Study:

- **Start work and identification of external guide:** After finishing second semester exams, students start working in the company where an external guide is allotted to them for guidance regarding the organization profile, analysis of financial statements, McKinsey's 7s , business canvas model and Porter's model with reference to the organization under study.

C. Process for monitoring and Evaluation

- **Weekly evaluation of work by internal faculty guide:** The work completed by the student is evaluated by the internal guide on weekly basis. Correction and suggestions are recommended by the internal faculty guide which is incorporated by the student.

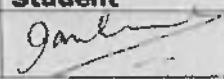
ANNEXURE NO :- 2
WEEKLY REPORTS

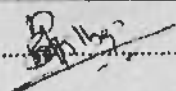
**IIBS**

INTERNSHIP REPORT WORK DIARY
PGDM Batch 2021-23

Week 1 to 3 : From 18-07-2022 to 08-08-2022

Section of the Guidelines	Brief Particulars of the work Completed	Problems encountered	Solutions	Remarks, if any
PART-I Industry profile:	Meeting day to day task	Cold Calling	Marketing Tactics	Convincing skills played a major role
PART-II Company Profile:	Focused on expansion	Competition	Unique Approach	More focused on quality
PART-III Organization Hierarchy:	BDE i.e. Business development executive	Miscommunication	Reducing miscommunication	Building Communication

Name of the Student	PGDM Registration No.	Signature of the Student
TANMAY CHANNE	21 PGDM 008	

Signature of the Faculty Guide : 

Name of the Faculty Guide : Prof. Susmitha TP



Redefining Leading Talents

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INTERNSHIP REPORT WORK DIARY

PGDM Batch 2021-23

Week 4 to 6 : From 09-08-2022 to 30-08-2022

Section of the Guidelines	Brief Particulars of the work Completed	Problems encountered	Solutions	Remarks, if any
PART IV Study Of Functional Departments:	Handling team	Hiring Interns	Retention of present interns	Hurdles in chain marketing has to be reduced
PART V SWOC Analysis:	S- Product price W- High competition O - New to Market C - Competitors	S- Hiring many Interns W- Low retention O - Lockdown C - Salary credition	Building strengths and reducing errors	Lower Conversation

Name of the Student	PGDM Registration No.	Signature of the Student
TANMAY CHANNE	21 PGDM 008	

Signature of the Faculty : 

Name of the Faculty Guide : Prof. Susmitha TP



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INTERNSHIP REPORT WORK DIARY PGDM Batch 2021-23

Week 7 to 9 : From 31-08-2022 to 21-09-2022

Section of the Guidelines	Brief Particulars of the work Completed	Problems encountered	Solutions	Remarks, if any
PART- VI: Findings And Conclusions	Stress free work environment	Lack of communication	Building Communication	Development of fields that are lacking potential

Name of the Student	PGDM Registration No.	Signature of the Student
TANMAY CHANNE	21 PGDM 008	

Signature of the Faculty :

Guide

Name of the Faculty Guide : Prof .Susmitha TP

- **Completion of Organization Study and submission of report:** after working for eight weeks in the company and incorporating all corrections suggested by the internal faculty guide, the student must submit the final report. Students shall submit two hard copy of the report to the college with hard bound colour of royal blue and a soft copy in PDF file (Un-editable Format).

Plagiarism Report on internship

PLAGARISM CERTIFICATE

plagarism-1.pdf			
ORIGINALITY REPORT			
15%	5%	3%	7%
SIMILARITY INDEX	INTERNET SOURCES	PUBLICATIONS	STUDENT PAPERS
PRIMARY SOURCES			
1	www.indiatoday.in Internet Source		3%
2	www.tatvasoft.com Internet Source		2%
3	www.shrm.org Internet Source		2%
4	www.futuremarketinsights.com Internet Source		2%
5	egor.jiji.ng Internet Source		2%
6	Submitted to Oral Roberts University Student Paper		1%
7	www.trivie.com Internet Source		1%
8	Submitted to Westminster International University in Tashkent Student Paper		1%
9	teqip.iiti.ac.in Internet Source		1%

Tarun_Internship_Report_1.pdf

ORIGINALITY REPORT

8%

SIMILARITY INDEX

7%

INTERNET SOURCES

0%

PUBLICATIONS

5%

STUDENT PAPERS

PRIMARY SOURCES

1

www.essay48.com

Internet Source

4%

2

theprint.in

Internet Source

1%

3

Submitted to University of Bedfordshire

Student Paper

1%

4

Submitted to Indian Institute of Technology,
Madras

Student Paper

1%

5

Submitted to Pathfinder Enterprises

Student Paper

<1%

6

Submitted to University of Wales, Bangor

Student Paper

<1%

7

Submitted to Regent Independent School and
Sixth Form College

Student Paper

<1%

8

Submitted to Roehampton University

Student Paper

<1%

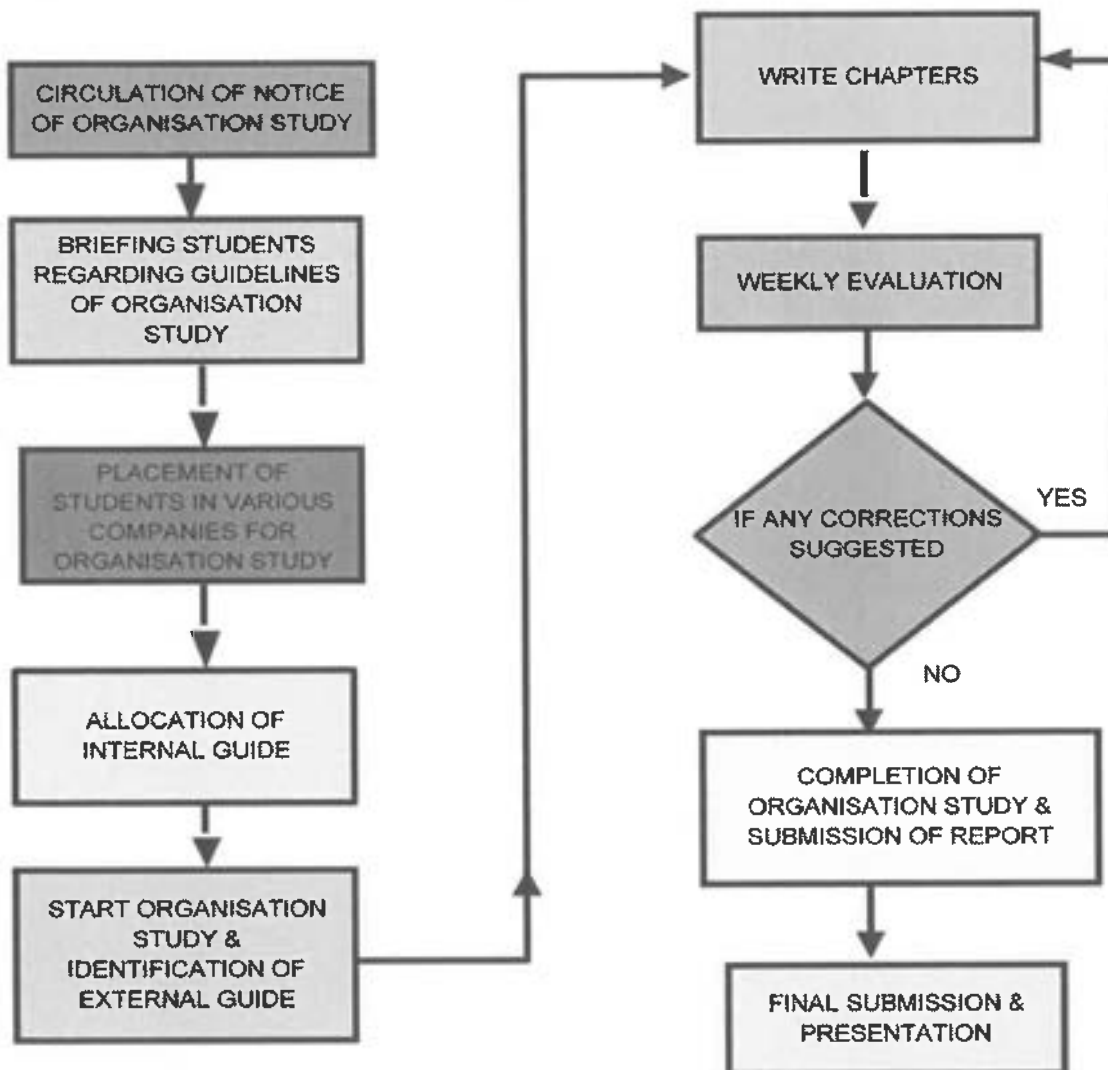
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Submitted to Jose Rizal University

D. Process to assess internship performance:

- **Final Viva Voce and Presentation:** The viva -voce examination will be conducted by the respective Senior Professor and an external evaluator drawn from industry. In case of non- availability of industry professional, a senior professor or a faculty with more than 10 years of experience may be invited to conduct the viva-voce examination. Organization study carries 100 marks consisting of 70 marks for Organisation study report (evaluated by internal guide) and 30 marks for viva- voce examination. Minimum passing marks of the Organization study is 50% in each of the components such as Internal Marks, report evaluation and viva-voce examination.

Fig: presents the process of Organization Study followed in the department.



E. Quality of Organization Study Report:

The quality of the report is tested thoroughly by both the internal and external reviewers applying the following rubrics provided below:

Rubrics for organization study

S. No	Evaluation Criteria	Marks
1	IIP Proposal Contents	10
2	Report Contents	10
3	Introduction	10
4	Methodology	10
5	Findings and Discussions	10
6	Conclusions and Recommendations	10
7	Industry Guide Evaluation form submission	10
8	Viva	30
9	Total Marks	100

Table: Sample Evaluation sheet:

SLNo	Register No.	Name	titles	IIP Proposal Contents (10 Marks)	Report Contents (10 Marks)	Introduction (10 Marks)	Methodology (10 Marks)	Findings and Discussions (10 Marks)	Conclusions and Recommendations (10 Marks)	Industry Guide Evaluation form submission (10 Marks)	Viva(30)	Total (100 Marks)
1												
2												
3												
4												
5												

Internship guide allocation for PGDM 2021-23 batch

Sl no	Registration Number	Students Name	Guide Details
1	21PGDM001	Anjali Karwa	Dr Anil Kumar R
2	21PGDM002	Bandela Gangadhar	
3	21PGDM003	Bathula Leela Ram	
4	21PGDM004	Bhukya Navadheer	
5	21PGDM005	Bogi Dileep Kumar	

6	21PGDM006	Chakilam Sudhishna	
7	21PGDM007	Chakka Harsha Vardhan	Prof Susmitha TP
8	21PGDM008	Channe Tanmay	
9	21PGDM009	Chennupalli Pavan Teja Reddy	
10	21PGDM010	Cherukupalli Mrudu Manasa	
11	21PGDM011	Chippada Jahnasri	
12	21PGDM012	Chunchu Srikanth	
13	21PGDM013	Damodara Kavya Priya	Dr Shahid Raza
14	21PGDM014	Debu Kar	
15	21PGDM015	Dilip Kumar	
16	21PGDM016	Induru Girishma	
17	21PGDM017	Jonathan Anthony Lobo	
18	21PGDM018	Kambala Naga Siva Sankar Reddy	
19	21PGDM019	Kanaganti Praveen	Dr Venkateswarlu K
20	21PGDM020	Kandikatla Jaya Sri	
21	21PGDM021	Katreddy Lakshmi Parvathi	
22	21PGDM022	Kobagapu Veda Priya	
23	21PGDM023	Kodamanchili Pavan	
24	21PGDM024	M C Deepthi	
25	21PGDM025	Mamatha	Dr Kethan Manyam
26	21PGDM026	Mandava Yasaswi	
27	21PGDM027	Manoj M	
28	21PGDM028	Marrikunta Kartheek Reddy	
29	21PGDM029	Nadhamuni Venkata Rajesh	
30	21PGDM030	Neelam Shiva Rama Krishna	
31	21PGDM031	Nikhil G	Prof Narayan Prasad
32	21PGDM032	Nikita Karmakar	
33	21PGDM033	Nimma Sahithi	
34	21PGDM034	Palani Venkata Kumar	
35	21PGDM035	Perumalla Bhanu Prakash	
36	21PGDM036	Ramanathula Naveen	
37	21PGDM037	Rollu Jaya Prakash Goud	Dr. Balaji Naik
38	21PGDM038	Sakshi Rani	
39	21PGDM039	Saurav Joshi	
40	21PGDM040	Shaik Mohammad Firoz	
41	21PGDM041	Sheik Imran	
42	21PGDM042	SKVV Satya Rishitha	
43	21PGDM043	Somisetty Sudharshan	Dr Samiya Mubeen
44	21PGDM044	Subham Dutta	
45	21PGDM045	Tarun Saini	
46	21PGDM046	Tunga Divya	
47	21PGDM047	Unnati Singh	
48	21PGDM048	Vuggina Vijaya Raju	

CERTIFICATE OF COMPLETION



Hirect

This Certificate of Internship is presented to

Mr. Vijaya Raju Vuggina

for successfully completing his tenure with Hirect as a

Business Development - Intern

from 17 August 2022 to 17 October 2022

His contribution to the company during this time has been extremely valuable.

Wishing good luck for future endeavors.

Shantanu Pandey

Sr. Vice President - Business Development
Hirect India

Dr. Ramani Ganesh

Director - Human Resources Hirect
India





EVOLUTION ENRICHMENT

Ref No.

ADD ED INDIA

S-200, Greater Kailash Part-II,
New Delhi-110048 (INDIA)
Mobile : 9958886565, 9610011967
E-mail : add.ed.queries@gmail.com

Dated 18/10/22

Dear Sir/ Madam,

This is to certify that Mr. Tarun Saini has successfully completed three months internship with ADD-ED India.

During the internship he was found to be diligent, hardworking and always rose to the occasion when given a new task. He has demonstrated his skills with self-motivation to learn new skills. He completed all targets on time.

We wish him all the best for his future endeavors.

Yours Sincerely,

Smridhi Gambhir,

Smridhi

(Co- Founder)

Team ADD-ED

For ADD ED

Partner

Sample Internship Certificate

CERTIFICATE FROM THE COMPANY

CAMPALIN

**CERTIFICATE
OF INTERNSHIP**

THIS CERTIFICATE IS PROUDLY PRESENTED TO

Tanmay Channe

Worked in Campalin as a Business Development Executive
From 21-07-2022 to 15-10-2022

15-10-2022

DATE



Handwritten signature of the Human Resource Manager.

Human Resource Manager

II. Dissertation Project work

Dissertation Work:

The objective of Dissertation work is to expose the students to understand the research paper, working of the organization/company / industry and take up an in-depth study of an issue / problem in the area of specialization.

The Dissertation project work shall be for a period of 8 weeks immediately after the completion of 5th trimester Examinations but 6th trimester is the entire about Dissertation Work. By keeping the business trend in the present scenario, IIBS has given an option to the students to select the research problem either from business organization or they can carry out the project on freelance basis subject to the approval by internal faculty guide . It is the total responsibility of the internal faculty guide to monitor the freelance project. In case, business problem selected from a Company, no students shall work on the same problem in the same organization. The student shall seek the guidance of the internal faculty guide on a continuous basis.

A. Identification of projects and allocation methodology to faculty members

- **Circulation of notice:** A notice duly signed by coordinator and Principal is circulated among the students regarding the dates of commencement and conclusion of the Dissertation project work.
- **Briefing students regarding the guidelines of Dissertation project work:** All students of 5th trimester are briefed regarding the guidelines of Dissertation project work by the coordinator in the presence of all the faculty guide members and principal.
- **Placement of students in various companies for Dissertation project work:** With the help of training and placement office and the department placement coordinator, students are placement in various companies for the Dissertation project work. Students may select a company of their own choice as well for completion of Dissertation project work.
- **Allocation of internal faculty guide:** Each student is allocated an internal faculty guide for their Dissertation project work as per the specialization. Internal faculty Guide must provide students with regular guidance for completion of work in a satisfactory and timely manner.

- **Identification of project title:** Students are encouraged to identify project titles based on their specialization, area of interests and suggestions of internal faculty guide. Internal faculty Guides suggest projects based on complexity of the problem and identification of weak, average, and bright students. Students are required to follow the given schedule to identify the topic of research and project title before commencement of project.

Schedule to be followed before commencement of Dissertation project.

Activity	Timeline	Remarks
Commencement of Dissertation	First week	Student individually identifies an organization or identifies a problem for study, based on interest
Submission of Synopsis for Approval	Second week	Student discusses regarding project title, problem statement and research design with internal guide
Synopsis for Approval	Third Week	Student is required to present the synopsis with detailed execution plan to the internal faculty guide and coordinator will review and may: <ol style="list-style-type: none"> a) Approve the synopsis. b) Approve the synopsis with modification, or c) Reject for fresh synopsis
Introduction	Fourth week	Writing the introduction requires careful consideration, as it sets the tone for the entire document and provides a glimpse into the research and its significance. research by offering a brief overview of the general field or topic. This helps readers understand the broader context within

		which your dissertation operates.
Review of literature and Research design	Fifth week	The review of literature aims to provide a comprehensive understanding of the existing body of knowledge related to your research topic. Organize the review chronologically, thematically, or methodologically, depending on the nature of your research.
Dissertation Progress Report -1	Sixth week	Student has to submit the progress report 01 to the faculty guide and same will be added into dissertation report in annexure
Profile of the Selected Organization and Respondents	Seventh week	Provide a brief history and overview of the selected organization. Include details such as its establishment, mission, vision, and core values. Clearly outline the criteria used to select respondents. This may include factors such as job roles, departments, or specific expertise relevant to the research.
Data Analysis and Interpretation	Eight week	It Involves quantitative data, describe the statistical methods applied. This might include descriptive statistics, inferential statistics (e.g., t-tests, ANOVA), regression analysis, or other relevant techniques. Present descriptive statistics such as means, standard deviations, and frequencies. Use tables, charts, or graphs to provide a clear overview of the main characteristics of your data.
Dissertation Progress Report -2	Ninth week	Student has to submit the progress report 02 to the faculty guide and same will be added into dissertation report in annexure

<p>Findings, conclusions and Recommendations/ Suggestion</p>	<p>Tenth week</p>	<p>It is crucial as it presents the culmination of your research and offers insights for future work. Present your findings in a structured manner, grouping them according to the research questions or objectives you established earlier. Begin the conclusions section with a concise summary of your main findings. Recap the key outcomes of your research. Offer practical recommendations/ suggestion are based on findings. Consider how your research can inform decision-making or actions in real-world settings.</p>
<p>Bibliography and Annexures</p>	<p>Eleventh Week</p>	<p>Students learn the essential components for providing proper attribution to sources and including supplementary materials. Alphabetically list all the sources you cited in your dissertation. Follow the citation style specified by your academic institution (e.g., APA, MLA)</p>
<p>End of Dissertation</p>	<p>Twelfth week</p>	<p>The approval status is submitted to coordinator who will officially give concurrence for, start writing the report based upon the inputs on internal faculty guide and Correction of the report will be suggested by the internal faculty guide to student.</p>
<p>Submission of softcopy of dissertation along with originality check (Plagiarism)</p>		<p>Plagiarism should be less than 25%</p>

Submission of Dissertation Report (hardcopy 2 and softcopy CD)		Submitting the hardcopy and softcopy in the uneditable format after the approval from internal faculty guide
Commencement of Dissertation Viva Voce		Panels of external experts will come to campus and conduct viva , where students need to present their dissertation work in front of external experts

***Synopsis is a three-page document to be submitted to the coordinator with signature of the internal faculty guide and the student for project work approval. The student also need to submit the fill registration form along with synopsis. The sample format has shown below**



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Registration Form

1. Name of the Student :
2. Name of the Organization:
3. Name and details of Co Guide in the Organization
4. Proposed dissertation area : HR/Marketing/Finance/BA/ABM/OM
5. Proposed dissertation topic :
6. Write a brief note on your topic: (Minimum 100 words)

Student's Signature:

Approved or Disapproved If it is disapproved, the reasons for revision

.....

.....

Faculty Guide's Signature with date



Format of Synopsis

- The synopsis should have minimum of 250 words
- The first page carries the Name of the student, Registration Number, and Title of dissertation.
- The subsequent pages should contain:
 - Title of the study
 - Need for the Study
 - Statement of the problem
 - Objectives
 - Sampling
 - Sources of Data
 - Tools for data collection
 - Plan of Analysis

The synopsis should be neatly typewritten in A4 Size paper with 1 inch margin on all the sides.

This has to be signed by the student and internal Faculty Guide

C. Process of Monitoring and Evaluation of Project Work

- **Weekly evaluation of work by internal faculty guide:** The work completed by the student is evaluated by the internal guide on weekly basis. Corrections and suggestions are recommended by the internal guide which is incorporated by the student, the Dissertation Progress Report – 1 and 2 need to submit to the internal faculty guide on weekly basis.

Annexure 1

PROGRESS REPORT

SL No.	Particulars	
1	Name of the Student	Anjali karwa
2	Registration Number	21PGDM001
3	Name of College Guide	Dr. K.Saketh Reddy
4	Name and contact no of the Co-Guide/External Guide (Corporate)	Gangadhar Naidu 7760410212
5	Title of the Dissertation	"Empowering educators: A Study of Teacher's Development and Student's Outcome at Cuemath"
6	Name and Address of the Company/Organization where dissertation undertaken with Date of starting Dissertation	644, srinivagilu Main road kormangala 4 th block koramangala, bengaluru, Karnataka 560095, 25september 2023
7	Progress report : A brief note reflecting ,Number of meeting with Guides, places visited, libraries visited, books referred, meeting with persons, activities taken up, preparations done for collection and analysis of data etc.,)	During project completion, I conducted regular communication with my research guide and company guide, under the guidance of them I have fixed my research title and objectives.

Date: 18/10/2023

Signature of the Candidate *Anjali karwa,*

K. Saketh Reddy

Signature of the College Guide

Annexure 2

PROGRESS REPORT

Sl. No.	Particulars	
1	Name of the Student	Anjali karwa
2	Registration Number	21PGDM001
3	Name of College Guide	Dr. k.Saketh Reddy
4	Name and contact no of the Co-Guide/External Guide (Corporate)	Gangadhar Naidu 7760410212
5	Title of the Dissertation	"Empowering educators: A Study of Teacher's Development and Student's Outcome at Cuemath"
6	Name and Address of the Company/Organization where dissertation undertaken with Date of starting Dissertation	644, srinivagilu Main road kormangala 4 th block koramangala, bengaluru, Karnataka 560095, 25september 2023
7	Progress report : A brief note reflecting ,Number of meeting with Guides, places visited, libraries visited, books referred, meeting with persons, activities taken up, preparations done for collection and analysis of data etc.,)	During project completion, I conducted meetings with my research guide and maintained communication with my company guide, enhancing my understanding of the research paper progress.

Date: 18/10/2023

Signature of the Candidate *Anjali Karwa**K. Saketh Reddy*
Signature of the College Guide

Annexure 3

PROGRESS REPORT

Sl. No.	Particulars	
1	Name of the Student	Anjali karwa
2	Registration Number	21PGDM001
3	Name of College Guide	Dr. k.Saketh Reddy
4	Name and contact no of the Co-Guide/External Guide (Corporate)	Gangadhar Naidu 7760410212
5	Title of the Dissertation	"Empowering educators: A Study of Teacher's Development and Student's Outcome at Cuemath"
6	Name and Address of the Company/Organization where dissertation undertaken with Date of starting Dissertation	644, srinivagilu Main road kormangala 4 th block koramangala, bengaluru, Karnataka 560095, 25 September 2023
7	Progress report : A brief note reflecting ,Number of meeting with Guides, places visited, libraries visited, books referred, meeting with persons, activities taken up, preparations done for collection and analysis of data etc.,)	During project completion, I conducted regular meetings with my research guide and maintained communication with my company guide, enhancing my understanding of business dynamics. Additionally, I meticulously reviewed research papers, conducted surveys, and analyzed data to derive meaningful results.

Date: 18/10/2023

Signature of the Candidate *Anjali karwa**k. Saketh Reddy*
Signature of the College Guide

- **Enhancing student's project report:** Faculty members guide the students to enhance the quality of their reports by:

Chapter	CONTENTS	% of Total Length
1	Introduction	15%
2	Review of literature and Research design	10%
3	Profile of the Selected Organization and Respondents	20%
4	Data Analysis and Interpretation	40%
5	Findings, conclusions and Recommendations	15%
6	Bibliography	
	Annexures	

- **Completion of Project Work and submission of report to internal guide:** After working for eight weeks in the company and incorporating all corrections suggested by the internal guide, the student must submit the final report to the internal guide.

- **Plagiarism:** Plagiarism is considered as academically fraudulent, and an offence against Institution academic discipline. The Institution considers plagiarism to be a major offence, and subject to the corrective procedures. It is compulsory for the student to get the plagiarism check done before submission of the project report. Plagiarism of up to 25% is allowed in the project work and report should consist 75% of original content/work. Plagiarism is checked with the help of software Turnitin available with all faculty members.

plag_check_final_year_report.pdf

ORIGINALITY REPORT

17%

SIMILARITY INDEX

16%

INTERNET SOURCES

2%

PUBLICATIONS

9%

STUDENT PAPERS

PRIMARY SOURCES

1

extrudesign.com

Internet Source

5%

2

Submitted to ctu

Student Paper

1%

3

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Internet Source

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Internet Source

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Rabat

Student Paper

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QUALITY REPORT

21%
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PUBLICATIONS

11%
STUDENT PAPERS

PRIMARY SOURCES

1	businessnowllc.com	1%
2	www.investopedia.com	1%
3	en.wikipedia.org	1%
4	www.coursehero.com	1%
5	www.slideshare.net	1%
6	dspace.bracu.ac.bd	1%
7	Adarsha packaging	1%
8	Submitted to Aligarh Muslim University, Aligarh	2%
9	fxinvestpal.wordpress.com	1%

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STUDENT PAPERS

PRIMARY SOURCES

1

directory.trainingindustry.com

Internet Source

1%

2

Submitted to Taylor's Education Group

Student Paper

1%

3

Submitted to Royal Holloway and Bedford
New College

Student Paper

1%

4

www.india-briefing.com

Internet Source

1%

5

Submitted to University of Central Oklahoma

Student Paper

<1%

6

Submitted to University of Wollongong

Student Paper

<1%

7

Submitted to Nottingham Trent University

Student Paper

<1%

8

www.architecturaldigest.com

Internet Source

<1%

9

Submitted to Bryant College

Student Paper

<1%

- **Evaluation:** Internal evaluation will be done by the internal guide. External valuation shall be done by a faculty member of other institute drawn from various affiliated institute with minimum of 10-year experience.

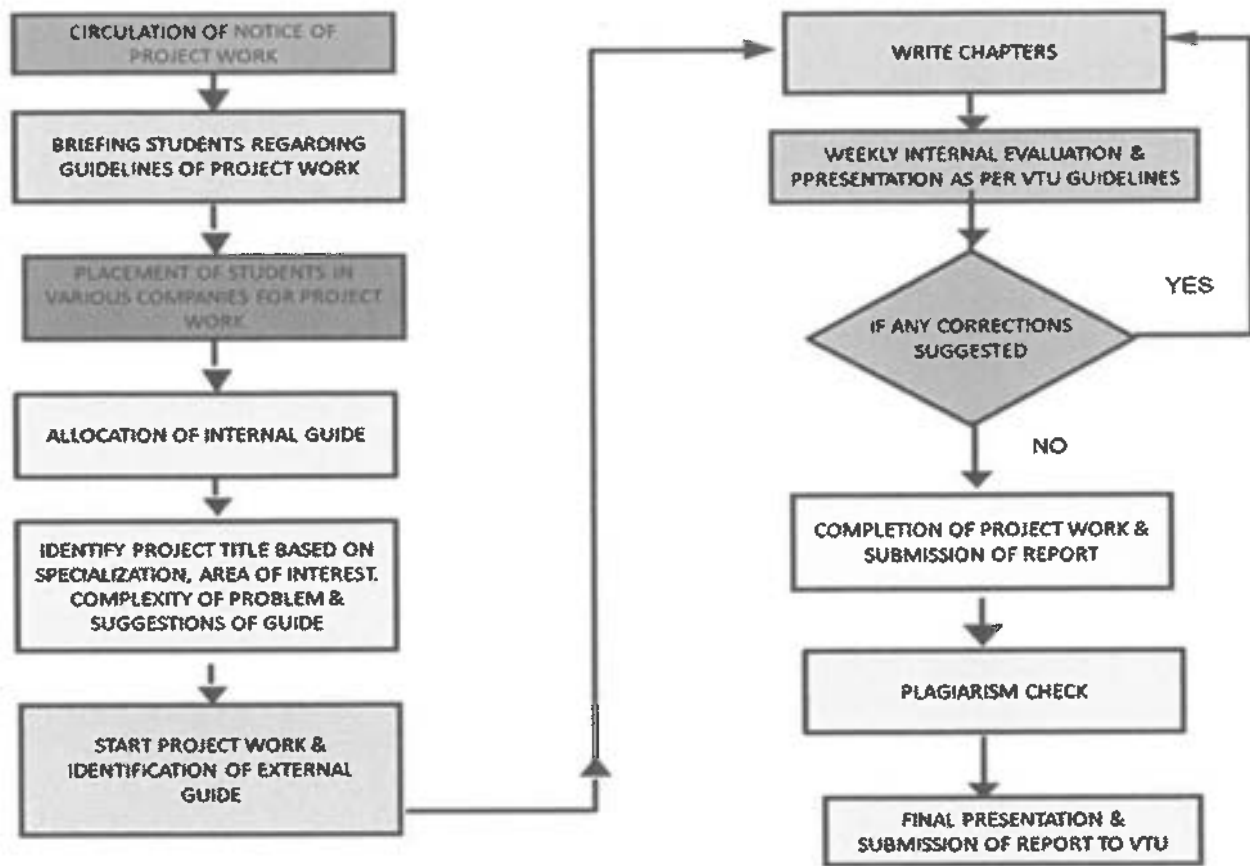
D. Process to assess individual Project Work Performance:

- **Final Viva Voce and Presentation:** The viva -voce examination will be conducted by the coordinator , principal and an expert drawn from the affiliated institutes with minimum of 10 years of experience as appointed by the Institution. Project work carries 200 marks for internal marks by the internal faculty guide, average of 100 marks from both internal and external evaluation and 50 marks for viva-voce examination. Minimum passing marks of the Project work is 50% in each of the components such as Internal Marks, report evaluation and viva-voce examination.

- **Submission of final report to the College:** Students should submit the Project Report in electronic data form only, in PDF file (Un-editable Format) to the College. The college in turn shall submit all the CD's of their students along with a consolidated master list as per specialization containing USN, Name of the student, and Title of the Report to COE) one week before the commencement of the Theory Examinations or as per the notification issued by the Principal

- **Publication of Research Findings:** Students are expected to present their research findings in Seminars/ Conferences/ Technical/ Management Fests or publish their research work in Journals in association with their internal faculty Guide.

Presents The Process Of Dissertation Project Work Follow



E Quality of Dissertation:

The quality of the report is tested thoroughly by both the internal and external reviewers applying the following rubrics provided below:

Table: Rubrics for Dissertation Project Work

S. No.	Aspects	Max Marks
1	Dissertation	50
2	Title of the Project	10
3	Introduction & Literature Review	20
4	Methodology	25
5	Data Analysis, Findings and Discussions	20
6	Viva	75
	Total	200

Table 4.2.3.13: Sample Evaluation sheet of Dissertation Project Work

Sl. No.	Reg No.	Name of the Students	Dissertation (50)	Title of the Project (10)	Introduction & Literature Review (20)	Methodology (25)	Data Analysis, Findings and Discussions (20)	Viva(75)	Total (200)



IIBS

PGDM 2021 BATCH : 6th Dissertation Project Internal faculty List based upon the specialization

SL. No.	Registration Number	Students Name	Faculty Guide
Specialization : Marketing			
1	21PGDM001	Anjali Karwa	Prof. Saketh Reddy
2	21PGDM008	Channe Tanmay	
3	21PGDM010	Cherukupalli Mrudu Manasa	
4	21PGDM015	Dilip Kumar	
5	21PGDM017	Jonathan Anthony Lobo	
6	21PGDM018	K. Naga Siva Sankar Reddy	
7	21PGDM023	Kodamanchili Pavan	
8	21PGDM026	Mandava Yasaswi	

9	21PGDM027	Manoj M	Prof. Soumya Suresh
10	21PGDM032	Nikita Karmakar	
11	21PGDM034	Palani Venkata Kumar	
12	21PGDM038	Sakshi Rani	Dr. Manjunath
13	21PGDM044	Subham Dutta	
14	21PGDM045	Tarun Saini	
15	21PGDM048	Vuggina Vijaya Raju	

Specialisation : Agri Business Management

1	21PGDM004	Bhukya Navadheer	Dr. Nagaraja
2	21PGDM005	Bogi Dileep Kumar	
3	21PGDM006	Chakilam Sudhishna	
4	21PGDM007	Chakka Harsha Vardhan	
5	21PGDM009	Chennupalli Pavan Teja Reddy	
6	21PGDM012	Chunchu Srikanth	Prof. Managala. V. Reddy
7	21PGDM013	Damodara Kavya Priya	
8	21PGDM019	Kanaganti Praveen	
9	21PGDM020	Kandikatla Jaya Sri	
10	21PGDM021	Katreddy Lakshmi Parvathi	
11	21PGDM024	M C Deepthi	
12	21PGDM025	Mamatha	
13	21PGDM033	Nimma Sahithi	Prof. Archana. YC
14	21PGDM035	Perumalla Bhanu Prakash	
15	21PGDM037	Rollu Jaya Prakash Goud	
16	21PGDM043	Somisetty Sudharshan	
17	21PGDM046	Tunga Divya	

Specialisation : Finance			
1	21PGDM002	Bandela Gangadhar	Dr. Samiya Mubeen
2	21PGDM003	Bathula Leela Ram	
3	21PGDM014	Debu Kar	
4	21PGDM028	Marrikunta Kartheek Reddy	
5	21PGDM030	Neelam Shiva Rama Krishna	Prof. Sushmita
6	21PGDM031	Nikhil G	
7	21PGDM039	Saurav Joshi	
8	21PGDM040	Shaik Mohammad Firoz	
Specialisation : Human Resource			
1	21PGDM011	Chippada Jahnasri	Dr. Uma Devi
2	21PGDM016	Induru Girishma	
3	21PGDM036	Ramanathula Naveen	
4	21PGDM041	Sheik Imran	Prof. Alka Gupta
5	21PGDM042	SKVV Satya Rishitha	
6	21PGDM047	Unnati Singh	
Specialisation : Business Analytics			
1	21PGDM022	Kobagapu Veda Priya	Prof. Supriya
2	21PGDM029	Nadhamuni Venkata Rajesh	

List of Students with Title of Project

Sl. No	Reg No.	Name of the Students	Title of Project
1	21PGDM001	Anjali Karwa	"Empowering Educators: A Study of Teacher's Development and Student's Outcome at Cuemath"
2	21PGDM002	Bandela Gangadhar	A Study On The Mergers And Acquisition Of Indian Banking System With Special Reference To State Bank Of India

3	21PGDM003	Bathula Leela Ram	A Study On Financial Statement Analysis Towards Sri Satyabagi Plastics
4	21PGDM004	Bhukya Navadheer	A study on "customers perception and satisfaction towards indiamart "
5	21PGDM005	Bogi Dileep Kumar	A detailed study on the marketing strategies and customer acquisition in edusiksha consultancy
6	21PGDM006	Chakilam Sudhishna	An Evaluation of Rice Processing Industry in Warangal district of Telangana - A Case Study
7	21PGDM007	Chakka Harsha Vardhan	A Study on performance appraisal system
8	21PGDM008	Channe Tanmay	A comprehensive study on consumer online shopping behavior in unbond crews Mumbai Region
9	21PGDM009	Chennupalli Pavan Teja Reddy	Consumer behavior for dry fruits in Bengaluru city
10	21PGDM010	Cherukupalli Mrudu Manasa	The conditions affecting the cost management in construction projects in india
11	21PGDM011	Chippada Jahnasri	Enhancing workplace efficiency: Cuemath strategies for advancing diversity and inclusion initiatives in Human Resources
12	21PGDM012	Chunchu Srikanth	A Study On Marketing Strategies In Kotak Mahindra Bank Bangalore
13	21PGDM013	Damodara Kavya Priya	Analysis On Consumer Brand Preference On Soft Drinks
14	21PGDM014	Debu Kar	A Study Of Mutual Fund As An Investment Avenue At Tradebull Security Pvt. Ltd.
15	21PGDM016	Induru Girishma	A study on recruitment selection process with special reference to Gen work health private ltd
16	21PGDM017	Jonathan Anthony Lobo	A STUDY ON ONLINE CONSUMER DECISION
17	21PGDM018	Kambala Naga Siva Sankar Reddy	A Study on online consumer decision making process of prototyze with reference to emerging fashion trends

18	21PGDM019	Kanaganti Praveen	Reference to emerging fashion trends
19	21PGDM020	Kandikatla Jaya Sri	"A study on effectiveness of recruitment and selection in mythree infratech pvt ltd"
21	21PGDM021	Katreddy Lakshmi Parvathi	A study on performance appraisal system
22	21PGDM022	Kobagapu Veda Priya	A study on customer life Tim value anyalsis in Mich Bizz service
23	21PGDM023	Kodamanchili Pavan	A study on real estate in todays business market in future perspective
24	21PGDM024	M C Deepthi	"The impact of research and development at NAMDHARI SEEDS"
25	21PGDM025	Mamatha	A study on "enhancing dealers satisfaction in the fertilizer company".
26	21PGDM026	Mandava Yasaswi	A study consumer perception towards 7 up zero sugar
27	21PGDM027	Manoj M	A Study of Production Planning and Control Activities in Aquarelle India private limited
28	21PGDM028	Marrikunta Kartheek Reddy	A study on Evaluation of financial performance towards Adarsha packaging Pvt Ltd
29	21PGDM029	Nadhamuni Venkata Rajesh	A study on Data quality analysis in Aarvee Associates Architects Engineers and Consultants Pvt. Ltd
30	21PGDM030	Neelam Shiva Rama Krishna	A study on capital budgeting
31	21PGDM031	Nikhil G	A Study on analysis of recent mergers and acquisitions
32	21PGDM032	Nikita Karmakar	A discrete data of mass data dumb into companies and utilization of resources by employees at Sobha ltd
33	21PGDM033	Nimma Sahithi	A study on climate proofing of watershed project
34	21PGDM034	Palani Venkata Kumar	A study on elevating customer service in upgrad
35	21PGDM035	Perumalla Bhanu Prakash	A Study on Shrimp Culture
36	21PGDM036	Ramanathula Naveen	A comprehensive study on stress management

37	21PGDM037	Rollu Jaya Prakash Goud	A study on analysis of marketing strategies of NoBroker solutions technologies private limited
38	21PGDM038	Sakshi Rani	A study on marketing strategies with reference to Dunzo
39	21PGDM039	Saurav Joshi	Exit Strategies In Private Equity: A Comparative Analysis Of Ipos Vs. Mergers And Acquisitions
40	21PGDM040	Shaik Mohammed Firoz	A project report on income tax planning with respect to individual assessee
41	21PGDM041	Sheik Imran	"A Study On The Impact Of Stress Management & Coping Up Strategies "
42	21PGDM042	SKVV Satya Rishitha	A study on intra organization relationships on organization effectiveness
43	21PGDM043	Subham Dutta	A study on real estate markets experiencing un predictable growth and changes
44	21PGDM044	Tarun Saini	A study on understanding customer satisfaction and service quality in urban company, a marketing research study in Delhi NCR
45	21PGDM045	Tunga Divya	A study on understanding customer satisfaction and service quality in Urban company: A marketing research study in Delhi NCR
46	21PGDM046	Unnati Singh	A Study On Effectiveness Of Maintaining Customer Relationship At Kotak Mahindra Bank
47	21PGDM047	Vuggina Vijaya Raju	A Comparative Study of Hirect Platform and Their Impact on Customer Satisfaction

Sample of certificate of completion Dissertation Project Work

Certificate from Company Guide



CUE LEARN PRIVATE LIMITED

CIN: U72900DL2011PTC220728

This is to certify that Mrs. Anjali K~~XXXX~~ of International Institute of Business Study Has under taken dissertation in our organization on the topic ""Empowering educators: A study of teacher's development and student's outcome at Cuemath"" between 10-09-2023 to 10-10-2023. Her conduct and work is Good

For Cue Learn Pvt. Ltd

Nisha Popli

Nisha Popli

Chief Human Resource Officer

Cuemath

 info@cuemath.com

 www.cuemath.com

D-58, Basement Kalyan, South Delhi - 110029,
New Delhi, IN, 734220728

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Tel: 08110-414012 www.adarshapackaging.in E-mail: appljigini@adarshapackaging.com

Date:26/09/2023

TO WHOM IT MAY CONCERN

This is to certify that Mr. MARRIKUNTA KARTHEEK REDDY is a Bonafide student of international institute of business study, has successfully completed Dissertation project, from (24/07/2023 to 25/09/23), he was sincere and had taken keen interest in completing his Dissertation. We wish him all the best, good luck and success in his future endeavours.



Address: #32/1, 2nd Floor, 2nd Main, Ashwini Layout, (Intermediate Ring Road) Ejipura, Bangalore - 560 047
Tel: 080-41308123, 41303180. TeleFax : 080-41217342 Email: appl@adarshapackaging.com

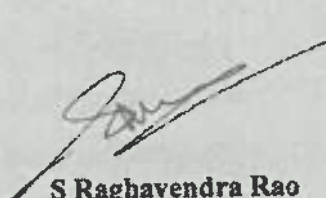
October 17, 2023

To whomever it may concern:


This is to certify that **Mr. Saurav Joshi** of International Institute of Business Study has undertaken dissertation in our organization on the topic "Exit Strategies in Private Equity: A comparative analysis of IPOs Vs Mergers and Acquisitions between August 01, 2023 and September 30, 2023.

His Conduct and Work is Very Good.

For Global Automation India Private Limited,


S Raghavendra Rao
Authorized Signatory




DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157



PGDM

**Guidelines for Dissertation
2020-22 Batch Onwards**

Provisions in Academic Regulations

Every student is required to work on a project in the area of his/her specialization and prepare a dissertation report under the supervision of a Faculty Guide. Prior to the actual work, the students are required to submit a synopsis of the dissertation incorporating the statement of problem, objectives and methodology to be followed and submit the same to the Director, Head of Institution. The dissertation must preferably be organization specific but not a macro study.

The dissertation duly signed by the guide and certified by the Principal/Director is to be submitted in a bound copy and a soft copy to the IIBS College before commencement of the 6th trimester examination. The dissertation shall be evaluated for 200 marks by two examiners (One of them will be the faculty member who has guided the work and other will be the external examiner appointed by BOE). A minimum of 100 marks is required for a pass in the dissertation work. There shall be a viva-voce examination for 50 marks on the dissertation work. Viva-voce will be conducted by the Board of Examiners. Examiners authorized by BOE. A minimum of 25 marks is a must for pass in the viva-voce examination. Student has to work for not less than 45 days on full time basis on the dissertation. There will be no classes during this period. Specific guidelines for the same are given below:

Guidelines

It is a practical, in-depth study of a problem, issue, opportunity, technique, or process, or some combination of these aspects of business. Typically, the student will be required to define an area of investigation, carve out research design, assemble relevant data, analyze the data, draw conclusions and make recommendations. The dissertation should demonstrate organizational, analytical and evaluative skills, and, where appropriate, an ability to design a suitable implementation and review procedure.

The students are required to submit a copy of registration forms, synopsis, and progress reports which is to be sending to your respective guides.

The objective of the dissertation is to help the student develop research ability to apply multi-disciplinary concepts, tools and techniques to solve the organizational problems.

1. Under this programme, every student is required to undertake a dissertation for a period of six weeks during VI trimester under the guidance of a recognized Faculty Guide. At

executive in the host organization could guide as co- Guide. It must be individual based but not as group project.

2. The students are required to work full time in the organization under the guidance of an executive who will be the co-guide for the dissertation. The dissertation must include a certificate from the organization duly signed by the co-guide on the organization letterhead mentioning the successful completion of dissertation.

3. On the completion of dissertation, the student is required to submit a report on the work done to the Head of the Institution through the Faculty Guide before commencement of VI Trimesters examinations.

4. Satisfactory completion of dissertation, obtaining 100 out of 200 marks for a report and 25 out of 50 marks in Viva Voce examinations are essential requisites for completing PGDM programme.

5. The student's needs to study a problem/ issue purely based on the specialization stream chosen.

6. The students are required to submit synopsis to the Principle/ Director with minimum of 7-10 pages as per the format (Appendix 2) duly signed by the respective guides and forwarded by the director/Principle of colleges for approval.

7. The students need to submit fortnightly progress reports (Appendix 3). The online submission of progress report is allowed, a copy of which is to be send to respective guides. At the time of presentation, the report should reflect the time and date of submission which is duly signed by guide and student. The online report should not be sent as an attachment but as a mail message.

8. The progress report submitted by the student duly signed by the guide will be reviewed by the POE (Panel of Expert) constituted by BOE .The POE will review progress reports and draft of Dissertation, provide feedback, observation and recommend the dissertation for submission .

9 The registration of topic, submission of synopsis, Progress report presentation, dissertation period and submission of Final Dissertation must be completed as per timelines

10 Faculty Guide with PhD should have minimum of 3 years' of experience and Faculty guide without PhD should have a minimum of 5 years' experience. Maximum of 10 students are allowed under each faculty guide.

11. Students shall have regular interaction with the Faculty Guide in order to ensure better Quality of dissertation. The Faculty Guide shall necessarily approve the research design, tool for Data Collection etc.. He/ She is authorized to reject the dissertation if it does not meet his/her expected standard quality or the guidelines. The Guides should take the responsibility of maintaining the quality and authenticity of the dissertation and issue of certificate of originality.

12. Any attempt to copy from another (Present or Previous) student or to copy large chunks from academic or other sources without approximately referencing those sources will trigger the full weight of plagiarism procedures. University will initiate stern action.

13 In order to avoid plagiarism, the students are required to produce a certificate of anti-plagiarism from the authority recommended by POE. Similarity index of 25% is allowed.

14. All the material that relates to the dissertation, including completed questionnaires or tapes from interviews, should be shown to the guide and be kept by the students until the University has declared the results. Students are advised not to throw the material away once their dissertation is submitted, as they might be asked to present it as part of the viva voce before their Dissertation results are declared.

15. One hardbound copy of dissertations along with soft copy [CD] has to be submitted to IIBS College. This has to be uploaded on the website of the institution after the completion of Viva -Voce Examination

16 The body of the dissertation report must be organized in the following manner:

- Cover Page with Title and other details
- Certificate of originality from the Student and Faculty
- Certificate by Head of the Institution
- Acknowledgements
- Abstract [Should not exceed 150 words with five key terms]
- Table of Contents
- List of Tables
- List of Figures
- Project report should not be less than 75 pages and not exceed 150 Pages with 12 point Times Roman New Font with 1.5 line spacing.
- References
- Appendices

17. The chapters may broadly be divided into five as follows:

Chapter	CONTENTS	% of Total Length
1	Introduction	15%
2	Review of literature and Research design	10%
3	Profile of the Selected Organization and Respondents	20%
4	Data Analysis and Interpretation	40%
5	Findings, conclusions and Recommendations	15%
	Bibliography	
	Annexures	

The Chapters mentioned above should have the following subdivisions:

Chapter 1: Introduction: Introduction includes

- Industry Profile
- Theoretical background of the study
- Importance of the topic
- Need to study the topic

Chapter 2: Review of Literature and Research Design

- Review of Literature and Gaps
- Statement of the Problem
- Scope of the Study
- Objectives of the Study
- Hypotheses (if any)
- Sampling
- Tools for Data Collection
- Data Analysis
- Limitations of Study

Chapter 3: Profile of the Selected Organization and Respondents

Chapter 4: Data Analysis and Interpretation

Chapter 5: Summary of Findings, Conclusions and Suggestions

- Summary of Findings
- Conclusion
- Suggestions to the Organization



Registration Form

1. Name of the Student :
2. Name of the Organization:
3. Name and details of Co Guide in the Organization
4. Proposed dissertation area : HR/Marketing/Finance/BA
5. Proposed dissertation topic :
6. Write a brief note on your topic: (Minimum 100 words)

Student's Signature:

Approved or Disapproved	If it is disapproved, the reasons for revision
.....
.....	

Faculty Guide's Signature with date

Appendix 2

Format of Synopsis

- The synopsis should have minimum of 250 words
- The first page carries the Name of the student, Registration Number, and Title of dissertation.
- The subsequent pages should contain:
 - Title of the study
 - Need for the Study
 - Statement of the problem
 - Objectives
 - Sampling
 - Sources of Data
 - Tools for data collection
 - Plan of Analysis

The synopsis should be neatly typewritten in A4 Size paper with 1 inch margin on all the sides.

This has to be signed by the student and Faculty Guide

APPENDIX 3

PGDM Dissertation

PROGRESS REPORT format

Sl. No.	Particulars	
1	Name of the Student	
2	Registration Number	
3	Name of College Guide	
4	Name and contact no of the Co-Guide/External Guide (Corporate)	
5	Title of the Dissertation	
6	Name and Address of the Company/Organisation where dissertation undertaken with Date of starting Dissertation	
7	Progress report : A brief note reflecting ,Number of meeting with Guides, places visited, libraries visited, books referred, meeting with persons, activities taken up, preparations done for collection and analysis of data etc.,)	

Date:

Signature of the Candidate

Signature of the College Guide

COVER PAGE & TITLE PAGE

Title < Font size Arial Narrow 18-All caps & Bold>

Organization logo and Name

Dissertation submitted in partial fulfillment of the requirements for the
award of the Degree of

**Post Graduate Diploma in Management
of
International Institute of Business Study**

< Font size Arial Narrow 14-All caps & Bold>



By(Font Size 14-Italic)

Name<Font size Arial Narrow 14-Title Case)

Reg. No. ...

Under the guidance of

Name of guide .<Font size Arial Narrow 14-Title Case)

Designation of guide <Font size Arial Narrow 12-Title Case)

2018–2020(Font Size 14)

PREFATORY PAGES

DECLARATION BY THE STUDENT

I hereby declare that "*Title of the project*" is the result of the dissertation t work carried out by me under the guidance of *Name of the Guide* in partial fulfillment for the award of Post Graduate Diploma in Management by IIBS College.

I also declare that this project is the outcome of my own efforts and that it has not been submitted to any other university or Institute for the award of any other degree or Diploma or Certificate.

Place:

Name :

Date:

Register Number:

CERTIFICATE BY CO-GUIDE

[Under The Seal and Signature]

This is to certify that Mr/Ms..... of
..... College, has undertaken dissertation in our organization on the
topic between and His/Her
Conduct and work is Not satisfactory/Satisfactory/Good/Excellent.

Signature

Seal

CERTIFICATE OF ORIGINALITY

(To be given by the Institution on its letterhead)

Date:

This is to certify that the dissertation titled"-----
-----"is an original work of Mr./Ms._____; bearing University Register Number
_____ and is being submitted in partial fulfillment for the award of the Master's
Degree in Post Graduate Diploma in Management by IIBS College. The report has not been
submitted earlier either to this University /Institution for the fulfillment of the requirement of
a course of study .Mr./Ms..... is guided by Mr./Ms. /Dr.....
who is the Faculty Guide as per the regulations of IIBS college.

Signature of Faculty Guide

Signature of Principal

Date

Date

Table of Contents

Chapter Particulars Page No.

LIST OF TABLES

Table No.	Description	Page No.

LIST OF FIGURES/GRAPHS

Figure No.	Description	Page No.

Bibliography (System of Referencing)

References should be indicated in your dissertation in the following format:

Books

Abraham, K. (2001) *The Dynamics of Economic Reforms (Economic Liberalisation and Political Transformation)*, New Delhi: McGraw Publishers.

Edited Volume

Aharoni, Y. (2009) "On Measuring the Success of Privatisation", in Ramamurthi, R. and Vernon, R. (eds) *Privatisation and Control of State Owned Enterprises*. Washington, D.C.: World Bank.

Journals

Boardman, D. and Vining, S. (1989) "Ownership in Competitive Environments: A Comparison of the Performance of Mixed, Private and SOEs", *Journal of Law and Economics*, April, Vol. 1, No,32, pp.16-9.

Reports and Gazettes

Asian Development Bank (2008) *India: Statistical Abstract 2008*, April, 2008. Manila. ADB.

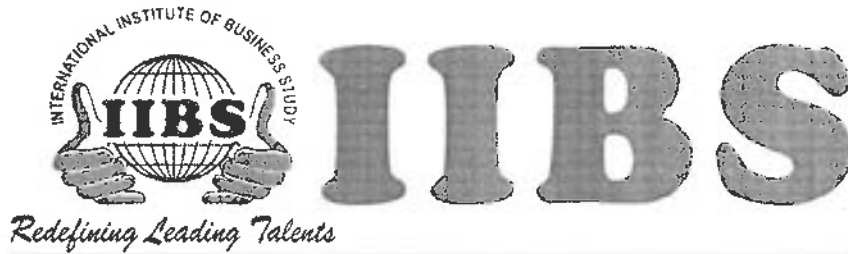
Newspapers and Magazines

Ahluwalia, M. (2003) 'Some of the criticism directed at the IMF is not valid', an exclusive interview, *D+C [Development & Cooperation]*, September, vol.30.

Websites

Ministry of Finance(2008) "Privatisation", Viewed on 06/11/2003 in the MoF Website. <http://www.mof.in/~epa/Privatise/index.html>.

Ram Mohan, T.T. (2004) "Privatisation in China: Softly, Softly Does it", accessed on 02/10/2010 at <http://www.iimahd.ernet.in/publications/public/Fulltext.jsp?wp-no=2004-09-04>



PGDM Guidelines for Internship

Objective

Internships are educational and career development opportunities, providing practical experience in a field or discipline. They are structured, short-term, supervised placements often focused around particular tasks or projects with defined timescales. An internship may be compensated, non-compensated or some time may be paid. The internship has to be meaningful and mutually beneficial to the intern and the organization. It is important that the objectives and the activities of the internship program are clearly defined and understood. Following are the intended objectives of internship training:

- Will expose technical students to the industrial environment and creating competent professionals for the industry.
- Provide possible opportunities to learn, understand and sharpen the real time technical / managerial skills required at the job.
- Exposure to the current technological developments relevant to the subject area of training.
- Experience gained from the 'Industrial Internship' in classroom will be used in classroom discussions.
- Create conditions conducive to quest for knowledge and its applicability on the job.
- Learn to apply the technical knowledge in real industrial situations.
- Gain experience in writing technical reports/projects.
- Expose students to the engineer's responsibilities and ethics.
- Familiarize with various materials, processes, products and their applications along with relevant aspects of quality control.
- Promote academic, professional and/or personal development.
- Expose the students to future employers.

- Understand the social, economic and administrative considerations that influence the working environment of industrial organizations
- Understand the psychology of the workers and their habits, attitudes and approach to problem solving.

BENEFITS OF INTERNSHIP:

Benefits to the Industry

- Availability of ready to contribute candidates for employment.
- Year round source of highly motivated pre-professionals.
- Students bring new perspectives to problem solving.
- Visibility of the organization is increased on campus.
- Quality candidate's availability for temporary or seasonal positions and projects.
- Freedom for industrial staff to pursue more creative projects.
- Availability of flexible, cost-effective work force not requiring a long-term employer commitment.
- Proven, cost-effective way to recruit and evaluate potential employees.
- Enhancement of employer's image in the community by contributing to the educational enterprise.

Benefits to Students:

- An opportunity to get hired by the Industry/ organization.
- Practical experience in an organizational setting.
- Excellent opportunity to see how the theoretical aspects learned in classes are integrated into the practical world. On-floor experience provides much more professional experience which is often worth more than classroom teaching.
- Helps them decide if the industry and the profession is the best career option to pursue.
- Opportunity to learn new skills and supplement knowledge.
- Opportunity to practice communication and teamwork skills.
- Opportunity to learn strategies like time management, multi-tasking etc in an industrial setup.
- Opportunity to meet new people and learn networking skills.

- Makes a valuable addition to their resume.
- Enhances their candidacy for higher education.
- Creating network and social circle and developing relationships with industry people.
- Provides opportunity to evaluate the organization before committing to a full time position.

1.3.3. Benefits to the Institute:

- Build industrial relations.
- Makes the placement process easier.
- Improve institutional credibility & branding.
- Helps in retention of the students.
- Curriculum revision can be made based on feedback from Industry/ students.
- Improvement in teaching learning process.

Outcomes of the Internship

At the end of the internship, the students are expected to have performed an in depth study of the organization in which they worked and submit a detailed report in the following format:

1. Industry Profile
2. Company Profile
3. Organizational Hierarchy
 - Organizational Chart
 - Product Profile
4. Study of Functional Departments
 - Production Department
 - Finance department
 - Marketing Department
 - Human Resource Department
 - IT Department
5. SWOT Analysis

6. Summary of the findings along with recommendations and suggestions.

Note: Some chapters may change depending on the type and size of the company. You are to work closely with your FACULTY GUIDE to come up with alternate chapters.

Contents of Internship

PART- I

Industry profile:

- What is the industry in which the organization operates?
- What is the size of the industry, products related to the industry and geographic concentration of firms operating in the industry?
- What is the market share of the organization in which you worked?
- Who are the major competitors in the industry?
- Indicate the expected growth in the industry, trends in the products and technology and factors affecting competition in the industry.
- Given the above trend, suggest competitive strategies for your organization to improve its position in the industry.

PART-II

Company Profile:

- Introduce the company you worked with. Explain the vision and mission of the company.
- What are the key products and services of the company?
- How many functional units does the company have?
- What are the different geographical locations of the company?
- What is the annual turnover of the company?
- What is the competitive advantage of the company?
- Discuss the company's management practices and key drivers of growth.

PART-III

Organizational Hierarchy:

- Explain the structure of the organization and draw a chart indicating organizational hierarchy.

- What according to you are the advantages and disadvantages of this structure?
- What is the impact of this structure on the employees working in the organization? Are they contented?
- How easily accessible are the senior managers in the organization?
- Do the employees enjoy work autonomy? Does this seem to have an impact on their work performance?
- Does the organizational structure promote accountability and responsibility on the part of the employees?
- Discuss the product profile of the company.

PART-IV

Study of Functional Departments:

Production Department

- Explain the role and importance of Production Department in the organization that you studied.
- Evaluate the production department with respect to the five production sub functions, i.e.
 - Production and Planning, Purchasing, Stores, Design and Technical support and Works department. Discuss the standards and targets set for production, Who is responsible for the purchase of materials?
 - What is the mechanism for ensuring that stocks arrive on time and are of acceptable quality?
 - How is inventory recorded?
Does the organization practice JIT or TQM?
 - Where is the technical support wing located? How is the testing and design of new product types done?
 - What is the role of works department? How effective is it in maintenance of product line and assurance of quality of the products?

Finance and Accounts department

- Explain the mechanism of recording inventory and costs in the organization.
- How does the finance department help in management decision making?

- How are transactions recorded on a day to day basis?
- What kind of costing system does the organization follow?
- Explain the budgeting system of the organization.

Marketing Department

- How do employees in the marketing department build positive relationships with the customers?
- What are the different tasks carried out by the sales force?
- Which wing is responsible for conducting marketing research to identify the exact needs and preferences of the customers? How is this done?
- How are potential customers identified for a product?
- How are the potential customers informed about the forthcoming products and offers?
- How are the customers' orders processed and monitored?

Human Resource Department

- How are the grievances and complaints of employees taken care of?
- Discuss the performance appraisal system in the organization. How often are appraisals conducted?
- What are your views on the working pattern of the employees? Do they enjoy sufficient autonomy in their work?
- Explain the recruitment process in the organization.
- Does the organization conduct regular training sessions for the employees to update current techniques and trends?
- Discuss any employee welfare schemes that you would have witnessed at the organization.
- Discuss the motivational levels of the employees working in the organization.
- How does change management happen in the organization?

IT Department

- What is the importance of this department in the organization?
- How does it support the Marketing, Finance, Production and Human Resource departments?

- Have you witnessed any new technology being introduced during your stay at the organization? Explain.
- What is the turnaround time for fixing technology related problems at the organization?
- How are IT related issues communicated to the IT department?

PART-V

SWOT Analysis:

- Identify the strengths, weaknesses, opportunities and threats to the organization.

Business Model Canvas Tool:

- Develop and assess your organization or business idea and give a quick overview of your organization.

PART-VI

Findings and Conclusions

- Conclude your observations and findings.
- Based on your analysis and observations, give possible suggestions in any of the functional areas which you may consider helpful for the organization to cope up with the increasing competition.

ANNEXURE 01

GUIDELINES FOR PREPARATION OF INTERNSHIP REPORT

ARRANGEMENT OF CHAPTERS

- Cover Title Page
- Inner Title page
- Certificate from the company/firm, where the internship is carried out
- Certificate from the faculty guide and Director
- Declaration by the students
- Acknowledgement
- The actual Chapters
- List of Tables and Figures
- Abbreviations/Operational Definitions used

Total No. of pages should not exceed 80

FORMATTING OF INTERNSHIP

1. Reports should be typed neatly only on one side of the paper (white) with 1.5 spacing on A4 size bond papers (210 x 297 mm). The margins should be: Left - 1.25", Right - 1", Top and Bottom - 0.75". Do not use colored papers anywhere in your report.
2. Follow the MLA Style while preparing your report.
<http://owl.english.purdue.edu/owl/resource/747/01/>
3. The total number of reports to be prepared is TWO. Only one copy is to be submitted to the office.
4. Before taking the final printout the approval of the faculty guide(s) is necessary and corrections suggested, if any must be incorporated. If the draft is not approved by the guide, the guide is not obliged to sign the report.
5. The report must be hard bound (The binding must be in white). Do not insert transparency sheets in the report. Do not use spiral binding.
6. The report must not exceed 80 pages.

Outlay of the Report:

- The chapters, sections and subsections may be numbered in the decimal form for e.g. Chapter 2, sections as 2.1, 2.2 etc., and subsections as 2.2.3, 2.5.1 etc.
- Each chapter must be left justified (font size 16). Followed by the title of the chapter, centered (font size 18), section / subsection numbers along with their headings must be left justified with section number and its heading in font size 16 and subsection and its heading in font size 14. The body or the text of the report should be in font size 12 - Times New Roman
- The **figures and tables** must be numbered chapter wise for e.g.: Fig.2.1 Block diagram of a serial binary adder, Table 3.1 Primitive flow table, etc. All figures and tables should appear either in the same page or the next page in which they are referred to first. Preferably, all figures and tables are to be placed either at the top or the bottom of a given page.
- **Bibliography:** References like articles, books, websites etc., used in the preparation of the report must be included in this section strictly following the MLA citation style
- **Appendix:** This will include printed secondary data (only if it is very critical) and any questionnaires used for the study.
- The report should be extensive and include descriptions of work carried out by others only to the best extent necessary. Verbatim reproduction of material available elsewhere should be strictly avoided. Where short excerpts from published work are desired to be included, they should be within quotation marks appropriately referenced. Endnote, Footnote should be printed as per style manual.
- Proper attention is to be paid not only to the technical contents but also to the organization of the report and clarity of the expression. Due care should be taken to avoid spelling and typing errors. Spell check, Grammar check, must be applied. It should be noted that report-write-up forms an important component in the overall evaluation of the internship.

ANNEXURE 02



INTERNSHIP REPORT WORK DIARY

PGDM Batch 2021-23

Week 1 to 3 : From (Date) to..... (Date)

Section of the Guidelines	Brief Particulars of the work Completed	Problems encountered	Solutions	Remarks, if any
PART- I Industry profile:				
PART- II Company Profile:				
PART- III Organizational Hierarchy:				

Sl. No.	Name of the Student	PGDM Registration No.	Signature of the Student
1.			
2.			
3.			
4.			
5.			

Signature of the Faculty :

Guide

Name of the Faculty Guide :



IIBS

Redefining Leading Talents

INTERNSHIP REPORT WORK DIARY

PGDM Batch 2021-23

Week 4 to 6: From (Date) to (Date)

Section of the Guidelines	Brief Particulars of the work Completed	Problems encountered	Solutions	Remarks, if any
PART-IV Study of Functional Departments:				
Part V SWOT Analysis				

Sl. No.	Name of the Student	PGDM Registration No.	Signature of the Student
1.			
2.			
3.			
4.			
5.			

Signature of the Faculty :

Guide

Name of the Faculty Guide :



IIBS

Redefining Leading Talents

INTERNSHIP REPORT WORK DIARY

PGDM Batch 2021-23

Week 7: From (Date) to (Date)

Section of the Guidelines	Brief Particulars of the work Completed	Problems encountered	Solutions	Remarks, if any
PART-VI Findings and Conclusions				

Sl. No.	Name of the Student	PGDM Registration No.	Signature of the Student
1.			
2.			
3.			
4.			
5.			

Signature of the Faculty Guide :

Name of the Faculty Guide :



IIBS

**INTERNATIONAL INSTITUTE OF BUSINESS STUDY
III TRIMESTER REPORT OF INTERNSHIP
BATCH OF 2021 – 2023
FORMATS**

Cover Title Page & Inner Title Page Format

**REPORT ON INTERNSHIP
AT**

[Name of the Company in capital letters]

by

[Names List]

Reg. No.]

.....
.....
.....
.....
.....

III TRIMESTER PGDM

Guide

Report of Internship submitted to the IIBS in partial fulfillment of the requirements of III Trimester PGDM



IIBS

**International Institute of Business Study
Bangalore – 562 157**

[Certificate from the Company]
[On the company's Letter Head]

CERTIFICATE

This is to certify that.....[Group member names], PGDM students
of International Institute of Business Studies, Bangalore, have successfully
completed on "Organizational Study" at [company name] from -----
.....to.....(*mention date*).

For [Company name].

[Authorized Signature & Seal]

[Name]

[Designation]

[Certificate from the Guide]

International Institute of Business Study

Bangalore - 562 157

CERTIFICATE

This is to certify that this Internship Report on Organizational Study at
[Name of the company in capital letters] is a bonafide study of
[Group member names], carried out under my guidance and supervision.

Place : Bangalore

Date :

[Signature of the Faculty Guide

Name of the Faculty Guide]

Students Declaration]

DECLARATION

We hereby declare that this Business Familiarization Report of Internship at [Name of the company in capital letters] submitted in partial fulfillment of the requirement for III Trimester PGDM Examinations 2019 through International Institute of Business Studies, Bangalore is our original work and not submitted to any other university. This work has been done under the supervision of..... [Name of the Faculty Guide]

Place : Bangalore

Date :

[Name of the Team Members] [Reg. No.] [Signature of the Team Members]

ACKNOWLEDGEMENTS

CONTENTS

[With page number]

Certificate from the Company	
Certificate from the Faculty Guide	
Declaration	
Acknowledgement	
1. Industry Profile	
Company Profile	
Organizational Hierarchy	
3.1. Organizational Chart	
3.2. Product Profile	
Study of Functional Departments	
4.1. Production Department	
4.2. Finance Department	
4.3. Marketing Department	
4.4. Human Resource Department	
4.5. IT Department	
SWOT Analysis	
Summary of Findings	
Conclusions and Suggestions	
Bibliography	

LIST OF TABLES AND FIGURES

4.1.4 Overall Quality and Level of Program Curriculum (15)

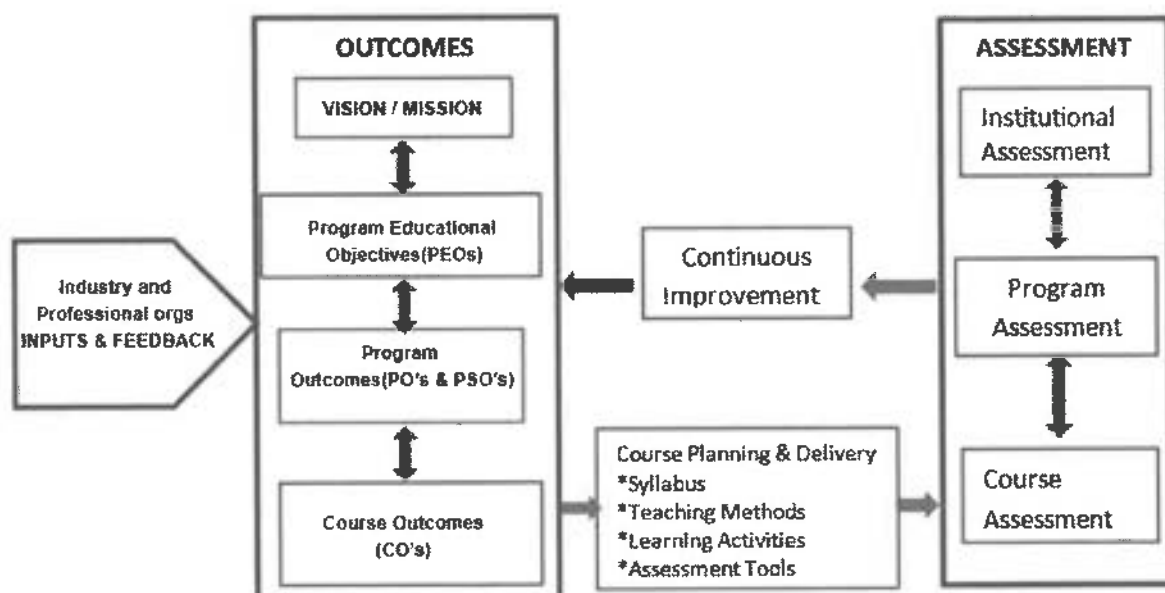
IIBS introduced new courses in its curriculum based on the feedback received from various internal and external stakeholders. The futuristic approach is used to inculcate the most sought after competencies among the graduates. IIBS focuses on the following aspects:

- Outcome Based Education (OBE)
- Elective Streams
- Internships
- Collaborative Learning
- Digital Literacy

Outcome Based Education (OBE)

IIBS follows Outcome-Based Education (OBE) which is a student-centric teaching and learning methodology in which the course delivery, assessment are planned to achieve stated objectives and outcomes. It focuses on measuring student performance i.e. outcomes at different levels.

Framework for Outcome Based Education



T. J. J.
DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157

Elective Streams

IIBS also offers discipline-specific electives in six different streams they are Finance, Marketing, Human Resources, Business Analytics, Agribusiness Management and Operations Management. These courses seek to enhance innovation capabilities among students and aid in value creation in the respective areas. Elective courses are offered based on the interest of the students which will become their specialization stream of the program. The students choose his/her elective stream based on their interest, willingness, and career path.

Internship

Students are placed in reputed organizations to undergo summer internship for 6 weeks in their chosen elective stream at the end of their first year of the PGDM program. The objective is to help the students understand how organizations operate in a competitive environment. Summer internship complements the student's classroom learning with direct, on-the-job experience in addressing managerial challenges by working with successful professionals and experts in the field.

Collaborative Learning

Collaborative learning fosters student learning because it is active, it values the diverse learning preferences that students bring to the classroom, and it acknowledges that learning is a social process that occurs in relationship with others. IIBS offers finishing school certification courses with industry experts. To get international exposure purpose IIBS conducting various boot camps. IIBS exchange programmes are an opportunity to broaden the knowledge base, gain new perspectives, and build an extensive professional network

IIBS Finishing School Certification Programmes

Trimester - I and II

- Corporate Communication Skills (IFSCP 1)
- Corporate Etiquette for Business Leaders (IFSCP 2)
- Advanced Excel (IFSCP 3)
- Mind Control & Leadership Development (IFSCP 4)
- Entrepreneurship Development and facilities in India (IFSCP 5)
- Utpad Prakshepan (IFSCP 6)
- Six Sigma (IFSCP 7)

Trimester - III and IV Certification Program in Finance:

Specialization 1. SAP – FICO (IFSCP 8)

Specialization 2. Power BI (IFSCP 9)

- Specialization 3. Tableau (IFSCP 10)
- Specialization 4. Tally (IFSCP 11)
- Specialization 5. Asset management (IFSCP 12)
- Specialization 6. Indian Databases CMIE (IFSCP 13)

Marketing:

- Specialization 1. Graphics Design, Visual Content Creation and Editing Certification: (IFSCP 8)
- Specialization 2. Social Media Marketing Certification (IFSCP 9)
- Specialization 3. Web Analytics Certification (IFSCP 10)
- Specialization 4. Google Analytics & Google Ad Words Certification (IFSCP 11)
- Specialization 5. Lead Management and Prospecting Certification (IFSCP 12)

Human Resource Management:

- Specialization 1. Employee and Employer branding (IFSCP 8)
- Specialization 2. Human resource Information Systems Certification & Digital HR (IFSCP 9)
- Specialization 3. HR Metrics and Dash boarding (IFSCP 10)
- Specialization 4. HR life Cycle – Talent Management (IFSCP 11)
- Specialization 5. Compensation and Reward Management (IFSCP 12)
- Specialization 6. Labour Law and Industrial Relations (IFSCP 13)

Business Analytics:

- Specialization 1. Predictive Analytics with R package (IFSCP 8)
- Specialization 2. Machine Learning with Scikit-Learn (IFSCP 9)
- Specialization 3. Visualizing Data with Python and Tableau (IFSCP 10)
- Specialization 4. Data Mining with SQL (IFSCP 11)
- Specialization 5. Bibliometric Analytics (IFSCP 12)

Data Science:

- Specialization 1. Big data Analysis with PySpark & Hadoop (IFSCP 8)
- Specialization 2. Artificial Intelligence with Open CV (IFSCP 9)
- Specialization 3. Predictive Analytics with R package (IFSCP 10)
- Specialization 4. Visualizing Data with Python and Tableau (IFSCP 11)
- Specialization 5. Data Mining with SQL (IFSCP 12)

Agri-Business Management:

- Specialization 1. R programming for Seed Germination analysis & forecasting (IFSCP 8)
- Specialization 2. SPSS for Agriculture commodity forecasting (IFSCP 9)
- Specialization 3. Agripreneurship Development. (IFSCP 10)
- Specialization 4. Organic Farming, hydroponics & integrated farming system (IFSCP 11)
- Specialization 5. Artificial Intelligence in agriculture and allied sectors (IFSCP 12)
- Specialization 6. Agricultural Marketing Rules, regulations and Legislations (APMC Acts) (IFSCP 13)

Productions and Operations Management:

- Specialization 1. Inventory management (IFSCP 8)

- Specialization 2. Advanced Excel – MS Solver (IFSCP 9)
- Specialization 3. Lean Six Sigma (IFSCP 10)
- Specialization 4. Chat GPT in production optimization (IFSCP 11)
- Specialization 5. Manufacturing Execution systems (IFSCP 12)
- Specialization 6. Supply Chain Analytics (IFSCP 13)

Logistics & Supply Chain Management:

- Specialization 1. Port Management (IFSCP 8)
- Specialization 2. Lean Six Sigma (IFSCP 9)
- Specialization 3. Supply Chain Analytics (IFSCP 10)
- Specialization 4. International Logistics and Trade (IFSCP 11)

Entrepreneurship and Startup:

- Specialization 1. New Venture Creation & Technology Entrepreneurship (IFSCP 8)
- Specialization 2. Entrepreneurial Finance & Marketing (IFSCP 9)
- Specialization 3. Startup Operations and Scalability (IFSCP 10)
- Specialization 4. Entrepreneurial Strategy and Legal framework (IFSCP 11)



International Boot Camp



Finishing school certification courses



Student Exchange Program with VEMU Institute of Technology, Chittoor

Digital literacy

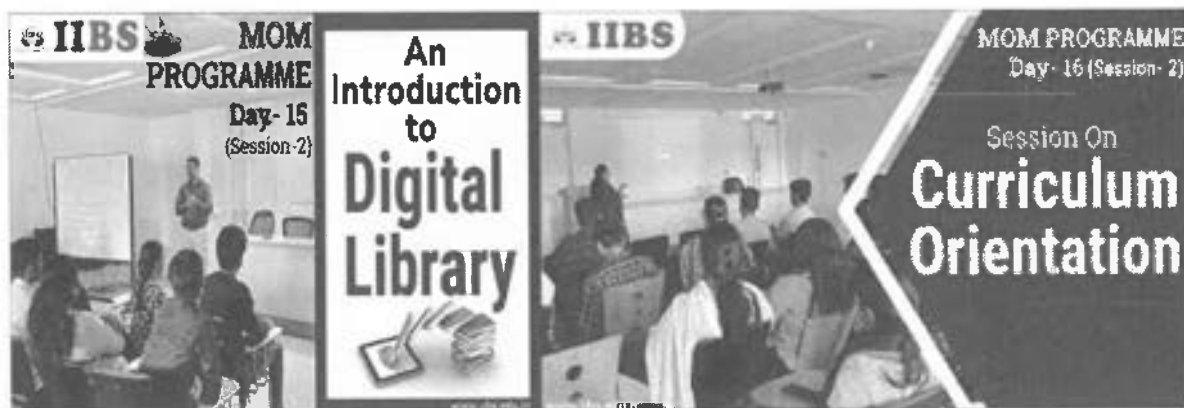
Digital literacy provides an understanding of the technologies that we encounter every day, and how history can inform the technology decisions executives' face today. IIBS offers various digital literacy skills courses like Business Analytics, Digital Marketing, Strategic Thinking and Design Skills etc. It also helps to familiarize the concepts that underpin modern digital programming, empowering managers to engage with engineers credibly and confidently. It helps the managers to identify, recruit, and nurture the technical talent they will need to succeed in today's highly competitive job market.

The overall development of the curriculum is as per the industry requirements/ inputs/ expectations. The courses specially designed to develop professional skills are

Induction program and Management Orientation Month:

This program helps the new students to adjust and feel comfortable in the new environment, inculcate in them the ethos and culture of the institution, help them build bonds with other students and faculty members, and expose them to a sense of larger purpose and self-exploration. Orientation is given about a complete session on career prospects in each specialization from the industry will be organized before choosing a specialization. MOM program objective is to bring all the students from different disciplines and skill sets to one basic management platform, from there they will be in a position to move on to a path of enrichment of knowledge, acquisition of skills and fine tenement of attitude that takes them to their

destinations. Whereas the bridge course aims to bridge the gap between subjects studied at the graduation level and the subjects they would be studying in this PGDM program i.e. to reduce the gap in Accounting, Finance, Marketing, Operations Management, Statistics, and English Communication of the students from different educational backgrounds and to help them identify their potential areas for self-development.



Industry immersion program (IMP):

IMP is held regularly to acquaint students with the basic know-how of corporate functioning, expectations, and requirements from potential employees and is offered to improve employability. Some of the topics covered in the industry immersion program are corporate talks, mock interviews, emotional intelligence, body language, and professional etiquette, presentation skills, public speaking, and journey from college to industry. Emphasis is laid on improving written and oral communication, managerial competency through this program.



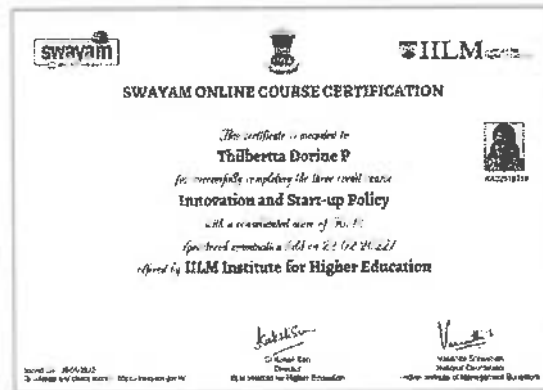
Entrepreneurship Program:

To inculcate entrepreneurship skills in students IIBS offers Entrepreneurship subject as a core paper in 3rd Trimester and conducted various workshops, guest lectures and business plan presentations for innovative, creative and motivated students who aspire to become entrepreneurs by setting up their own business enterprises.

S. No	Nature of the Course	Date	No. of Participants	PO Mapping
1	Is Startup India boosting entrepreneurship	4 th January 2021	39	PO3, PO4 & PO7
2	Entrepreneurship Development strategies for achieving and sustaining growth	21 st May 2021	28	PO3, PO4 & PO7
3	Business Plan presentation	7 th September 2022	27	PO3, PO4 & PO7
4	Entrepreneurship Development	14 th July 2022	35	PO3, PO4 & PO7
5	Awaken the Entrepreneur in You	28 th March 2023	22	PO3, PO4 & PO7
6	Entrepreneurship Awareness Program	9 th December 2023	39	PO3, PO4 & PO7
7	Innovation and Entrepreneurship	15&16 May 2024	70	PO3, PO4 & PO7



- Projects/MOOCs/ Experiential Learning Programs are a regular feature at IIBS.



- Industrial Visits, Workshops, Community Development programs (outreach programs) are some of the Learning by Doing Initiatives already in practice at IIBS.



Community Visits



Industrial Visits

- The students 'clubs are actively involved in organizing various activities from time to time like debates, quizzes, expert talks, business plan competitions, etc.



- Research Club activities to promote and foster a culture of research among students. The students along with faculty members at SRFMS have also published research papers as a department initiative to encourage research.
- The volunteers of the NSS Club visit actively participation in Blood Donation camps, Swatch bharath abhiyan, Health checkup etc. and learn basic management concepts like Team Work, Planning and Decision Making.



- Table 4.3 shows the details on the additional competency certificate courses offered at IIBS such as Advance Excel, Tally ERP, SAP FICO, Sales & Distribution, Digital Marketing, Power BI, Tableau and SPSS etc.

S. No	Value added activity/ session	Target audience	Date-Mont h- Year	Faculty in charge	Resource person	No. of Beneficiaries	Relevance to POs
1	Certification course in Excel	1 st Trimester	28/8/21 to 25/11/21	Mr. Rajesh AV	Mr. Niranjana Sr. Consultant, CSC Academy, Devanahalli	144	PO2 & PO6
2	Certification course in Advanced Excel	2 nd Trimester	23/12/21 to 28/3/22	Ms. Lakshma T	Mr. Narappa Reddy Assistant Professor	144	PO2 & PO6
3	Certification Course in Tally ERP	3 rd Trimester	20/4/22 to 1/7/22	Mr. Rajasekhar	Mr. Karthik Prakash Assistant Professor St. Francis College, Bangalore	144	PO1 & PO6
4	Certification Course in SAP FICO	4 th Trimester	11/11/21 to 1/2/22	Mr. Rambabu A	Mr. Veeresh Kumar A Sr. Consultant Wipro	8	PO1 & PO6
5	Certification Course in Digital Marketing	5 th Trimester	20/4/22 to 1/7/22	Mr. Rajasekhar	Mr. Kiran Koppada SEO Specialist, Bangalore	14	PO2 & PO8

6	Certification Course in Power BI	6 th Trimester	7/7/22 to 29/8/22	Mr. Ramba bu A	Mr. Sudheer Kumar Reddy Consultant, Besant Technologies Pvt Ltd	11	PO2 & PO6
7	Student Development Program on SPSS	4 th Trimester	9/10/23 to 13/10/23	Dr. Kethan	Dr. Mohammad Rafee New College, Chennai	30	PO6 & PSO2
8	Certification Course in Tally. Prime with GST	3 rd Trimester	5 th June to 24 th July 2023	Dr. Kethan	Mr. Niranjana Sr. Consultant, CSC Academy, Devanahalli	132	PO2, PO6 and PSO1


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 OF BUSINESS STUDY
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 Bengaluru North - 562157



IIBS

INTERNATIONAL INSTITUTE OF BUSINESS STUDY

75, Muthugadahalli, Jala Hobli, Begur, Near Airport, Bengaluru North, Karnataka 562157.

DEPARTMENT OF PGDM

**Conducting Add on Course:
Excel**

Date : 28-08-2021 to 25-11-2021

Time : 10:30 am to 12:30pm



Class: PGDM' 1st Trimester

Event Co-ordinators

Mr. Rajesh A V
Assistant Professor

Resource Person

Mr. Niranjan
Sr. Consultant,

Venue :
Seminar Hall - I



IIBS INTERNATIONAL INSTITUTE OF BUSINESS STUDY

(Managed by Smt. B. Devi Educational and Charitable Trust)

BENGALURU CAMPUS :
75, Multiringudahalli, Jalah Hobli,
Bangalore North Taluk, Bangalore Urban District,
Bangalore - 562157, Karnataka

TRUST OFFICE :
119, KHB Main Road,
Kankaganar, R. T. Nagar, Post,
Bangalore, Karnataka 560032

COURSE: MS EXCEL

Objectives:

Total Hrs:- 30 hrs

- Demonstrate a basic understanding of computer hardware and software.
- Demonstrate problem-solving skills.
- Apply logical skills to programming in a variety of languages.
- Utilize web technologies.
- Present conclusions effectively, orally, and in writing.
- Demonstrate basic understanding of network.

Module 1: Introduction to Excel

4 hours

Introduction to Excel interface, understanding rows and columns, Naming Cells, Working with excel workbook and sheets.

Module 2: Formatting excels work book:

6 hours

New, Open, Close, Save, Save As, Formatting Text: Font Size, Font Style, Font Color, Use the Bold, Italic, and Underline, Wrap text, Merge and Centre, Currency, Accounting and other formats, Modifying Columns, Rows & Cells.

Module 3: Perform Calculations with Functions

8 hours

Creating Simple Formulas, Setting up your own formula, Date and Time Functions, Financial Functions, Logical Functions, Lookup and Reference, Functions Mathematical Functions, Statistical Functions, Text Functions.

Module 4: Sort and Filter Data with Excel

4 hours

Sort and filtering data, Using number filter, Text filter, Custom filtering, Removing filters from columns, Conditional formatting.

Module 5: Create Effective Charts to Present Data Visually

8 hours

Inserting Column, Pie chart etc., Create an effective chart with Chart Tool, Design, Format, and Layout options, Adding chart title, Changing layouts, Chart styles, Editing chart data range, Editing data series, Changing chart.

Reference

- https://www.youtube.com/watch?v=I6fZZXexZuE&list=PLXwTOG3-tRwgy4lJ9j_CPwpJmr2uCaGH1
- <https://www.youtube.com/watch?v=V10H-qTclOg>
- <https://www.youtube.com/watch?v=wbJcJCbCMg>

PGDM 2021-23(1st sem)

Course : Excel

Reg No	Name	28-08-2021	04-08-2021	11-09-2021	18-09-2021	25-09-2021	02-10-2021	09-10-2021	16-10-2021	23-10-2021	30-10-2021	06-11-2021	13-11-2021	20-11-2021	23-11-2021	25-11-2021
22PGDM001	Abhishek Kumar Jha	P	A	P	P	P	A	P	P	P	A	P	P	P	P	P
22PGDM002	Abhishek Singh	P	P	A	P	P	P	A	P	P	A	P	P	P	P	P
22PGDM003	Abhishek Srivastava	A	P	P	P	P	P	P	P	A	P	P	P	A	P	P
22PGDM005	Adurty Meghana	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM008	Akshat Agarwal	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P
22PGDM009	Akshay Chhanker	A	P	P	P	P	P	A	P	P	P	P	A	P	P	P
22PGDM010	Algaskampeta Vysnnavi	P	P	P	P	A	P	P	P	P	P	P	P	A	P	P
22PGDM011	Amalantishanth N	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM012	Aniket Sarkar	P	A	P	P	P	A	P	P	P	A	P	P	P	P	P
22PGDM013	Anil Jaiswal	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM014	Anireddy Harshavardhan Reddy	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM015	Anmol Gulati	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM016	Anshuman Singh Chauthan	P	P	A	P	P	P	P	P	A	P	P	P	P	A	P
22PGDM017	Anuj Gupta	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P
22PGDM018	Anurag Mishra	P	P	P	A	A	P	P	P	P	P	P	A	P	P	P
22PGDM019	Apala Kohari	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM020	Arita Khan	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P
22PGDM021	Ashutosh Durbey	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM023	Ashwin Kalthait	P	A	P	P	P	A	P	P	P	P	P	A	P	P	P
22PGDM024	Avik Mandal	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM025	Ayush Srivastava	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM026	Ayushi Makwana	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P
22PGDM027	Balada Belarain	A	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM028	Bandatmakuri Jaswanth Reddy	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM030	Bhagwat Vivek Sudhakar	P	P	P	P	A	P	P	P	P	A	P	P	P	P	P
22PGDM031	Biswajyoti Bhadra	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM032	Bukka Kranthi Kumar	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P
22PGDM033	Chegireddy Rameshreddy	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM034	Chennamareddy Gari Chakradhar Kp	P	P	P	A	P	P	P	A	P	P	P	P	P	A	P
22PGDM035	Dampella Aravind Yadav	P	P	P	P	P	A	P	P	P	P	P	P	P	A	P
22PGDM036	Dasari Tarun Kumar	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P
22PGDM037	Deb Kumar Sao	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM038	Deeksha Sharma	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P
22PGDM039	Deepak Kumar	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM040	Deepak Raj Mehta	P	A	P	P	A	P	P	P	P	P	P	P	P	P	A
22PGDM041	Deepali Patel	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P
22PGDM042	Dekhane Bhagyesh Dnyaneshwar	P	P	P	P	A	P	P	P	P	P	P	A	P	P	P



Sample Certificate

IIBS INTERNATIONAL INSTITUTE OF BUSINESS STUDY

CERTIFICATE OF COMPLETION

This certificate is presented to

WHO IS STUDYING IN INTERNATIONAL INSTITUTE OF BUSINESS STUDY, BEARING
REG NO. _____ HAS SUCCESSFULLY COMPLETED HIS/HER ADD-ON
COURSE ON "EXCEL" FROM 28-08-2021 TO 25-11-2021.

DATE:

Dr. Tripuraneni Jaggaiah
Director, IIBS



IIBS

INTERNATIONAL INSTITUTE OF BUSINESS STUDY

75, Muthugadahalli, Jala Hobli, Begur, Near Airport, Bengaluru North, Karnataka 562157.

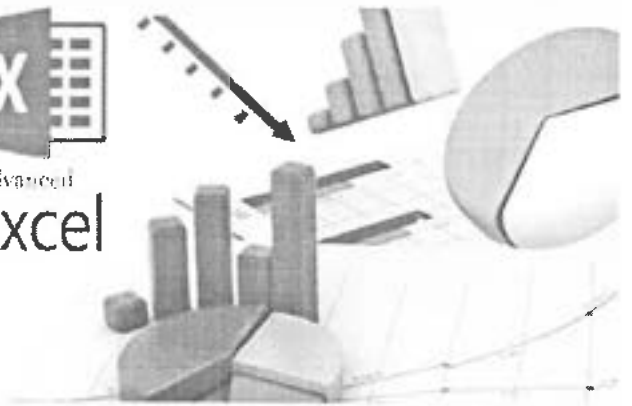
DEPARTMENT OF PGDM

Conducting Add on Course on Advanced Excel

Date : 23-12-2021 to 28-03-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 2nd Trimester



Event Co-ordinators

Ms. Lakshamma T
Assistant Professor

Resource Person

Mr. Narappa Reddy
Asst. Professor

Venue :
Seminar Hall - I



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BENGALURU CAMPUS :
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Bangalore - 562157, Karnataka

TRUST OFFICE :
119, KHB Main Road,
Kankanagar, R.T.Nagar, Post,
Bangalore, Karnataka 560032

COURSE: ADVANCED EXCEL COURSE SYLLABUS

TOTAL HRS – 30

Course outcome: on successful completion of the course, the students will be able to

- To optimize the use of MS-Excel for powerful data analysis
- To apply correct data visualization technique to gain optimal presentation of data
- To apply enhanced features of MS-Excel

MODULE I: KNOW YOUR WORK BOOK

(15hrs)

Workbook and worksheets- Navigation with keyboard, Tabs and ribbons, file menu, quick access toolbar, create print and save workbook, worksheet basics, protecting excel workbook and worksheet, importing and exporting data, co-authoring; Data and Formatting-Adding Data ,Cut Copy Paste , Data fill ,Data Movement , Cell Formatting ,Conditional Formatting, Cell Operations , Reusable Lists , Data Validation , Sorting And Filtering , Tables.

MODULE II: FORMULAS AND FUNCTIONS

(10hrs)

understanding formulas; operators in formula; named ranges; calculations; functions in formulas; relative and absolute addressing; referencing cells outside the worksheet and workbook; functions - logical, summarizing, text , lookup, reference, data and time, math functions; error handling, formula auditing

MODULE III: CHARTS

(05hrs)

Charts types and uses, Chart depiction – column, line, pie, bar, bubble, histogram Analysis - Pivot Table, Pivot Charts, What If Analysis

Reference :

- <https://support.microsoft.com/en-gb/office/video-advanced-formulas-and-references-2225a2be-7a49-4fa5-91bb-5941c20653e5>
- <https://blog.hubspot.com/marketing/learn-excel-resources>

PGDM 2021-23(2nd sem)

Course : Advanced Excel

Ref No	Name	23-12-2021	27-12-2021	29-12-2021	04-01-2022	07-01-2022	12-01-2022	21-01-2022	28-01-2022	03-02-2022	07-02-2022	11-02-2022	24-02-2022	09-03-2022	22-03-2022	28-03-2022
22PGDM001	Abhishek Kumar Jha	P		A	P	P	P	P	P	P	A	P	P	P	P	P
22PGDM002	Abhishek Singh	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM003	Abhishek Srivastava	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM005	Aditya Meghana	P	P	P	A	P	P	P	P	P	A	P	P	A	P	P
22PGDM008	Akshat Agarwal	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM009	Akshay Chhonker	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM010	Alankampeta Vyshnavi	P	P	P	P	A	P	P	A	P	P	P	P	P	P	P
22PGDM011	Anaknisbaath N	P	P	P	P	P	P	P	P	P	A	P	P	A	P	P
22PGDM012	Aniket Sarkar	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P
22PGDM013	Anil Jaiswal	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM014	Anreddy Harshavardhan Reddy	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P
22PGDM015	Anmol Gulati	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM016	Anshuman Singh Choudhan	P	A	P	P	P	P	A	P	P	P	P	P	A	P	P
22PGDM017	Anuj Gupta	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P
22PGDM018	Anurag Mishra	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM019	Apna Kothari	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM020	Arifa Khan	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P
22PGDM021	Ashutosh Dubey	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P
22PGDM023	Ashwin Nathail	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P
22PGDM024	Atik Mandal	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM025	Ayush Srivastava	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM026	Ayush Malikwana	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P
22PGDM027	Balada Balaram	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM028	Bandamakuri Jaswanth Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM030	Bhagawat Vivek Sudhakar	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM031	Biswajyoti Bhadra	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM032	Bukka Kranthi Kumar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM033	Chegireddy Rameshreddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM034	Chennareddy Gari Chakradhar Reddy	P	P	A	P	P	P	P	P	P	P	P	A	P	P	P
22PGDM035	Dampeta Aravind Yadav	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
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22PGDM037	Deb Kumar Sao	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM038	Deeksha Shanna	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM039	Deepak Kumar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM040	Deepak Raj Melkar	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM041	Deepak Patel	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM042	Deekha Bhaagesh Dhyayeshwar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM043	Devarakonda Venkata Datta Phaniendra	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM044	Duggishetty Archana	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM045	Fillura Bramhananda Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM046	Gaikwad Raseshwari Dhyayeshwar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM047	Gandhi Varun Vikas	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P

Sample Certificate



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COURSE ON "ADVANCED EXCEL" FROM 23-12-2021 TO 28-03-2022.

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Dr. Tripuraneni Jaggaiah

Director, IIBS



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75, Muthugadahalli, Jala Hobli, Begur, Near Airport, Bengaluru North, Karnataka 562157.

DEPARTMENT OF PGDM

Tally

POWER OF SIMPLICITY

Tally.ERP 9

Conducting Add on Course: Tally ERP

Date : 20-04-2022 to 01-07-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 3rd Trimester

Resource Person

Mr. Karthik Prakash

Assistant Professor & HOD,
St. Francis College, Koramangala, Bengaluru

Event Co-ordinators

Mr. U Rajasekhar
Assistant Professor

Venue :
Seminar Hall - I



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Bangalore - 562157, Karnataka

TRUST OFFICE :
119, KHB Main Road,
Kankanagar, R.T Nagar, Post,
Bangalore, Karnataka 560032

COURSE: TALLY.ERP9

TOTAL HRS – 30

Course outcome: on successful completion of the course.

Student by their own will create company, enter accounting voucher entries including advance voucher entries, reconcile bank statements, do accrual adjustments, and also print financial statements.

MODULE 1: BASIC OF ACCOUNTING

8hrs

Introduction -Types of Accounts - Accounting Principles or concepts - Mode of Accounting - Rules of Accounting - Double-entry system of bookkeeping. Fundamentals of tally.ERP 9 - Company Features -Configuration - Getting functions with Tally.ERP9 - Creation / setting up of Company in Tally.ERP9

MODULE 2: ACCOUNTING MASTERS IN TALLY.ERP 9

7hrs

Chart of Groups - Groups - Multiple Groups - Ledgers - Multiple Ledgers. Inventory masters in tally.ERP9 - Stock Groups -Multiple Stock Groups - Stock Categories - Multiple Stock Categories - Units of Measure - Stock Items

MODULE 3: VOUCHERS ENTRIES IN TALLY.ERP9

10hrs

Introduction - Types of Vouchers - Chart of Vouchers - Accounting Vouchers - Inventory Vouchers - Invoicing. Taxes in tally.ERP9 - TDS - TDS Reports - TDS Online Payment - TDS Returns filing - TDS Certificate issuing - 26AS Reconciliation - TCS - TCS Reports - GST - GST Returns - EPF - ESIC - Professional Tax

MODULE 4: TECHNOLOGICAL ADVANTAGES IN TALLY.ERP9

5hrs

Tally vault - Security controls - Tally Audit - Backup and restore - Split company data - Import and export of data - Printing Reports and Cheques

Reference

- Tally ERP 9 by Shradha Singh, 2014
- Tally. ERP 9 Training Guide by Nandhani
- GST Using Tally.ERP 9 by Tally Education Pvt. Ltd
- Financial Accounting with Tally.ERP 9 by Dr. Abhishek Srivastava
-

https://www.youtube.com/watch?v=RmYhKRtG8JY&list=PLHq_wPEVVWv1srLz3rZACr5PZlhXWSnVq

- <https://www.youtube.com/watch?v=eA8oK3wn1p4>

PGDM 2021-23(Ord sem)

Course : Tally ERP

Reg. No	Name	20-04-2022	26-04-2022	29-04-2022	03-05-2022	06-05-2022	11-05-2022	19-05-2022	23-05-2022	25-05-2022	08-06-2022	13-06-2022	16-06-2022	21-06-2022	28-06-2022	01-07-2022
22PGDM001	Abhishek Kumar Jha	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P
22PGDM002	Abhishek Singh	P	P	A	P	P	P	A	P	P	P	P	P	P	A	P
22PGDM003	Abhishek Srivastava	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM005	Adury Meghana	P	P	P	A	P	P	A	P	P	P	P	A	P	P	P
22PGDM008	Akshay Agarwal	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM009	Akshay Chitrakar	P	P	P	P	P	P	P	P	A	P	P	P	P	A	P
22PGDM010	Alakanipeta Vyshnavi	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM011	Ananishanth N	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM012	Aniket Sarkar	P	P	A	P	P	P	P	P	P	P	P	A	P	P	P
22PGDM013	Anil Jaiswal	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM014	Anireddy Harshvardhan Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM015	Anmol Gulati	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM016	Anshuman Singh Choudhan	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM017	Anuj Gupta	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM018	Anurag Mishra	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM019	Apala Kothari	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P
22PGDM020	Arifa Khan	P	P	P	P	P	P	P	P	A	P	P	P	P	A	P
22PGDM021	Ashutosh Dubey	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P
22PGDM023	Ashwin Kalliat	P	A	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM024	Avik Mandal	A	P	P	P	P	A	P	P	P	P	A	P	P	P	P
22PGDM025	Ayush Srivastava	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM026	Ayushi Makwana	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM027	Balaji Balaran	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM028	Bandannakuni Jaswanth Reddy	P	A	P	P	P	P	P	P	P	P	P	A	P	P	A
22PGDM030	Blagwat Vivek Sudhakar	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P
22PGDM031	Biswajyoti Bhadra	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM032	Bukka Kranthi Kumar	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM033	Chegireddy Rameshreddy	P	A	P	P	P	P	P	P	P	P	P	P	P	P	A
22PGDM034	Chennureddy Gan Chakradhar Reddy	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM035	Dampela Aravind Yadav	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM036	Dasari Tarun Kumar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM037	Deb Kumar Sao	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM038	Deeksha Sharma	P	P	P	P	P	P	P	A	P	P	P	P	P	P	A
22PGDM039	Deepak Kumar	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P
22PGDM040	Deepak Raj Mehta	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM041	Deepali Patel	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM042	Deekhan Bhagvath Dnyaneshwar	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM043	Devarakonda Venkata Datta Phaniendra	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A
22PGDM044	Duggasirethy Archana	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM045	Efturu Brambaranda Reddy	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM046	Ganikwad Raseshwari Dnyaneshwar	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM047	Gandini Varun Vikas	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM048	Gujjala Hemantkumar	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM049	Gumpati Choudhary	P	P	A	P	P	P	P	P	P	P	A	P	P	P	P
22PGDM050	Harshit Aggarwal	P	P	P	P	P	P	A	P	P	P	P	A	P	P	P

Mr. Karthik P

Assistant Professor

Qualification: M.Com, NET, KSET, (Ph.D)

Current Status: Vice Principal

Date of Joined: 3/8/2020

Total Experience: 8.7 years

Teaching : 8.7 years

Industry : 1.5 years

Mr. Karthik P has completed his Master of Commerce (M.Com), specialized in Accounting and Taxation from Department of Commerce, Central College campus, Bangalore University and has qualified UGC National Eligibility Test (NET) from NTA and KSET from University of Mysore.

Publication (Books)

S.No.	Book title	Publisher	Authors
1	Digital Marketing	Vision Book House	Karthik P, Padmavathi N, Rachana K M
2	Information Technology for Business	Himalaya Publishing House	R G Saha, Karthik P
3	Digital Marketing	Himalaya Publishing House	Dr. Arijit Roy, Karthik P, Shankar Gudda

Publication (Papers)

SAMPLE CERTIFICATE



IIBS INTERNATIONAL INSTITUTE
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Tally
ERP.9

CERTIFICATE

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WHO IS STUDYING IN INTERNATIONAL INSTITUTE OF BUSINESS STUDY, BEARING REG NO.
----- HAS SUCCESSFULLY COMPLETED HIS/HER ADD-ON COURSE ON
"TALLY ERP 9" FROM 20-04-2022 TO 01-07-2022.



DATE:

Dr. Tripuraneni Jaggaiah
Director, IIBS



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INTERNATIONAL INSTITUTE OF BUSINESS STUDY

75, Muthugadahalli, Jala Hobli, Begur, Near Airport, Bengaluru North, Karnataka 562157.

DEPARTMENT OF PGDM

Conducting Add on Course: SAP - FICO

Date : 11-11-2021 to 01-02-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 4th Trimester



Event Co-ordinators

Dr. A Rambabu
Assistant Professor

Resource Person

Mr. Veeresh Kumar V
Sr. Consultant,
WIPRO

Venue :
Seminar Hall - I



IIBS INTERNATIONAL INSTITUTE OF BUSINESS STUDY

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BENGALURU CAMPUS :
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Bangalore - 562157, Karnataka

TRUST OFFICE :
119, KHB Main Road,
Kankanagar, R.T.Nagar, Post,
Bangalore, Karnataka 560032

COURSE: SAP – FICO

OBJECTIVE:

TOTAL HRS - 30

- To facilitate the students in understanding the use of SAP FICO software in the business organization.

UNIT 1: INTRODUCTION TO SAP

06 Hrs

History of the sap, Different SAP FICO modules, Introduction to SAP FICO, Enterprises structure - Creation of the company, Company code, Business Area, Functional area, Segment area, Fm area.

UNIT 2: FINANCIAL ACCOUNTING GLOBAL SETTINGS

05 Hrs

Fiscal year variant, posting period, Document type, Posting keys, Field status variant

UNIT 3: NEW GENERAL LEDGER CONCEPT

06 Hrs

Maintenance of Leading & Non-leading ledger, Activation of Non-leading ledger, Scenario's & customer fields for non-leading ledgers, Ledger group, Document splitting concept.

UNIT 4: GENERAL LEDGER ACCOUNTING AND GLOBAL SETTINGS

05 Hrs

Chart of accounts, accounting groups, Creation and maintenance of account master, Transaction entry, Document parking and holding, Recurring entry/sample document

UNIT 5: ACCOUNT RECEIVABLES/PAYABLES

04 Hrs

Creation of customer/vendor master record, Invoice entry, Incoming/outgoing payments, Automatic payment programmer, Special GL ledger, Dunning, Payment term

UNIT 6: FINANCIAL STATEMENT VERSIONS

04 Hrs

A configuration of financial statement versions, Execution of reports, Year-end closing activities, Period-end closing activities.

Reference

- <https://cloudfoundation.com/sap-fico-training/>

•

<https://www.youtube.com/watch?v=iQhTbG5Xl3c&list=PL0avVLYg8Hmz90UcuI2S1Cz8kBtc1Mb0>

•

<https://www.youtube.com/watch?v=ZhVbXNHhPBc&list=PL3LnzjBVisiQWL3aOvRpd7HJQdUbMDC8H>

PGDM 2020-22 (4th sem)(Finance)

Course : SAP - PKU

Sl. No	Name	11-11-2021	16-11-2021	18-11-2021	25-11-2021	30-11-2021	06-12-2021	14-12-2021	22-12-2021	28-12-2021	04-01-2022	10-01-2022	20-01-2022	24-01-2022	28-01-2022	01-02-2022
20PGDM003	Addala Sai Teja	P	P	P	P	P	P	A	P	P	A	P	P	P	P	P
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20PGDM013	Korla NV Sakumar	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
20PGDM014	Krautika Jain	P	P	P	P	P	A	P	P	P	P	P	P	P	P	A
20PGDM016	Nala Jyotsna Mounika	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM017	Neha Bharti	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P
20PGDM020	Ritica Kumari	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM025	Thibertta Dorine P	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P

M. K. S.

PRINCIPAL

International Institute of Business Study

#75, Muthugadahalli, Bangalore North,
Jala Hobli, Bangalore - 562157



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CERTIFICATE

OF COMPLETION

This certificate is presented to

**WHO IS STUDYING IN INTERNATIONAL INSTITUTE OF BUSINESS STUDY, BEARING
REG NO. _____ HAS SUCCESSFULLY COMPLETED HIS/HER ADD-ON
COURSE ON "SAP - FICO" FROM 11-11-2021 TO 01-02-2022.**

DATE:

**Dr. Tripuraneni Jaggaiah
Director, IIBS**

Curriculum Vitae

Veeresh Kumar

#25, 1st Main, 3Rd Cross,

Email: vpb.veera@gmail.com

Maruti Nagar, Kogilu Cross, Yelahanka
Bengaluru

Career Objective

To work in an organization where I use my skills and knowledge to deliver value added results as well As further enhance my learning and develop my career in the field of Procurement to Payment

Career Summary

- Professional experience of around 9 Years in Sr. Consultant
- Preparation of Management Reports.
- Excellent training skills and analytical ability.
- Besides possess good communication and interpersonal skills and ability to build teamwork.

Educational Qualification

- M.B.A (Finance) from SV University

Experience Summary

Organization	Spyro Strategic Consultant LLP Client - WIPRO
Designation	Sr. Consultant
Duration	Apr' 2017 to Till Date

Responsibilities

- Processing the three way P.O matching invoices in SAP
- Validating charges against contract/services invoices (NON-P.O)
- Checking the parked invoices in FV60 and same will be posting in the system.
- Identifying billing errors and dispute charges with the vendor
- Develop, manage and maintain positive relationships with vendors
- Working with divisional finance team to resolve allocation queries
- Monitor an follow up regularly with the vendors to ensure prompt payment of complaint invoices
- Vendor master creation in SAP (Regular or One time)
- Daily reporting of aged invoices as well as monthly
- Assist senior manager in the preparation of weekly and monthly MIS Reports
- Preparation of Request for quotation to vendors
- Preparing the purchase order and forwarding to vendors

- Processing the Goods receipt through MIGO

Organization	Neovia Logistics India Pvt Ltd
Designation	Accounting Analyst
Duration	Oct'2013 to Feb' 2017

Responsibilities

- Indexing the APAC, US and UK invoices
- Verify and process all PO and Non PO invoices
- Processing all invoices with 100% accuracy and timeliness
- Checking purchase order status and verifying the PR.
- Reconcile vendor accounts
- Creating vendor Master setup in SAP
- Resolve invoice discrepancies
- Manage vendor invoices and Maintain updated vendor files
- Perform month end account analysis
- Maintain good audit compliance and controls
- Team player and help the team along with training for new joiners

Organization	ABB Global Industries & Services Ltd (Payroll - Ken Consulting Ltd)
Designation	Sr. Executive (Accounts)
Duration	Dec'2010 to Aug'2013

Responsibilities

- Process Vendor Invoices in SAP-Accounts Payable Module.
- Creating the PR's and PO.
- Handling Vendor payment status issues.
- Pre-verification of invoices & other documents to ensure they comply with the various policies & pass the AP Payment criterion followed at MI/CF.
- Ensure timely & proper filing of Invoice/Vouchers & other Accounts Payable records.
- Verification of Purchase invoices against Purchase Orders, GRN/MRA and Agreement with vendors.
- Prepare & maintain various excel trackers & reports.
- Handle Internal & statutory audit for Accounts Payables.
- Fixed Assets accounting & related functions like physical verification of assets etc.



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DEPARTMENT OF PGDM



Conducting Add on Course:
Digital Marketing

Date : 20-04-2022 to 01-07-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 5th Trimester

Resource Person

Mr. Kiran Koppada

SEO Specialist

Event Co-ordinators

Mr. U Rajasekhar
Assistant Professor

Venue :

Seminar Hall - I



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BENGALURU CAMPUS :
75, Muthugadahalli, Jalahalli,
Bangalore North Taluk, Bangalore Urban District,
Bangalore - 562157, Karnataka

(Managed by Smt. B. Devi Educational and Charitable Trust)

TRUST OFFICE :
119, KHB Main Road,
Kankanagar, R 3 Nagar, Post,
Bangalore, Karnataka 560032

COURSE: DIGITAL MARKETING

TOTAL IIRS – 30

Course outcome: on successful completion of the course, the students will be able to

- a. Understand the digital marketing
- b. Gain the knowledge of website
- c. Understand the Website and its trafficking
- d. Know the creation of website

Module 1: Introduction to digital marketing

5hrs

Defining digital marketing, how is it different from traditional marketing, why is it relevant now?

Module 2: Introduction to website

7hrs

Techniques used to optimize any article, website, or blog for traffic & amp, revenue generation, Search engine marketing mostly revolves around paid search advertising.

Module 3: Website and its trafficking

10hrs

Analysing the behaviour of visitors to a website through reports based on traffic sources, referring sites, page views, and conversion rates of that website, Generation of traffic via a third party (company/website), The third party is paid a commission fee to drive traffic to your website.

Module 4: Creation of website:

8hrs

How to create a website on Word Press, use website analytics to track the behavior of visitors to a website, how to create content that matches the user intent and also your business goals.

Reference

- Internet World Stats (2015) World Internet Users Statistics [Online]
<http://www.internetworldstats.com/stats.htm>
- Aufray, J., 2009. Master International Business & Marketing, IDRAC Lyon (2009)
- Duernmyer, 2017. <https://www.thebalance.com/can-you-really-make-money-with-affiliate-marketing-1794168>
- McDonald, M., 2012. Market Segmentation: How to do it, how to profit from it, John Wiley & Sons.

PGDM 2020-22(5th sem)(Marketing)

Course : Digital marketing

Reg No	Name	10-02-2022	15-02-2022	18-02-2022	22-02-2022	26-02-2022	03-03-2022	08-03-2022	11-03-2022	15-03-2022	21-03-2022	22-03-2022	29-03-2022	05-04-2022	13-04-2022	20-04-2022
20PGDM001	Aakash Verma	P	A	P	P	P	P	P	P	P	A	P	P	P	P	P
20PGDM003	Addala Sri Teja	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
20PGDM004	Bhavana K L	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A
20PGDM005	Byreddy Dhanush Ruddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM007	Durvesh Prasad Das	P	P	A	P	P	P	P	P	P	P	A	P	P	P	P
20PGDM010	Kaajal Kumari	A	P	P	P	A	P	P	P	P	P	P	P	A	P	P
20PGDM011	Kala Vina	P	P	P	A	P	P	P	P	P	P	P	P	P	P	A
20PGDM015	Minal Dhote	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM018	Nitish Dobriyal	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM019	R. Abirudh	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
20PGDM021	Ritu Arma Patel	A	P	P	P	P	P	P	P	P	P	P	P	A	P	P
20PGDM022	Saket Kumar	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P
20PGDM024	Srinanika Saha	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM001	Aakash Verma	P	P	P	P	P	P	P	A	P	P	P	P	P	P	A

M. Reddy

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Jala Hobli, Bangalore - 562157

Professional Summary - Prof. Koppada Kiran (PhD)

Email: koppadakiran2021@gmail.com | Contact: 77608 55625



Managing Director - Grahtek, Professor of Practice, Entrepreneur, Trainer

Experience Brief: Prof. Koppada Kiran has been working in Industry and Academia for 23 + years. Having worked for IT Industry for tenure of 11+ years having expertise in Global Markets across Industry Verticals in **Global Strategy, Digital Sales & Marketing, Bid Management, Project Management, Professional Services & Pre Sales**. My Academia experience is 11+ in Training & Teaching Executive Global MBA, PGDM, BBA programs with leading **Global & Indian Universities, Business Schools**.

Industry Experience:

- 12+ Years of **Global IT Software, Product & FinTech Companies**, ISO & CMM Level-5 companies viz Grahtek, Fime Mindteck, Valtech, Trigent, Sutherland with a turnover of **50 – 500 million dollars**.
- Key roles: **Global Strategy, Program & Agile Project Management, Marketing & Sales Roles**, with Global Technology, Functional Teams | **Worked in UK on Consulting Engagements**

Teched, Training, Teaching Experience – Hybrid Model

- 11+ years teaching for Executive & Regular MBA, PGDM, BBA, Commerce, International Business Programs – WEBINAR + Classroom Mode. **PES – Indiana University of Pennsylvania** in 2017-18
- Master Trainer for MHRD – AICTE Innovation Ambassador Program – conducted FDP for 140 + faculties across South India on Business Plan & Strategy
- Training 4000+ Industry Professionals, Faculty PGDM/MBA, UG-BBA students on Business Analysis & Project management MS Office, Analytics, Digital Marketing, Business & Technology Areas
- **Digital Fluency** Training for Higher Education Institutions, Faculty and students in-line with the National Education Policy -2020
- Adjunct Professor at Ramaiah Institute of Management 2021-22, Empaneled Professor for leading American Universities – SNHU, TIFFIN, St. Leo University,
- Adjunct Professor at Alliance Business School, Bangalore 2017-18
- Faculty for the working professionals **Manipal University, EMBA Program, 2011-15** teaching Strategic Management, Marketing, Consumer Behavior, Global Marketing, International Business & e IFIM/JAGSOM WP Programs **& University of London – Global MBA Program 2015 – 2019**
- Conducting Training & Certification, Entrepreneurship Workshops in Women, Technology, Faculty & Student - **WEDP|TEDP|FDP|EDP|SDP** on Digital Fluency, AI & ML, Frugal Innovation, Innovation Risk Diagnostic, Business Plan & Strategy, Digital Marketing & Sales Strategy at SR University - Warangal, REVA University, SRITW, Dr. Ambedkar Institute of Technology, ABBS Bangalore

Academics

- MBA IT AIMA, New Delhi, 1997-1999
- BBM, GITAM, Andhra University, 1992-1999

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"DIGITAL MARKETING" FROM 20-04-2022 TO 01-07-2022.**

DATE:

**Dr. Tripuraneni Jaggaiah
Director, IIBS**



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75, Muthugadahalli, Jala Hobli, Begur, Near Airport, Bengaluru North, Karnataka 562157.

DEPARTMENT OF PGDM

Conducting Add on Course:
Power BI

Date : 07-07-2022 to 29-08-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 6th Trimester

Resource Person

Mr. Sudheer Kumar Reddy

Besant Technologies Pvt Ltd

Event Co-ordinators

Dr. A Rambabu

Assistant Professor

Venue :

Seminar Hall - I



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BENGALURU CAMPUS :
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Bangalore North Taluk, Bangalore Urban District,
Bangalore - 562157, Karnataka

(Managed by Smt. B. Devi Educational and Charitable Trust)

TRUST OFFICE :
119, KHB Main Road,
Kankalagat, R.T.Nagar, Post,
Bangalore, Karnataka 560032

COURSE: POWER BI

Course outcome: Learn how to connect to and visualize data, growing skills that help drive a data culture so that everyone can make better decisions based on data. Learn the process to design and deliver compelling Power BI reports.

MODULE I: Introduction to Power BI Syllabus Desktop 2hrs

Overview of Power BI – Installation - Settings

MODULE II: Data Transformations – Power BI Syllabus Desktop 9hrs

Types of Data Connectors, Query Editor-Loading Data-Sorting a column or data-Data Filter-Text Filter-Data Transformation Columns-Replace Values and Errors-Fill Down and Fill Up-Using If Statement-Introduction of M Queries and Variables-Working with Table Functions-Extract Columns and Rows from Tables-Adding Conditional Formulas-Table Expansions-Appending Query-Merge Query -Pivot and Un pivot-User Function

MODULE III: Data Modeling 8hrs

Fact Tables v/s Dimension Tables-Managing Data Relationships-Snowflake v/s Star Schema-Active v/s Inactive Relationships-Understanding Filter Flow-Two-way Filters-Creating Calculated Measures-Filter Context-DAX Syntax & Operators-Basic Date & Time Functions-Logical Functions-Text Functions-Calculate & Filter Functions-Using Calculated Tables-Time Intelligence

MODULE IV: Visualizing Data with Reports 6hrs

Introduction to Report View-Inserting Basic Charts & Visuals-Formatting Options-Map & Filled Map-Waterfall Chart-Report Filtering Options-Table and Matrix Visuals-Date Slicers-Cards-Tree maps-Line & Area Charts-Trend Lines & Forecasts-Editing Reporting Interactions-Adding Drill through Filters

MODULE V: Power BI Service 5hrs

Overview of Dashboards and Service-Uploading to Power BI Service-Configuring a Dashboard-Adding Textbox, Image Widgets-Filtering Dashboard-Sharing a Dashboard-Pinning a Live Page-Custom URL-Printing Dashboard and Exporting Data-Export to CSV and Excel-Power BI Notifications-Introduction to Power BI Mobile-Row-level Security

Reference links

- <https://powerbi.microsoft.com/en-us/downloads/>
- <https://docs.microsoft.com/en-us/power-bi/guidance/>
- <https://docs.microsoft.com/en-us/dax/>
- <https://docs.microsoft.com/en-us/powerquery-m/>

IPGDM 2020-22(6th sem)

Re. No	Name	Course : Power BI															
		07-07-2022	11-07-2022	16-07-2022	21-07-2022	25-07-2022	28-07-2022	01-08-2022	04-08-2022	08-08-2022	11-08-2022	18-08-2022	22-08-2022	24-08-2022	26-08-2022	29-08-2022	
20PGDM009	John Nestin Sam J S	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM010	Kajal Kumari	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	
20PGDM011	Kala Vina	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM012	Kiladi Vinay Kumar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM014	Kratika Jain	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM015	Minal Dhote	A	P	P	P	A	P	P	P	P	A	P	P	P	P	P	
20PGDM019	R Anirudh	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM020	Ritica Kumari	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM021	Rituparna Patel	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	
20PGDM023	Sakshi Bhadani	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	
20PGDM024	Srimanta Saha	A	P	P	P	P	P	P	P	A	P	P	P	P	P	P	

M. V. K.

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 Jata Hobli, Bangalore - 562157

Sudheer Kumar Reddy

Chartered Accountant

Address Bengaluru, India 560092

Phone 6361362640


E-mail casudheer.kr@gmail.com

LinkedIn www.linkedin.com/in/ca-sudheer-kumar-reddy-7066591



I am a qualified chartered accountant and a data analyst with over 5 years of experience in the banking and insurance domains. I have expertise in collecting, processing, analyzing, and reporting on large and complex datasets using various tools and software, such as SQL, Python, Excel, Tableau, Power BI, etc. I have a strong knowledge of finance, accounting, economics, and statistics, and I can apply them to solve business problems and provide data-driven insights. I have excellent communication, problem-solving, critical thinking, and teamwork skills, and I am always eager to learn new things and improve my skills.

Skills

- Microsoft PowerBI  Advanced
- Microsoft SQL Server  Advanced
- Microsoft Excel  Advanced
- Data analysis  Advanced
- Tableau  Upper intermediate
- Oracle Database  Upper intermediate
- Python  Upper intermediate
- Auditing  Upper intermediate
- Accounting  Upper intermediate

Jul 2013 -
Jul 2015

Article Assistant

ASA & Associates LLP, Bengaluru

- Statutory compliance, book keeping, handling foreign remittances, bank reconciliation and general ledger management of various corporates in service and manufacturing industry.
- MIS reporting on monthly performances of various clients.
- Internal Audit and Statutory audit of various companies including listed small cap corporates.



Education

Jul 2012 -
Nov 2018

Chartered Accountant

The Institute of Chartered Accountants of India - Bengaluru, India

Jun 2015 -
Sep 2018

Bachelor of Commerce

Saraswathi Degree College - Andhra Pradesh, India

Jun 2009 -
May 2011

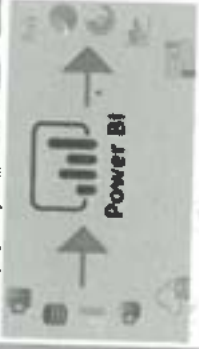
12th Class

Sri Chaitanya Junior College - Andhra Pradesh, India

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COURSE ON "POWER BI" FROM 07-07-2022 TO 29-08-2022.



DATE:

Dr. Tripuraneni Jaggaiah
Director, IIBS



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

Circular

Date 12/02/2024

Subject: Announcement of Advance Excel Certification Course

Dear All,

We are excited to announce the upcoming Advance Excel Certification Course scheduled from 19th February 2024 to 2nd March 2024. This intensive course will be conducted by Mr. Niranjan Kumar.

Course Details:

- **Course Title:** Advance Excel Certification Course
- **Dates:** 19th February 2024 - 2nd March 2024
- **Instructor:** Mr. Niranjan Kumar

Key Learning Outcomes:

- Comprehensive understanding of advanced Excel functions.
- Proficiency in using Pivot Tables and advanced data tools.
- Practical, hands-on experience with complex Excel scenarios.

Certification:

Participants who successfully complete the course will receive an **Advanced Excel Certification**, which will be a valuable addition to your professional qualifications.


Dr. M. Kethan

Principal

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Jala Hobli, Bangalore - 562157

Schedule for Advance Excel Certification Course

Schedule 1				Schedule 2			
Week	Date	Time	Duration	Week	Date	Time	Duration
Monday	19-Feb-24	9AM to 1 PM	4	Thursday	22-Feb-24	9AM to 5PM	8
Tuesday	20-Feb-24	9AM to 1 PM	4	Friday	23-Feb-24	9AM to 5PM	8
Wednesday	21-Feb-24	9AM to 1 PM	4	Saturday	24-Feb-24	9AM to 5PM	8
Thursday	22-Feb-24	9AM to 1 PM	4				
Friday	23-Feb-24	9AM to 1 PM	4				
Saturday	24-Feb-24	9AM to 1 PM	4				
		Total	24			Total	24
Saturday	02-Mar-24	9AM to 1 PM	4	Saturday	02-Mar-24	9AM to 1 PM	4
		END	28			END	28

Syllabus: Advance Excel

Module 1: Advanced Formulas and Functions (6 Hours)

- **Logical Functions:** IF, AND, OR, NOT, IFERROR
- **Lookup & Reference Functions:** VLOOKUP, HLOOKUP, INDEX, MATCH, XLOOKUP
- **Text Functions:** CONCATENATE, TEXT, LEFT, RIGHT, MID, TRIM, SUBSTITUTE
- **Date & Time Functions:** DATE, DATEVALUE, YEAR, MONTH, DAY, NETWORKDAYS, EOMONTH, TODAY, NOW
- **Math & Statistical Functions:** SUMIFS, COUNTIFS, AVERAGEIFS, RANK, ROUND, RAND, RANDBETWEEN, LARGE, SMALL
- **Array Formulas:** Introduction to Array Formulas, TRANSPOSE, MMULT, SEQUENCE

Module 2: Data Analysis and Visualization (8 Hours)

- **PivotTables & PivotCharts:**
 - Creating and customizing PivotTables
 - Grouping, Sorting, and Filtering Data
 - Calculated Fields and Items
 - PivotCharts for Data Visualization
- **Data Tables:** Creating and managing Data Tables, using Structured References
- **Conditional Formatting:**
 - Custom Rules and Formulas
 - Data Bars, Color Scales, and Icon Sets
- **What-If Analysis:**
 - Data Tables
 - Scenario Manager
 - Goal Seek

Module 3: Financial Modeling and Business Analysis (6 Hours)

- **Introduction to Financial Modeling:**
 - Principles and Best Practices
 - Building a Basic Financial Model
- **Discounted Cash Flow (DCF) Analysis:**
 - NPV, IRR, and Payback Period
- **Sensitivity and Scenario Analysis:**
 - Creating and Analyzing Different Scenarios
- **Forecasting:**
 - Linear Regression in Excel
 - Moving Averages

Module 4: Data Automation with Excel (4 Hours)

- **Introduction to Macros:**
 - Recording and Running Macros
 - Assigning Macros to Buttons
- **VBA Basics:**
 - Understanding VBA Editor
 - Writing Simple VBA Code
- **Looping and Decision Structures in VBA:**
 - For Loops, Do While Loops
 - If-Else, Select Case

Module 5: Data Management and Collaboration (4 Hours)

- **Data Validation:**
 - Creating Drop-down Lists
 - Applying Custom Data Validation Rules
- **Advanced Filtering and Sorting:**
 - Custom Sorts
 - Using Advanced Filter for Complex Criteria
- **Working with Multiple Worksheets and Workbooks:**
 - Linking Data between Sheets and Workbooks
 - Consolidating Data from Multiple Sources



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

7/3/2024

Report on Advanced Excel Certification Course

Course Title: Advanced Excel Certification Course

Instructor: Mr. Niranjana Kumar

Duration: 19th February 2024 – 2nd March 2024

Total Hours: 28 Hours

Introduction

The Advanced Excel Certification Course, conducted by Mr. Niranjana Kumar, was an intensive training program designed to provide participants with advanced skills in Microsoft Excel. The course spanned from 19th February 2024 to 2nd March 2024. The program aimed to enhance participants' proficiency in Excel, enabling them to tackle complex data management, analysis, and automation tasks relevant to business and finance.

Objectives

- Enhance Proficiency in Advanced Excel Functions
- Develop Skills in Data Analysis and Visualization
- Introduce Financial Modeling Techniques:
- Foster Collaboration and Data Management Skills:

Learning Outcomes

By the end of the course, participants achieved the following outcomes:

- **Advanced Data Handling:** Ability to use advanced Excel functions for complex data manipulation and analysis.
- **Enhanced Analytical Skills:** Proficiency in analyzing large datasets and creating meaningful visualizations.

- **Financial Modeling Expertise:** Capability to build and analyze financial models, providing valuable insights for business decisions.
- **Effective Data Management:** Expertise in managing data across multiple worksheets and collaborating effectively in a business environment.



M. Kethan

Dr. M. Kethan

Principal

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#75, Muthugadahalli, Bangalore North.
Jala Hobli, Bangalore - 562157

T. Jaggiah

Dr. T. Jaggiah

Director

DIRECTOR

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Bengaluru North - 562157

Advance Excel Course - Attendance (Batch 1)

Sl.No.	Registration Number	Name	19/2/2024	20/2/24	21/2/24	22/2/24	23/2/24	24/2/24	2/3/2024
1	2023PGDM504	A. ANUSHA	P	P	P	P	P	A	P
2	2023PGDM1001	AAKANKSHA PATIL	P	P	P	P	P	P	P
3	2023PGDM1003	AAYUSH KOSHITA	P	P	P	P	P	P	P
4	2023PGDM500	ABHISHEK GAUTAM	P	A	P	P	P	P	P
5	2023PGDM1004	ADDUGALA SAINATH REDDY	A	A	A	A	A	A	A
6	2023PGDM1007	ADITYA SINGH	A	A	P	P	P	P	P
7	2023PGDM1274	ADULLA SUDEEP KUMAR	P	P	P	P	P	P	P
8	2023PGDM1421	AJAY KUMAR	P	P	P	P	A	P	P
9	2023PGDM503	AJAY KUMAR BHARTI	A	A	A	A	A	A	A
10	2023PGDM1317	AJAY PRATAP SINGH LODHI	P	P	P	P	A	P	P
11	2023PGDM1422	AJEET ANIL ZUNZURE	P	P	P	P	P	A	P
12	2023PGDM1008	AKANKSHA JAISWAL	P	P	P	P	P	P	P
13	2023PGDM482	AKASH SACHAN	P	P	P	P	P	P	P
14	2023PGDM1318	AKHIL KUMAR SINGH	P	A	P	P	P	A	A
15	2023PGDM1011	AKHILA VAJROJU	P	P	P	P	P	P	P
16	2023PGDM496	AKSHAY BR	A	A	P	P	P	P	P
17	2023PGDM1015	AMAN PAL	P	P	P	P	P	P	P
18	2023PGDM1017	AMAN SANTHOSH SINGH	P	P	P	P	A	P	P

82	2023PGDM1412	GANJI CHANDU	P	P	P	P	A	A	P	A
83	2023PGDM1087	GAURAV ARYA	P	P	P	P	P	P	P	A
84	2023PGDM1088	GEDELA VENUMADHAVI	A	A	A	P	P	P	P	A
85	2023PGDM1425	GODA INDRAVATI	P	P	P	P	P	P	P	P
86	2023PGDM472	GORLI DEEKSHA	A	P	P	P	P	P	P	A
87	2023PGDM1092	GRACY JOHNSON NADAR	A	A	A	A	A	A	A	A
88	2023PGDM473	GURU NAGENDRA VIVEK	P	P	P	P	P	P	P	P
89	2023PGDM1096	HARSH GANESH GUPTA	P	P	P	P	P	P	P	P
90	2023PGDM1098	HARSHIT SHARMA	P	P	P	P	A	A	P	A
91	2023PGDM1099	HASTHAVARAM VJAYA SREE	A	P	P	P	P	P	A	A
92	2023PGDM1326	HIMA ISSAC	A	A	A	A	A	A	A	A
93	2023PGDM1104	HUGAR POORNIMA	P	P	P	P	P	P	P	P
94	2023PGDM1327	IPPILI ADARSH KUMAR	P	P	P	P	A	A	P	A
95	2023PGDM499	IQURA HUSSAIN	A	A	A	A	A	A	A	A
96	2023PGDM1105	ISHIKA BHATIA	A	A	A	P	P	P	P	A
97	2023PGDM1106	JAGRATI KHATRI	P	P	P	P	P	P	P	P
98	2023PGDM1110	JEMIMA HASAN	A	P	P	P	P	P	P	A
99	2023PGDM1114	JYOTIRMAYEE BEHERA	P	P	P	P	P	P	P	P
100	2023PGDM494	K CHAITHANYA	P	P	P	P	P	P	P	P
101	2023PGDM1130	K E KRISHNA MOHAN GOUD	P	P	P	P	P	P	P	P
102	2023PGDM465	KADARU SAI ANURAG	P	P	P	P	P	P	P	P

124	2023PGDM1410	KUNTI GOPE	P	P	P	P	P	P	P	P	P	P
125	2023PGDM1307	KUSURU VINEETH KUMAR	P	P	P	P	P	P	P	P	P	P
126	2023PGDM1136	LAGADU GIRIBABU	P	P	P	P	P	P	P	P	P	P
127	2023PGDM1396	MADHESH M	P	P	P	P	P	P	P	P	P	P
128	2023PGDM1139	MADHUREEMA MAZUNDER	P	P	P	P	P	P	P	P	P	A
129	2023PGDM1140	MADHVI GAURAV	A	P	P	P	P	P	P	P	P	P
130	2023PGDM485	MAJJIGA VINAY CHANDRA	P	P	P	P	P	P	P	P	P	P
131	2023PGDM1142	MALLIKA BOKARIA	P	P	P	P	P	P	P	P	P	P
132	2023PGDM1143	MAMILAPALLI DIVYA DEEPTHI	A	P	P	P	P	P	P	P	P	A
133	2023PGDM1144	MANASWI MANOJ BHAGAT	A	A	A	A	A	A	A	A	A	A
134	2023PGDM1402	MANDADI SHASHIKIRAN REDDY	P	P	P	P	P	P	P	P	P	P
135	2023PGDM1146	MANISHA GOPE	A	A	A	A	A	A	A	A	A	A
136	2023PGDM484	MANVI MESHARAM	P	P	P	P	P	P	P	P	P	A
137	2023PGDM1148	MATHA LOKESH DURGA PRASAD	A	P	P	P	P	P	P	P	P	A
138	2023PGDM1453	MAYUKH NARAYAN BAGCHI	P	P	P	P	P	P	P	P	P	P
139	2023PGDM1339	MERUVA SAINATH REDDY	A	A	A	A	A	A	A	A	A	A
140	2023PGDM1149	MIMANSHA MOHANTY	P	P	P	P	P	P	P	P	P	A



Principal

Dr. M Kethan
PRINCIPAL

International Institute of Business Study
#75, Muthugadahalli, Bangalore North.
Jala Hobli, Bangalore - 562157

Advance Excel Course - Attendance (Batch 2)

Sl.No.	Registration Number	Name	19/2/2024	20/2/24	21/2/24	22/2/24	23/2/24	24/2/24	2/3/2024
1	2023PGDM1150	MOHAMMED ISHTIAQ FARHAN	P	P	A	P	P	P	P
2	2023PGDM1151	MOHAMMED TOUSIF	P	P	P	P	P	P	P
3	2023PGDM1152	MOHAN SAI GANTA	P	P	A	P	A	P	P
4	2023PGDM1340	MOHIT JAISWAL	P	P	P	P	P	P	A
5	2023PGDM1341	MOHIT PATIDAR	P	P	P	P	P	P	P
6	2023PGDM1427	MORRI NAVEEN	P	P	P	P	A	P	P
7	2023PGDM1153	MUDAVATH GANESH NAIK	P	P	P	P	P	P	A
8	2023PGDM470	MULLA ABDUL SALEEM	P	P	P	P	P	P	P
9	2023PGDM1429	MULLA AFRID BASHA	A	A	A	A	A	A	A
10	2023PGDM1343	N NIKHILESH MARUTHI	P	P	P	P	A	P	P
11	2023PGDM1155	NAGAHARSHINI	P	P	P	P	P	A	P
12	2023PGDM1430	NAKKA PAVAN KUMAR	P	P	P	P	P	P	P
13	2023PGDM1156	NAKKALA SAI YOGESH GOUD	P	P	P	P	P	P	P
14	2023PGDM1157	NAMALA BHAVANI SHANKAR	P	A	P	P	P	A	A
15	2023PGDM1158	NAMAN JAIN	P	P	P	P	P	P	P
16	2023PGDM1159	NAMAN PARMAR	A	A	P	P	P	P	P
17	2023PGDM1342	NAMIRA NAJMUDIN WADSARIYA	P	P	P	P	P	P	P
18	2023PGDM1160	NANDINI GUPTA	P	A	P	P	A	P	P
19	2023PGDM1161	NANDNI BHATTER	P	P	P	P	P	P	P

132	2023PGDM474	U LAKSHMI PRIYA	A	P	P	P	P	P	P	P	P	A
133	2023PGDM1293	URVEE KANWAR	P	P	P	P	P	P	P	P	P	P
134	2023PGDM1295	UTKARSH RAJ	A	A	A	A	A	A	A	A	A	A
135	2023PGDM1296	UYYALA VINAY KUMAR	P	P	P	P	P	P	P	P	P	P
136	2023PGDM477	V SHIVA KUMAR	P	P	P	P	P	P	P	P	P	A
137	2023PGDM1297	VADDE DINESH REDDY	A	P	P	P	P	P	P	P	P	A
138	2023PGDM1298	VADDI RAMANA	P	P	P	P	P	P	P	P	P	P
139	2023PGDM1218	VANDRASI SAI KALYAN	A	A	A	A	A	A	A	A	A	A
140	2023PGDM1463	VARALA SIVA NAGA LIKHITH	P	P	P	P	P	P	P	P	P	A
141	2023PGDM1299	VARSHA	P	P	P	P	P	P	P	P	P	P
142	2023PGDM1398	VASU CHAKALI C	P	P	P	P	P	P	P	P	P	A
143	2023PGDM1364	VELPULA BINDHU	A	P	P	P	P	P	P	P	P	A
144	2023PGDM1464	VENKATESH TEJUS	P	P	P	P	P	P	P	P	P	P
145	2023PGDM1365	VIGNESH TN	A	A	A	A	A	A	A	A	A	A
146	2023PGDM480	VIJAYA KUMAR NANDIHAL	P	P	P	P	P	P	P	P	P	A
147	2023PGDM1445	VIKRANT SHARMA	A	A	P	P	P	P	P	P	P	A
148	2023PGDM1304	VINAY KUMAR DAHIYA	A	P	P	P	P	P	P	P	P	P
149	2023PGDM1306	VINEET DHANRAJ WANKHADE	A	P	P	P	P	P	P	P	P	A
150	2023PGDM1308	VIRUPAKSHAYYA T C	A	A	A	A	A	A	A	A	A	A
151	2023PGDM1309	VISARAPU LEELE MANI SAI GOPI KRISHNA	P	P	P	P	P	P	P	P	P	P
152	2023PGDM487	YELLAMGARI DEVI SRI PRASAD	A	P	P	P	P	P	P	P	P	P
153	2023PGDM1367	YELLAMPALLI H VENKATA NAGA SAI CHARAN	P	A	P	P	P	P	P	P	P	P



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Circular

15th November, 2022

Subject: Community Engagement Session at Asha Jevan Old Age Home, Bangalore

This is to inform all the students of the PGDM program that a community engagement session has been organized at **Asha Jevan Old Age Home, Bangalore on 18th November 2022**. The session aims to foster social responsibility and empathy among students by engaging with the elderly residents of the old age home.

Details of the Event:

- **Date:** 18th November 2022
- **Time:** 10:00 AM to 3:00 PM
- **Venue:** Asha Jevan Old Age Home
- **Transportation:** Buses will be arranged and will depart from the campus at 9:30 AM

Dr. T. Jaggaiah

Director

DIRECTOR
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Bangaluru, Karnataka 560032

Department of PGDM

Report on Community Engagement Visit– Asha Jevan old age home, Bangalore

Venue: Asha Jevan old age home, Bangalore

Date: 18th November 2022

Objectives of the Visit:

- To interact with the elderly residents and provide them with companionship.
- To engage in activities that bring joy and comfort to the residents.
- To reflect on the importance of community service and social responsibility.
-

Introduction:

Mrs. Sujatha R Bhat, was working in Skyline Constructions and RP Goenka Group and South Asia Rural Reconstruction, an NGO involved in the development of rural areas. She was a volunteer at the Ramana Maharishi Blind School and other Social Work organizations and currently involved full time in the Asha Jeevan Home and other Trust activities. It was started on 19th March 2000 by Mrs. Sujatha R Bhat.

Objectives:

- To create an opportunity for participants to interact with the elderly and understand their needs and challenges.
- To offer emotional support and companionship to the residents of Asha Jeevan.
- To assess the living conditions and the quality of care provided at the old age home.
- To contribute to the community by engaging in activities that benefit the residents.

Activities Undertaken: During the visit, participants engaged in a variety of activities with the residents, including:

- **Interactive Sessions:** Participants spent time conversing with the elderly residents, listening to their stories, and sharing experiences. This helped bridge the generation gap and provided much-needed companionship to the residents.
- **Entertainment:** A small cultural program was organized, where participants performed songs, dances, and skits to entertain the residents. This brought smiles to many faces and created a joyful atmosphere.
- **Distribution of Essentials:** Participants distributed essential items such as toiletries, blankets, and snacks to the residents, which were greatly appreciated.



Learning Outcomes:

- **Awareness of Social Issues:** The visit highlighted the challenges faced by the elderly, such as loneliness, health issues, and the need for better support systems. Participants gained awareness of the social responsibilities towards the aging population.
- **Enhanced Communication Skills:** Interacting with the elderly required patience, active listening, and effective communication. Participants improved their interpersonal skills through these interactions.
- **Community Engagement:** The visit reinforced the importance of community engagement and the positive impact that such initiatives can have on both the participants and the beneficiaries.

Conclusion: The visit to Asha Jeevan Old Age Home was a deeply rewarding experience for all participants. It not only provided comfort and joy to the elderly residents but also instilled a sense of social responsibility and empathy in the participants. The initiative underscored the importance of caring for the elderly and the need for continued support and engagement with such communities.


Dr. M Kethan

Principal



Dr. T. Jaggaiah

Director

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Department of PGDM

List of Students who participated in the Asha Jevan old age home, Bangalore

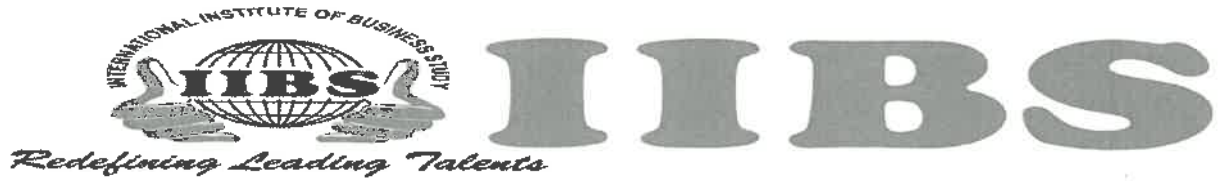
Sl. No.	Register No	Name of the Student
1	22PGDM001	Abhishek Kumar Jha
2	22PGDM002	Abhishek Singh
3	22PGDM003	Abhishek Srivastava
4	22PGDM005	Adurty Meghana
5	22PGDM008	Akshat Agarwal
6	22PGDM009	Akshay Chhonker
7	22PGDM010	Algaskampeta Vyshnavi
8	22PGDM011	Amalanishanth N
9	22PGDM012	Aniket Sarkar
10	22PGDM013	Anil Jaiswal
11	22PGDM014	Anireddy Harshavardhan Reddy
12	22PGDM015	Anmol Gulati
13	22PGDM016	Anshuman Singh Chouhan
14	22PGDM017	Anuj Gupta
15	22PGDM018	Anurag Mishra
16	22PGDM019	Apala Kothari
17	22PGDM020	Arifa Khan
18	22PGDM021	Ashutosh Dubey
19	22PGDM023	Ashwin Kathail
20	22PGDM024	Avik Mandal
21	22PGDM025	Ayush Srivastava
22	22PGDM026	Ayushi Makwana

23	22PGDM027	Balada Balaram
24	22PGDM028	Bandatmakuri Jaswanth Reddy
25	22PGDM030	Bhagwat Vivek Sudhakar
26	22PGDM031	Biswajyoti Bhadra
27	22PGDM032	Bukka Kranthi Kumar
28	22PGDM033	Chegireddy Rameshreddy
29	22PGDM034	Chennamareddy Gari Chakradhar Reddy
30	22PGDM035	Dampetla Aravind Yadav
31	22PGDM036	Dasari Tarun Kumar
32	22PGDM037	Deb Kumar Sao
33	22PGDM038	Deeksha Sharma
34	22PGDM039	Deepak Kumar
35	22PGDM040	Deepak Raj Mehta
36	22PGDM041	Deepali Patel
37	22PGDM042	Dekhane Bhagyesh Dnyaneshwar
38	22PGDM043	Devarakonda Venkata Datta Phanindra
39	22PGDM044	Duggishetty Archana
40	22PGDM045	Elluru Bramhananda Reddy
41	22PGDM046	Gaikwad Raseshwari Dnyaneshwar
42	22PGDM047	Gandhi Varun Vikas
43	22PGDM048	Gujjala Hemanthkumar
44	22PGDM049	Gunjan Chaudhary
45	22PGDM050	Harshit Aggarwal
46	22PGDM051	Hemaline R
47	22PGDM052	Infand Ajay J
48	22PGDM053	Jadhav Sridevi



Dr. T. Jaggaiah

Director
INTERNATIONAL INSTITUTE
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DEPARTMENT OF PGDM

Circular

4th July, 2023

This is to inform that student of PGDM, We are conducting Japanese Boot camp on 10th to 12th July 2023 in the campus.

Students would be accompanied by a faculty member for this event.

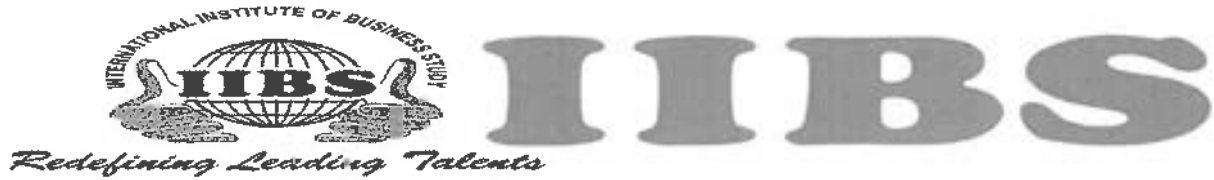
Students are expected to attend it mandatorily

A handwritten signature in green ink, appearing to read 'T. Jaggaiah', is written above the printed name.

Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157



Department of PGDM

Report on Japanese Boot Camp

Venue: IIBS college, seminar hall 1, Ground Floor

Date: 10th to 12th July 2023.

Introduction

A boot camp for PGDM (Post Graduate Diploma in Management) students is a dynamic and intensive training program designed to equip participants with essential skills and knowledge required in the competitive landscape of business and management. Tailored specifically for PGDM students, these boot camps offer a comprehensive blend of theoretical learning and practical application, aimed at bridging the gap between academic education and industry requirements.

Moreover, boot camps for PGDM students emphasize experiential learning and teamwork, fostering a collaborative environment where participants can exchange ideas, challenge assumptions, and cultivate leadership capabilities. These programs also provide networking opportunities, allowing students to connect with peers, alumni, and industry leaders, thereby expanding their professional network and gaining valuable insights into career pathways.

Here are the objectives of a boot camp for PGDM students.

1. **Skill Enhancement:** Provide intensive training to enhance essential management skills such as leadership, communication, critical thinking, and problem-solving.
2. **Industry Relevance:** Bridge the gap between academic learning and industry requirements by focusing on practical applications of management concepts.
3. **Team Collaboration:** Foster teamwork and collaboration among students from diverse backgrounds to simulate real business environments.
4. **Networking:** Facilitate networking opportunities with industry professionals, alumni, and peers to broaden professional connections and gain insights into career paths.

5. **Career Readiness:** Prepare students for managerial roles by imparting knowledge of current trends, best practices, and emerging technologies in business and management.
6. **Personal Development:** Encourage personal growth and self-awareness through workshops on personal branding, emotional intelligence, and professional ethics.
7. **Global Perspective:** Cultivate a global mind set by discussing international business practices, cultural diversity, and global economic trends.



Key Highlights of the Boot Camp

Here are the key highlights of a boot camp for PGDM students

- Intensive Learning Experience
- Hands-On Workshops and Simulations
- Expert-Led Sessions
- Networking Opportunities
- Personalized Feedback and Mentorship

Conclusion: In conclusion, a boot camp for PGDM students represents a pivotal experience that goes beyond traditional classroom learning. It offers a unique blend of intensive skill development, practical application of knowledge, and invaluable networking opportunities. By focusing on hands-on workshops, expert-led sessions, and team-building activities, these programs prepare students not only academically but also professionally for the challenges of the dynamic business environment.


Dr. T. Jaggaiah

Director
INTERNATIONAL INSTITUTE
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Bengaluru North - 562157

Department of PGDM

List of Students who participated in Boot Camp.

Sl. No.	Register No	Name of the Student
1.	22PGDM001	Abhishek Kumar Jha
2.	22PGDM002	Abhishek Singh
3.	22PGDM003	Abhishek Srivastava
4.	22PGDM005	Adurty Meghana
5.	22PGDM008	Akshat Agarwal
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7.	22PGDM010	Aigaskampeta Vyshnavi
8.	22PGDM011	Amalanishanth N
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16.	22PGDM019	Apala Kothari
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19.	22PGDM023	Ashwin Kathail
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22.	22PGDM026	Ayushi Makwana
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48.	22PGDM053	Jadhav Sridevi
49.	22PGDM054	Jagadhatri Garnayak
50.	22PGDM055	Jayashree Shannigrahi
51.	22PGDM056	Jiban Barman
52.	22PGDM057	Jogadenu Sai Vishnu Dileep
53.	22PGDM058	Kartavya Nepalia

53.	22PGDM058	Kartavya Nepalia
54.	22PGDM059	Kavita Kumari
55.	22PGDM060	Komal Sharma
56.	22PGDM061	Kondayyagari Mounika
57.	22PGDM062	Kondepudi Raju
58.	22PGDM064	Kurapati Pravallika
59.	22PGDM065	Mada Vamsi Krishna
60.	22PGDM066	Maddiralla Sateesh Kumar
61.	22PGDM067	Mahajan Bhavesh Sunil
62.	22PGDM068	Mani Karrot
63.	22PGDM069	Manjunatha
64.	22PGDM070	Mansi Singh
65.	22PGDM071	Master Kislay
66.	22PGDM072	Mavireddy Bhavana
67.	22PGDM073	Milind Choudhary
68.	22PGDM074	Mridul Jain
69.	22PGDM075	Muskan Sharma
70.	22PGDM076	Namita Gupta
71.	22PGDM077	Narapureddy Siva Reddy
72.	22PGDM078	Niharika Choudhary
73.	22PGDM079	Nisarg Jain
74.	22PGDM080	Nossam Suresh Reddy
75.	22PGDM081	Palacherla Sai Raj
76.	22PGDM082	Paras Mittal
77.	22PGDM083	Parth Budhia

Dr. T. Jaggaiah

DIRECTOR
Director
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Circular

25th Sept, 2023

Here to inform to all the students of PGDM will be having STUDENT EXCHANGE PROGRAM SERIES. On 27th September 2023.

Students would be accompanied by a faculty member for these visits.

Students are expected to attend it mandatorily

Dr. M. Kethan

Principal

PRINCIPAL

International Institute of Business Study

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Jata Hobli, Bangalore -- 562157

Dr. T. Jaggaiah

Director

DIRECTOR

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STUDENT EXCHANGE PROGRAM SERIES 2023 REPORT

Our IIBS organizes a four days, 30 Hours student exchange program from 27th September 2023 to 30th September 2023 for the PGDM Students of VEMU INSTITUTE OF TECHNOLOGY, CHITTOR, and also for PGDM Students of IIBS. A total of 70 students participated in the four-day student exchange program on "Pillaging the Concourse By Revealing an Avenuc," where 30 students are from VEMU INSTITUTE OF TECHNOLOGY and 40 are from IIBS.

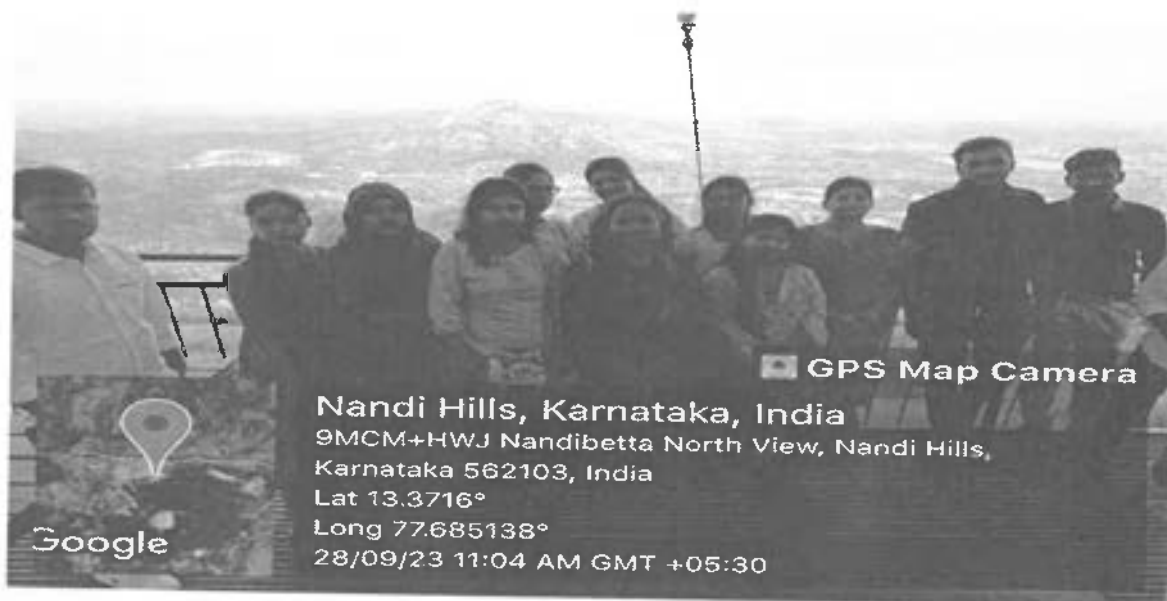
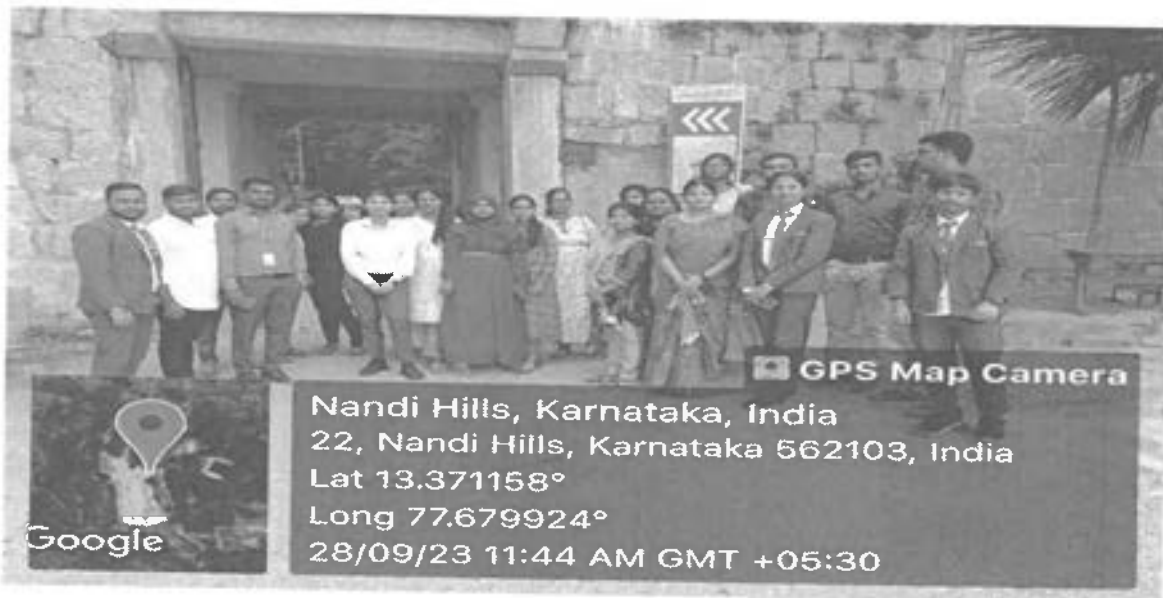
On the first day, i.e., 27th September 2023, at 10 AM, the Inaugural Function hosted by Prof. Abhilasha commences the program. Dr . Tripuraneni Jaggaiah, Academic Director and principal of IIBS delivers an augural speech. The Presidential address was given by Dr . Jaya Prakash Chirman, IIBS, and the vote of thanks was given by Prof. Velagapudi Mani Krishna and Dr. M Kethan, Principal, coordinates the Four-day student exchange program.

The four-day programs constitute the following contemporary aspects of the SEP Series 2023: Introduction to Business Analytics, Power B.I., R-Programming, Python, Overview of INDUSTRY 5.0 , My SQL, Pandas & Matplotlib & Tableau.

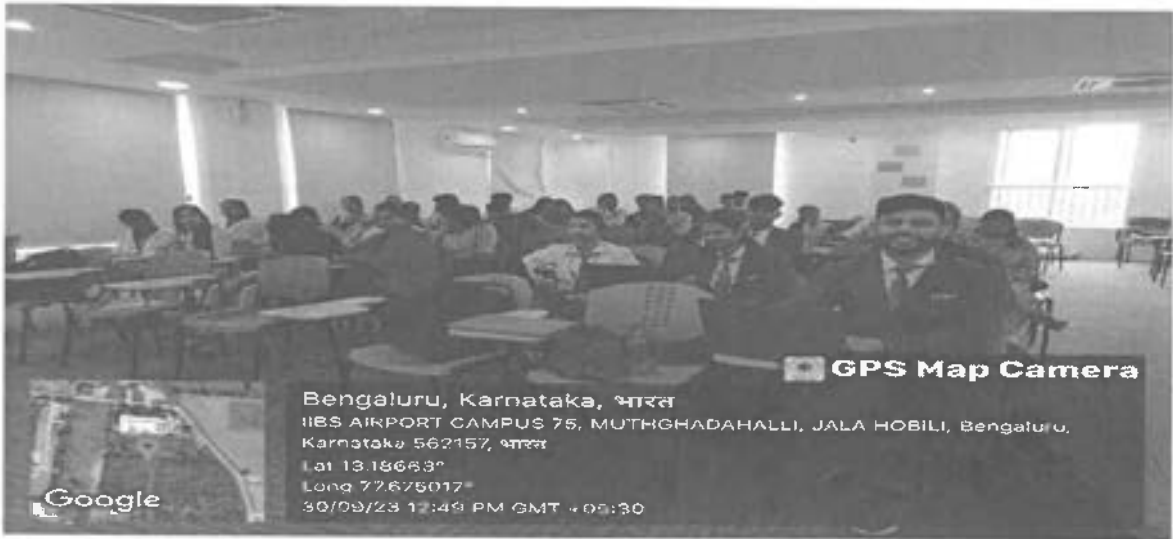


The session's speakers for the four days are as follows: Prof V Mani Krishna, Prof Rakesh Singh, Prof. S. Raja, Prof . Rajesh A V . On 30th September 2023 at the end of the four-day session's vote of thanks is hosted by Prof. V Mani Krishna and the certificates for issued to all the students as the token of appreciation for the learnings & outcomes by Dr. Tripuraneni Jaggaiah and Mr. Maheshwara Reddy Executive director, IIBS.





For Cultural Exchange and student team building, all the students are taken to **Nandhi Hills**, and **Camp Fire /D.J.** is organized on 29th September 2023 at IIBS Amphie Theatre. In the second half of 30th September 2023, the students were sent to One of the gigantic & sumptuous malls in the Garden City of India – Bharatiar City Mall.



 **GPS Map Camera**



Bengaluru, Karnataka, भारत
IIS AIRPORT CAMPUS 75, MUTHGHADAHALLI, JALA HOBILI, Bengaluru,
Karnataka 562157, भारत
Lat 13.18663°
Long 77.675017°
30/09/23 12:49 PM GMT +05:30

INTERNATIONAL INSTITUTE OF BUSINESS STUDY

Department OF PGDM

#75 Muthugadahalli Bangalore North Jala Hobli,
Begur, Bengaluru, Karnataka 562157

STUDENTS EXCHANGE PROGRAM

Host Institute:	International Institute of Business Study - Dept. of PGDM
Participating Institute:	VEMU Institute of Technology –Chittoor A.P
Duration:	4 Days (From 27- 30, SEP 2023)

SCHEDULE

DAY – 1 (27/09/2023)

10:00 AM - 10.30 AM	Inaugural Function
10:40 AM - 11.40 AM	Introduction to Business Analytics - Prof Velagapudi Mani Krishna
11. 40AM – 1:00 Noon	Power B.I. – Prof Rakesh Singh
01.00 PM - 02.00 PM	Lunch Break
2:00 PM-5:00 PM	R-Programming - Prof Rakesh Singh
5:00 PM-5:30 PM	High Tea
05.30 PM -7:00 PM	R-Programming - Prof Rakesh Singh
7:00 PM	Dinner

Day-2 (28/09/2023)

07.30 AM – 1:00 PM	Visit to Nandhi Hills \Coordinator - Prof. Munianjappa. (View Point @ 4851 feet above sea level)
1.00 PM – 2.00 PM	Lunch Break
2.00 PM – 5.45 PM	Python - S.Raja –CTO Vidya techno's-USA

5:45 PM-6:00 PM	High Tea
6.00 PM – 7.00 PM	Overview of Industry 5.0 Mr. Rajesh –Blooms Energy
7:00 PM	Dinner
Day-3 (29/09/2023)	
9:30 AM-1:00 PM	MySQL - S.Raja –CTO Vidya techno's-USA
1.00 PM – 2.00 PM	Lunch Break
2:00 PM-5:00 PM	Pandas & Matplotlib - S.Raja –CTO Vidya techno's-USA
5:00-5:30 PM	High Tea
5:30-7:00 PM	Camp Fire /D.J. Coordinator: Prof. Rajesh A V
7:00 PM	Dinner
Day-4 (30/09/2023)	
9:30-12:30 PM	Tableau - Prof. Rakesh Singh
12.30 PM – 1.00 PM	Valedictory
1:00 PM-1:30 PM	Lunch Break
1:30 PM-5:00 PM	Mall Visit Coordinator : Prof. Manzilla (One of the gigantic & sumptuous malls in the Garden City of India)



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Bangalore, Karnataka 560032

Attendance of Students attending Student exchange program

Amalanishanth N
Aniket Sarkar
Anil Jaiswal
Anireddy Harshavardhan Reddy
Anmol Gulati
Anshuman Singh Chouhan
Avik Mandal
Ayush Srivastava
Ayushi Makwana
Balada Balaram
Bandatmakuri Jaswanth Reddy
Bhagwat Vivek Sudhakar
Biswajyoti Bhadra
Bukka Kranthi Kumar
Chegireddy Rameshreddy
Deeksha Sharma
Dcepak Kumar
Deepak Raj Mehta
Deepali Patel
Dekhane Bhagyesh Dnyaneshwar
Devarakonda Venkata Datta Phanindra
Duggishetty Archana
Elluru Bramhananda Reddy
Gaikwad Raseshwari Dnyaneshwar
Gandhi Varun Vikas
Harshit Aggarwal


Dr. M. Kethan

Principal

PRINCIPAL

International Institute of Business Study

#75, Muthugadahalli, Bangalore North,
Jala Hobli, Bangalore - 562157


Dr. T. Jaggaiah

Director

DIRECTOR
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Circular

26th Oct, 2021

Subject: Digital Library Session

This is to inform 1st Trisem PGDM students that a session on the Digital Library will be conducted by Mr. Umesh, our esteemed Librarian, on October 28, 2021. The session will cover the following topics:

- Overview of Digital Library resources
- How to access and navigate the Digital Library
- Utilizing e-books, journals, and other digital resources
- Q&A session for addressing queries

Details of the Session:

- **Date:** October 28, 2021
- **Time:** 10:00 am
- **Venue:** Seminar Hall 2

All staff and students are encouraged to attend this informative session and make the most of the digital resources available to them.

Dr. T. Jaggaiah

Director

DIRECTOR
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Department of PGDM

Digital Library

Venue: Seminar Hall 2

Date: 28th Oct, 2021

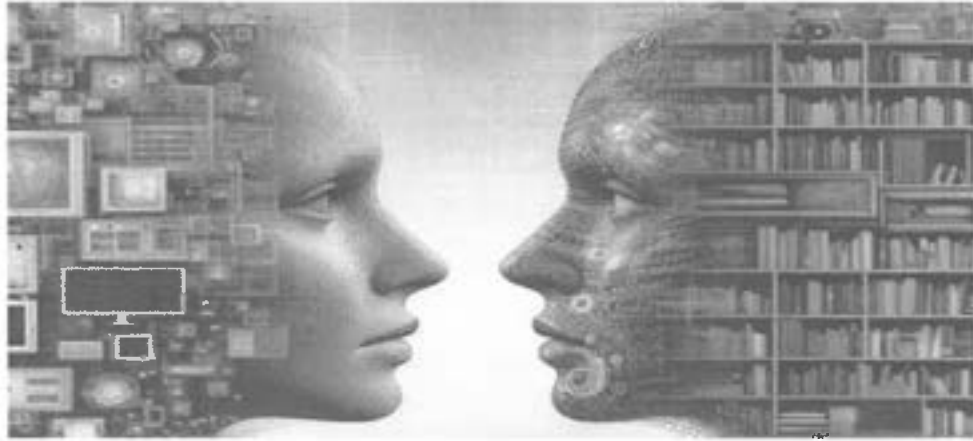
Resource Person: Umesh (Librarian)

Introduction:

The digital era has revolutionized the way information is accessed and consumed, leading to a paradigm shift in educational institutions worldwide. Recognizing the importance of keeping pace with technological advancements, the International Institute of Business Studies (IIBS) has implemented a digital library to enhance the learning experience of its Post Graduate Diploma in Management (PGDM) students. This report aims to provide an overview of the digital library initiative, its implementation process, and the impact it has had on the academic journey of PGDM students at IIBS.

Objectives

- Ensure easy access to a wide range of educational materials for PGDM students anytime, anywhere.
- Provide a variety of resources covering different subjects to meet the diverse learning needs of students.
- Make the digital library user-friendly with intuitive navigation and search features.



Key take Aways

- 1. Digital Library Implementation:** The implementation of the digital library at IIBS was spearheaded by Umesh.
 - Needs Assessment: conducted comprehensive needs assessment to understand the requirements and preferences of PGDM students regarding library resources and services.
 - Technology Selection: After thorough research and evaluation, appropriate digital library software and infrastructure were selected to ensure seamless access to a wide range of electronic resources.
 - User Training: To familiarize PGDM students with the digital library platform and its functionalities, training sessions and workshops were organized by Umesh and the library staff.
 - Feedback Mechanism: An ongoing feedback mechanism was established to gather input from students and faculty, allowing for continuous improvement and optimization of the digital library.
- 2. Impact Analysis:** The implementation of the digital library at IIBS has had a profound impact on various aspects of the academic experience for PGDM students:
 - Accessibility: The digital library has significantly improved access to educational resources, enabling students to retrieve information anytime, anywhere, and from any device with internet connectivity.
 - Convenience: With the digital library, students no longer need to rely solely on physical textbooks or visit the campus library, saving time and effort in accessing relevant study materials.

- **Diversity of Resources:** The digital library offers a diverse range of resources, including e-books, journals, articles, and multimedia content, catering to the diverse learning needs and preferences of PGDM students.
- **Enhanced Learning Experience:** By providing access to up-to-date and relevant academic materials, the digital library has enhanced the overall learning experience for PGDM students, fostering a culture of continuous learning and intellectual growth.
- **Research Support:** PGDM students conducting research projects or preparing assignments benefit from the digital library's extensive collection of scholarly resources.



3. Future Directions: Looking ahead, there are several avenues for further enhancing the digital library initiative at IIBS:

- **Integration of Advanced Technologies:** Exploring the integration of emerging technologies such as artificial intelligence (AI) and machine learning (ML) to personalize the learning experience and improve resource discovery.
- **Expansion of Digital Collection:** Continuously expanding the digital collection to include new and emerging areas of study, as well as collaborating with leading publishers and content providers to enhance the breadth and depth of resources available.
- **Collaboration and Partnerships:** Strengthening collaboration with industry partners, academic institutions, and professional organizations to access additional resources, expertise, and funding support for the digital library initiative.
- **User Engagement Initiatives:** Implementing user engagement initiatives such as online forums, discussion boards, and virtual events to foster collaboration,

knowledge sharing, and community building among PGDM students utilizing the digital library.

Conclusion: In conclusion, the implementation of the digital library at the International Institute of Business Studies has been instrumental in enhancing the academic experience and learning outcomes for PGDM students. Under the Umesh guidance, the digital library initiative has successfully addressed the evolving needs and preferences of students in the digital age. By leveraging technology and innovation, IIBS is well-positioned to continue providing a cutting-edge educational experience through its digital library platform.



Dr. T. Jaggaiah

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Attendance of students Digital library session

Algaskampeta Vyshnavi	Komal Sharma
Amalanishanth N	Kondayyagari Mounika
Aniket Sarkar	Kondepudi Raju
Anil Jaiswal	Kurapati Pravallika
Anireddy Harshavardhan Reddy	Mada Vamsi Krishna
Anmol Gulati	Maddiralla Sateesh Kumar
Anshuman Singh Chouhan	Mahajan Bhavesh Sunil
Anuj Gupta	Mani Karrot
Anurag Mishra	Manjunatha
Apala Kothari	Mansi Singh
Arifa Khan	Master Kislay
Ashutosh Dubey	Mavireddy Bhavana
Ashwin Kathail	Milind Choudhary
Avik Mandal	Mridul Jain
Ayush Srivastava	Muskan Sharma
Ayushi Makwana	Namita Gupta
Balada Balaram	Narapureddy Siva Reddy
Bandatmakuri Jaswanth Reddy	Niharika Choudhary
Bhagwat Vivek Sudhakar	Nisarg Jain
Biswajyoti Bhadra	Nossam Suresh Reddy
Bukka Kranthi Kumar	Palacherla Sai Raj
Chegireddy Rameshreddy	Paras Mittal
Chennamareddy Gari Chakradhar Reddy	Parth Budhia
Dampetla Aravind Yadav	

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CIRCULAR

19/01/2023

Dear Students,

We are pleased to announce a special guest lecture for the PGDM 4th Trimester students.

Event: Guest Lecture on Corporate Recruitment Training

Speaker: Mr. Sateesh, Corporate Recruitment Trainer, Bangalore

Date: 21st January, 2023

Time: 10 AM

Venue: Room 307

Lecture Overview

Mr. Sateesh, Corporate Recruitment Trainer, will be sharing his valuable insights on business growth strategies, leadership principles, and current industry trends. This lecture is an exceptional opportunity for students to gain practical knowledge from a seasoned industry leader and to understand the real-world applications of their academic studies.

We look forward to your participation and hope you find this session both informative and inspiring.

Dr. M. Kethan

Principal

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Bengaluru, Karnataka 560032

Guest Lecture Report: Corporate Recruitment Training for PGDM Students

Date: 21st January 2023

Speaker: Mr. Sateesh, Corporate Recruitment Trainer, Bangalore

Audience: PGDM 4th Trimester Students

Venue: Room 307

Introduction

On 21st January 2023, a guest lecture on Corporate Recruitment Training was organized for PGDM students, featuring Mr. Sateesh, a seasoned Corporate Recruitment Trainer from Bangalore. The session aimed to provide students with a deep understanding of the corporate recruitment process, equipping them with the necessary skills and knowledge to navigate the job market effectively. The session was part of the ongoing efforts to bridge the gap between academic learning and industry requirements.

Objectives

1. To familiarize students with the recruitment process in corporate settings.
2. To impart knowledge on the latest trends and practices in corporate recruitment.
3. To provide insights into the expectations of recruiters from potential candidates.
4. To enhance students' preparation for campus placements and job interviews.
5. To offer practical tips and strategies for improving employability.

Discussion

The session began with an overview of the current recruitment landscape, where Mr. Sateesh highlighted the significant changes and trends in the corporate hiring process. He discussed the increasing reliance on technology, such as Applicant Tracking Systems (ATS), and the growing emphasis on soft skills alongside technical expertise.

Mr. Sateesh elaborated on the various stages of the recruitment process, including job analysis, sourcing candidates, screening, interviewing, and final selection. He emphasized the importance

of a well-crafted resume and how it serves as the first impression for recruiters. He provided practical examples of effective resume writing and common mistakes to avoid.

The session also covered interview preparation, where Mr. Sateesh discussed the different types of interviews, such as behavioral, technical, and situational interviews. He shared tips on how to prepare for each type, including researching the company, understanding the job role, and practicing common interview questions.

Additionally, Mr. Satcsh addressed the significance of personal branding and networking in today's job market. He encouraged students to build a professional online presence, particularly on platforms like LinkedIn, and to actively engage with industry professionals.

Learning Outcomes

By the end of the lecture, students gained:

1. A comprehensive understanding of the corporate recruitment process.
2. Practical knowledge on creating impactful resumes and cover letters.
3. Insights into different types of interviews and effective preparation strategies.
4. Awareness of the importance of personal branding and professional networking.
5. Enhanced confidence in approaching the job application and interview process.



Conclusion

The guest lecture by Mr. Sateesh was highly informative and aligned with the career aspirations of PGDM students. The session not only provided valuable insights into corporate recruitment but also offered practical advice that students can apply in their job search and future careers. The knowledge and strategies shared by Mr. Sateesh will undoubtedly assist students in their journey towards securing successful placements and thriving in the corporate world. A Total of 47 PGDM students actively participated in this session.


Dr. M. Kethan

Principal
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Dr. T. Jaggaiah

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Corporate Recruitment Training -Attendance List

1	21PGDM002	Anjali Karwa
2	21PGDM003	Bandela Gangadhar
3	21PGDM004	Bathula Leela Ram
4	21PGDM005	Bhukya Navadheer
5	21PGDM006	Bogi Dileep Kumar
6	21PGDM007	Chakilam Sudhishna
7	21PGDM008	Chakka Harsha Vardhan
8	21PGDM009	Channe Tanmay
9	21PGDM010	Chennupalli Pavan Teja Reddy
10	21PGDM011	Cherukupalli Mrudu Manasa
11	21PGDM012	Chippada Jahnasri
12	21PGDM013	Chunchu Srikanth
13	21PGDM014	Damodara Kavva Priya
14	21PGDM015	Debu Kar
15	21PGDM016	Dilip Kumar
16	21PGDM017	Induru Girishma
17	21PGDM018	Jonathan Anthony Lobo
18	21PGDM019	Kambala Naga Siva Sankar Reddy
19	21PGDM020	Kanaganti Praveen
20	21PGDM021	Kandikatla Jaya Sri
21	22PGDM005	Adurty Meghana
22	22PGDM008	Akshat Agarwal
23	22PGDM009	AKSHAY CHHONKER
24	22PGDM010	ALGASKAMPETA VYSHNAVI
25	22PGDM011	AMALANISHANTH N
26	22PGDM012	ANIKET SARKAR
27	22PGDM013	ANIL JAISWAL
28	22PGDM014	ANIREDDY HARSHAVARDHAN REDDY
29	22PGDM015	ANMOL GULATI
30	22PGDM060	KOMAL SHARMA
31	22PGDM061	KONDAYYAGARI MOUNIKA
32	22PGDM062	KONDEPUDI RAJU
33	22PGDM064	KURAPATI PRAVALLIKA
34	22PGDM065	MADA VAMSI KRISHNA

35	22PGDM066	MADDIRALLA SATEESH KUMAR
36	22PGDM067	MAHAJAN BHAVESH SUNIL
37	22PGDM068	MANI KARROT
38	21PGDM036	Perumalla Bhanu Prakash
39	21PGDM037	Ramanathula Naveen
40	21PGDM038	Rollu Jaya Prakash Goud
41	21PGDM039	Sakshi Rani
42	21PGDM040	Saurav Joshi
43	21PGDM041	Shaik Mohammed Firoz
44	21PGDM042	Sheik Imran
45	21PGDM043	SKVV Satya Rishitha
46	21PGDM044	Subham Dutta
47	21PGDM045	Tarun Saini


Dr. M. Kethan
Principal

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Jala Hobli, Bangalore - 562157

Profile

Mr. Sateesh

Sateesh is a seasoned Corporate Recruitment Trainer with extensive experience in the field of human resources, specializing in talent acquisition and recruitment processes. With a deep understanding of modern recruitment strategies, Sateesh has successfully trained numerous HR professionals and corporate teams, empowering them to identify, attract, and retain top talent in competitive markets.

Sateesh is known for his ability to blend theoretical knowledge with practical applications, making his training sessions highly interactive and impactful. His expertise spans a wide range of recruitment topics, from sourcing and interviewing to the use of technology and data-driven decision-making in recruitment.

Qualification: MBA – HR – Marketing from VTU

Areas of Expertise

- **Talent Acquisition:** Expert in developing and implementing effective talent acquisition strategies that align with organizational goals.
- **Recruitment Marketing:** Proficient in leveraging employer branding and marketing techniques to attract high-quality candidates.
- **Interviewing Techniques:** Skilled in conducting and training others on behavioral, situational, and competency-based interviews.
- **Recruitment Technology:** Knowledgeable in the application of Applicant Tracking Systems (ATS), AI, and analytics in optimizing recruitment processes.
- **Diversity & Inclusion:** Committed to promoting diversity and inclusion within recruitment practices, ensuring fair and equitable hiring.

Training and Workshops

- **Corporate Recruitment Training:** Designed and delivered comprehensive training programs covering all aspects of recruitment, from sourcing to onboarding.
- **Advanced Interviewing Techniques:** Specialized workshops focusing on advanced interviewing skills, including behavioral and situational interviews.
- **Technology in Recruitment:** Training sessions on leveraging technology, including ATS and AI tools, to enhance recruitment efficiency.



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Circular

Subject: Guest Lecture on "Is Startup India Boosting Entrepreneurship?"

We are pleased to announce that a guest lecture on the topic "**Is Startup India Boosting Entrepreneurship?**" will be conducted by Mr. Khaja, Senior Consultant at Aura Paper Industries, Hyderabad. This session will provide an in-depth analysis of the Startup India initiative and its impact on the growth and development of entrepreneurship in the country.

Details of the Session:

- **Date:** January 4, 2021
- **Time:** 10.00 am
- **Venue:** Seminar Hall 2

Dr. T. Jaggaiah

Director

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Bengaluru, Karnataka 560032

Department of PGDM

Guest lecture session on Is Startup India boosting entrepreneurship

Venue: Seminar Hall 2

Time: 10.00 am

Resource Person: Mr. Khaja

Introduction:

The guest lecture, led by Mr. Khaja, a seasoned Senior Consultant from Aura Paper Industries, will focus on analyzing the impact of the "Startup India" initiative on fostering entrepreneurship in India. With his extensive experience in business consulting and strategic planning, Mr. Khaja will provide valuable insights into the challenges and opportunities faced by startups under this initiative.

Objectives:

1. Understanding Startup India: To provide an overview of the Startup India initiative, including its goals, policies, and the ecosystem it aims to create.
2. Analyzing the Impact: To evaluate the effectiveness of Startup India in promoting entrepreneurship and the growth of startups across various sectors.
3. Exploring Opportunities and Challenges: To discuss the opportunities and challenges that entrepreneurs encounter in the current startup ecosystem.
4. Real-World Insights: To share practical examples and case studies of startups that have benefited from the initiative and those that faced difficulties.

Discussion Points:

1. Startup India Initiative Overview:
 - o Introduction to the initiative, its inception, and key objectives.
 - o Government policies, funding opportunities, and incentives provided under the initiative.
2. Impact on Entrepreneurship:

- Statistical analysis of startup growth in India since the launch of the initiative.
- Success stories of startups that thrived under the program.

3. Case Studies:

- Detailed examination of specific startups that leveraged the Startup India initiative to scale their operations.
- Lessons learned from failed startups and what could be improved in the initiative.



Learning Outcomes:

1. In-Depth Knowledge: Participants will gain a comprehensive understanding of the Startup India initiative and its influence on the Indian entrepreneurial landscape.
2. Critical Analysis: Attendees will learn to critically evaluate the effectiveness of government policies in boosting entrepreneurship.
3. Strategic Thinking: Participants will develop strategic thinking skills by exploring the opportunities and challenges within the startup ecosystem.

Conclusion:

The guest lecture by Mr. Khaja is an invaluable opportunity for attendees to deepen their understanding of the Startup India initiative and its role in shaping the future of entrepreneurship in India. The session will be particularly beneficial for students, aspiring entrepreneurs, and professionals interested in the startup ecosystem.

Dr. T. Jaggaiah

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List of Students who participated Guest lectures session on Is Startup India boosting entrepreneurship.

Sl. No.	Register No	Name of the Student
1	22PGDM001	Abhishek Kumar Jha
2	22PGDM002	Abhishek Singh
3	22PGDM003	Abhishek Srivastava
4	22PGDM005	Adurty Meghana
5	22PGDM008	Akshat Agarwal
6	22PGDM009	Akshay Chhonker
7	22PGDM010	Algaskampeta Vyshnavi
8	22PGDM011	Amalanishanth N
9	22PGDM012	Aniket Sarkar
10	22PGDM013	Anil Jaiswal
11	22PGDM014	Anireddy Harshavardhan Reddy
12	22PGDM015	Anmol Gulati
13	22PGDM016	Anshuman Singh Chouhan
14	22PGDM017	Anuj Gupta
15	22PGDM018	Anurag Mishra
16	22PGDM019	Apala Kothari
17	22PGDM020	Arifa Khan
18	22PGDM021	Ashutosh Dubey
19	22PGDM023	Ashwin Kathail
20	22PGDM024	Avik Mandal
21	22PGDM025	Ayush Srivastava
22	22PGDM026	Ayushi Makwana

23	22PGDM027	Balada Balaram
24	22PGDM028	Bandatmakuri Jaswanth Reddy
25	22PGDM030	Bhagwat Vivek Sudhakar
26	22PGDM031	Biswajyoti Bhadra
27	22PGDM032	Bukka Kranthi Kumar
28	22PGDM033	Chegireddy Rameshreddy
29	22PGDM034	Chennamareddy Gari Chakradhar Reddy
30	22PGDM035	Dampetla Aravind Yadav
31	22PGDM036	Dasari Tarun Kumar
32	22PGDM037	Deb Kumar Sao
33	22PGDM038	Deeksha Sharma
34	22PGDM039	Deepak Kumar
35	22PGDM040	Deepak Raj Mehta

Dr. T. Jaggaiah

Director
DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jata Hobli,
Bengaluru North - 562157

Profile

Mr. Khaja

Senior Consultant

Aura Paper Industries, Hyderabad

98498 42785

Professional Summary

A highly experienced Senior Consultant with over two decades of expertise in the paper industry. Proven track record in strategic planning, business development, and operations management. Adept at driving efficiency, improving processes, and delivering sustainable results. Completed an MBA in 2001 from Osmania University, Hyderabad.

Professional Experience

Senior Consultant

Aura Paper Industries, Hyderabad

2005 – Present

Consultant

Rohini Communications (Freelance Consultant)

2001 – 2005

- Provided consultancy services to multiple companies in the paper and packaging industry, focusing on process optimization and business growth.
- Assisted clients in restructuring operations, which led to significant cost savings and improved productivity.
- Delivered customized training programs for client staff, improving their skills and operational knowledge.

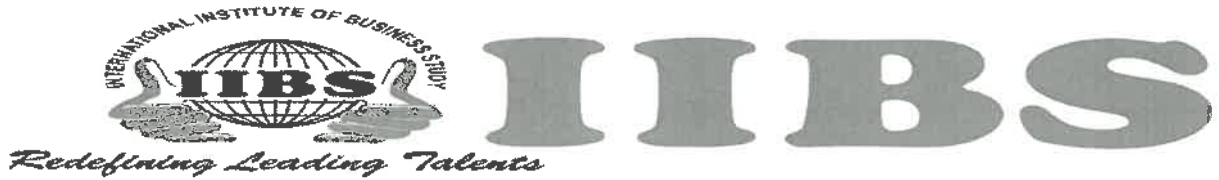
Education

Master of Business Administration (MBA)

Osmania University, Hyderabad

2001

- Specialized in Operations Management and Marketing.



Circular

17th May 2021

The students of PGDM will be attending a program on Entrepreneurship Boot Camp for innovative, creative and motivated students who aspire to become entrepreneurs by setting up their own business enterprises on 21th May 2021.

Students would be accompanied by a faculty member for this event.

Students are expected to attend its mandatorily

A handwritten signature in green ink, which appears to read 'T. Jaggaiah', is positioned above the printed name.

Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157



IIBS

Department of PGDM

Report on Entrepreneurship Boot Camp

An Introduction to Entrepreneurship Boot Camp for Post Graduate Diploma in Management (PGDM) students is designed to complement their advanced management education with practical entrepreneurial skills and knowledge. Here's a tailored overview for PGDM students:

Overview and Objectives

- **Introduction to Entrepreneurship:** Understanding entrepreneurship's role in the modern economy and its relevance to management professionals.
- **Objectives:** Equip PGDM students with entrepreneurial skills, foster innovative thinking, and prepare them to launch and manage their ventures or drive innovation within organizations.

Key Components

1. Ideation and Opportunity Recognition

- **Identifying Opportunities:** Techniques to spot market gaps and business opportunities in various industries.
- **Idea Generation:** Advanced brainstorming methods and creative problem-solving techniques.
- **Validating Ideas:** Using market research, customer feedback, and lean startup principles to validate business ideas.

2. Business Planning

- **Business Model Canvas:** In-depth exploration of different business models and how to map them.
- **Creating a Business Plan:** Comprehensive guide to writing a detailed business plan, including strategic, operational, and financial components.
- **Financial Planning:** Advanced budgeting, forecasting, and financial statement analysis.

3. Market Research and Marketing

- **Market Research:** Sophisticated methods for gathering and analyzing market data.

- **Customer Segmentation:** Advanced techniques for identifying and targeting customer segments.
- **Marketing Strategies:** Developing integrated marketing and sales strategies, including digital marketing and branding.

4. Building a Team

- **Team Dynamics:** Importance of a strong, cohesive team and strategies for team building.
- **Leadership and Management:** Developing essential leadership skills for managing diverse teams.
- **Networking:** Leveraging professional networks, including mentors, advisors, and industry contacts.

5. Product Development

- **Product Design:** Advanced principles of product design and user experience.
- **Minimum Viable Product (MVP):** Creating and testing an MVP to validate business ideas.
- **Iterative Development:** Using agile methodologies and customer feedback to refine and improve the product.



Conclusion:

The boot camp typically includes a range of activities and workshops that focus on topics such as idea generation, market analysis, product development, financial planning, marketing, and sales. By participating in these activities, students can learn how to develop a business plan, create a marketing strategy, identify potential funding sources, and build a strong team to support their venture.

The entrepreneurship boot camp also provides students with an opportunity to network with other aspiring entrepreneurs, successful business owners, and industry experts who can offer advice and mentorship. This can help students gain valuable insights into the challenges and opportunities of entrepreneurship, and develop the confidence and skills they need to succeed.



Dr. T. Jaggaiah

Director

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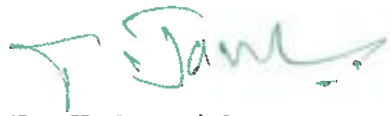
Department of PGDM

List of Students who participated Entrepreneurship Boot Camp

Sl. No.	Register No	Name of the Student
1.	22PGDM001	Abhishek Kumar Jha
2.	22PGDM002	Abhishek Singh
3.	22PGDM003	Abhishek Srivastava
4.	22PGDM005	Adurty Meghana
5.	22PGDM008	Akshat Agarwal
6.	22PGDM009	Akshay Chhonker
7.	22PGDM010	Algaskampeta Vyshnavi
8.	22PGDM011	Amalanishanth N
9.	22PGDM012	Aniket Sarkar
10.	22PGDM013	Anil Jaiswal
11.	22PGDM014	Anireddy Harshavardhan Reddy
12.	22PGDM015	Anmol Gulati
13.	22PGDM016	Anshuman Singh Chouhan
14.	22PGDM017	Anuj Gupta
15.	22PGDM018	Anurag Mishra
16.	22PGDM019	Apala Kothari
17.	22PGDM020	Arifa Khan
18.	22PGDM021	Ashutosh Dubey
19.	22PGDM023	Ashwin Kathail
20.	22PGDM024	Avik Mandal
21.	22PGDM025	Ayush Srivastava
22.	22PGDM026	Ayushi Makwana
23.	22PGDM027	Balada Balaram
24.	22PGDM028	Bandatmakuri Jaswanth Reddy
25.	22PGDM030	Bhagwat Vivek Sudhakar
26.	22PGDM031	Biswajyoti Bhadra
27.	22PGDM032	Bukka Kranthi Kumar
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29.	22PGDM034	Chennamareddy Gari Chakradhar Reddy
30.	22PGDM035	Dampetia Aravind Yadav
31.	22PGDM036	Dasari Tarun Kumar
32.	22PGDM037	Deb Kumar Sao

33.	22PGDM038	Deeksha Sharma
34.	22PGDM039	Deepak Kumar
35.	22PGDM040	Deepak Raj Mehta
36.	22PGDM041	Deepali Patel
37.	22PGDM042	Dekhane Bhagyesh Dnyaneshwar
38.	22PGDM043	Devarakonda Venkata Datta Phanindra
39.	22PGDM044	Duggishetty Archana
40.	22PGDM001	Abhishek Kumar Jha
41.	22PGDM045	Eiluru Bramhananda Reddy
42.	22PGDM046	Gaikwad Raseshwari Dnyaneshwar
43.	22PGDM047	Gandhi Varun Vikas
44.	22PGDM048	Gujjala Hemanthkumar
45.	22PGDM049	Gunjan Chaudhary
46.	22PGDM050	Harshit Aggarwal
47.	22PGDM051	Hemalinea R
48.	22PGDM052	Infand Ajay J
49.	22PGDM053	Jadhav Sridevi
50.	22PGDM054	Jagadhatri Garnayak
51.	22PGDM055	Jayashree Shannigrahi
52.	22PGDM056	Jiban Barman
53.	22PGDM057	Jogadenu Sai Vishnu Dileep
54.	22PGDM058	Kartavya Nepalia
55.	22PGDM059	Kavita Kumari
56.	22PGDM060	Komal Sharma
57.	22PGDM061	Kondayyagari Mounika
58.	22PGDM062	Kondepudi Raju
59.	22PGDM064	Kurapati Pravallika
60.	22PGDM065	Mada Vamsi Krishna
61.	22PGDM066	Maddiralla Sateesh Kumar
62.	22PGDM067	Mahajan Bhavesh Sunil
63.	22PGDM068	Mani Karrot
64.	22PGDM069	Manjunatha
65.	22PGDM070	Mansi Singh
66.	22PGDM071	Master Kislay
67.	22PGDM072	Mavireddy Bhavana
68.	22PGDM073	Milind Choudhary
69.	22PGDM074	Mridul Jain
70.	22PGDM075	Muskan Sharma
71.	22PGDM076	Namita Gupta
72.	22PGDM077	Narapureddy Siva Reddy
73.	22PGDM078	Niharika Choudhary
74.	22PGDM079	Nisarg Jain

75.	22PGDM080	Nossam Suresh Reddy
76.	22PGDM081	Palacherla Sai Raj
77.	22PGDM082	Paras Mittal
78.	22PGDM083	Parth Budhia
79.	22PGDM084	Patnam Priyanka
80.	22PGDM085	Prabhav R.Nichat
81.	22PGDM086	Prajnesh Gopalkrishna Hegde
82.	22PGDM087	Pranjal Gupta
83.	22PGDM088	Prem Kantilal Prajapath
84.	22PGDM089	Premanshu Tripathi
85.	22PGDM090	Prerana Ghosh



Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
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Bengaluru North - 562157



IIBS

Department of PGDM

Circular

3rd July, 2023

This is to inform that final year students of PGDM are conducting Mock Interview session on 7th July 2023 in the campus.

Students would be accompanied by a faculty member for these event.

Students are expected to attend it mandatorily

Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157



IIBS

Department of PGDM

Report on Mock Interview

Venue: IIBS college, Placement Cabin, Ground Floor

Date: 7th July 2023

Introduction

A mock interview for PGDM students serves as a crucial preparatory step in their journey towards securing meaningful employment in the business world. This simulated interview experience mimics a real-world job interview scenario, providing students with a valuable opportunity to refine their interview skills, receive constructive feedback, and boost their confidence. During these sessions, students typically engage in role-playing exercises with industry professionals or faculty members acting as interviewers. The focus is on practicing responses to common interview questions, demonstrating their knowledge of business concepts, showcasing their interpersonal skills, and articulating their career goals effectively. Ultimately, mock interviews for PGDM students are designed to enhance their readiness for real-world job opportunities, helping them to stand out as confident and competent candidates in competitive business environments.

Objectives of Mock Interviews

The objectives of mock interviews for PGDM students are multifaceted and aimed at preparing them effectively for the challenges of real-world job interviews. Here are the key objectives:

1. **Skill Development:** Enhance interview skills such as articulation, communication, and presentation to boost confidence during actual interviews.
2. **Feedback and Improvement:** Provide constructive feedback on strengths and areas needing improvement based on mock interview performance.
3. **Experience Realistic Scenarios:** Simulate realistic interview settings and questions to familiarize students with typical interview dynamics and expectations.
4. **Industry Relevance:** Align interview simulations with current industry practices and job market trends to ensure students are prepared for specific roles and industries.

4. **Industry Relevance:** Align interview simulations with current industry practices and job market trends to ensure students are prepared for specific roles and industries.
5. **Behavioural and Situational Responses:** Practice responding to behavioral and situational questions effectively, demonstrating problem-solving abilities and leadership potential.
6. **Mock Interview Techniques:** Introduce students to strategies for handling challenging interview scenarios, such as discussing weaknesses or salary expectations.



Conclusion:

mock interviews play a pivotal role in the professional development journey of PGDM students by providing them with a simulated yet invaluable experience of real-world job interviews. These sessions not only help students refine their interview skills and boost their confidence but also offer personalized feedback to identify and address areas for improvement. By simulating authentic interview scenarios and focusing on industry-specific expectations, mock interviews effectively prepare students to navigate the complexities of the job market with poise and professionalism.

Dr. T. Jaggaiah

Director
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OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157

Department of PGDM

List of Students who participated in Mock Interview.

Sl. No.	Register No	Name of the Student
	22PGDM001	Abhishek Kumar Jha
1.	22PGDM002	Abhishek Singh
2.	22PGDM003	Abhishek Srivastava
3.	22PGDM005	Adurty Meghana
4.	22PGDM008	Akshat Agarwal
5.	22PGDM009	Akshay Chhonker
6.	22PGDM010	Algaskampeta Vyshnavi
7.	22PGDM011	Amalanishanth N
8.	22PGDM012	Aniket Sarkar
9.	22PGDM013	Anil Jaiswal
10.	22PGDM014	Anireddy Harshavardhan Reddy
11.	22PGDM015	Anmol Gulati
12.	22PGDM016	Anshuman Singh Chouhan
13.	22PGDM017	Anuj Gupta
14.	22PGDM018	Anurag Mishra
15.	22PGDM019	Apala Kothari
16.	22PGDM020	Arifa Khan
17.	22PGDM021	Ashutosh Dubey
18.	22PGDM023	Ashwin Kathail
19.	22PGDM024	Avik Mandal
20.	22PGDM025	Ayush Srivastava
21.	22PGDM026	Ayushi Makwana
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24.	22PGDM030	Bhagwat Vivek Sudhakar
25.	22PGDM031	Biswajyoti Bhadra
26.	22PGDM032	Bukka Kranthi Kumar
27.	22PGDM033	Chegireddy Rameshreddy
28.	22PGDM034	Chennamareddy Gari Chakradhar Reddy
29.	22PGDM035	Dampetla Aravind Yadav
30.	22PGDM036	Dasari Tarun Kumar
31.	22PGDM037	Deb Kumar Sao
32.	22PGDM038	Deeksha Sharma
33.	22PGDM039	Deepak Kumar

Dr. T. Jaggaiah

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TRUST OFFICE :
119, KHB Main Road,
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Bangaluru, Karnataka 560032

Circular

17th May 2021

Subject: Business Plan Presentation by Mr. Ganesh for Aspiring Entrepreneurs

We are excited to announce that a special business plan presentation will be conducted by Mr. Ganesh, a successful entrepreneur and business consultant from Bangalore, on May 21, 2021. This session is designed for innovative, creative, and motivated students who aspire to become entrepreneurs.

Details of the Session:

- **Date:** May 21, 2021
- **Time:** 10:00 AM
- **Venue:** Seminar Hall 1

Students are expected to attend it mandatorily

Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
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Bangaluru, Karnataka 560032

Department of PGDM

Business plan presentation for innovative, creative and motivated students who aspire to become entrepreneurs

Date: 21th May 2021

Venue: Seminar Hall 1

Resource Person: Mr. Ganesh

Introduction:

Boosting entrepreneurship involves creating an environment that encourages and supports individuals to start and grow their own businesses. This can be achieved through various measures such as providing access to funding and financial resources, offering education and training programs to develop entrepreneurial skills, and ensuring a supportive regulatory framework that reduces bureaucratic obstacles, the International Institute of Business Studies (IIBS) has organized event on Business plan presentation for innovative, creative and motivated students who aspire to become entrepreneurs, for its Post Graduate Diploma in Management (PGDM) students. This report aims to provide an overview of the event, and the impact it has had on the academic journey of PGDM students at IIBS.

Objectives

A business plan presentation aims to clearly and effectively communicate the core aspects of a business plan to potential investors, stakeholders, or partners. The primary objectives of such a presentation include:

1. Clarify the Business Concept
2. Demonstrate Market Understanding
3. Highlight the Business Opportunity
4. Outline the Business Strategy
5. Detail the Financial Plan



Key take Aways,

The key takeaways of a business plan presentation has provide a concise summary of the most critical aspects of the business and leave a lasting impression on the audience. Here are the essential takeaways of the event,

- Clear Business Concept
- Market Opportunity
- Competitive Edge
- Solid Business Model
- Strong Financial Projections

2. Impact Analysis:

Impact analysis of a business plan involves evaluating the potential effects the business will have on various stakeholders and aspects of the market, society, and environment. This analysis helps in understanding the broader implications of the business beyond financial performance. Inspirational Insights: Hearing success stories and real-life experiences from seasoned entrepreneurs and experts can inspire students to pursue their entrepreneurial ambitions.

- Economic Impact
- Social Impact
- Environmental Impact
- Technological Impact
- Market Impact

Students of PGDM have understood all the above impact that has the influence on business plan, By conducting a thorough impact analysis, businesses can better anticipate the broader implications of their operations, make more informed decisions, and demonstrate their commitment to responsible and sustainable practices.

Conclusion: In conclusion, this event presents a compelling business opportunity with a clear vision, a strong market potential, and a distinct competitive advantage. Our innovative approach to addresses a significant need in the market, positioning us for substantial growth and success. By leveraging technology and innovation, IIBS is well-positioned to continue a good educational experience through this session.



Dr. T. Jaggaiah

Director

**DIRECTOR
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Bangaluru, Karnataka 560032

Department of PGDM

List of Students who participated Business plan presentation for innovative, creative and motivated students who aspire to become entrepreneurs.

No.	Sl.	Register No	Name of the Student
	1	22PGDM001	Abhishek Kumar Jha
	2	22PGDM002	Abhishek Singh
	3	22PGDM003	Abhishek Srivastava
	4	22PGDM005	Adurty Meghana
	5	22PGDM008	Akshat Agarwal
	6	22PGDM009	Akshay Chhonker
	7	22PGDM010	Algaskampeta Vyshnavi
	8	22PGDM011	Amalanishanth N
	9	22PGDM012	Aniket Sarkar
	10	22PGDM013	Anil Jaiswal
	11	22PGDM014	Anireddy Harshavardhan Reddy
	12	22PGDM015	Anmol Gulati
	13	22PGDM016	Anshuman Singh Chouhan
	14	22PGDM017	Anuj Gupta
	15	22PGDM018	Anurag Mishra
	16	22PGDM019	Apala Kothari
	17	22PGDM020	Arifa Khan
	18	22PGDM021	Ashutosh Dubey
	19	22PGDM023	Ashwin Kathail
	20	22PGDM024	Avik Mandal
	21	22PGDM025	Ayush Srivastava

22	22PGDM026	Ayushi Makwana
23	22PGDM027	Balada Balaram
24	22PGDM028	Bandatmakuri Jaswanth Reddy
25	22PGDM030	Bhagwat Vivek Sudhakar
26	22PGDM031	Biswajyoti Bhadra
27	22PGDM032	Bukka Kranthi Kumar
28	22PGDM033	Chegireddy Rameshreddy



Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugada Halli, J. C. Hebbli,
Bengaluru North - 562157

Professional Summary

A seasoned entrepreneur and business consultant with nearly two decades of experience in driving business growth and market expansion. Leveraging a strong background in marketing, Mr. Ganesh has successfully led and advised numerous businesses in achieving their strategic goals. Holds an MBA in Marketing from MVJIT College and has been at the forefront of the consulting industry since 2005.

Professional Experience

Founder & Chief Consultant

Ganesh Consulting Services

Bangalore, India

2005 – Present



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Kankanagar. R.T.Nagar, Post,
Bangalore, Karnataka 560032

Circular

5th September, 2022

Here to inform that for the students of PGDM we are conducting Business Plan presentation on 7th September 2022 in the campus.

Students would be accompanied by a faculty member for these event.

Students are expected to attend it mandatorily


Dr. M. Kethan

Principal
PRINCIPAL

International Institute of Business Study

#75, Muthugadahalli, Bangalore North,
Jala Hobli, Bangalore – 562157



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Kankanagar, R.T.Nagar, Post,
Bengaluru, Karnataka 560032

Department of PGDM

Business Plan Presentation

Venue: IIBS college, 2nd floor, Seminar Hall 2

Date: 07th September, 2022

Introduction

Creating a compelling introduction for a Business Plan presentation is crucial to set the tone and engage your audience from the start. By the end of this presentation, students will have a thorough understanding of the business, their strategic goals, and the path they need to take to achieve them, for its Post Graduate Diploma in Management (PGDM) students. This report aims to provide an overview of the event, and the impact it has had on the academic journey of PGDM students at IIBS.

Objectives

The objectives of a business plan presentation are crucial as they provide the students with a clear understanding of what the presentation aims to achieve. Here are the primary objectives of this event to the students:

- Clearly convey the purpose and long-term goals of the business.
- Highlight the core values and principles guiding the business.
- Demonstrate a thorough understanding of the target market and industry.
- Present market research, customer insights, and competitive analysis.
- provide detailed information about the products or services offered.
- Highlight the benefits, features, and innovation behind the offerings.
- Describe the strategies for reaching and engaging the target audience.
- Outline sales tactics, channels, and growth strategies



Key Highlights of the Presentation

Post Graduate Diploma in Management (PGDM) have understood the main objective to concentrate while starting a business, below are the list of the things that the students learnt about;

- Executive Summary
- Company Description
- Market Analysis
- Business Strategy
- Products or Services
- Marketing and Sales Plan
- Financial Projections

Conclusion: The Business Plan Presentation conducted at the International Institute of Business Studies proved to be highly informative and engaging for PGDM students. This Presentation has provided expertise and insights to the students with a valuable perspective on the practical aspects of business management and leadership. Such initiatives play a vital role in preparing students for successful careers in the dynamic corporate environment.

Dr. T. Jaggaiah

Director
DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
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Bengaluru, Karnataka 560032

Department of PGDM

List of Students who participated Business plan presentation

No.	Sl.	Register No	Name of the Student
	1	22PGDM001	Abhishek Kumar Jha
	2	22PGDM002	Abhishek Singh
	3	22PGDM003	Abhishek Srivastava
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	17	22PGDM020	Arifa Khan
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	19	22PGDM023	Ashwin Kathail
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	21	22PGDM025	Ayush Srivastava

22	22PGDM026	Ayushi Makwana
23	22PGDM027	Balada Balaram
24	22PGDM028	Bandatmakuri Jaswanth Reddy -
25	22PGDM030	Bhagwat Vivek Sudhakar
26	22PGDM031	Biswajyoti Bhadra
27	22PGDM032	Bukka Kranthi Kumar


Dr. M. Kethan

Principal

PRINCIPAL
International Institute of Business Study
#75, Muthugadahalli, Bangalore North,
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119, KHB Main Road,
Kankanagar, R.T.Nagar, Post,
Bangalore, Karnataka 560032

Circular

11th July 2022

The students of PGDM will be attending an Entrepreneurship Development program on 14th July 2022.

Students would be accompanied by a faculty member for this event.

Students are expected to attend it mandatorily

Dr. M. Kethan

PRINCIPAL
Principal
International Institute of Business Study
#75, Muthugadahalli, Bangalore North,
Jala Hobli, Bangalore - 562157



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Bangalore - 562157, Karnataka

TRUST OFFICE :
119, KHB Main Road,
Kankanagar, R.T.Nagar, Post,
Bengaluru, Karnataka 560032

Department of PGDM

Entrepreneurship Development program

Introduction:

Boosting entrepreneurship involves creating an environment that encourages and supports individuals to start and grow their own businesses. This can be achieved through various measures such as providing access to funding and financial resources, offering education and training programs to develop entrepreneurial skills, and ensuring a supportive regulatory framework that reduces bureaucratic obstacles, the International Institute of Business Studies (IIBS) has organized event on Business plan presentation for innovative, creative and motivated students who aspire to become entrepreneurs, for its Post Graduate Diploma in Management (PGDM) students. This report aims to provide an overview of the event, and the impact it has had on the academic journey of PGDM students at IIBS.

Objectives

A business plan presentation aims to clearly and effectively communicate the core aspects of a business plan to potential investors, stakeholders, or partners. The primary objectives of such a presentation include:

1. Clarify the Business Concept
2. Demonstrate Market Understanding
3. Highlight the Business Opportunity
4. Outline the Business Strategy
5. Detail the Financial Plan



Impact Analysis:

Impact analysis of a business plan involves evaluating the potential effects the business will have on various stakeholders and aspects of the market, society, and environment. This analysis helps in understanding the broader implications of the business beyond financial performance. Inspirational Insights: Hearing success stories and real-life experiences from seasoned entrepreneurs and experts can inspire students to pursue their entrepreneurial ambitions.

- Economic Impact
- Social Impact
- Environmental Impact
- Technological Impact
- Market Impact

Students of PGDM have understood all the above impact that has the influence on business plan, By conducting a thorough impact analysis, businesses can better anticipate the broader implications of their operations, make more informed decisions, and demonstrate their commitment to responsible and sustainable practices.

Conclusion: In conclusion, this event presents a compelling business opportunity with a clear vision, a strong market potential, and a distinct competitive advantage. Our innovative approach to addresses a significant need in the market, positioning us for substantial growth and success. By leveraging technology and innovation, IIBS is well-positioned to continue a good educational experience through this session.

M. Kethan
Dr. M. Kethan

PRINCIPAL

Principal
International Institute of Business Study
#75, Muthugadahalli, Bangalore North,
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Department of PGDM

List of Students who participated in Entrepreneurship Development program.

Sl. No.	Register No	Name of the Student
1	22PGDM001	Abhishek Kumar Jha
2	22PGDM002	Abhishek Singh
3	22PGDM003	Abhishek Srivastava
4	22PGDM005	Adurty Meghana
5	22PGDM008	Akshat Agarwal
6	22PGDM009	Akshay Chhonker
7	22PGDM010	Algaskampeta Vyshnavi
8	22PGDM011	Amalanishanth N
9	22PGDM012	Aniket Sarkar
10	22PGDM013	Anil Jaiswal
11	22PGDM014	Anireddy Harshavardhan Reddy
12	22PGDM015	Anmol Gulati
13	22PGDM016	Anshuman Singh Chouhan
14	22PGDM017	Anuj Gupta
15	22PGDM018	Anurag Mishra
16	22PGDM019	Apala Kothari
17	22PGDM020	Arifa Khan
18	22PGDM021	Ashutosh Dubey
19	22PGDM023	Ashwin Kathail
20	22PGDM024	Avik Mandal
21	22PGDM025	Ayush Srivastava
22	22PGDM026	Ayushi Makwana

23	22PGDM027	Balada Balaram
24	22PGDM028	Bandatmakuri Jaswanth Reddy
25	22PGDM030	Bhagwat Vivek Sudhakar
26	22PGDM031	Biswajyoti Bhadra
27	22PGDM032	Bukka Kranthi Kumar
28	22PGDM033	Chegireddy Rameshreddy
29	22PGDM034	Chennamareddy Gari Chakradhar Reddy
30	22PGDM035	Dampetla Aravind Yadav
31	22PGDM036	Dasari Tarun Kumar
32	22PGDM037	Deb Kumar Sao
33	22PGDM038	Deeksha Sharma
34	22PGDM039	Deepak Kumar
35	22PGDM040	Deepak Raj Mehta


Dr. M. Kethan
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Curriculum Vitae

Mr. Krishna Reddy B N
Associate Professor & HOD,
Dayanand Sagar college
Center for Management Studies
Email: krishnar@cms.ac.in

Career Objective

To add value to your organization with the help of my adaptability and my grasping power and to enhance my professional skill set in accordance with your organizational objectives.

Specialization : Finance & Accounting

Prof Krishna Reddy is an Accounting and Finance professor with over 26 years of teaching expertise with a strong talent for developing and implementing a creative, hands-on curriculum that engages every student learning style and ability. He has proven ability to maintain a highly motivated and well-disciplined classroom, superior interpersonal and communication skills to foster meaningful relationships with students, staff, and parents. He is exceptionally seasoned and knowledgeable with a stellar teaching and academic service record. He explains various complex financial theories and practices clearly and accessibly to professional and non-professional audiences. "Learn, Think and Apply" is his teaching mantra.

Yours faithfully



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Circular

24th March, 2023

We are excited to announce an upcoming Guest Lecture on "Awaken the Entrepreneur in You" scheduled for March 28, 2023. The session will be conducted by **Rajeshwari K**, Associate Professor at Nagarjuna College, Bangalore.

Details of the Seminar:

- **Date:** March 28, 2023
- **Time:** 11:00 AM
- **Venue:** Seminar Hall 2,

Session Highlights:

- Exploring the qualities and mindset of successful entrepreneurs
- Techniques for identifying and nurturing innovative business ideas
- Strategies for tackling common startup challenges
- Insights into the entrepreneurial ecosystem and emerging trends
- Engaging discussions and real-life case studies

Students are expected to attend it mandatorily


Dr. M. Kehtan

Principal

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Bengaluru, Karnataka 560032

Department of PGDM

Awaken the Entrepreneur in You

Venue: IIBS college, seminar hall 2, 2nd floor

Date: 28th march 2023

Resource Person: **Rajeshwari K**

Introduction

On March 28, 2023, the campus hosted a compelling guest lecture titled "Awaken the Entrepreneur in You," delivered by Rajeshwari K, an esteemed Associate Professor from Nagarjuna College, Bangalore. The event aimed to ignite the entrepreneurial spirit among students and provide them with practical insights into the world of entrepreneurship.

Objectives

1. **Inspire Innovation:** To motivate students to explore and develop their entrepreneurial ideas and potential.
2. **Understand Entrepreneurial Qualities:** To provide a deep understanding of the mindset and traits required for successful entrepreneurship.
3. **Address Startup Challenges:** To discuss common challenges faced by startups and effective strategies to overcome them.
4. **Explore the Ecosystem:** To offer insights into the current entrepreneurial ecosystem and emerging trends.

Guest Lecture Highlights

- **Entrepreneurial Mindset:** Rajeshwari K began the session by outlining the essential qualities of successful entrepreneurs, emphasizing creativity, resilience, and a willingness to take risks.
- **Idea Development:** The lecture included practical advice on how to identify and nurture innovative business ideas, highlighting the importance of market research and validation.
- **Overcoming Challenges:** The speaker discussed various challenges that entrepreneurs typically face, such as funding issues, market competition, and regulatory hurdles, and shared strategies for overcoming these obstacles.

- **Case Studies:** Rajeshwari K presented several case studies of successful startups and entrepreneurs, illustrating key concepts and providing real-world examples of entrepreneurial success.
- **Interactive Discussion:** The session featured an engaging Q&A segment where students had the opportunity to ask questions and seek advice on their own entrepreneurial aspirations.



Learning Outcomes

1. **Enhanced Knowledge:** Students gained a comprehensive understanding of the entrepreneurial mindset and the qualities needed to succeed in business.
2. **Practical Insights:** Participants learned practical strategies for developing and refining their business ideas, as well as how to address common startup challenges.
3. **Inspiration and Motivation:** The lecture inspired students to pursue their entrepreneurial ambitions with renewed enthusiasm and confidence.

Conclusion

The guest lecture "Awaken the Entrepreneur in You" by Rajeshwari K was an enriching experience that provided students with valuable knowledge and inspiration. The session successfully met its objectives by offering practical advice, real-world examples, and interactive discussions. The insights gained from this lecture are expected to significantly benefit students in their entrepreneurial endeavors and foster a more innovative and entrepreneurial mindset on campus.


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Bengaluru, Karnataka 560032

Department of PGDM

List of Students who participated in the event

Awaken the Entrepreneur in you

No.	Sl.	Register No	Name of the Student
	1	22PGDM001	Abhishek Kumar Jha
	2	22PGDM002	Abhishek Singh
	3	22PGDM003	Abhishek Srivastava
	4	22PGDM005	Adurty Meghana
	5	22PGDM008	Akshat Agarwal
	6	22PGDM009	Akshay Chhonker
	7	22PGDM010	Algaskampeta Vyshnavi
	8	22PGDM011	Amalanishanth N
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	10	22PGDM013	Anil Jaiswal
	11	22PGDM014	Anireddy Harshavardhan Reddy
	12	22PGDM015	Anmol Gulati
	13	22PGDM016	Anshuman Singh Chouhan
	14	22PGDM017	Anuj Gupta
	15	22PGDM018	Anurag Mishra
	16	22PGDM019	Apala Kothari
	17	22PGDM020	Arifa Khan
	18	22PGDM021	Ashutosh Dubey
	19	22PGDM023	Ashwin Kathail
	20	22PGDM024	Avik Mandal

21	22PGDM025	Ayush Srivastava
22	22PGDM026	Ayushi Makwana
23	22PGDM027	Balada Balaram
24	22PGDM028	Bandatmakuri Jaswanth Reddy
25	22PGDM030	Bhagwat Vivek Sudhakar
26	22PGDM031	Biswajyoti Bhadra
27	22PGDM032	Bukka Kranthi Kumar


Dr. M. Kethan

Principal

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RESUME

Dr. RAJESWARI K
Associate Professor,
Nagarjuna Degree College,
Yelahanka

E-mail: rajeshwari@gmail.com

Contact: 8975641237

Career Objective

To add value to your organization with the help of my adaptability and my grasping power and to enhance my professional skill set in accordance with your organizational objectives.

– Roles & Responsibilities

- ❖ Admission Co-Ordinator
- ❖ Internal Co-Ordinator
- ❖ Discipline Incharge
- ❖ Students' Grievance Cell Co-Ordinator

FDPs, Workshops attended & Papers presented

1. Participated in E – quiz on Commerce & Taxation organised by Agragami Institute of Computers & Advanced Management Studies, Bengaluru & scored 76 %.
2. Participated in “A National Level E – quiz on Financial Management” organised by department of MBA, NCET, Bengaluru & scored 70 %.
3. Published a research article on Role of Performance Appraisal system in Organisational Development in the National Conference on “Challenges to Indian Business” Organised by the department of Business Administration, AIMAN college of Arts & Science for Women on 11/01/2020.
4. Paper presented on ‘Work life Balance of Women Employee’ in National Conference organized in our college.

Yours faithfully



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Awareness Programme on **INNOVATION AND ENTREPRENEURSHIP**

15th& 16th May 2024: 10.00: Seminar Hall I, IIBS

13/05/2024

CIRCULAR

We are very pleased to bring to your kind notice that we are organising an Awareness Programme on INNOVATION AND ENTREPRENEURSHIP on 15th& 16th May 2024 in the Seminar Hall I, IIBS Airport campus, Bangalore.

In this connection, All the first-year and Second-year students request to attend the programme without any fail.


Dr. M. Kethan

Principal

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International Institute of Business Study

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IIBS

International Institute of Business Study

Affiliated to Bengaluru City University

#75, Muthugadahalli, Bangalore North Jala Hobli,
Near International Airport, Bangalore-562157

Awareness Programme on INNOVATION AND ENTREPRENEURSHIP

15th May 2024 and 16th May 2024

@ 09:30 AM to 05:30 PM



Resource Persons

Mr. T.MUTHUKUMARAN

Deputy Manager (Tech)

Certified Energy Auditor, NSIC-Technical Services Centre
(A Govt of India Enterprise Under Ministry of MSME) Hyderabad- 62



Mr. G. VASU

Consultant -NSIC-Technical Services Centre
(A Govt of India Enterprise Under Ministry of MSME) Hyderabad- 62

Venue : Seminar Hall-1
IIBS Airport Campus, Bengaluru



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Awareness Programme on **INNOVATION AND ENTREPRENEURSHIP**

15th& 16th May 2024: 10.00: Seminar Hall I, IIBS



International Institute of Business Study, Bangalore, in collaboration with NSIC, is hosting a spectacular two-day event, Awareness Programme on Innovation and Entrepreneurship on 15th and 16th May 2024 at Seminar Hall I, IIBS. The main objective of the event was to create awareness among the students about various facts of entrepreneurship and also to educate the participants on entrepreneurship as an alternative career option.



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Awareness Programme on **INNOVATION AND ENTREPRENEURSHIP**

15th& 16th May 2024: 10:00: Seminar Hall I, IIBS

The event was presided over and inaugurated by Dr. T. Jaggaiah, Director and Principal-IIBS. In his address, he mentioned various superlatives of India about entrepreneurship and how students can crack those opportunities and convert their ideas into startups. We firmly believe that India will develop all the requisite national strengths that will make it a leading power in the times to come, stated Dr. T. Jaggaiah.

The Guests for the event were Mr. T. MUTHUKUMARAN, Deputy Manager (Tech) & Certified Energy Auditor-NSIC-Technical Services Centre (A Govt of India Enterprise Under Ministry of MSME), Hyderabad, Mr. G. Vasu, Consultant - NSIC-Technical Services Centre, Dr. M. Kethan, Director - PGDM, Dr. A. Arunkumar, Cordinator - PGDM and Dr. A. Iyappan, Convener Incubation Centre and Institute's Innovation Council (IIC-IIBS) were also present at the event. A total of 250 participants took part in the event.

Plenary Session I: Introduction to NSIC and Schemes for MSMEs and Startups

“There are many ecosystem enablers that are working for developing and creating awareness about entrepreneurship and NSIC is one of them. When you have new technologies that come up, they create a disruption that creates an opportunity for new players to enter and grow. NSICs provide a comprehensive range of services and support mechanisms are instrumental in addressing the diverse needs of MSMEs. By facilitating access to finance, technology, markets, and skilled manpower, NSIC plays a pivotal role in enhancing the competitiveness and sustainability of MSMEs, thereby contributing significantly to economic growth and employment generation in India. Mr. T. MUTHUKUMARAN, Deputy Manager (Tech) & Certified Energy Auditor-NSIC-Technical Services Centre, Hyderabad while addressing the session on Introduction to NSIC and Schemes for MSMEs and Startups.



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Awareness Programme on **INNOVATION AND ENTREPRENEURSHIP**

15th& 16th May 2024: 10.00: Seminar Hall I, IIBS

Session II- Motivation, Qualities and Factors, Barriers to becoming an entrepreneur

Becoming an entrepreneur involves a combination of motivation, inherent qualities, supportive factors, and overcoming significant barriers. Understanding these aspects can help aspiring entrepreneurs prepare better and increase their chances of success in the competitive business landscape. said Mr. G. VASU, Consultant, NSIC Hyderabad while addressing the session on Introduction to NSIC and Schemes for MSMEs and Startups

Conclusion

The Entrepreneurship Awareness Programme by NSIC was a resounding success, achieving its goal of inspiring and equipping aspiring entrepreneurs with the necessary knowledge and tools. The positive feedback and active engagement from participants underscored the programme's impact. IIBS plans to continue such initiatives to support and nurture the next generation of entrepreneurs.



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Awareness Programme on INNOVATION AND ENTREPRENEURSHIP

15th& 16th May 2024: 10.00: Seminar Hall I, IIBS



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Awareness Programme on INNOVATION AND ENTREPRENEURSHIP

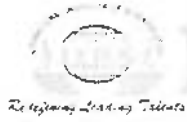
Attendance

Date: 15.05.2024

Session: Afternoon

Section: A

Sl No	Register No	Student Name	Signature
1	23PGDM0465	KATTA SAICHARAN	
2	23PGDM0476	ANAMIKA DEB	
3	23PGDM1003	AAYUSH KOSHTA	
4	23PGDM1004	ADDUGALA SAINATH REDDY	<i>Sainath Reddy</i>
5	23PGDM1007	ADITYA SINGH	<i>Aditya Singh</i>
6	23PGDM1037	APURV AMOL RAUT	<i>Apurv Amol Raut</i>
7	23PGDM1045	ASTHA	
8	23PGDM1049	B KRANTI	<i>B Kranti</i>
9	23PGDM1055	BHAWANA	<i>Bhawana</i>
10	23PGDM1057	BONTHA NAVEEN	<i>Naveen</i>
11	23PGDM1059	SARA CHANDANA PRIYA	<i>Sara Chandana Priya</i>
12	23PGDM1078	DIKSHA SHARMA	<i>Diksha Sharma</i>
13	23PGDM1081	EDIGA NIHARIKA	
14	23PGDM1088	GEDELA VENUMADHAVI	<i>G. Venumadhavi</i>
15	23PGDM1094	HARENEY V S	
16	23PGDM1104	HUGAR POORNIMA	<i>H. Poornima</i>
17	23PGDM1129	KOTTAPALLI SIVA KEERTHANA	
18	23PGDM1132	KRUPA NAIK	<i>Krupa Naik</i>
19	23PGDM1136	LAGADU GIRIBABU	<i>L.G. Giribabu</i>
20	23PGDM1137	LINGAPRASAD RAO BATTULA	
21	23PGDM1139	MADHUREEMA MAZUNDER	
22	23PGDM1140	MADHVI GAURAV	
23	23PGDM1150	MOHAMMED ISHTIAQ FARHAN	<i>Mohammed Ishtiaq Farhan</i>
24	23PGDM1155	NAGAHARSHINI	
25	23PGDM1169	PACHIMATLA MADHUBABU	<i>Pachimatla Madhubabu</i>
26	23PGDM1170	PALLAVI KUMARI	
27	23PGDM1172	PAVAN CHAWAN K	<i>Pavan Chawan K</i>
28	23PGDM1173	PAVAN KUMAR REDDY K	<i>Pavan Kumar Reddy K</i>



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Awareness Programme on INNOVATION AND ENTREPRENEURSHIP

29	23PGDM1178	POTTI PAVAN KALYAN	P. Pavan Kalyan
30	23PGDM1189	PRITHEE BANERJEE	Pritheer
31	23PGDM1193	PRIYANKA K	K. Priyanka
32	23PGDM1194	PRIYANSH VERMA	Priyansh
33	23PGDM1196	RAHUL KUMAR	Rahul K.
34	23PGDM1199	RAMAVATH MANOJ NAIK	R. Manoj Naik
35	23PGDM1219	DASARI SAI KRISHNA	
36	23PGDM1226	SAI SANDHYA G	G. Sai Sandhya
37	23PGDM1274	ADULLA SUDEEP KUMAR	
38	23PGDM1280	SUPRIYA J	
39	23PGDM1317	AJAY PRATAP SINGH LODHI	Ajay P
40	23PGDM1321	DEBAJYOTI PADHIARY	Debatyoti
41	23PGDM1326	HIMA ISSAC	
42	23PGDM1327	IPPILI ADARSH KUMAR	A. Adarsh
43	23PGDM1339	MERUVA SAINATH REDDY	M. Sainath Reddy
44	23PGDM1341	MOHIT PATIDAR	
45	23PGDM1343	N NIKHILESH MARUTHI	Nikhilesh
46	23PGDM1417	SAI KAMESH CHIRANJEEVI BULUSU	B. S. K. Chiranjeevi
47	23PGDM1420	ARSHAD A	
48	23PGDM1421	AJAY KUMAR	A. Ajay Kumar
49	23PGDM1422	AJEET ANIL ZUNZURE	Ajeet
50	23PGDM1423	ARAVIND VALLURI	Aravind
51	23PGDM1424	CHAGANTI NANDU	Chaganti
52	23PGDM1425	GODA INDRAVATHI	G. Indravathi
53	23PGDM1426	KETINENI CHAITANYA KUMAR NAIDU	
54	23PGDM1427	MORRI NAVEEN	M. Naveen
55	23PGDM1429	MULLA AFRID BASHA	
56	23PGDM1430	NAKKA PAVAN KUMAR	
57	23PGDM1431	PANKAJ DEWANGAN	P. Pankaj
58	23PGDM1432	PAVANI P	
59	23PGDM1433	ARJUN R	
60	23PGDM1434	RAKESH KUMAR NAG	
61	23PGDM1435	RUPAM RAKESH GIRI	Rupam

Circular

17th Sept, 2023

Subject: Blood Donation Drive and Free Health Check-Up on March 21st

Dear Students and Faculty Members,

We are pleased to announce that our institution will be organizing a **Blood Donation Drive** and **Free Health Check-Up** on **March 21st, 2024**. This initiative aims to encourage community involvement and promote health and wellness among our students and faculty.

Event Details:

- **Date:** March 21st, 2024
- **Time:** 9:30 AM onwards
- **Venue:** Seminar Hall 2

Schedule:

- **Blood Donation Drive:** 9:30 AM - 4:30 PM
- **Free Health Check-Up:** 9:30 AM – 4:30 PM

We encourage everyone to take part in these important activities. Your participation will not only contribute to the well-being of others but also support our collective effort to foster a healthier community.


Dr. M. Kethan

Principal

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Jala Hobli, Bangalore – 562157

Report on Blood Donation and Free Health Check-Up Camp

Date: 21st March 2023

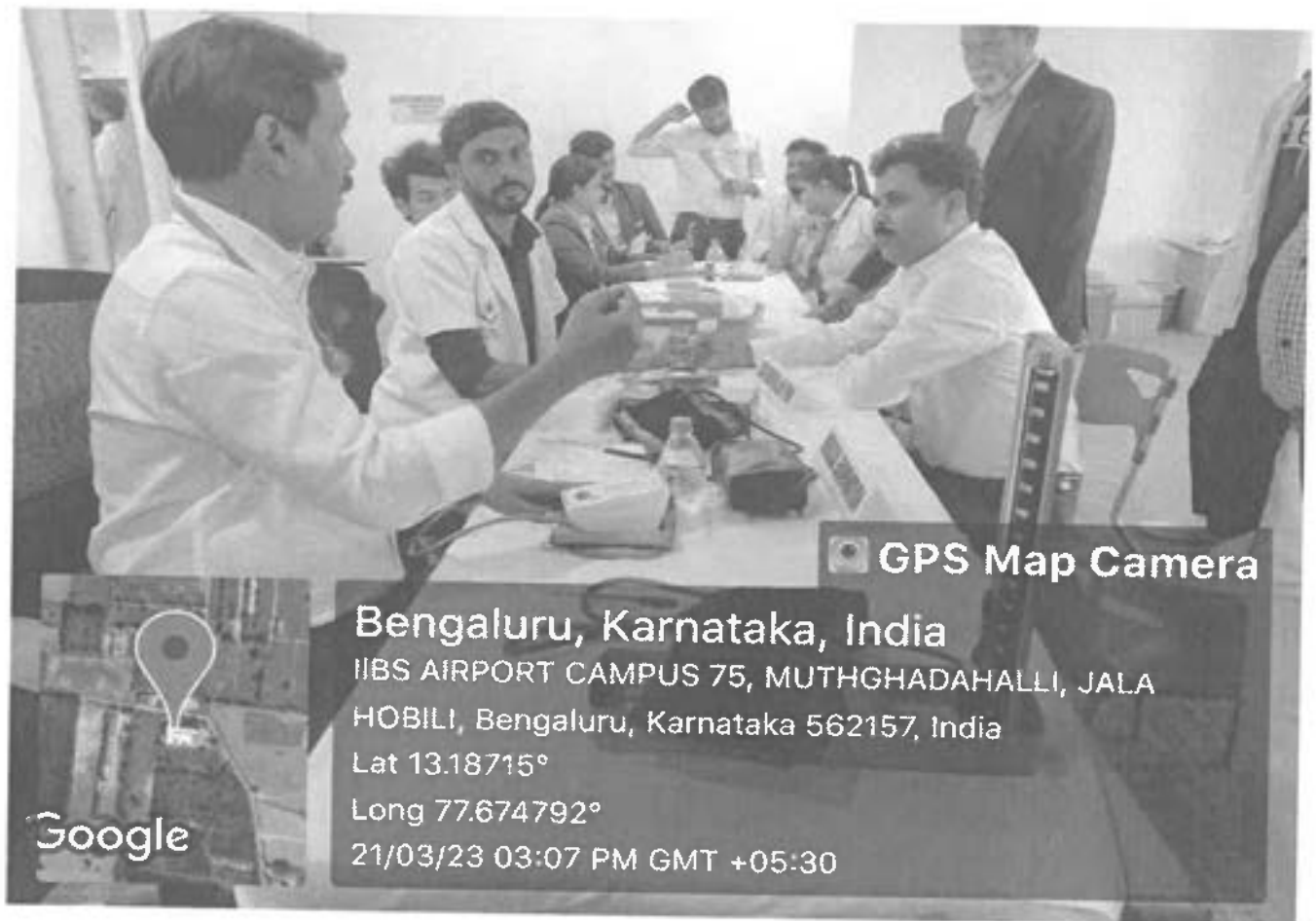
Venue: IIBS College

Number of beneficiaries: 140



(Inauguration of the Blood and Health check-up camp done by The Chairman of IIBS, Dr. Jay Prakash). On March 21st, 2023 organised a blood donation and Free health check-up services in honour of 'Founder's Day' (Birth Day of Dr. Jay Prakash, Founder Chairman of IIBS) in collaboration with Jeeva Raksha Voluntary Blood Bank and the Lions Club of Bengaluru.

The camp officially started at 9:30 a.m. with a brief opening ceremony where the Jeeva Raksha Voluntary Blood Bank team was welcomed with flowers. The group emphasised the state's increasing need for blood and praised the young volunteers for their selfless deed.



(Doctor consultation after BP and Haemoglobin check-up)

Objectives

The primary objectives of the camp were:

1. **Promote Blood Donation:** To encourage voluntary blood donation and address the constant demand for blood in hospitals and emergency situations.
2. **Health Awareness:** To increase awareness of the importance of regular health check-ups for early detection and prevention of diseases.
3. **Health Screening:** To provide free health screenings, including blood pressure, sugar levels, BMI, and general health consultations, to individuals who may not have easy access to healthcare services.

Around 140 people—including members of the teaching and non-teaching staff, students—volunteered to give blood. 109 units of blood were collected in total. After giving blood, the blood donors were given biscuits and juice to help them feel more energised. To all the donors, the blood donation certificates were given.



(Blood Donated by the Director of IIBS, Dr. Tripuraneni Jaggaiah)

(Students donating Blood on the occasion of 'Founder's Day')



(Eye check-up is being done by the college to the students and staff)

In addition to blood donation, the participants were given a free full body check-up such as Eye test, BP test, Dental Check-up, ECG and free doctor consultancy. There were a lot of specialist doctors in the camp. Following an examination, some of the necessary medications were also given to those in need. The medical camp ended successfully at around 4:40 p.m. with the help of comprehensive coordination between various sectors.



Execution and Activities

The camp was conducted with the support of a team of medical professionals, volunteers, and healthcare workers. The activities included:

- **Blood Donation Drive:** A mobile blood collection unit was set up, and potential donors were guided through the donation process. Proper medical screening was conducted before donations to ensure the safety of both donors and recipients.
- **Free Health Check-Up:** Medical professionals conducted free health check-ups, including blood pressure measurement, blood sugar testing, BMI calculation, and general health consultations.
- **Health Awareness Session:** An educational session was organized to inform participants about the benefits of regular health monitoring and the critical need for blood donation.

Conclusion

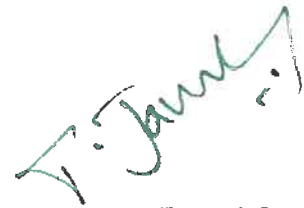
The Blood Donation and Free Health Check-Up Camp was a significant success, with a large turnout of 140 participants who benefitted from the health services provided. The camp not only facilitated the collection of much-needed blood units but also raised awareness about the importance of maintaining good health. The overwhelming response from the community demonstrated the need for such initiatives and the willingness of the public to contribute to health and social causes. Moving forward, it is recommended that similar camps be organized regularly to continue promoting community health and ensuring the availability of essential medical resources.



Dr. M. Kethan

PRINCIPAL
Principal

International Institute of Business Study
#75, Muthugadahalli, Bangalore North.
Jala Hobli, Bangalore - 562157



Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157



IIBS INTERNATIONAL INSTITUTE OF BUSINESS STUDY

(Managed by Smt. B. Devi Educational and Charitable Trust)

BENGALURU CAMPUS :
75, Muthugadahalli, Jala Hobli,
Bangalore North Taluk, Bangalore Urban District,
Bangalore - 562157, Karnataka

TRUST OFFICE :
119, KHB Main Road,
Kankanagar, R.T.Nagar, Post,
Bangalore, Karnataka 560032

Circular

25th Sept, 2023

Subject: Industrial Visit to TVS Motors, Hosur for PGDM 1st Year Students

This is to inform all PGDM 1st year students that an industrial visit has been organized to **TVS Motors, Hosur on 15th June 2022.**

Details of the Visit:

- **Date:** 15th June 2022
- **Time:** 9:00 AM to 1:30 PM
- **Venue:** TVS Motors, Hosur, Tamil Nadu
- **Transportation:** Buses will depart from the campus at 8:03 AM sharp and return by 3:30 PM.

Purpose of the Visit:

- To observe and understand the production processes and assembly line operations at TVS Motors.
- To gain insights into the management practices and operational strategies of a leading automotive manufacturer.
- To interact with industry professionals and understand the practical application of theoretical concepts learned in class.

Dr. T. Jaggaiah

Director
DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bangalore North - 562157



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TRUST OFFICE :
119, KHB Main Road,
Kankanagar, R.T.Nagar, Post,
Bangalore, Karnataka 560032

Industrial Visit to TVS Motors, Hosur

DATE: Jun 15th, 2022

TIME: 9:00 AM to 1:30 PM

Overview of the company:

TVS Motor Company is a Multinational Motorcycle Company, headquartered in Chennai, India. It is the third largest motorcycle company in India with a revenue of over ₹15,000 crore (US\$2.2 billion) in 2017-18. The company has annual sales of 3 million units and an annual capacity of over 4 million vehicles. TVS Motor Company is also the 2nd largest exporter in India with exports to over 60 countries around the world. TVS Motor Company Ltd. (TVS Motor), a member of the TVS Group, is the largest company of the group in terms of size and turnover.

TVS Motor won the prestigious Deming Application Prize in 2002. In 2004, TVS Scooty Pep won the 'Outstanding Design Excellence Award' from the magazine, Business World and the National Institute of Design, Ahmedabad. The effective implementation of Total Productivity Maintenance (TPM) practices won TVS Motor the TPM Excellence Award given by the Japan Institute of Plant Maintenance in 2008.

Visit Report:

PGDM students visited the plant on Jun 15th, 2022. Access to the plant was granted under full supervision by a competent team of Plant Managers and Senior Engineers. The students were initially briefed about the history of the company and its legacy. A short video clip was played detailing the company's achievements over the years. Post a break over tea and biscuits, the students were divided into two teams and were guided through the plant.

All proper safety protocols were enforced during this time. No mobile phones were allowed. The guided tour lasted for well over an hour during which the students were introduced to various kinds of machines – robotic, automatic and semi-automatic, processes, efficiency and productivity improvement techniques and employee/worker management. The students were then assembled for a Question & Answer session. After a heartfelt vote of thanks and a photograph session, the students exited the facility.



Key Learnings:

The students have understood the importance of a culture of innovation and spontaneity wherein continuous improvement and TQM techniques such as Kaizen, PDCA, SDCA and 5S have been successfully implemented. The various types of plant layouts – Product, Process and Hybrid, has been explained accompanied by visual evidence.

The importance of worker safety and satisfaction cannot be sidelined and the students have observed the whole scale implementation of worker oriented policies across the plant such as the use of PPE (Personal Protective Equipment), Andon, Preventive Maintenance, Signage, Life and Medical Insurance schemes etc.


Dr. M. Kethan

Principal

PRINCIPAL

International Institute of Business Study
#75, Muthugadahalli, Bangalore North,
Jala Hobli, Bangalore - 562157



Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157

Attendance of Students attending Industrial Visit to TVS Motors

Sl.No	Name	Register No
1	22PGDM005	Adurty Meghana
2	22PGDM008	Akshat Agarwal
3	22PGDM009	Akshay Chhonker
4	22PGDM010	Algaskampeta Vyshnavi
5	22PGDM011	Amalanishanth N
6	22PGDM012	Aniket Sarkar
7	22PGDM013	Anil Jaiswal
8	22PGDM014	Anireddy Harshavardhan Reddy
9	22PGDM015	Anmol Gulati
10	22PGDM020	Arifa Khan
11	22PGDM021	Ashutosh Dubey
12	22PGDM023	Ashwin Kathail
13	22PGDM024	Avik Mandal
14	22PGDM025	Ayush Srivastava
15	22PGDM026	Ayushi Makwana
16	22PGDM027	Balada Balaram
17	22PGDM028	Bandatmakuri Jaswanth Reddy
18	22PGDM030	Bhagwat Vivek Sudhakar
19	22PGDM031	Biswajyoti Bhadra
20	22PGDM032	Bukka Kranthi Kumar
21	22PGDM033	Chegireddy Rameshreddy
22	22PGDM036	Dasari Tarun Kumar
23	22PGDM037	Deb Kumar Sao
24	22PGDM038	Deeksha Sharma
25	22PGDM039	Deepak Kumar
26	22PGDM040	Deepak Raj Mehta
27	22PGDM041	Deepali Patel

28	22PGDM046	Gaikwad Raseshwari Dnyaneshwar
29	22PGDM047	Gandhi Varun Vikas
30	22PGDM048	Gujjala Hemantbkumar
31	22PGDM049	Gunjan Chaudhary
32	22PGDM050	Harshit Aggarwal
33	22PGDM051	Hemaline R
34	22PGDM052	Infand Ajay J
35	22PGDM060	Komal Sharma
36	22PGDM061	Kondayyagari Mounika
37	22PGDM062	Kondepudi Raju
38	22PGDM064	Kurapati Pravallika
39	22PGDM065	Mada Vamsi Krishna
40	22PGDM066	Maddiralla Sateesh Kumar
41	22PGDM067	Mahajan Bhavesh Sunil
42	22PGDM068	Mani Karrot
43	22PGDM069	Manjunatha
44	22PGDM070	Mansi Singh
45	22PGDM071	Master Kislay
46	22PGDM072	Mavireddy Bhavana
47	22PGDM073	Milind Choudhary
48	22PGDM074	Mridul Jain
49	22PGDM075	Muskan Sharma
50	22PGDM076	Namita Gupta
51	22PGDM136	Tajane Darshan Nitin
52	22PGDM137	Thippabattuni Showry Sowmya
53	22PGDM138	Thube Shubham Bandu
54	22PGDM139	Tirthankar Ghosh
55	22PGDM140	Tummala Giridhar

Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
 #75 Muthugadahalli, Jala Hobli,
 Bengaluru North - 562157

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

Roll No: NPTEL22MG04S43830941

To
BHAVANA K L
#27/2 6TH CROSS MUNESHWARA NAGAR
BAGALAGUNTE
BANGALORE
KARNATAKA - 560073
PH. NO :7349476539



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:1

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

BHAVANA K L

for successfully completing the course

Management of Field Sales

with a consolidated score of **62** %

Online Assignments	13.83/25	Proctored Exam	48/75
--------------------	----------	----------------	-------

Total number of candidates certified in this course: **174**

Prof. B. V. Ratish Kumar
Chairman, Centre for Continuing Education
IIT Kanpur

Jan-Feb 2022
(4 week course)

Prof. Satyaki Roy
NPTEL Coordinator
IIT Kanpur



Indian Institute of Technology Kanpur



Roll No: NPTEL22MG04S43830941

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

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

Roll No: NPTEL22MG44S33830868

To
BHAVANA K L
#27/2 6TH CROSS MUNESHWARA NAGAR
BAGALAGUNTTE
BANGALORE
KARNATAKA - 560073
PH. NO :7349476539



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:1

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

BHAVANA K L

for successfully completing the course

Services Marketing: A Practical Approach

with a consolidated score of **60** %

Online Assignments	17.83/25	Proctored Exam	42/75
--------------------	----------	----------------	-------

Total number of candidates certified in this course: **403**

Prof. Jayanta Mukhopadhyay
Dean Outreach
IIT Kharagpur

Jan-Feb 2022
(4 week course)

Prof. Debjani Chakraborty
Coordinator, NPTEL
IIT Kharagpur



Indian Institute of Technology Kharagpur



Roll No: NPTEL22MG44S33830868

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



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Kajal Kumari

for successfully completing the two credit course

Introduction to Managerial Economics

with a consolidated score of 51.08

(pre-recorded examination held on 21.02.2022)

offered by **Indian Institute of Management Bangalore**



KA02006626

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Kajal Kumari

for successfully completing the two credit course

Effective Business Communication

with a consolidated score of 73.0%

proctored examination held on 21.02.2022

offered by **Indian Institute of Management Bangalore**



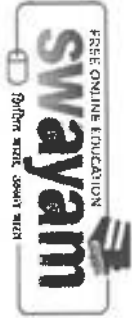
KA02006626

Issued On : 05/05/2022

To validate and check scores : <https://swayam.gov.in/>

Vasanthi S

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Jaajitha C



KA02000663

for successfully completing the two credit course

Customer Relationship Management

with a consolidated score of 47.6%

(proctored examination held on 22.02.2022)

offered by **Indian Institute of Management Bangalore**

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Kratika Jain

for successfully completing the two credit course

Financial Accounting and Analysis

with a consolidated score of 73.8%

(proctored examination held on 22.02.2022)

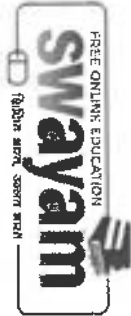
offered by **Indian Institute of Management Bangalore**



KA02000301

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Kratika Jain



KA02000301

for successfully completing the two credit course

Effective Business Communication

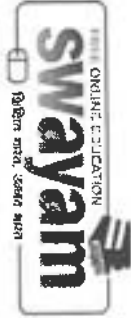
with a consolidated score of 73.6%

(proctored examination held on 21.02.2022)

offered by **Indian Institute of Management Bangalore**

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Minal Dhote

for successfully completing the two credit course

Effective Business Communication

with a consolidated score of 71.9%

(proctored examination held on 21.02.2022)

offered by **Indian Institute of Management Bangalore**



CG01010614

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore



SWAYAM EXAM MARKSHEET

Name	MOUNIKA NALAGONDA	
Application No	36635554	
Course Name	Consumer Behaviour	
Course Code	imb21-mng31	

Internal Assessment	Final Examination (100.0)	Total Marks (100.0)
-	48.0	48.0

Date : 24/05/2022

This is the computer-generated copy of the mark sheet



SWAYAM EXAM MARKSHEET

Name	MOUNIKA NALAGONDA	
Application No	36635554	
Course Name	Advanced Corporate Strategy	
Course Code	imb21-ng32	

Internal Assessment	Final Examination (100.0)	Total Marks (100.0)
-	36.0	36.0

Date : 24/05/2022

This is the computer-generated copy of the mark sheet



SWAYAM EXAM MARKSHEET

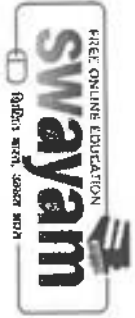
November 2021

Name	MOUNIKA NALAGONDA		
Application No	36635554		
Course Name	Innovation and Start-up Policy		
Course Code	imb21-mg40		

Internal Assessment (25.0)	Final Examination (75.0)	Total Marks (100.0)
17.5	27.0	44.5

Date : 24/05/2022

This is the computer-generated copy of the mark sheet



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Neha Bharti



KA02010503

for successfully completing the two credit course

Quantitative Marketing Research

with a consolidated score of 70.0%

(proctored examination held on 22.02.2022)

offered by **Indian Institute of Management Bangalore**

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Ritica Kumari

for successfully completing the two credit course

Customer Relationship Management

with a consolidated score of 52.5%

(proctored examination held on 22.02.2022)

offered by **Indian Institute of Management Bangalore**



KA02009303

Vasanthi's

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



SWAYAM EXAM MARKSHEET

November 2021

Name	RITICA KUMARI		
Application No	42336754		
Course Name	Introduction to Marketing Essentials		
Course Code	imb21-ng42		

Internal Assessment (25.0)	Final Examination (75.0)	Total Marks (100.0)
12.0	25.5	37.5

Date : 24/05/2022

This is the computer-generated copy of the mark sheet



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Saket Kumar

for successfully completing the two credit course

Effective Business Communication

with a consolidated score of 54.1%

(proctored examination held on 21.02.2022)

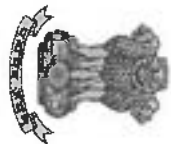
offered by **Indian Institute of Management Bangalore**



KA02016718

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Sakshi Bhadani

for successfully completing the two credit course

Introduction to Marketing Essentials

with a consolidated score of 65.7%

(proctored examination held on 21.02.2022)

offered by **Indian Institute of Management Bangalore**



KA02018731

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Sakshi Bhadani

for successfully completing the two credit course

Introduction to Marketing Essentials

with a consolidated score of 65.7%

(prectored examination held on 21.02.2022)

offered by **Indian Institute of Management Bangalore**



KA02018731

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Srimanta Saha

for successfully completing the two credit course

Introduction to Marketing Essentials

with a consolidated score of 62.3%

(proctored examination held on 21.02.2022)

offered by **Indian Institute of Management Bangalore**



WB040005607

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022

To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to
Srimanta Saha



WB04005607

for successfully completing the three credit course
Innovation and Start-up Policy

with a consolidated score of 70.5%

(proctored examination held on 22.02.2022)

offered by **ILLM Institute for Higher Education**

Dr Kakoli Sen

Director

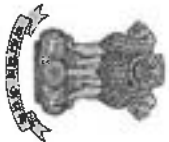
ILLM Institute for Higher Education

Vasanthi Srinivasan

National Coordinator

Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Thilbertha Dorine P

for successfully completing the three credit course

Innovation and Start-up Policy

with a consolidated score of 56.4%

(proctored examination held on 22.02.2022)

offered by **IILM Institute for Higher Education**



KA02019319

Dr Kakoli Sen

Director

IILM Institute for Higher Education

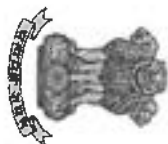
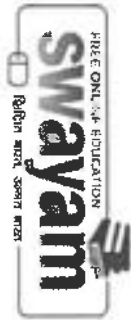
Vasanthi Srinivasan

National Coordinator

Indian Institute of Management Bangalore

Issued On : 05/05/2022

To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to
Thilberta Dorine P



KA02019319

for successfully completing the two credit course
Effective Business Communication

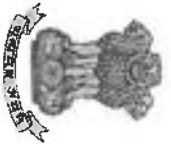
with a consolidated score of 70.6%

(proctored examination held on 21.02.2022)

offered by **Indian Institute of Management Bangalore**

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



IILM

Institute for
Higher Education

SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Thota Arun



KA02010603

for successfully completing the three credit course

Innovation and Start-up Policy

with a consolidated score of 45.9%

(proctored examination held on 22.02.2022)

offered by **IILM Institute for Higher Education**

Dr Kakoli Sen

Director

IILM Institute for Higher Education

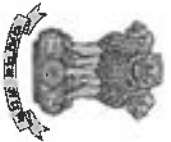
Vasanthi Srinivasan

National Coordinator

Indian Institute of Management Bangalore

Issued On : 05/05/2022

To validate and check scores : <https://swayam.gov.in/>



SWAYAM ONLINE COURSE CERTIFICATION

This certificate is awarded to

Vinay Kala

for successfully completing the two credit course

Effective Business Communication

with a consolidated score of 82.6%

(proctored examination held on 21.02.2022)

offered by **Indian Institute of Management Bangalore**



KA02005990

Vasanthi Srinivasan
National Coordinator
Indian Institute of Management Bangalore

Issued On : 05/05/2022
To validate and check scores : <https://swayam.gov.in/>



IIBS

Redefining Leading Talents

Blood Donation Camp And Free health Check-Up at IIBS

On September 28, 2022, the IIBS in collaboration with the Jeeva Raksha Voluntary Blood Bank and the Lions Club of Bangalore.

The camp officially started at 9:00 a.m. with a brief opening ceremony where the Jeeva Raksha Voluntary Blood Bank team was welcomed with flowers. The group emphasised the state's increasing need for blood and praised the young volunteers for their selfless deed. Prof. Kuldeep Sharma, Academic Director, Prof. NSR Murthy, Registrar, and Mr. Maheshwar Reddy, Executive Director, donated blood to officially open the camp.

During the camp, about 180 people—including members of the teaching and non-teaching staff, students—volunteered to give blood. 131 units of blood were collected in total. After giving blood, the blood donors were given biscuits and frooti to help them feel more energised. A blood donation certificate was given to the donors of blood.

All participants were given a free full body check-up in addition to this. There were a lot of specialist doctors in the camp. Following an examination, some of the necessary medications were also given to those in need. The medical camp ended successfully at around 4:00 p.m. with the help of comprehensive coordination between various sectors.

As volunteers, the students of took care of the crowd and line. Students were made aware of the following information to inspire them to donate blood:

- Donating blood lowers the risk of cancer and heart attacks.
- Donating blood aids in keeping the liver healthy.
- Blood donation aids in weight loss and burns calories.

- Stimulates the production of blood cells.
- Maintains iron levels and prevents hemochromatosis.



HEROIS IN YOUR BLOOD - DONATE BLOOD SAVE LIVES

Certificate of Appreciation

Date : 29-09-2021

This Certificate is awarded to

Ms./Mr. PAVAN KUMAR GOUD

In recognition of your valuable contribution to save many
precious lives by donating blood.
We would request you to spread the message of voluntary
blood donation amongst your friends.

Blood Group A B O AB

Rh : POSITIVE
 NEGATIVE

[Signature]
Medical Officer

ಜೀವರಕ್ಷ ಸ್ವಯಂಪ್ರೇರಿತ ರಕ್ತನಿಧಿ
JEEVARAKSHA VOLUNTARY BLOOD BANK
IN ASSOCIATION WITH LIONS CLUB OF BANGALORE CENTENNIAL SPANDANA
DL NO. : KTK 28C - 303/2016
207, 3rd Floor, Lerman's Complex, Next to Just Dial Office, 6th Main Road, Jayanagar
Ph : 080-22872199 | Mob : 98453 54991 98362 30533, Email : jeevaraksha@redcross.org

JVBB

[Signature]
PRINCIPAL
International Institute of Business Study
#75, Muthugadanahalli, Bangalore North,
Jala Hobli, Bangalore - 562157

4.2.2. Quality of continued assessment evaluation process


The PGDM evaluation process which consists of a TEE- Trimester End Exam which has 60% weightage and CIE- Continuous Internal Evaluation which has weightage of 40%. The college has a structure for CIE in line with the guidelines which have 20 marks out of 40 for internal evaluation tests and 20 marks for a mix of assignments, mock tests, seminars, quizzes. The internal marks of 20 are decided based on the average of two internal assessment tests.

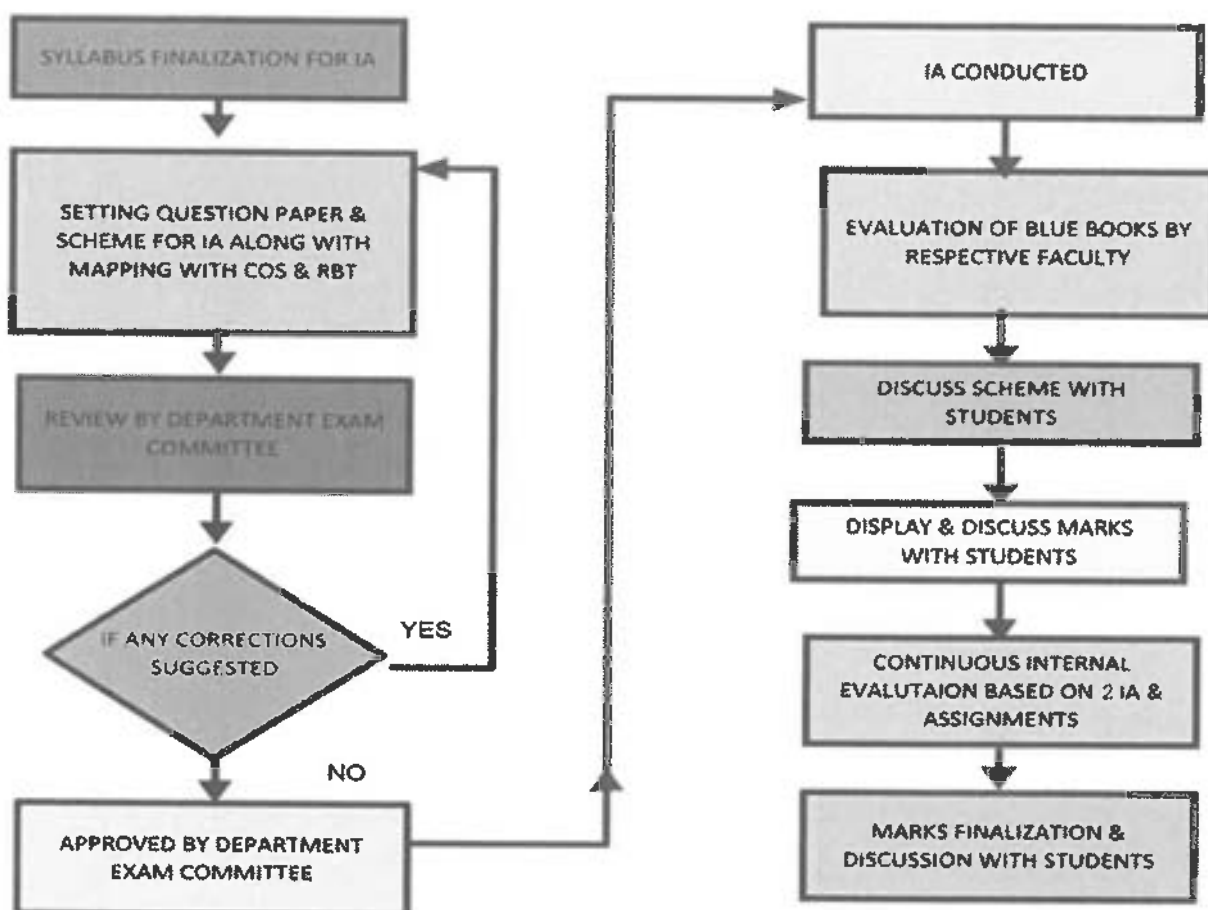
A. Process for internal semester question paper setting, evaluation and effective process implementation

Continuous assessment of students is done based on their class attendance, class participation and performance in assignment, seminars, mock test, quizzes and internal assessment tests. Two mandatory CIE tests are conducted at predefined intervals. Allocation of modules may vary based on syllabus completion for the respective subject. Following process is followed for execution of internal assessment tests in the department:

- **Syllabus finalization for CIE:** Syllabus is finalized for CIE based on the portions covered. Allocation of modules for each CIE varies based on syllabus completion for the respective subject and the logical grouping of topics. Two mandatory Internal Assessment tests are conducted at predefined intervals. First two modules of the syllabus are covered in the first CIE Test, the III, IV and V modules are covered under the second CIE test.
- **Setting and finalization of Question Paper:** The concerned subject faculty set the question paper in line with the syllabus. It is ensured that the degree of difficulty of questions is at the same level or higher than the end Trimester question paper. Each question is mapped to the course outcome and Bloom's Taxonomy level. The scheme for the question paper is prepared by the concerned faculty. The question paper and the scheme are scrutinized by the department examination committee. Corrections are suggested, if required and incorporated by the subject faculty and the revised question paper is submitted to the department CIE coordinator at least five days before the start of CIE.

The process of Continuous Internal Assessment is described below


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- **Timetable preparation for the CIE:** Timetable for CIE is prepared by the department CIE coordinator in line with the academic calendar. The same is approved by the Coordinator and displayed at least one week before the start of CIE.
- **Preparation of room allotment for CIE:** The department CIE coordinator allots the rooms as per the USN Registration No's. The same is reviewed by the committee at least one week before the start of the CIE.
- **Allotment of invigilation duty for CIE:** The department CIE coordinator with suggestions of Principal assigns the invigilation duty all the faculty members and the same is shared with faculty members at least one day before the start of CIE.
- **Conducting Internal Assessment:** The invigilators collect the blue books as per the allotment from the department CIE coordinator, acknowledge the same and reach the identified room at least 10 minutes before the start of CIE. The CIE coordinator distributes the question papers to the respective rooms before the start of CIE. The Dos and

Don'ts to be followed for CIE are displayed at the notice board of the department and are strictly followed by the faculty and students. Once the prescribed time of CIE is complete, the blue books are collected back from the students, arranged in the order of as per USN Reg. No's, and returned to the department CIE coordinator from where concerned faculty collects the same for the valuation.

- **Valuation:** The valuation must be completed within a week from the last day of CIE by the respective faculty handling the subject. Further, the scheme of question paper is discussed in the class with all the students. This helps students in understanding what exactly answer needs to be and how it must be written in the exam. The marks are entered in the shared Google Spreadsheet by the respective faculty. The department CIE coordinator is responsible to analyze the same and declare the result of CIE same marks will be displayed in class notice boards.
- **Counseling of students by mentors:** Bright and weak students are identified with the help of subject faculty. Bright students are encouraged to do better whereas the weaker ones are counseled by the respective student's Mentor. Doubt clearing sessions are conducted based on the individual student's need. Weak students are identified based on CIE marks and given remedial classes

Sample CIE result analysis of IV trimester students

SerCIE/NO	SRN	NAME	CIE 1	CIE 2	ASSIGNMENT	SEMINAR	QUIZ	MOCK TEST	Total
1	2019PGDM006	K Nagesh	6	10	3	2	5	1	23
2	2019PGDM013	Sweta Mukherjee	8	8	5	9	3	4	32
3	2019PGDM026	Ankit Kumar Singh	7	10	5	7	3	3	29
4	2019PGDM028	Subhakanta Sahoo	8	8	5	9	5	4	28
5	2019PGDM036	Kinjal Jaiswal	9	10	4	10	4	3	32
6	2019PGDM042	Akshay Awasthi	7	8	5	9	3	1	29
7	2019PGDM047	Shaik Rahul Babu	8	8	3	7	4	1	29

B. Process to ensure questions from outcomes/learning levels perspective (10)

The subject faculty of respective subject is responsible to set the question paper for the internal assessment exams and the end Trimester question paper. All the questions are mapped to the course outcome and Bloom's Taxonomy level. The Bloom's level in each question paper varies from 1 to 5 (Remember, Understand, Apply, Analyze, Evaluate etc.). The courses relating to

problem solving incorporate bloom's level 3, 4&5, whereas theoretical courses cover a Blooms level of 1, 2, 3 & 4. It is ensured that about 20% questions are corresponding to RBL 4 & 5. As it is a PG Course, the respective faculties setting the question paper are advised to avoid multiple RBL 1 question. To improve the quality of students learning, mandatory case study question is given. Further the questions have sub sections pertaining to multiple modules to ensure the student doesn't skip studying a module of the syllabus.

Each internal test covers a minimum of two course outcomes which are in turn linked to program outcomes. All the exam paper questions are distributed uniformly across the COs mapping to the concerned modules. Across the two internal assessments, it is ensured that all the COs pertaining to the course are thoroughly tested. The question paper is further submitted and scrutinized by the department examination committee. Corrections are suggested, if required and incorporated by the subject faculty.

C. Evidence of COs coverage in class test / mid-term tests

Each CIE question is mentioned along with the related course outcome and bloom's level taxonomy in the question paper. The internal marks, after the evaluation is analyzed to measure course attainment. The percentage of the course outcome obtained is analyzed and other activities like assignment/quiz are conducted if there is any lag in course outcome attainment.

Sample CIE Question paper for International Marketing

I/II/III/IV/V/VI PGDM DTE Exam 2020-21
Course: International marketing (PGDMK513)

Time: 2 Hr **Max. Marks: 50**

Section - A		Marks	CO	BL
Attempt any Three questions each question carries six.				
1	What are the major differences between domestic and international marketing strategies?	06	1	1
2	What are the basic principles of international marketing?	06	2	2
3	Can you recall the key components of the international marketing environment?	06	1	1
4	What is the significance of market research in understanding foreign consumer behavior?	06	2	1
Section - B				
Attempt Two questions, each carries TEN marks				
5	Can you recall the key components of the international marketing environment?	10	1	3
6	How would you explain the concept of cultural sensitivity in international marketing?	10	1	4
7	Can you summarize the impact of political factors on international marketing decisions?	10	2	4
Section - C				
Case Study - Compulsory				
8	Scenario: Your company specializes in trendy clothing and accessories targeted towards young adults. With a strong presence in the domestic market, you are now exploring opportunities for international expansion. After conducting preliminary research, you have identified two potential markets for entry: Japan and Brazil. Both countries have growing fashion industries and a sizable population of fashion-conscious consumers. However, they differ significantly in terms of cultural, legal, and political environments. Questions: 1. Using the EPRG framework, analyze and recommend an orientation strategy for entering the Japanese and Brazilian markets. Justify your choice for each market.	12	1	6

2. Outline the key differences between domestic and international marketing that your company needs to consider when expanding into these new markets.			
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D. Quality of Assignment and its relevance to COs

Assignments, seminars, mock tests and quiz are integral part of teaching learning process at the Department of PGDM. Two assignments, minimum one seminar and minimum one quiz are given to students for each course every trimester. Every assignment and seminars is in line with the Bloom's level taxonomy and helps in attaining the related course outcome. Whereas assignments are submitted to concerned faculty, seminars, mock test and quiz are done in front of the class for knowledge sharing. All the assignments, seminars, mock test and quiz are evaluated based on pre-defined rubrics.

Maximum marks assigned for different assignments

Sl No	Particular	Nature	Maximum Marks
1	Assignment	Compulsory	5
2	Seminar	Compulsory	5
3	Mock test	Compulsory	5
4	Quiz	Compulsory	5

Rubrics for Assignment

Criteria CIE	Inadequate=D (Below Standard)	Adequate=C (Meets Standard)	Above Average=B (Exceeds Standard)	Exemplary=A (Far Exceeds Standard)
Organization	Writing lacks logical organization. It shows some coherence but ideas lack unity. Serious errors.	Writing is coherent and logically organized. Some points remain misplaced and stray from the topic. Transitions evident but not used throughout essay.	Writing is coherent and logically organized with transitions used between ideas and paragraphs to create coherence. Overall unity of ideas is present.	Writing shows high degree of attention to logic and reasoning of points. Unity clearly leads the reader to the conclusion and stirs thought regarding the topic.
Level of Content	Shows some thinking and reasoning but most ideas are underdeveloped and unoriginal.	Content indicates thinking and reasoning applied with original thought on a few ideas.	Content indicates original thinking and develops ideas with sufficient and firm evidence.	Content indicates synthesis of ideas, in-depth analysis and evidences original thought and support for the topic.
Development	Main points lack detailed development. Ideas are vague with little evidence of critical thinking.	Main points are present with limited detail and development. Some critical thinking is present.	Main points well developed with quality supporting details and quantity. Critical thinking is weaved into points	Main points well developed with high quality and quantity support. Reveals high degree of critical thinking.
Grammar & Mechanics	Spelling, punctuation, and grammatical errors create distraction, making reading difficult; fragments, comma splices, run-ons evident. Errors are frequent.	Most spelling, punctuation, and grammar correct allowing reader to progress through essay. Some errors remain.	Essay has few spelling, punctuation, and grammatical errors allowing reader to follow ideas clearly. Very few fragments or run-ons.	Essay is free of distracting spelling, punctuation, and grammatical errors; absent of fragments, comma splices, and run-ons.

Style	Mostly in elementary form with little or no variety in sentence structure, diction, rhetorical devices or emphasis.	Approaches college level usage of some variety in sentence patterns, diction, and rhetorical devices.	Attains college level style; tone is appropriate and rhetorical devices used to enhance content; sentence variety used effectively.	Shows outstanding style going beyond usual college level; rhetorical devices and tone used effectively; creative use of sentence structure and coordination
Format	Fails to follow format and assignment requirements; incorrect margins, spacing and indentation; neatness of essay needs attention.	Meets format and assignment requirements; generally correct margins, spacing, and indentations; essay is neat but may have some assembly errors.	Meets format and assignment requirements; margins, spacing, and indentations are correct; essay is neat and correctly assembled.	Meets all formal and assignment requirements and evidences attention to detail; all margins, spacing and indentations are correct; essay is neat and correctly assembled with professional look.

Rubrics for Seminars

Evaluate the student's research presentation employing the following range-scored criteria (best is on right)					
	Inadequate	Average	Admirable	Outstanding	Score
Knowledge and Content	1	2	3	4	
Organization of presentation	Hard to follow; sequence of information jumpy	Most of information presented in sequence	Information presented in logical sequence; easy to follow	Information presented as interesting story in logical, easy to follow sequence	
Background content	Matter not clearly related to topic OR background dominated seminar	Matter sufficient for clear understanding but not clearly presented	Matter sufficient for clear understanding AND effectively presented	Matter sufficient for clear understanding AND exceptionally presented	
Methods	Methods too brief or insufficient for adequate understanding OR too detailed	Sufficient for understanding but not clearly presented	Sufficient for understanding AND effectively presented	Sufficient for understanding AND exceptionally presented	
Results (figures, graphs, tables, etc.)	Some figures hard to read	Majority of figures clear	Most figures clear	All figures clear	
	Some in inappropriate format	Majority appropriately formatted	Most appropriately formatted	All appropriately formatted	
	Some explanations lacking	Reasonably explained	Well explained	Exceptionally explained	
Contribution of work	Significance not mentioned or just hinted	Significance mentioned	Significance explained	Significance exceptionally well explained	

Rubrics for mock test

Criteria	Levels of achievement					
	<30%	>=40% and <50%	>=50% and <60%	>=60% and <70%	>=70% and <80%	>80%
Questions/Problems	Incorrect answer; Relationships or terms not covered in answer, or are covered inaccurately; Subjective, opinion based analysis; Answer is hard to understand; not well written.	Answer is not entirely correct; Answer misses specific relationships or terms needed to fully answer the question; Underlying logic of answer is not really accurate; Answer has elements of subjective, Opinion-based answers; Answer is hard to understand at Times.	A partially correct answer; Answer misses specific relationships or terms needed to fully answer the question; Underlying logic of answer is not really accurate; Answer has elements of subjective, opinion-based answers; Answer is hard to understand at Times.	A partially correct answer; Answer misses specific relationships or terms needed to fully answer the question; Underlying logic of answer is not really accurate; Answer is based on objective analysis; Answer is well written and easy to Understand.	A partially correct answer; Answer misses specific relationships or terms needed to fully answer the question; Answer is based on objective analysis; Answer is well written and easy to Understand.	An effective answer that completely answers the question(s); All terms and relationships identified and integrated into answer(s); Answer based on objective analysis; Answer is well written and easy to Understand.

Rubrics for Quiz:

	The consolidated responses reflect which level of understanding and application of the concepts?			
	>=80%	>=60% and <80%	>50% and <60%	<50%
Quiz	Excellent	Very Good	Good	Fair

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III PGDMDTE Exam 2024-25

Subject Name: Business Research Methods

Subject Code: PGDC301

Time: 2 Hr

Max. Marks: 50

Section –A		Marks	CO	BL
Answer any Three questions, each question carries five marks.				
1	Differentiate the quantitative and qualitative research	05	1	2
2	Describe the process of review of literature	05	1	3
3	Discuss the key criteria for good measurement	05	2	2
4	Explain the difference between single and multi itemized scale.	05	2	2
Section – B				
Answer Any Two questions, each question carries TEN marks.				
5	Explain research process briefly.	10	1	4
6	Compare and contrast the comparative and non-comparative scale.	10	2	3
7	Discuss the steps involved in designing the questionnaire.	10	2	3
Section – C				
Case Study – Compulsory				
8	Coronavirus (COVID-19) pandemic becomes a major threat across the world as its continuous increase shows an alarming sign. Still, no perfect treatment or any vaccine is available to control the increasing scenario of COVID-19. Hence, forecasting is must to figure out the upcoming situation. In this study, forecasting confirmed cases, deaths, and recoveries for next month i.e. (October 2020) in Jammu & Kashmir is conducted based on the available data on the official website using the ARIMA model. This study may be helpful to researchers, the public, decision-makers, and the government of Jammu & Kashmir to analyze the situation and get awareness about COVID-19, to make best decisions in curbing and to provide more strategies for the future prevention. The current study reveals that ARIMA (1, 2, 3), ARIMA (0, 2, 2) and ARIMA (0, 2, 2) are the best-fitted model to forecast the confirmed cases, recoveries and deaths respectively. Furthermore, with the help of these three models forecasting shows	15	1	4

that there will be an increase in confirmed, recoveries and death cases up to October 2020 as the date set for prediction. This study also revealed that the government should make more arrangements such as constructing separate hospitals, recruitment of health workers and providing more test centers etc. related to the COVID-19 pandemic.

- 1) **Identify the aim and objective of the research**
- 2) **Identify the source of data collection**
- 3) **Highlight the type of research used by researcher**
- 4) **Discuss the statistical tools used in this study**
- 5) **Critically analyse the results and frame the recommendation.**



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III PGDM DTE Exam 2023-25

Course Name: Entrepreneurship Development Course Code: PGDC304

Time: 2 Hr

Max. Marks: 50

	Section -A Answer any Three questions, each question carries five marks.	Marks	CO	BL
1	Define Scalable start-up entrepreneurs	05	CO1	Level 1
2	What are the sources for Idea generation?	05	CO1	Level 2
3	Explain the factors influencing the innovative nature of our Country.	05	CO1	Level 1
4	Explain the components of the business plan	05	CO1	Level 4
	Section - B Answer Any Two questions, each question carries TEN marks.			
5	Discuss the do's and don'ts of an Entrepreneurial Career.	10	CO2	Level 4
6	Why do many women prefer to start their own ventures rather than pursue traditional career paths?	10	CO2	Level 4
7	If you start a business, which form of ownership would you prefer and why?	10	CO3	Level 3
	Section - C Case Study - Compulsory			
8	There are nine main building blocks in the business model canvas template Apple Inc. (previously Apple Computer, Inc.) is a multinational corporation established on April 1, 1976, in California and incorporated on January 3, 1977. The company for 30 years was named as Apple Computer, Inc. but it changed its name to Apple Inc. on January 9, 2007, as it wanted to expand to the consumer electronics market and not only stay in the computer market. Discuss in detail How an effective business model canvas will help Apple to reach its customers with a proper positioning strategy. Explain in detail with suitable illustrations.	15	CO3	Level 4 and 5



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III PGDM TEE Exam 2023-25

Course Name: Corporate Strategy & Social Responsibility

Course Code: PGDC 305

Time: 2.30 Hr.

Max. Marks: 60

Section – A		Marks	CO	BL
Answer any Three questions, each question carries five marks .				
1	What are the three primary levels at which strategy operates within an organization?	05	CO1	2
2	Define diversification in strategic management & What is the difference between a merger and a takeover?	05	CO2	2
3	Illustrate the functional strategies in the context of marketing with example.	05	CO3	3
4	Explain the primary objectives of Corporate Social Responsibility (CSR).	05	CO4	3
Section – B		Marks	CO	BL
Answer Any Three questions, each question carries TEN marks.				
5	Analyse the importance of mission, purpose, objectives, and goals in strategic management. How do these elements guide the strategic direction of an organization?	10	CO2	3
6	Discuss the strategic implications of integration and its impact on organizational growth.	10	CO2	3
7	Examine the inter-relationship between strategy formulation and implementation. What are some common issues that organizations face during the strategy implementation phase, and how can these issues be addressed?	10	CO3	4
8	Evaluate the role of business ethics in shaping corporate governance and how it influences CSR practices within an organization.	10	CO4	4
Section – C				

Case Study – Compulsory				
8	<p>Case Study: The Merger of Flipkart and Myntra</p> <p>In 2014, Flipkart, India's largest e-commerce platform, acquired Myntra, a leading online fashion retailer, for approximately \$300 million. This merger was driven by Flipkart's strategy to diversify its product offerings and strengthen its position in the rapidly growing Indian e-commerce market. Myntra, known for its strong presence in the fashion segment, brought significant value to Flipkart through its specialized expertise and customer base.</p> <p>Objectives of the Merger:</p> <p>Market Expansion: By acquiring Myntra, Flipkart aimed to enhance its product portfolio, particularly in the high-margin fashion category, thereby attracting a broader range of customers.</p> <p>Synergies and Expertise: The merger sought to leverage Myntra's expertise in fashion retailing, supply chain management, and brand partnerships to complement Flipkart's robust technological and logistical capabilities.</p> <p>Competitive Edge: The acquisition was also a strategic move to compete more effectively with Amazon and other players in the Indian e-commerce market by offering a more comprehensive shopping experience.</p> <p>Outcomes of the Merger:</p> <p>Enhanced Fashion Segment: Myntra continued to operate as an independent entity under Flipkart's ownership, focusing on scaling its operations and expanding its fashion and lifestyle product lines.</p> <p>Operational Synergies: The merger allowed both companies to share resources, integrate supply chains, and optimize marketing strategies, leading to cost efficiencies and improved customer service.</p> <p>Increased Market Share: The combined strength of Flipkart and Myntra helped the group solidify its leadership position in the Indian e-commerce market, particularly in the fashion segment.</p> <p>Questions</p> <ol style="list-style-type: none"> 1. What strategic advantages did Flipkart gain by acquiring Myntra, and how did it impact their market position? 2. How did the merger of Flipkart and Myntra create operational synergies, and what were the benefits of these synergies? 3. In what ways did Myntra benefit from the merger with Flipkart, and how did it maintain its competitive edge in the fashion retail market? 	15	CO4	4



IIBS

IIBS/COE/048/2024

Date: June 28, 2024

CIRCULAR

Atten : All the PGDM Students 2023-25 Batch – 03rd Trisem – DTE 02

All the students of PGDM 2023-25 Batch are hereby informed that 3rd Trimester DTE - 2, will be conducted from 11th July 2024 to 13th July, 2024 from 10:00AM to 12:00PM and 03:00 PM to 05:00 PM.

Adhere to the timings. Hall tickets will be issue by COE from Monday (08th July 2024).

Students are informed to complete the examination formalities by Saturday (06th July 2024) and collect your Hall Ticket on or before Tuesday (09th July, 2024) without fail.

Tentative Timetable for the 03rd Trisem DTE Examinations

S.No	Date	Paper Code	Timings	Subject Name
01.	11 July 24	PGDC301	10am to 12pm	Business Research Methods
02.	11 July 24	PGDC302	03pm to 05pm	Indian Financial System & Financial Markets
03.	12 July 24	PGDC303	10am to 12pm	Organizational Change & Development
04.	12 July 24	PGDC304	03pm to 05pm	Entrepreneurship Development
05.	13 July 24	PGDC305	10am to 12pm	Corporate Strategy & Social Responsibility
06.	13 July 24	PGDC306	02pm to 04pm	Core Option (LSCM, Data Science, & Agricultural Marketing in India)

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IIBS

IIBS/CIR/06/2024

Date: 20-05-2024

CIRCULAR

This is to inform all the PGDM faculties that V TEE Evaluation Commences from 21th May 2024 and the last date to complete the evaluation is 28th May 2024. Complete the Evaluation within the due date.

Note: Every day 40 papers will be given for evaluation.



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PGDM 2023-25 Batch – III Trisem TEE - EXAM NOTIFICATION

Subject: PGDM 2023 -25 batch – 03rd Trimester TEE (Term End Examination) Schedule – All Sections

All the students of PGDM 2023-25 Batch are hereby informed that your III Trisem TEE (Term End Examination), will be held from 25th Jul 2024 to 31st July 2024 from 10:30AM to 01:00PM.

Timetable for the Exam 03rd Trisemester TEE Examinations

Sl. No	Date	Paper Code	Subject Name
1	25 Jul 24	PGDC301	Business Research Methods
2	26 Jul 24	PGDC302	Indian Financial System & Financial Markets
3	27 Jul 24	PGDC303	Organizational Change & Development
4	29 Jul 24	PGDC304	Entrepreneurship Development
5	30 Jul 24	PGDC305	Corporate Strategy & Social Responsibility
6	31 Jul 24	PGDC306	Core Option (LSCM, Data Science, & Agricultural Marketing in India)

**** Hall tickets need to be collected from 20th to 24th Jul 2024.**

Students should be present in the examination hall 15 mins before the commencement of the exam.


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2. PG Coordinator, International Institute of Business Study – Bengaluru.
3. Notice Board - International Institute of Business Study – Bengaluru.
4. All Faculty Members - International Institute of Business Study – Bengaluru.
5. Academics - International Institute of Business Study – Bengaluru.

Ref : IIBS/COE/049/2024

Date: 28/06/2024

PGDM 2023 Bacth - III Trisem - TEE EXAM FEE NOTIFICATION

Subject: PGDM 2023-25 - Submission of Examination application forms for TEE - July 2024

The date for filling the tri-semester examination application forms by the student from July 2024 Tri-semester End Examination are given hereunder.

The Schedule for Examination fee payment for filling TEE applications is as detailed below:

EXAMINATION FEE

APPLICATION FEES			
	SCHEDULE		
			Rs.3,600/- per trisemester
SEMESTER	FEE PAYMENT DATES	With Penalty Rs.1000/-	With Penalty Rs.2000/-
3 rd Tri-semester PGDM All Sections	14-07-2024	19-07-2024	22-07-2024
	TO 18-07-2024	& 21-07-2024	& 23-07-2024

PROCEDURE FOR FILLING ONLINE APPLICATION

1. The student needs to login to the institution website (https://iibsgroup.dhi-edu.com/iibsgroup_iibsrtn)
2. You have to fill in the online Examination application form in your ERP.
3. The student should complete the examination application forms on or before the above-mentioned dates.
4. The Respective academic coordinator of PGDM is requested to instruct the officials (class coordinators) to make necessary arrangements to inform the candidates for filling the Examination Application form.
5. The Examination application forms are online, and the fee payment must be remitted through the payment gateway or Accounts Dept only.
6. Under any circumstances examination fee once paid cannot be refunded or adjusted.

Contents of this circular may be brought to the notice of all concerned.

Controller of Examination

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Copy to:

1. Academic Director, International Institute of Business Study – Bengaluru.
2. Accounts Dept - International Institute of Business Study – Bengaluru.
3. Notice Board - International Institute of Business Study – Bengaluru.

4.1.1. State the process for designing the program curriculum (10)

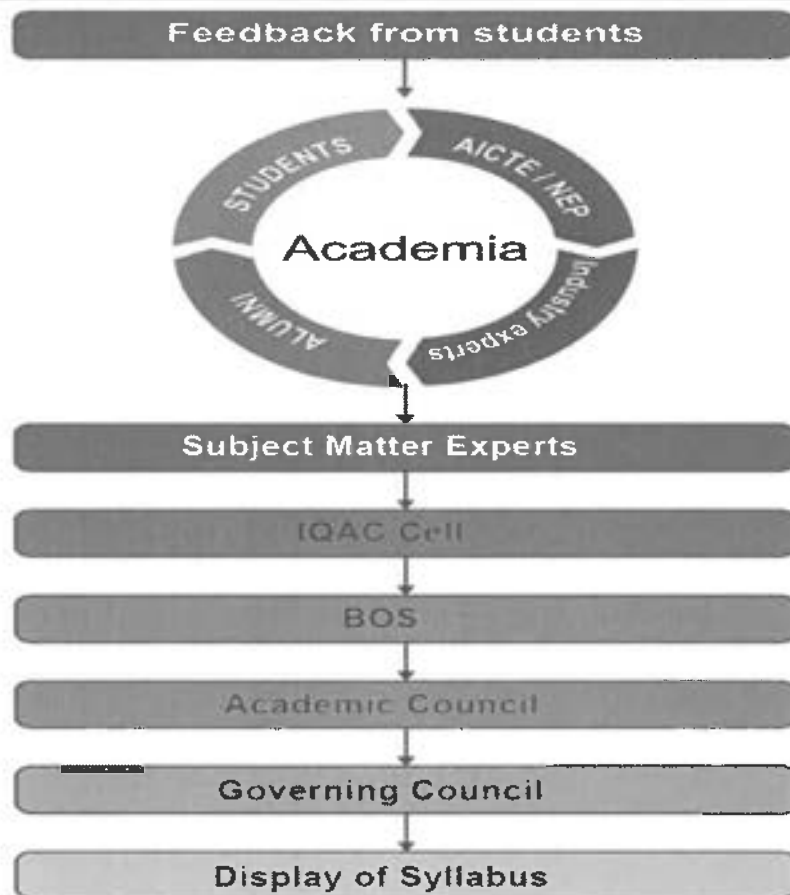
(Describe the process that periodically documents and demonstrates how the program curriculum is evolved or give the process of gap analysis, whichever is applicable, considering POs)

IIBS has been providing the Post Graduate Diploma in Management (PGDM) program from 2016 onwards as per the AICTE guidelines and norms with CBCS. The PGDM program is designed by keeping the needs of the industry in mind. This implies that the curriculum and structure of the PGDM program are tailored to address the current and evolving requirements of the business world. PGDM program in total consist 6 trimesters, where each academic year will have 3 trimesters. IIBS is incorporating successful strategies and methodologies used by some of the top-tier business schools into its program. Course design of the PGDM program has been carefully formulated by indicates a deliberate effort to create a curriculum that is relevant, up-to-date, and aligned with the best practices in the industry. The program undergoes periodical curricular revisions through BOS, Academic Council and Governing council. This reflects a commitment to staying current with industry trends and continuously improving the educational content to provide students with the most relevant and valuable knowledge and skills. The PGDM program is described as highly successful, indicating positive outcomes for students. Moreover, the program has gained strong acceptance in the industry, suggesting that graduates are well-received by employers and that the skills and knowledge imparted by the program align with industry expectations.


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Curriculum Design Process

CURRICULUM DESIGN PROCESS



Process:

The Institute has been reviewing and updating the curriculum both to ensure enough instructional content material and to satisfy the rising enterprise wishes. The PGDM curriculum is revised on the premise of inputs accrued from exclusive assets.

Sources of Information for Curriculum Revision

- The Academic Council gets inputs from BOS.
- BOS will be constituted with industry experts, alumni and from leading academicians and faculty members of prestigious management institutions.
- Obtaining stakeholders feedback that is relevant to curriculum revision has been the placement activity. The industry expert's comments after completion of placement exercises are significant pointers to identify gaps in management learning and to take

appropriate actions for curriculum modification from the perspective of industry relevance of the PGDM programme.

- AICTE norms on model curriculum for PGDM programme are an important guiding principal factor for curriculum revamp.
- An Internal Review Committee deals with the task of preparation for curriculum revision under the guidance of Academic Counsel.

Board of Studies (BOS)

The Board of Studies holds paramount importance as a key academic body responsible for the design and development of curriculum. Comprising representatives from the academic chairperson, specialization heads, and faculties, the Board of Studies brings together diverse perspectives for effective decision-making. Serves as the authoritative body for the design and development of curricula, ensuring relevance and alignment with academic standards. Ensures inclusive representation from various academic facets, promoting a holistic approach to curriculum development. Engages in continuous review and enhancement of curricula, adapting to emerging trends and industry requirements to maintain program relevance.

Board of Studies, through its collaborative and inclusive approach, plays a pivotal role in shaping and advancing the academic landscape of the institution, emphasizing the ongoing development and relevance of educational programs.

- Develop comprehensive syllabus for various courses, submitting them to the Academic Council for approval and subsequent publication.
- Regularly update and revise syllabus content to align with industry standards, submitting proposed changes to the Academic Council for approval.
- Consider recommendations from Area Heads and faculties regarding program-related matters and provide suitable recommendations to the Academic Council.
- Convene at least twice a year for Board of Studies meetings, fostering collaborative discussions on curriculum, program development, and academic regulations.
- Ensure strict adherence to all norms and regulations governing programs, fostering a culture of compliance within the academic framework.
- Periodically review existing regulations related to programs and recommend modifications to the Academic Council to enhance the effectiveness of academic

structures.

- Evaluate academic performances, offering recommendations to the Academic Council regarding results declaration, degree awards, and improvements in Summer Internship and Placement outcomes.
- Recommend the recognition of outstanding achievements through stipends, scholarships, medals, and prizes, contributing to the acknowledgment of academic excellence.
- Collaborate in formulating a general timetable for the program and finalize the academic calendar for Academic Council approval.
- Establish sub-committees to monitor curriculum implementation, assess program effectiveness, and provide guidance on evaluation processes.
- Conduct a minimum of one meeting per trimester, communicating resolutions to the Chairman of the Academic Council, and maintain comprehensive records in the office of the Academic Chairperson.
- Undertake any additional responsibilities or functions assigned by the Director, contributing to the overall strategic direction and success of the academic programs.
- Emphasize quality assurance in curriculum development and implementation, ensuring that programs meet the highest educational standards.
- Foster transparent communication within the Board of Studies, promoting a collaborative and informed decision-making environment.



Academic Council

- The Academic Council of the Institute reviewed the proposals and approved the curriculum, with modifications as considered necessary.
- Make regulations regarding the admission of students to different programmes of study in the college keeping in view the policy of the Government.
- Make regulations for sports, extra-curricular activities, and proper maintenance and functioning of the playgrounds and hostels.
- The Academic council consists of experts from Academia, Industry and Alumni, Retired Senior Administrative and Entrepreneurs.
- Promoting research activity within the college.
- Creating a conducive environment in order to develop entrepreneurship.
- Encouraging students with awards, stipends, scholarships, medals and prizes and so on.
- Planning and executing the overall academic growth of the college including apprising. Finally making recommendations to the Governing Council, wherever necessary.
- Review and provide recommendations to the Governing Council based on proposals from the Board of Studies for the conferment of PGDM

Governing Counsel

The Governing Council shall meet at least twice a year. All such meetings shall be held within the respective college campus. In the absence of the Chairman, the members can elect a pro-term Chairman from amongst the members present for that meeting. It shall be the responsibility of the Member Secretary to ensure that the meetings are held regularly and keeps record.

The quorum for the meeting shall be 50% of the total members of the Governing Council.



Functions

The Governing Council besides being the supreme administrative authority of the college shall have the following additional functions:

- The Governing Council stands as the highest administrative authority within the Institute.
- Formed in accordance with AICTE norms, the Board ensures adherence to regulatory guidelines.
- Operating with ambition, the Board translates aspirations into concrete outcomes through a robust governance framework.
- Endorses and approves the institution's mission, strategic vision, and long-term business plans.
- Formulate academic aims and objectives of the institution and guide the institute towards the achievement of the same.
- Examine the recommendations of the College Academic Committee and prepare roadmap for achieving the goals of the institution.
- Monitor academic, research and other related activities of the college and guide them in the correct direction.
- Consider the recommendations of the staff selection committee and approve the same.
- Consider the important communications and policy decisions received from the AICTE
- Institute scholarships, fellowships, medals, prizes and certificates on the recommendations of Academic Council.
- Encourage and facilitate college apply for Accreditations/ Certifications, if any
- Facilitate and encourage college faculty to apply for research projects/proposals
- Consider the recommendations of the IQAC and direct them for implementation
- Examine the budget proposals and accord approval.
- Pass the annual budget of the college.
- Facilitate checking the audited income and expenditure accounts and approve the same for the college annually.
- Consider and facilitate college to resolve legal/court cases, if any.

Process of Gap Analysis by subject experts and development of the curriculum

There are two processes of gap analysis

- (1) Examining gaps at the level of expectations on the programme by stakeholders
- (2) Gaps in the attainment of PO already ascertained at the programme level.

The first level gaps –gaps within the programme are identified through the following methods.

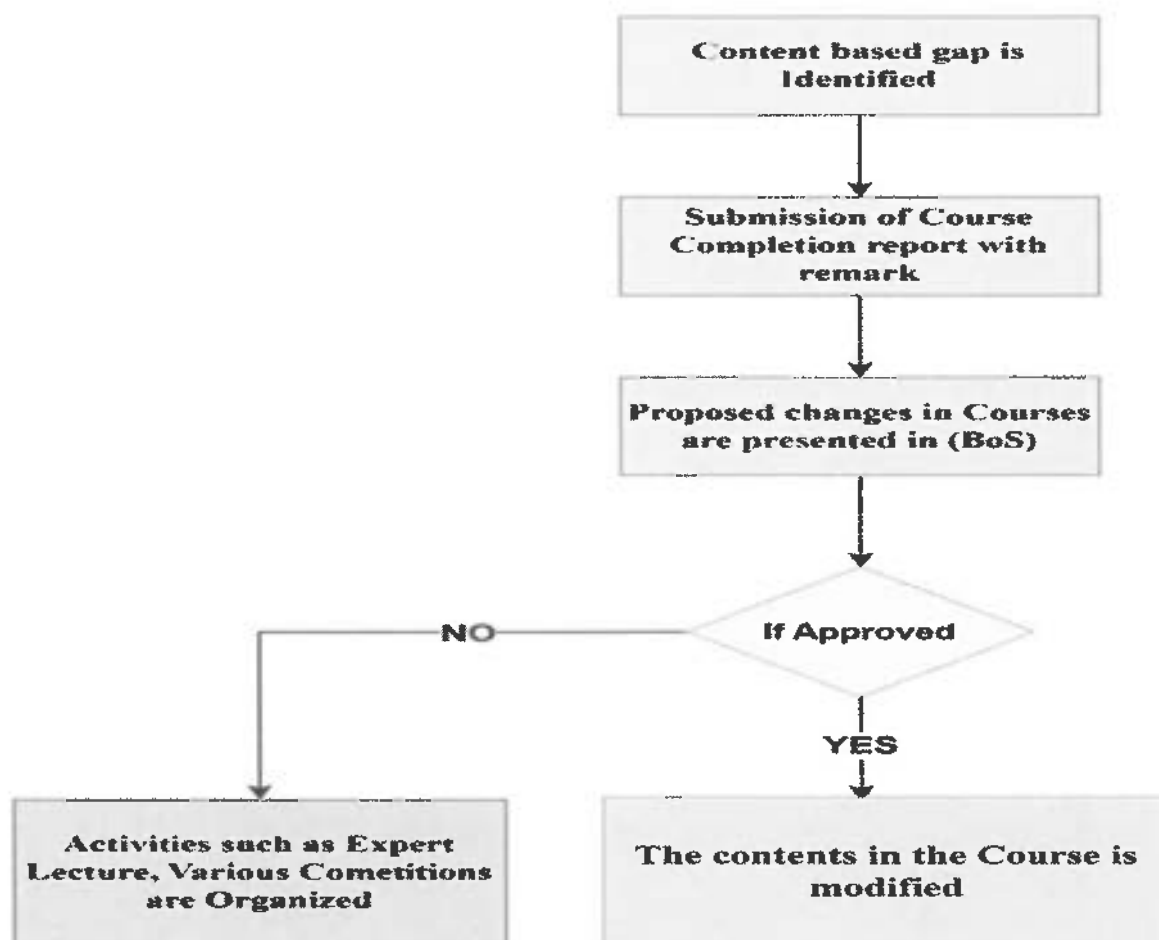
- The feedback from companies where our students are placed.
- Feedback from the Alumni on the curriculum
- Feedback from experts participating in the curriculum development as part of the subject wise Expert Committee and/or as members of the Academic Council
- Benchmarking the curriculum with selected B Schools and model curriculum by AICTE
- Feedback from the faculty and students.

All such feedback is presented and discussed in the Academic Council and the curriculum updated with the gaps attended to.

The second gap analysis is against the attainment of POs of the programme. This is done after calculating the PO attainment level at the programme level. If there are gaps, proposals to deal with them are prepared by the Director Academic seeking the support of IQAC and senior faculty members and, thereafter modifications introduced in the teaching, learning and assessment processes. Some of the steps taken to loop the gap in the attainment of POs are;

- Providing additional study materials both printed and electronic materials including videos.
- Expert lectures by people from the industry
- Organizing additional Industry visits
- Additionally, the case studies
- Providing live project tasks/opportunities wherever possible
- Additional training wherever necessary
- Orientation and FDP's will be organized

B. Process to Identify Gaps in the Curriculum



Flowchart for Process used to identify and bridge the gaps in Curriculum

By integrating these actions, the program hopes to boost the proficiency of students in quantitative and qualitative research methodologies to ensure that the attainment target of 2.5 is achieved for PO6 in the future batches.

The subject which have selected for gap analysis with attainment of 2.5

PO/PSO	2019-2021	2020-2022	2021-2023	2022-2024
PO1	2.816373	2.872	2.88	2.895
PO2	2.851015	2.78	2.79	2.816
PO3	2.518929	2.534	2.64	2.735
PO4	2.389558	2.428	2.54	2.54
PO5	2.288651	2.344	2.48	2.544
PO6	2.310914	2.406	2.48	2.433

PO7	2.60023	2.746	2.82	2.892
PO8	2.280793	2.306	2.62	2.704
PSO1	2.698165	2.918	2.94	2.941
PSO2	2.497583	2.47	2.61	2.616
PSO3	2.229271	2.348	2.52	2.536

- PO6: Here, the score initially increased but then dropped slightly in 2022-2024 to 2.433. While there has been general improvement since 2019-2021, this suggests a need for targeted actions to address the recent decline.
- PSO2: The score dropped slightly in 2020-2022 but then increased again over the next years to 2.616, indicating an overall upward trend.

Action taken to bridge the gap

- Introduction of new courses in autonomous curriculum

S. No	Program curriculum based on course content	Introduced Year	No. of Subjects	Name of the subjects	Relevance to POs and PSO's
1	Business Analytics	2020	6	Business Intelligence	PO5, PO6 & PO8
				Predictive Analytics Using R	
				Data Warehousing & Data Mining	
				Big Data Analytics	
				Data Visualization Using Tableau	
				Emerging Technologies In Analytics	
2	Operations Management	2021	8	Supply Chain & Logistics Management	PO5, PO6, PO8, PSO2 & PSO3
				Quality Management System	
				Advanced Production Systems	
				OR Applications	
				Operations Research Applications	
				Behavioral Operations Management	
				Supply Chain Analytics	
				Logistics and Distribution Management	
3	Agribusiness Management	2021	8	Agribusiness Environment and Policy	PO5, PO6, PO8, PSO2 & PSO3
				Agri Supply Chain and Retail Management	
				Food tech and Processing management	
				Agricultural finance Banking and	

				Management	
				Agribusiness informatics & Analytics	
				Commodity Marketing and Futures Trading	
				Management of Agricultural Input Marketing	
				Agricultural Export Management and International Trade	

Improved Curriculum

In view of the gaps identified following changes were made to the course curriculum:

2021-23 Batch

1. "Digital Marketing" taught in IV semester with LTP and credits as 2:2:0:3 for the 2020 curriculum have been renamed as "Digital and Social Media Marketing" with LTP and credits as 2:2:0:3 for the 2021 curriculum.
2. "Integrated Marketing Communication" taught in IV semester with LTP and credits as 2:2:0:3 for the 2020 subject replaced as "Sales & Distribution Management" in 2021 curriculum. In new scheme, the LTP and credits are 2:2:0:3
3. "Marketing Research" taught in V semester with LTP and credits as 2:2:0:3 for the 2020 curriculum have been renamed as "Retail Marketing" with LTP and credits as 2:2:0:3 for the 2021 curriculum
4. "Training and Development" taught in V semester with LTP and credits as 2:2:0:3 for the 2020 subject replaced as "Team Dynamics at work" in 2021 curriculum. In new scheme, the LTP and credits are 2:2:0:3
5. "Industrial Relations & Collective Bargaining" taught in V semester with LTP and credits as 2:2:0:3 for the 2020 subject replaced as "HR Metrics & Analytics" in 2021 curriculum. In new scheme, the LTP and credits are 2:2:0:3
6. "Social Media & HRM" taught in V semester with LTP and credits as 2:2:0:3 for the 2020 subject replaced as "International Human Resource Management" in 2021 curriculum. In new scheme, the LTP and credits are 2:2:0:3
7. "Business Intelligence" taught in IV semester with LTP and credits as 2:2:0:3 for the 2020 subject replaced as "Business Analytics & Business Intelligence" in 2021 curriculum. In new scheme, the LTP and credits are 2:2:0:3
8. "Business Intelligence" taught in V semester with LTP and credits as 2:2:0:3 for the 2020 curriculum have been renamed as "Business Analytics & Business Intelligence" with LTP and credits as 2:2:0:3 for the 2021 curriculum
9. "Predictive Analytics Using R" taught in V semester with LTP and credits as 2:2:0:3 for the 2020 curriculum have been renamed as "Data Analytics Using R" with LTP and credits as 2:2:0:3 for the 2021 curriculum

10. "Data Warehousing & Data Mining" taught in V semester with LTP and credits as 2:2:0:3 for the 2020 curriculum have been renamed as "Business Data Mining with SQL" with LTP and credits as 2:2:0:3 for the 2021 curriculum
11. "EMERGING TECHNOLOGIES IN ANALYTICS" taught in V semester with LTP and credits as 2:2:0:3 for the 2020 curriculum have been renamed as "Business Data Mining with SQL" with LTP and credits as 2:2:0:3 for the 2021 curriculum
12. "Predictive Analytics Using R " taught in V semester with LTP and credits as 2:2:0:3 for the 2020 curriculum have been renamed as "Data Analytics Using R" with LTP and credits as 2:2:0:3 for the 2021 curriculum
13. "Predictive Analytics Using R " taught in V semester with LTP and credits as 2:2:0:3 for the 2020 curriculum have been renamed as "Data Analytics Using R" with LTP and credits as 2:2:0:3 for the 2021 curriculum

2022-24 Batch

1. "Data Visualization for Managers" taught in V semester with LTP and credits as 2:2:0:3 for the 2021 curriculum have been renamed as "Data Visualization for Managers with TABLEAU" with LTP and credits as 2:2:0:3 for the 2022 curriculum
2. "ML using R & Python" taught in V semester with LTP and credits as 2:2:0:3 for the 2021 curriculum have been renamed as "Data Analysis using Python and its Libraries" with LTP and credits as 2:2:0:3 for the 2022 curriculum
3. "Agribusiness informatics & Analytics" taught in V semester with LTP and credits as 2:2:0:3 for the 2021 curriculum have been renamed as "International Agri Buiseness Management" with LTP and credits as 2:2:0:3 for the 2022 curriculum.
4. "Management of Agricultural Input Marketing" taught in V semester with LTP and credits as 2:2:0:3 for the 2021 subject replaced as "Organic Food Production and Certification Management" in 2022 curriculum. In new schcmc, the LTP and credits are 2:2:0:3
5. "Agricultural Export Management and International Trade" taught in V semester with LTP and credits as 2:2:0:3 for the 2021 subject replaced as "Organic Food Production and Certification Management" in 2022 curriculum. In new scheme, the LTP and credits are 2:2:0:3
6. "Commodity Marketing and Futures Trading" taught in V semester with LTP and credits as 2:2:0:3 for the 2021 curriculum have been renamed as "Risk Management in Agri Commodity Marketing" with LTP and credits as 2:2:0:3 for the 2022 curriculum.
7. "Operations Research Applications" taught in V semester with LTP and credits as 2:2:0:3 for the 2021 curriculum have been renamed as "Advanced Operation Rescarch" with LTP and credits as 2:2:0:3 for the 2022 curriculum.

2023-25 Batch

1. "Advanced Operations Management and Analytics" taught in V semester with LTP and credits as 2:2:0:3 for the 2022 curriculum have been renamed as "Advanced Quality Metrics" with LTP and credits as 2:2:0:3 for the 2023 curriculum.

The gaps were identified, and the following additional activities were undertaken to bridge the gap

- Expert Lectures
- Industrial Visits
- Live Projects
- IIBS finishing school certification
- Co-curricular activities

S. No	Value added activity/ session	Target audience	Date-Mont h- Year	Faculty in charge	Resource person	No. of Beneficiaries	Relevance to POs
1	Certification course in Excel	1 st Trimester	28/8/21 to 25/11/21	Mr. Rajesh AV	Mr. Niranjan Sr. Consultant, CSC Academy, Devanahalli	144	PO2 & PO6
2	Visit to Art of Living	4 th Trimester	5/2/2021	Dr. Samiya Mubeen	-	35	PO3 & PSO3
3	A workshop on career opportunities in Mutual funds industry and tricks to crack interviews in placement season	5 th Trimester	10/11/2021	Mr. Rajesh AV	Mr. Pradeep A.M. Relationship Manager, N.J. Invest Pvt. Ltd. , Bangalore	49	PO7, PSO2 & PSO1
4	Certification course in Advanced Excel	2 nd Trimester	23/12/21 to 28/3/22	Ms. Lakshmana T	Mr. Narappa Reddy Assistant Professor	144	PO2 & PO6

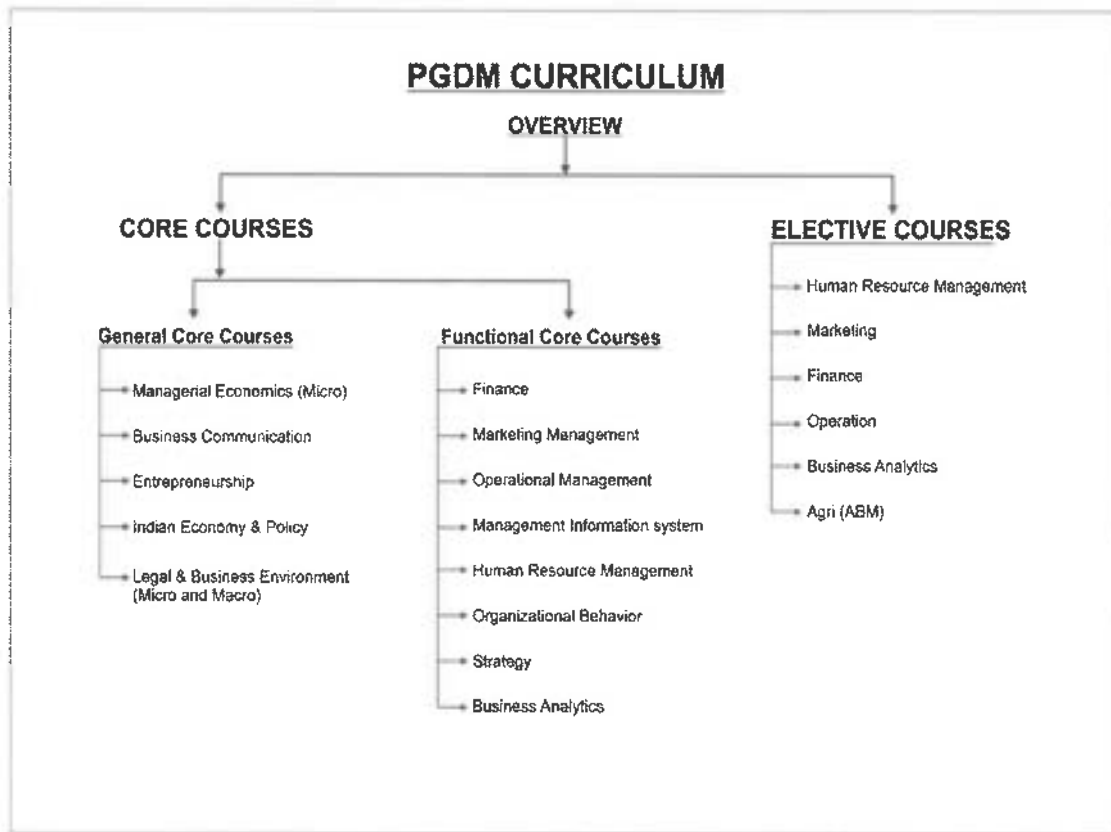
5	Certification Course in Tally ERP	3 rd Trimester	20/4/22 to 1/7/22	Mr. Rajasekhar	Mr. Karthik Prakash Assistant Professor St. Francis College, Bangalore	144	PO1 & PO6
6	Certification Course in SAP FICO	4 th Trimester	11/11/21 to 1/2/22	Mr. Rambabu A	Mr. Veeresh Kumar A Sr. Consultant Wipro	8	PO1 & PO6
7	Organized Budget Analysis	2 nd Trimester	3/2/2022	Dr. M.Kethan	Mr. Muneer Akbar & Associates, Bellary	50	PSO2 & PO4
8	Certification Course in Digital Marketing	5 th Trimester	20/4/22 to 1/7/22	Mr. Rajasekhar	Mr. Kiran Koppada SEO Specialist, Bangalore	14	PO2 & PO8
9	Certification Course in Power BI	6 th Trimester	7/7/22 to 29/8/22	Mr. Ramba bu A	Mr. Sudheer Kumar Reddy Consultant, Besant Technologies Pvt Ltd	11	PO2 & PO6
10	Organized Case study analysis	6 th Trimester	28/7/22	Dr. Balaji Nak	-	48	PSO2 & PO4
11	Organized CEO Interaction	4 & 6 th Trimester	31/8/22	Mr. Mahabub Basha	Mr. Naveen Kumar, CEO, Growth Consultant, Bangalore	51	PO3 & PSO3

12	Organized Mentoring Session	2 nd Trimester	11/2/23	Ms. Lakshma T	Mr. Vamshi Krishna Raju, City Head Marketing, JSW	49	PO3, PO7 & PSO3
13	Student Development Program on SPSS	4 th Trimester	9/10/23 to 13/10/23	Dr. Kethan	Dr. Mohammad Rafee New College, Chennai	30	PO6 & PSO2
14	Certification Course in Tally. Prime with GST	3 rd Trimester	5 th June to 24 th July 2023	Dr. Kethan	Mr. Niranjana Sr. Consultant, CSC Academy, Devanahalli	132	PO2, PO6 and PSO1
15	Guest Lecture on Restrictions to Nutrient use in Organic Farming, Certification & Export Procedure	2 nd Trimester	20/3/24	Dr. Arun Kumar and Mrs. Archana	Mr. Anil Kumar Gajaga Krishnappa Manager – Projects, ICCOA, Bangalore	75	PO7 & PSO1
16	Guest lecture on Recent Trends in ERP & AI	2 and 4 th Trimester	3/2/2024	Dr. Arun Kumar	Dr. Kumar Raja, a Post-Doctoral Researcher from Malaysia	60	PO6 and PSO2
17	Certification course in Advanced Excel	2 nd Trimester	19/2/24 to 2/3/24	Dr. Balaji Naik	Mr. Niranjana	153	PO2 & PO6
18	Guest lecture on Indian Knowledge System	2 and 4 th Trimester	26/3/24	Ms. Manikrishna	Dr. D. V. S. Bhagavanulu, Pro Vice Chancellor, Vivekananda Global University,	72	PO3, PSO1 & PSO3

					Rajasthan		
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Courses Alignment

All the courses are mapped to one of the Areas as mentioned in the diagram below. Core courses are mandatory for all students. From the electives, students can choose as per their interest.



T. J. J.
DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
 #75 Mathugad,ahalli, Jala Hobli,
 Bengaluru North - 562157



IIBS

INTERNATIONAL INSTITUTE OF BUSINESS STUDY

75, Muthugadahalli, Jala Hobli, Begur, Near Airport, Bengaluru North, Karnataka 562157.

DEPARTMENT OF PGDM

**Conducting Add on Course:
Excel**

Date : 28-08-2021 to 25-11-2021

Time : 10:30 am to 12:30pm



Class: PGDM' 1st Trimester

Event Co-ordinators

Mr. Rajesh A V
Assistant Professor

Resource Person

Mr. Niranjan
Sr. Consultant,

Venue :
Seminar Hall - I



IIBS INTERNATIONAL INSTITUTE OF BUSINESS STUDY

(Managed by Smt. B. Devi Educational and Charitable Trust)

BENGALURU CAMPUS :
75, Multiringudahalli, Jalah Hobli,
Bangalore North Taluk, Bangalore Urban District,
Bangalore - 562157, Karnataka

TRUST OFFICE :
119, KHB Main Road,
Kankaganar, R. T. Nagar, Post,
Bangalore, Karnataka 560032

COURSE: MS EXCEL

Objectives:

Total Hrs:- 30 hrs

- Demonstrate a basic understanding of computer hardware and software.
- Demonstrate problem-solving skills.
- Apply logical skills to programming in a variety of languages.
- Utilize web technologies.
- Present conclusions effectively, orally, and in writing.
- Demonstrate basic understanding of network.

Module 1: Introduction to Excel

4 hours

Introduction to Excel interface, understanding rows and columns, Naming Cells, Working with excel workbook and sheets.

Module 2: Formatting excels work book:

6 hours

New, Open, Close, Save, Save As, Formatting Text: Font Size, Font Style, Font Color, Use the Bold, Italic, and Underline, Wrap text, Merge and Centre, Currency, Accounting and other formats, Modifying Columns, Rows & Cells.

Module 3: Perform Calculations with Functions

8 hours

Creating Simple Formulas, Setting up your own formula, Date and Time Functions, Financial Functions, Logical Functions, Lookup and Reference, Functions Mathematical Functions, Statistical Functions, Text Functions.

Module 4: Sort and Filter Data with Excel

4 hours

Sort and filtering data, Using number filter, Text filter, Custom filtering, Removing filters from columns, Conditional formatting.

Module 5: Create Effective Charts to Present Data Visually

8 hours

Inserting Column, Pie chart etc., Create an effective chart with Chart Tool, Design, Format, and Layout options, Adding chart title, Changing layouts, Chart styles, Editing chart data range, Editing data series, Changing chart.

Reference


- https://www.youtube.com/watch?v=I6fZZXexZuE&list=PLXwTOG3-tRwgy4lJ9j_CPwpJmr2uCaGH1
- <https://www.youtube.com/watch?v=V10H-qTclOg>
- <https://www.youtube.com/watch?v=wbJcJCbCMg>

PGDM 2021-23(1st sem)

Course : Excel

Reg No	Name	28-08-2021	04-08-2021	11-09-2021	18-09-2021	25-09-2021	02-10-2021	09-10-2021	16-10-2021	23-10-2021	30-10-2021	06-11-2021	13-11-2021	20-11-2021	23-11-2021	25-11-2021
22PGDM001	Abhishek Kumar Jha	P	A	P	P	P	A	P	P	P	A	P	P	P	P	P
22PGDM002	Abhishek Singh	P	P	A	P	P	P	A	P	P	A	P	P	P	P	P
22PGDM003	Abhishek Srivastava	A	P	P	P	P	P	P	P	A	P	P	P	A	P	P
22PGDM005	Adurty Meghana	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM008	Akshat Agarwal	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P
22PGDM009	Akshay Chhanker	A	P	P	P	P	P	A	P	P	P	P	A	P	P	P
22PGDM010	Algaskampeta Vysnnavi	P	P	P	P	A	P	P	P	P	P	P	P	A	P	P
22PGDM011	Amalantishanth N	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM012	Aniket Sarkar	P	A	P	P	P	A	P	P	P	A	P	P	P	P	P
22PGDM013	Anil Jaiswal	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM014	Anireddy Harshavardhan Reddy	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM015	Anmol Gulati	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM016	Anshuman Singh Chauthan	P	P	A	P	P	P	P	P	A	P	P	P	P	A	P
22PGDM017	Anuj Gupta	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P
22PGDM018	Anurag Mishra	P	P	P	A	A	P	P	P	P	P	P	A	P	P	P
22PGDM019	Apala Kothari	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM020	Arita Khan	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P
22PGDM021	Ashutosh Durbey	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM023	Ashwin Kalthait	P	A	P	P	P	A	P	P	P	P	P	A	P	P	P
22PGDM024	Avik Mandal	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM025	Ayush Srivastava	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM026	Ayushi Makwana	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P
22PGDM027	Balada Belarain	A	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM028	Bandatmakuri Jaswanth Reddy	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM030	Bhagwat Vivek Sudhakar	P	P	P	P	A	P	P	P	P	A	P	P	P	P	P
22PGDM031	Biswajyoti Bhadra	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM032	Bukka Kranthi Kumar	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P
22PGDM033	Chegireddy Rameshreddy	P	A	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM034	Chennamareddy Gari Chakradhar Kp	P	P	P	A	P	P	P	P	P	P	P	P	P	A	P
22PGDM035	Dampella Aravind Yadav	P	P	P	P	P	A	P	P	P	P	P	P	P	P	A
22PGDM036	Dasari Tarun Kumar	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P
22PGDM037	Deb Kumar Sao	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM038	Deeksha Sharma	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P
22PGDM039	Deepak Kumar	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM040	Deepak Raj Mehta	P	A	P	P	A	P	P	P	A	P	P	P	P	P	A
22PGDM041	Deepali Patel	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P
22PGDM042	Dekhane Bhagyesh Dnyaneshwar	P	P	P	P	A	P	P	P	P	P	P	A	P	P	P

22PGDM127	Sulhas B Paul	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	A	P	P	P	P
22PGDM128	Sumadhu Neogi	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM129	Suraj Sream	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM130	Suruchi Singhal	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM131	Surya Dev Soni	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM132	Susmita Hazra	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM133	Syed Humera Banu	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM134	Syed Khasim Baba	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM135	T Sai Sandeep	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM136	Tajane Darshan Nitin	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM137	Thippabattuni Showry Sowmya	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM138	Thube Shubham Bundu	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM139	Tirithankar Ghosh	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM140	Tummala Giridhar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM141	Utkarsh Lavania	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM142	Vaibhav Pandey	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM143	Vanapalli Lakshminarayana Bharati	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM144	Vaniapenta Syed Adil	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM145	Venesetty Abhay	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM146	Vissansetty Venkata Dhana Lakshi	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM147	Y Abhilash Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM148	Yadama Tharvika Sri	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM149	Yaragala Teja	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM150	Yeddula Indrajya	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM151	Yemireddy Anusha Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM152	Yuvraj Tamang	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM153	A Anusha	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P


 Head of Unit, Business Studies
 31/12/2022
 M. V. N.
 M. V. N.



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OF BUSINESS STUDY

CERTIFICATE OF COMPLETION

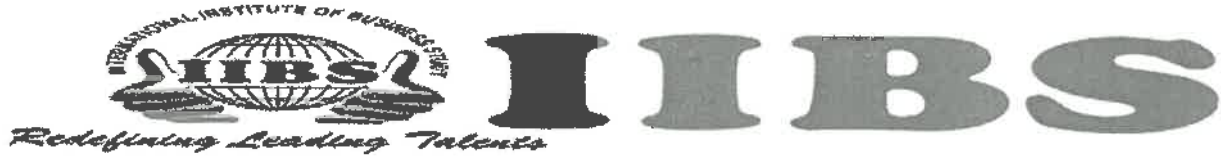
This certificate is presented to

**WHO IS STUDYING IN INTERNATIONAL INSTITUTE OF BUSINESS STUDY, BEARING
REG NO. _____ HAS SUCCESSFULLY COMPLETED HIS/HER ADD-ON
COURSE ON "EXCEL" FROM 28-08-2021 TO 25-11-2021.**

DATE:

**Dr. Tripuraneni Jaggaiah
Director, IIBS**

Sample Certificate



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

08/11/2021

Circular

To: All Students

Subject: Workshop on Career Opportunities in the Mutual Funds Industry and Tips to Crack Interviews

Dear Students,

We are excited to announce a workshop on "Career Opportunities in the Mutual Funds Industry and Tips to Crack Interviews during Placement Season." This workshop will be conducted by Mr. Pradeep A.M., Relationship Manager at N.J. Invest Pvt. Ltd., Bangalore.

Workshop Details:

- **Date:** 10/11/2021
- **Time:** 10.30 to 12.30 pm
- **Venue:** Seminar Hall 1
- **Speaker:** Mr. Pradeep A.M., Relationship Manager, N.J. Invest Pvt. Ltd., Bangalore

Objectives of the Workshop:

1. To provide insights into career opportunities within the mutual funds industry.
2. To understand the skills and qualifications required to excel in this sector.
3. To share strategies and tips for successfully navigating placement interviews.



Director

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Workshop Report

Career Opportunities in the Mutual Funds Industry and Tips to Crack Interviews during Placement Season

Introduction

The workshop on "Career Opportunities in the Mutual Funds Industry and Tips to Crack Interviews during Placement Season" was conducted to provide students and young professionals with insights into the mutual funds industry and strategies for securing placements in this field. This report summarizes the key points discussed during the workshop.

Workshop Overview

Date and Venue

- **Date:** 10/11/2021
- **Venue:** Seminar Hall 1
- **Duration:** 2 Hours

Objectives

1. To provide an overview of the mutual funds industry.
2. To explore various career opportunities in the mutual funds industry.
3. To offer practical tips for cracking interviews during placement season.

Key Points Discussed

Types of Mutual Funds

- **Equity Funds:** Invest in stocks and aim for high growth.
- **Debt Funds:** Invest in fixed-income securities like bonds and aim for stable returns.
- **Hybrid Funds:** Invest in a mix of equity and debt to balance risk and return.
- **Index Funds:** Track a specific market index and replicate its performance.
- **Sector Funds:** Focus on specific sectors like technology, healthcare, etc.

2. Career Opportunities in the Mutual Funds Industry

a. Roles and Responsibilities

- **Fund Managers:** Oversee and make decisions on investment portfolios.
- **Research Analysts:** Conduct research and analysis on market trends, sectors, and companies.
- **Sales and Marketing Professionals:** Promote mutual fund products and services to clients.
- **Compliance Officers:** Ensure adherence to regulatory requirements.
- **Customer Service Representatives:** Assist clients with their queries and concerns.

3. Tips to Crack Interviews during Placement Season

a. Resume and Cover Letter

- **Customization:** Tailor your resume and cover letter to the job description.
- **Clarity:** Highlight relevant skills, experiences, and achievements.
- **Professionalism:** Ensure a clean and professional format.

b. Preparation for Interviews

- **Company Research:** Understand the company's products, services, and market position.
- **Industry Knowledge:** Stay updated with the latest trends and developments in the mutual funds industry.
- **Mock Interviews:** Practice with peers or mentors to build confidence.

c. Common Interview Questions

- **Technical Questions:** Related to financial concepts, market trends, and investment strategies.
- **Behavioral Questions:** Focus on your problem-solving skills, teamwork, and adaptability.
- **Scenario-Based Questions:** How you would handle specific situations related to the role.

d. Presentation and Communication

- **Confidence:** Maintain a positive and confident demeanor.
- **Clarity:** Communicate your thoughts clearly and concisely.
- **Body Language:** Exhibit positive body language and maintain eye contact.

4. Networking and Continuous Learning

- **Networking:** Build connections with industry professionals through events and social media.
- **Certifications:** Consider pursuing relevant certifications such as CFA (Chartered Financial Analyst) or CFP (Certified Financial Planner).
- **Continuous Learning:** Stay updated with industry developments through courses, seminars, and webinars.



Conclusion

The workshop provided valuable insights into the mutual funds industry and practical tips for cracking interviews during placement season. Participants were encouraged to build their skills, stay informed about industry trends, and leverage networking opportunities to enhance their career prospects in the mutual funds industry. Overall 49 students participated in the workshop.

T. Jany
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TRUST OFFICE :
119, KHB Main Road,
Kankanagar, R.T.Nagar, Post.
Bangalore, Karnataka 560032

Attendance list for Workshop

Sl.No	Student ID	Name
1	20PGDM001	KADARU SAI ANURAG
2	20PGDM003	ANAMIKA DEB
3	20PGDM004	AAYUSH KOSHTA
4	20PGDM005	ADDUGALA SAINATH REDDY
5	20PGDM006	ADITYA SINGH
6	20PGDM007	APURV AMOL RAUT
7	20PGDM008	ASTHA
8	20PGDM009	B KRANTI
9	20PGDM010	BHAWANA
10	20PGDM011	BONTHA NAVEEN
11	20PGDM012	SARA CHANDANA PRIYA
12	20PGDM013	DIKSHA SHARMA
13	20PGDM014	EDIGA NIHARIKA
14	20PGDM015	GEDELA VENUMADHAVI
15	20PGDM016	HARENEY V S
16	20PGDM017	HUGAR POORNIMA
17	20PGDM018	KOTTAPALLI SIVA KEERTHANA
18	20PGDM019	KRUPA NAIK
19	20PGDM020	LAGADU GIRIBABU
20	20PGDM021	LINGAPRASAD RAO BATTULA
21	20PGDM022	MADHUREEMA MAZUNDER
22	20PGDM023	MADHVI GAURAV
23	20PGDM024	MOHAMMED ISHTIAQ FARHAN
24	20PGDM025	NAGAHARSHINI
25	20PGDM026	PACHIMATLA MADHUBABU
26	20PGDM027	PALLAVI KUMARI

47	21PGDM022	Katreddy Lakshmi Parvathi
48	21PGDM047	Unnati Singh
49	21PGDM050	Vuggina Vijaya Raju


Dr. M. Kethan

Principal
PRINCIPAL
International Institute of Business Study
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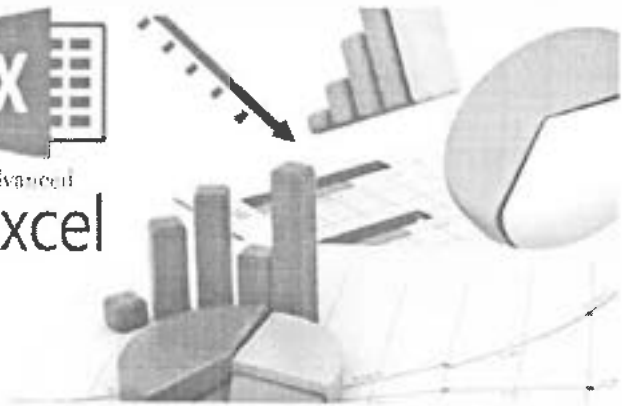
DEPARTMENT OF PGDM

Conducting Add on Course on Advanced Excel

Date : 23-12-2021 to 28-03-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 2nd Trimester



Event Co-ordinators

Ms. Lakshamma T
Assistant Professor

Resource Person

Mr. Narappa Reddy
Asst. Professor

Venue :
Seminar Hall - I



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Bangalore, Karnataka 560032

COURSE: ADVANCED EXCEL COURSE SYLLABUS

TOTAL HRS – 30

Course outcome: on successful completion of the course, the students will be able to

- To optimize the use of MS-Excel for powerful data analysis
- To apply correct data visualization technique to gain optimal presentation of data
- To apply enhanced features of MS-Excel

MODULE I: KNOW YOUR WORK BOOK

(15hrs)

Workbook and worksheets- Navigation with keyboard, Tabs and ribbons, file menu, quick access toolbar, create print and save workbook, worksheet basics, protecting excel workbook and worksheet, importing and exporting data, co-authoring; Data and Formatting-Adding Data ,Cut Copy Paste , Data fill ,Data Movement , Cell Formatting ,Conditional Formatting, Cell Operations , Reusable Lists , Data Validation , Sorting And Filtering , Tables.

MODULE II: FORMULAS AND FUNCTIONS

(10hrs)

understanding formulas; operators in formula; named ranges; calculations; functions in formulas; relative and absolute addressing; referencing cells outside the worksheet and workbook; functions - logical, summarizing, text , lookup, reference, data and time, math functions; error handling, formula auditing

MODULE III: CHARTS

(05hrs)

Charts types and uses, Chart depiction – column, line, pie, bar, bubble, histogram Analysis - Pivot Table, Pivot Charts, What If Analysis

Reference :

- <https://support.microsoft.com/en-gb/office/video-advanced-formulas-and-references-2225a2be-7a49-4fa5-91bb-5941c20653e5>
- <https://blog.hubspot.com/marketing/learn-excel-resources>

PGDM 2021-23(2nd sem)

Course : Advanced Excel

Ref. No	Name	23-12-2021	27-12-2021	29-12-2021	04-01-2022	07-01-2022	12-01-2022	21-01-2022	28-01-2022	03-02-2022	07-02-2022	11-02-2022	24-02-2022	09-03-2022	22-03-2022	28-03-2022
22PGDM001	Abhishek Kumar Jha	P		A	P	P	P	P	P	P	A	P	P	P	P	P
22PGDM002	Abhishek Singh	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM003	Abhishek Srivastava	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM005	Aditya Meghena	P	P	P	A	P	P	P	P	P	A	P	P	A	P	P
22PGDM008	Akshat Agarwal	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM009	Akshay Chhonker	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM010	Alankampeta Vyshnavi	P	P	P	P	A	P	P	A	P	P	P	P	P	P	P
22PGDM011	Anaknisbaath N	P	P	P	P	P	P	P	P	P	A	P	P	A	P	P
22PGDM012	Aniket Sarkar	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P
22PGDM013	Anil Jaiswal	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM014	Anreddy Harshavardhan Reddy	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P
22PGDM015	Anmol Gulati	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM016	Anshuman Singh Choudhan	P	A	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM017	Anuj Gupta	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P
22PGDM018	Anurag Mishra	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM019	Apna Kothari	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM020	Arifa Khan	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P
22PGDM021	Ashutosh Dubey	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P
22PGDM023	Ashwin Nathail	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P
22PGDM024	Atik Mandal	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM025	Ayush Srivastava	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM026	Ayush Malikwana	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P
22PGDM027	Balada Balaram	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM028	Bandamakuri Jaswanth Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM030	Bhagawat Vivek Sudhakar	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM031	Biswajyoti Bhadra	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P
22PGDM032	Bukka Kranthi Kumar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM033	Chegireddy Rameshreddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM034	Chennareddy Gari Chakradhar Reddy	P	P	A	P	P	P	P	P	P	P	P	A	P	P	P
22PGDM035	Dampeta Aravind Yadav	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM036	Dasari Tarun Kumar	P	A	P	P	P	P	P	P	P	A	P	P	P	P	P
22PGDM037	Deb Kumar Sao	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM038	Deeksha Shanna	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM039	Deepak Kumar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM040	Deepak Raj Melkar	P	P	P	P	P	P	A	P	P	P	P	P	A	P	P
22PGDM041	Deepak Patel	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM042	Deekha Bhaagesh Dhyayeshwar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM043	Devarakonda Venkata Datta Phaniendra	P	P	P	P	P	P	P	A	P	P	A	P	P	P	P
22PGDM044	Duggishetty Archana	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM045	Fillura Bramhananda Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM046	Gaikwad Raseshwari Dhyayeshwar	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P
22PGDM047	Gandhi Varun Vikas	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P

22PGDM142	Vaibhav Pawdey	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A	
22PGDM143	Vaampalli Lakshminarayana Bharatikumar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM144	Vaampenna Syed Adil	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM145	Vemesetty Abhay	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM146	Vissamsetty Venkata Dhiana Lakshmi	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM147	Y Abhilash Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
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22PGDM149	Yaragala Teja	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM150	Yeddula Indrara	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM151	Yemireddy Anusha Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM152	Yuvraj Tamang	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM153	A. Anusha	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P

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COURSE ON "ADVANCED EXCEL" FROM 23-12-2021 TO 28-03-2022.

DATE:

_____ Dr. Tripuraneni Jaggaiah

Director, IIBS



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DEPARTMENT OF PGDM

Tally

POWER OF SIMPLICITY

Tally.ERP 9

Conducting Add on Course: Tally ERP

Date : 20-04-2022 to 01-07-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 3rd Trimester

Resource Person

Mr. Karthik Prakash

Assistant Professor & HOD,
St. Francis College, Koramangala, Bengaluru

Event Co-ordinators

Mr. U Rajasekhar
Assistant Professor

Venue :
Seminar Hall - I



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Kankanagar, R.T Nagar, Post,
Bangalore, Karnataka 560032

COURSE: TALLY.ERP9

TOTAL HRS – 30

Course outcome: on successful completion of the course.

Student by their own will create company, enter accounting voucher entries including advance voucher entries, reconcile bank statements, do accrual adjustments, and also print financial statements.

MODULE 1: BASIC OF ACCOUNTING

8hrs

Introduction -Types of Accounts - Accounting Principles or concepts - Mode of Accounting - Rules of Accounting - Double-entry system of bookkeeping. Fundamentals of tally.ERP 9 - Company Features -Configuration - Getting functions with Tally.ERP9 - Creation / setting up of Company in Tally.ERP9

MODULE 2: ACCOUNTING MASTERS IN TALLY.ERP 9

7hrs

Chart of Groups - Groups - Multiple Groups - Ledgers - Multiple Ledgers. Inventory masters in tally.ERP9 - Stock Groups -Multiple Stock Groups - Stock Categories - Multiple Stock Categories - Units of Measure - Stock Items

MODULE 3: VOUCHERS ENTRIES IN TALLY.ERP9

10hrs

Introduction - Types of Vouchers - Chart of Vouchers - Accounting Vouchers - Inventory Vouchers - Invoicing. Taxes in tally.ERP9 - TDS - TDS Reports - TDS Online Payment - TDS Returns filing - TDS Certificate issuing - 26AS Reconciliation - TCS - TCS Reports - GST - GST Returns - EPF - ESIC - Professional Tax

MODULE 4: TECHNOLOGICAL ADVANTAGES IN TALLY.ERP9

5hrs

Tally vault - Security controls - Tally Audit - Backup and restore - Split company data - Import and export of data - Printing Reports and Cheques

Reference

- Tally ERP 9 by Shradha Singh, 2014
- Tally. ERP 9 Training Guide by Nandhani
- GST Using Tally.ERP 9 by Tally Education Pvt. Ltd
- Financial Accounting with Tally.ERP 9 by Dr. Abhishek Srivastava
-

https://www.youtube.com/watch?v=RmYhKRtG8JY&list=PLHq_wPEVVWv1srLz3rZACr5PZlhXWSnVq

- <https://www.youtube.com/watch?v=eA8oK3wn1p4>

PGDM 2021-23(Ord sem)

Course : Tally ERP

Reg. No	Name	20-04-2022	26-04-2022	29-04-2022	03-05-2022	06-05-2022	11-05-2022	19-05-2022	23-05-2022	25-05-2022	08-06-2022	13-06-2022	16-06-2022	21-06-2022	28-06-2022	01-07-2022
22PGDM001	Abhishek Kumar Jha	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P
22PGDM002	Abhishek Singh	P	P	A	P	P	P	A	P	P	P	P	P	P	A	P
22PGDM003	Abhishek Srivastava	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM005	Adury Meghana	P	P	P	A	P	P	A	P	P	P	P	A	P	P	P
22PGDM008	Akshay Agarwal	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM009	Akshay Chitrakar	P	P	P	P	P	P	P	P	A	P	P	P	P	A	P
22PGDM010	Alakanipeta Vyshnavi	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM011	Ananishanth N	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM012	Aniket Sarkar	P	P	A	P	P	P	P	P	P	P	P	A	P	P	P
22PGDM013	Anil Jaiswal	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM014	Anireddy Harshvardhan Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM015	Amol Gulati	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM016	Anshuman Singh Choudhan	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM017	Anuj Gupta	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM018	Anurag Mishra	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM019	Apala Kothari	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P
22PGDM020	Arifa Khan	P	P	P	P	P	P	P	P	A	P	P	P	P	A	P
22PGDM021	Ashutosh Dubey	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P
22PGDM023	Ashwin Kalliat	P	A	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM024	Avik Mandal	A	P	P	P	P	A	P	P	P	P	A	P	P	P	P
22PGDM025	Ayush Srivastava	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM026	Ayushi Makwana	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM027	Balaji Balaran	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM028	Bandannakuni Jaswanth Reddy	P	A	P	P	P	P	P	P	P	P	P	A	P	P	A
22PGDM030	Blagwat Vivek Sudhakar	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P
22PGDM031	Biswajyoti Bhadra	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM032	Bukka Kranthi Kumar	P	P	P	P	P	P	P	A	P	P	P	P	A	P	P
22PGDM033	Chegireddy Rameshreddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM034	Chennureddy Gan Chakradhar Reddy	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM035	Dampela Aravind Yadav	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22PGDM036	Dasari Tarun Kumar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM037	Deb Kumar Sao	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22PGDM038	Deeksha Sharma	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
22PGDM039	Deepak Kumar	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P
22PGDM040	Deepak Raj Mehta	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM041	Deepali Patel	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM042	Deeksha Bhagvath Dnyaneshwar	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM043	Devarakonda Venkata Datta Phaniendra	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM044	Duggasirethy Archana	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
22PGDM045	Efturu Brambaranda Reddy	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM046	Ganikwad Raseshwari Dnyaneshwar	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM047	Gandini Varun Vikas	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
22PGDM048	Gujjala Hemantkumar	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
22PGDM049	Gumjini Choudhary	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
22PGDM050	Harshit Aggarwal	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P

Mr. Karthik P

Assistant Professor

Qualification: M.Com, NET, KSET, (Ph.D)

Current Status: Vice Principal

Date of Joined: 3/8/2020

Total Experience: 8.7 years

Teaching : 8.7 years

Industry : 1.5 years

Mr. Karthik P has completed his Master of Commerce (M.Com), specialized in Accounting and Taxation from Department of Commerce, Central College campus, Bangalore University and has qualified UGC National Eligibility Test (NET) from NTA and KSET from University of Mysore.

Publication (Books)

S.No.	Book title	Publisher	Authors
1	Digital Marketing	Vision Book House	Karthik P, Padmavathi N, Rachana K M
2	Information Technology for Business	Himalaya Publishing House	R G Saha, Karthik P
3	Digital Marketing	Himalaya Publishing House	Dr. Arijit Roy, Karthik P, Shankar Gudda

Publication (Papers)

SAMPLE CERTIFICATE



IIBS INTERNATIONAL INSTITUTE
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Tally
ERP.9

CERTIFICATE

This Certificate is Proudly Presented To

WHO IS STUDYING IN INTERNATIONAL INSTITUTE OF BUSINESS STUDY, BEARING REG NO.
----- HAS SUCCESSFULLY COMPLETED HIS/HER ADD-ON COURSE ON
"TALLY ERP 9" FROM 20-04-2022 TO 01-07-2022.



DATE:

Dr. Tripuraneni Jaggaiah
Director, IIBS



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DEPARTMENT OF PGDM

Conducting Add on Course: SAP - FICO

Date : 11-11-2021 to 01-02-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 4th Trimester



Event Co-ordinators

Dr. A Rambabu
Assistant Professor

Resource Person

Mr. Veeresh Kumar V
Sr. Consultant,
WIPRO

Venue :
Seminar Hall - I



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119, KHB Main Road,
Kankanagar, R.T.Nagar, Post,
Bangalore, Karnataka 560032

COURSE: SAP – FICO

OBJECTIVE:

TOTAL HRS - 30

- To facilitate the students in understanding the use of SAP FICO software in the business organization.

UNIT 1: INTRODUCTION TO SAP

06 Hrs

History of the sap, Different SAP FICO modules, Introduction to SAP FICO, Enterprises structure - Creation of the company, Company code, Business Area, Functional area, Segment area, Fm area.

UNIT 2: FINANCIAL ACCOUNTING GLOBAL SETTINGS

05 Hrs

Fiscal year variant, posting period, Document type, Posting keys, Field status variant

UNIT 3: NEW GENERAL LEDGER CONCEPT

06 Hrs

Maintenance of Leading & Non-leading ledger, Activation of Non-leading ledger, Scenario's & customer fields for non-leading ledgers, Ledger group, Document splitting concept.

UNIT 4: GENERAL LEDGER ACCOUNTING AND GLOBAL SETTINGS

05 Hrs

Chart of accounts, accounting groups, Creation and maintenance of account master, Transaction entry, Document parking and holding, Recurring entry/sample document

UNIT 5: ACCOUNT RECEIVABLES/PAYABLES

04 Hrs

Creation of customer/vendor master record, Invoice entry, Incoming/outgoing payments, Automatic payment programmer, Special GL ledger, Dunning, Payment term

UNIT 6: FINANCIAL STATEMENT VERSIONS

04 Hrs

A configuration of financial statement versions, Execution of reports, Year-end closing activities, Period-end closing activities.

Reference

- <https://cloudfoundation.com/sap-fico-training/>

•

<https://www.youtube.com/watch?v=iQhTbG5Xl3c&list=PL0avVLYg8Hmz90UcuI2SlCz8kBtc1Mb0>

•

<https://www.youtube.com/watch?v=ZhVbXNHhPBc&list=PL3LnzjBVisiQWL3aOvRpd7HJQdUbMDC8H>

PGDM 2020-22 (4th sem)(Finance)

Course : SAP - PKU

Sl. No	Name	11-11-2021	16-11-2021	18-11-2021	25-11-2021	30-11-2021	06-12-2021	14-12-2021	22-12-2021	28-12-2021	04-01-2022	10-01-2022	20-01-2022	24-01-2022	28-01-2022	01-02-2022
20PGDM003	Addala Sai Teja	P	P	P	P	P	P	A	P	P	A	P	P	P	P	P
20PGDM012	Kiladi Vrina Kumar	P	P	P	P	A	P	P	P	P	P	P	A	P	P	A
20PGDM013	Korla NV Sakumar	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
20PGDM014	Krautika Jain	P	P	P	P	P	A	P	P	P	P	P	P	P	P	A
20PGDM016	Nala Jyotsna Mounika	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM017	Neha Bharti	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P
20PGDM020	Ritica Kumari	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM025	Thibertta Dorine P	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P

M. K. S.

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Sample Certificate

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OF BUSINESS STUDY**



CERTIFICATE

OF COMPLETION

This certificate is presented to

**WHO IS STUDYING IN INTERNATIONAL INSTITUTE OF BUSINESS STUDY, BEARING
REG NO. _____ HAS SUCCESSFULLY COMPLETED HIS/HER ADD-ON
COURSE ON "SAP - FICO" FROM 11-11-2021 TO 01-02-2022.**

DATE:

**Dr. Tripuraneni Jaggaiah
Director, IIBS**

Curriculum Vitae

Veeresh Kumar

#25, 1st Main, 3Rd Cross,

Email: vpb.veera@gmail.com

Maruti Nagar, Kogilu Cross, Yelahanka
Bengaluru

Career Objective

To work in an organization where I use my skills and knowledge to deliver value added results as well As further enhance my learning and develop my career in the field of Procurement to Payment

Career Summary

- Professional experience of around 9 Years in Sr. Consultant
- Preparation of Management Reports.
- Excellent training skills and analytical ability.
- Besides possess good communication and interpersonal skills and ability to build teamwork.

Educational Qualification

- M.B.A (Finance) from SV University

Experience Summary

Organization	Spyro Strategic Consultant LLP Client - WIPRO
Designation	Sr. Consultant
Duration	Apr' 2017 to Till Date

Responsibilities

- Processing the three way P.O matching invoices in SAP
- Validating charges against contract/services invoices (NON-P.O)
- Checking the parked invoices in FV60 and same will be posting in the system.
- Identifying billing errors and dispute charges with the vendor
- Develop, manage and maintain positive relationships with vendors
- Working with divisional finance team to resolve allocation queries
- Monitor an follow up regularly with the vendors to ensure prompt payment of complaint invoices
- Vendor master creation in SAP (Regular or One time)
- Daily reporting of aged invoices as well as monthly
- Assist senior manager in the preparation of weekly and monthly MIS Reports
- Preparation of Request for quotation to vendors
- Preparing the purchase order and forwarding to vendors

- Processing the Goods receipt through MIGO

Organization	Neovia Logistics India Pvt Ltd
Designation	Accounting Analyst
Duration	Oct'2013 to Feb' 2017

Responsibilities

- Indexing the APAC, US and UK invoices
- Verify and process all PO and Non PO invoices
- Processing all invoices with 100% accuracy and timeliness
- Checking purchase order status and verifying the PR.
- Reconcile vendor accounts
- Creating vendor Master setup in SAP
- Resolve invoice discrepancies
- Manage vendor invoices and Maintain updated vendor files
- Perform month end account analysis
- Maintain good audit compliance and controls
- Team player and help the team along with training for new joiners

Organization	ABB Global Industries & Services Ltd (Payroll - Ken Consulting Ltd)
Designation	Sr. Executive (Accounts)
Duration	Dec'2010 to Aug'2013

Responsibilities

- Process Vendor Invoices in SAP-Accounts Payable Module.
- Creating the PR's and PO.
- Handling Vendor payment status issues.
- Pre-verification of invoices & other documents to ensure they comply with the various policies & pass the AP Payment criterion followed at MI/CF.
- Ensure timely & proper filing of Invoice/Vouchers & other Accounts Payable records.
- Verification of Purchase invoices against Purchase Orders, GRN/MRA and Agreement with vendors.
- Prepare & maintain various excel trackers & reports.
- Handle Internal & statutory audit for Accounts Payables.
- Fixed Assets accounting & related functions like physical verification of assets etc.



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Bangalore, Karnataka 560032

Department of PGDM

A Report on Budget Analysis

Date: 8th February, 2024

Time: 2:00 pm

Introduction:

Budget analysis refers to analyzing the components of budget that is budgeted expenditure and revenue. Department of Commerce is conducted a classroom activity of analyzing the union budget on 8th February, 2024

Objectives of the session:

- To understand the importance of Budget
- To understand how the resources is been utilized by the Government

Description:

Students expressed their views of how the allocation of money is been done and which sector has gained more importance. Students also suggested some inputs for the next budget for a better development. 19 students participated in the Budget analysis

Learning outcome /Conclusion

- Students were able to understand the mechanism of budget
- Students learned about various changes in tax sables and tax application
- Students also learned about funds allocated to various sectors



M. Kethan
Dr. M. Kethan

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Principal

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Bangalore, Karnataka 560032

Department of PGDM

List of Students who participated in the Budget Analysis

SI No	Student Name
1	VASU CHAKALI C
2	KONDA LOKESH SETTI
3	MANDADI SHASHIKIRAN REDDY
4	PATAN MOHAMMED MOINUDDIN BAJID KHAN
5	DEYA BISWAS
6	KUNTI GOPE
7	SWEETY CHAMPARAMARY
8	GURU NAGENDRA VIVEK
9	U LAKSHMI PRIYA
10	BOYA NANDINI
11	V SHIVA KUMAR
12	B VENKATA NARAYANA
13	AKASH SACHAN
14	SHASHANK S NAVALGUND
15	MANVI MAHENDRA MESHRAM
16	MAJJIGA VINAY CHANDRA
17	SUSHMITA MAHAGAONKAR
18	PIYUSH KUMAR
19	KUMARI PRATIBHA
20	DEVRAJ SINGH
21	K CHAITIANYA
22	SINGAREDDY MOUNIKA
23	AKSHAY BR
24	KASIBHATLA REDDY LAKSHMI HARSHITHA
25	KN DIVYA BHASHITHA
26	POOJASHREE B S
27	DEEPA MADHUSHRI
28	K YASODHA KRISHNA VAMSI
29	RAMA SAI MANIKANTA
30	ANIMESH PRASADI
31	GORLI DEEKSHA
32	SAKHINETI BHAVYA TEJA
33	CHASHMITHA R
34	DHANUNJAY MANDA
35	K E KRISHNA MOHAN GOUD
36	NIDIGANTI RISHITHA
37	S RANJITH
38	RITESH KUMAR YADAV
39	SACHIN MISHRA
40	SAHIL SINGH
41	VANDRASI SAI KALYAN
42	SALESTY CHAND

43	SALONI CHHANGANI
44	SANYA KAPRI SHANMUGAM
45	SAYANI SENGUPTA
46	THOTA SAI GANESH REDDY
47	URVEE KANWAR
48	UTKARSH RAJ
49	VINAY N
50	VINEET DHANRAJ WANKHADE
51	VIRUPAKSHAYYA T C
52	DODDAPANENI BHARGAVI
53	SACHIN KUMAR
54	SAMARTI KAWADE
55	SHASHI WAT JALAN
56	YELLAMPALLI H VENKATA NAGA SAI CHARAN
57	ANKIT KUMAR
58	NEERAJ SINGH CHANDEL
59	RITIKA MAURYA
60	VISHAL KUMAR
61	ANURAG KUMAR DUBEY
62	ANUSHA GEDDA
63	ANUSHKA SINGH CHAUHAN
64	ARITRA SAHA
65	ASHISH MALHOTRA
66	ASHMITA BASAK
67	AYUSH DEWANGAN
68	BEDIJA DATTA
69	BHARATH KUMAR T P
70	BHASWATY DEY
71	DHANALAKSEMI A D
72	GAURAV ARYA
73	GRACY JOHNSON NADAR
74	HARSHIT SHARMA
75	JEMIMA HASAN
76	KATTA SAICHARAN
77	KONAGALLA GOPI CHAND
78	KOPPURAVURI YASODHA KRISHNA VAMSI
79	KRITIKA CHACHAN
80	MATHA LOKESH DURGA PRASAD


Dr. M. Kethan

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Principal
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Jala Hobli, Bangalore - 562157



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DEPARTMENT OF PGDM



Conducting Add on Course:
Digital Marketing

Date : 20-04-2022 to 01-07-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 5th Trimester

Resource Person

Mr. Kiran Koppada

SEO Specialist

Event Co-ordinators

Mr. U Rajasekhar
Assistant Professor

Venue :

Seminar Hall - I



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COURSE: DIGITAL MARKETING

TOTAL IIRS – 30

Course outcome: on successful completion of the course, the students will be able to

- a. Understand the digital marketing
- b. Gain the knowledge of website
- c. Understand the Website and its trafficking
- d. Know the creation of website

Module 1: Introduction to digital marketing

5hrs

Defining digital marketing, how is it different from traditional marketing, why is it relevant now?

Module 2: Introduction to website

7hrs

Techniques used to optimize any article, website, or blog for traffic & amp, revenue generation, Search engine marketing mostly revolves around paid search advertising.

Module 3: Website and its trafficking

10hrs

Analysing the behaviour of visitors to a website through reports based on traffic sources, referring sites, page views, and conversion rates of that website, Generation of traffic via a third party (company/website), The third party is paid a commission fee to drive traffic to your website.

Module 4: Creation of website:

8hrs

How to create a website on Word Press, use website analytics to track the behavior of visitors to a website, how to create content that matches the user intent and also your business goals.

Reference

- Internet World Stats (2015) World Internet Users Statistics [Online]
<http://www.internetworldstats.com/stats.htm>
- Aufray, J., 2009. Master International Business & Marketing, IDRAC Lyon (2009)
- Duernmyer, 2017. <https://www.thebalance.com/can-you-really-make-money-with-affiliate-marketing-1794168>
- McDonald, M., 2012. Market Segmentation: How to do it, how to profit from it, John Wiley & Sons.

PGDM 2020-22(5th sem)(Marketing)

Course : Digital marketing

Reg No	Name	10-02-2022	15-02-2022	18-02-2022	22-02-2022	26-02-2022	03-03-2022	08-03-2022	11-03-2022	15-03-2022	21-03-2022	22-03-2022	29-03-2022	05-04-2022	13-04-2022	20-04-2022
20PGDM001	Aakash Verma	P	A	P	P	P	P	P	P	P	A	P	P	P	P	P
20PGDM003	Addala Sri Teja	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
20PGDM004	Bhavana K L	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM005	Byreddy Dhanush Ruddy	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A
20PGDM007	Durvesh Prasad Das	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM010	Kaajal Kumari	A	P	P	P	A	P	P	P	P	P	A	P	P	P	P
20PGDM011	Kala Vina	P	P	P	A	P	P	P	P	P	P	P	P	A	P	A
20PGDM015	Minal Dhote	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM018	Nitish Dobrial	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM019	R.Ajith	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
20PGDM021	Ritu Arma Patel	A	P	P	P	P	P	P	P	P	P	P	P	A	P	P
20PGDM022	Saket Kumar	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P
20PGDM024	Srinanika Saha	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P
20PGDM001	Aakash Verma	P	P	P	P	P	P	P	A	P	P	P	P	P	P	A

M. S. S.

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Jata Hobli, Bangalore - 562157

Professional Summary - Prof. Koppada Kiran (PhD)

Email: koppadakiran2021@gmail.com | Contact: 77608 55625



Managing Director - Grahtek, Professor of Practice, Entrepreneur, Trainer

Experience Brief: Prof. Koppada Kiran has been working in Industry and Academia for 23 + years. Having worked for IT Industry for tenure of 11+ years having expertise in Global Markets across Industry Verticals in **Global Strategy, Digital Sales & Marketing, Bid Management, Project Management, Professional Services & Pre Sales**. My Academia experience is 11+ in Training & Teaching Executive Global MBA, PGDM, BBA programs with leading **Global & Indian Universities, Business Schools**.

Industry Experience:

- 12+ Years of **Global IT Software, Product & FinTech Companies**, ISO & CMM Level-5 companies viz Grahtek, Fime Mindteck, Valtech, Trigent, Sutherland with a turnover of **50 – 500 million dollars**.
- Key roles: **Global Strategy, Program & Agile Project Management, Marketing & Sales Roles**, with Global Technology, Functional Teams | **Worked in UK on Consulting Engagements**

Teched, Training, Teaching Experience – Hybrid Model

- 11+ years teaching for Executive & Regular MBA, PGDM, BBA, Commerce, International Business Programs – WEBINAR + Classroom Mode. **PES – Indiana University of Pennsylvania** in 2017-18
- Master Trainer for MHRD – AICTE Innovation Ambassador Program – conducted FDP for 140 + faculties across South India on Business Plan & Strategy
- Training 4000+ Industry Professionals, Faculty PGDM/MBA, UG-BBA students on Business Analysis & Project management MS Office, Analytics, Digital Marketing, Business & Technology Areas
- **Digital Fluency** Training for Higher Education Institutions, Faculty and students in-line with the National Education Policy -2020
- Adjunct Professor at Ramaiah Institute of Management 2021-22, Empaneled Professor for leading American Universities – SNHU, TIFFIN, St. Leo University,
- Adjunct Professor at Alliance Business School, Bangalore 2017-18
- Faculty for the working professionals **Manipal University, EMBA Program, 2011-15** teaching Strategic Management, Marketing, Consumer Behavior, Global Marketing, International Business & e IFIM/JAGSOM WP Programs **& University of London – Global MBA Program 2015 – 2019**
- Conducting Training & Certification, Entrepreneurship Workshops in Women, Technology, Faculty & Student - **WEDP|TEDP|FDP|EDP|SDP** on Digital Fluency, AI & ML, Frugal Innovation, Innovation Risk Diagnostic, Business Plan & Strategy, Digital Marketing & Sales Strategy at SR University - Warangal, REVA University, SRITW, Dr. Ambedkar Institute of Technology, ABBS Bangalore

Academics

- MBA IT AIMA, New Delhi, 1997-1999
- BBM, GITAM, Andhra University, 1992-1999

Sample Certificate



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**INTERNATIONAL INSTITUTE
OF BUSINESS STUDY**



CERTIFICATE OF COMPLETION

Proudly present to :

**WHO IS STUDYING IN INTERNATIONAL INSTITUTE OF BUSINESS STUDY, BEARING REG NO.
----- HAS SUCCESSFULLY COMPLETED HIS/HER ADD-ON COURSE ON
"DIGITAL MARKETING" FROM 20-04-2022 TO 01-07-2022.**

DATE:

**Dr. Tripuraneni Jaggaiah
Director, IIBS**



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INTERNATIONAL INSTITUTE OF BUSINESS STUDY

75, Muthugadahalli, Jala Hobli, Begur, Near Airport, Bengaluru North, Karnataka 562157.

DEPARTMENT OF PGDM

Conducting Add on Course:
Power BI

Date : 07-07-2022 to 29-08-2022

Time : 10:30 am to 12:30pm

Class: PGDM' 6th Trimester

Resource Person

Mr. Sudheer Kumar Reddy

Besant Technologies Pvt Ltd

Event Co-ordinators

Dr. A Rambabu

Assistant Professor

Venue :

Seminar Hall - I



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BENGALURU CAMPUS :
75, Muthugadahalli, Jala Hoosi,
Bangalore North Taluk, Bangalore Urban District,
Bangalore - 562157, Karnataka

(Managed by Smt. B. Devi Educational and Charitable Trust)

TRUST OFFICE :
119, KHB Main Road,
Kankalagat, R.T.Nagar, Post,
Bangalore, Karnataka 560032

COURSE: POWER BI

Course outcome: Learn how to connect to and visualize data, growing skills that help drive a data culture so that everyone can make better decisions based on data. Learn the process to design and deliver compelling Power BI reports.

MODULE I: Introduction to Power BI Syllabus Desktop 2hrs

Overview of Power BI – Installation - Settings

MODULE II: Data Transformations – Power BI Syllabus Desktop 9hrs

Types of Data Connectors, Query Editor-Loading Data-Sorting a column or data-Date Filter-Text Filter-Date Transformation Columns-Replace Values and Errors-Fill Down and Fill Up-Using If Statement-Introduction of M Queries and Variables-Working with Table Functions-Extract Columns and Rows from Tables-Adding Conditional Formulas-Table Expansions-Appending Query-Merge Query -Pivot and Un pivot-User Function

MODULE III: Data Modeling 8hrs

Fact Tables v/s Dimension Tables-Managing Data Relationships-Snowflake v/s Star Schema-Active v/s Inactive Relationships-Understanding Filter Flow-Two-way Filters-Creating Calculated Measures-Filter Context-DAX Syntax & Operators-Basic Date & Time Functions-Logical Functions-Text Functions-Calculate & Filter Functions-Using Calculated Tables-Time Intelligence

MODULE IV: Visualizing Data with Reports 6hrs

Introduction to Report View-Inserting Basic Charts & Visuals-Formatting Options-Map & Filled Map-Waterfall Chart-Report Filtering Options-Table and Matrix Visuals-Date Slicers-Cards-Tree maps-Line & Area Charts-Trend Lines & Forecasts-Editing Reporting Interactions-Adding Drill through Filters

MODULE V: Power BI Service 5hrs

Overview of Dashboards and Service-Uploading to Power BI Service-Configuring a Dashboard-Adding Textbox, Image Widgets-Filtering Dashboard-Sharing a Dashboard-Pinning a Live Page-Custom URL-Printing Dashboard and Exporting Data-Export to CSV and Excel-Power BI Notifications-Introduction to Power BI Mobile-Row-level Security

Reference links

- <https://powerbi.microsoft.com/en-us/downloads/>
- <https://docs.microsoft.com/en-us/power-bi/guidance/>
- <https://docs.microsoft.com/en-us/dax/>
- <https://docs.microsoft.com/en-us/powerquery-m/>

IPGDM 2020-22(6th sem)

Re. No	Name	Course : Power BI															
		07-07-2022	11-07-2022	16-07-2022	21-07-2022	25-07-2022	28-07-2022	01-08-2022	04-08-2022	08-08-2022	11-08-2022	18-08-2022	22-08-2022	24-08-2022	26-08-2022	29-08-2022	
20PGDM009	John Nestin Sam J S	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM010	Kajal Kumari	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	
20PGDM011	Kala Vina	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM012	Kiladi Vinay Kumar	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM014	Kratika Jain	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM015	Minal Dhote	A	P	P	P	A	P	P	P	P	A	P	P	P	P	P	
20PGDM019	R Anirudh	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM020	Ritica Kumari	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	
20PGDM021	Rituparna Patel	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	
20PGDM023	Sakshi Bhadani	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	
20PGDM024	Srimanta Saha	A	P	P	P	P	P	P	P	A	P	P	P	P	P	P	

M. V. K.

PRINCIPAL

International Institute of Business Study
 #75, Muthugadahalli, Bangalore North,
 Jata Hobli, Bangalore - 562157

Sudheer Kumar Reddy

Chartered Accountant

Address Bengaluru, India 560092

Phone 6361362640


E-mail casudheer.kr@gmail.com

LinkedIn www.linkedin.com/in/ca-sudheer-kumar-reddy-7066591



I am a qualified chartered accountant and a data analyst with over 5 years of experience in the banking and insurance domains. I have expertise in collecting, processing, analyzing, and reporting on large and complex datasets using various tools and software, such as SQL, Python, Excel, Tableau, Power BI, etc. I have a strong knowledge of finance, accounting, economics, and statistics, and I can apply them to solve business problems and provide data-driven insights. I have excellent communication, problem-solving, critical thinking, and teamwork skills, and I am always eager to learn new things and improve my skills.

Skills

- Microsoft PowerBI  Advanced
- Microsoft SQL Server  Advanced
- Microsoft Excel  Advanced
- Data analysis  Advanced
- Tableau  Upper intermediate
- Oracle Database  Upper intermediate
- Python  Upper intermediate
- Auditing  Upper intermediate
- Accounting  Upper intermediate

Jul 2013 -
Jul 2015

Article Assistant

ASA & Associates LLP, Bengaluru

- Statutory compliance, book keeping, handling foreign remittances, bank reconciliation and general ledger management of various corporates in service and manufacturing industry.
- MIS reporting on monthly performances of various clients.
- Internal Audit and Statutory audit of various companies including listed small cap corporates.



Education

Jul 2012 -
Nov 2018

Chartered Accountant

The Institute of Chartered Accountants of India - Bengaluru, India

Jun 2015 -
Sep 2018

Bachelor of Commerce

Saraswathi Degree College - Andhra Pradesh, India

Jun 2009 -
May 2011

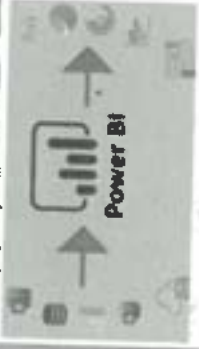
12th Class

Sri Chaitanya Junior College - Andhra Pradesh, India

Sample Certificate



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CERTIFICATE

is given to

WHO IS STUDYING IN INTERNATIONAL INSTITUTE OF BUSINESS STUDY, BEARING
REG NO. _____ HAS SUCCESSFULLY COMPLETED HIS/HER ADD-ON
COURSE ON "POWER BI" FROM 07-07-2022 TO 29-08-2022.



DATE:

Dr. Tripuraneni Jaggaiah
Director, IIBS



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INTERNATIONAL INSTITUTE OF BUSINESS STUDY

25/7/2022

To: All PGDM 6th Trimester Students

Subject: Workshop on Case Study Analysis

Dear Students,

We are pleased to announce a workshop on Case Study Analysis exclusively for the PGDM 6th Trimester students. This workshop is designed to enhance your analytical skills and provide you with practical insights into real-world business scenarios.

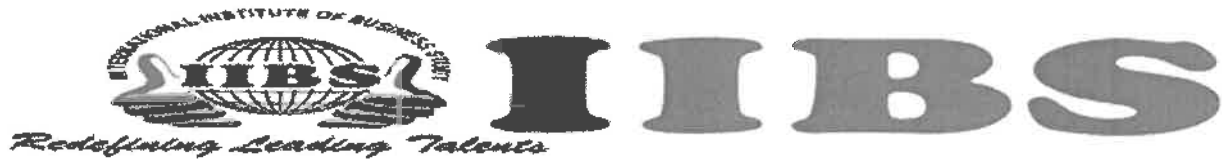
Workshop Details:

- **Date:** 28/7/2022
- **Time:** 11.00 am
- **Venue:** Seminar Hall 1
- **Facilitator:** Dr. Suganya

Director

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DIRECTOR
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OF BUSINESS STUDY
200, 3rd Stage, 1st Mile, Jang Hobli,
Bangalore - 562157



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

Workshop Report on Case Study Analysis

Date: 28/7/2022

Venue: Seminar Hall 1

Introduction

The workshop on "Case Study Analysis" was held to equip participants with essential skills and methodologies required to analyze and interpret case studies effectively. Dr. Suganya conducted case study analysis for 6th trimester students this report summarizes the workshop's content, including its objectives, key points discussed, and the learning outcomes achieved by the participants.

Objectives

The primary objectives of the workshop were:

1. **Introduction to Case Study Analysis:** To familiarize participants with the concept and importance of case study analysis in various fields.
2. **Analytical Tools and Frameworks:** To introduce different tools and frameworks used in analyzing case studies.
3. **Critical Thinking and Problem-Solving:** To enhance critical thinking and problem-solving skills among participants.

Workshop Content

1. Introduction to Case Study Analysis

a. Definition and Importance

- **Learning Outcomes Definition:** A case study is an in-depth investigation of a single event, situation, or individual to explore causation and find underlying principles.
- **Importance:** Helps in understanding real-world problems, developing analytical skills, and applying theoretical knowledge practically.

2. Analytical Tools and Frameworks

a. SWOT Analysis

- **Strengths:** Internal attributes that is helpful to achieving the objective.
- **Weaknesses:** Internal attributes that is harmful to achieving the objective.
- **Opportunities:** External conditions that is helpful to achieving the objective.
- **Threats:** External conditions that could do damage to the objective.

Critical Thinking and Problem-Solving

- Emphasis on questioning assumptions, evaluating evidence, and considering multiple perspectives.
- Exercises to practice identifying key issues, analyzing data, and developing logical conclusions

By the end of the workshop, students were able to:

1. **Understand Case Study Analysis:** Comprehend the importance and methodologies of case study analysis.
2. **Conduct In-Depth Analysis:** Perform thorough analysis of case studies and derive meaningful insights.
3. **Evaluate and Recommend:** Evaluate different strategic alternatives and provide well-supported recommendations.
4. **Enhance Critical Thinking:** Improve their critical thinking and problem-solving abilities.



Conclusion

The workshop on "Case Study Analysis" successfully equipped participants with the necessary skills and knowledge to analyze case studies effectively. The hands-on exercises and practical examples helped in reinforcing the concepts discussed. Participants left the workshop with a deeper understanding of case study analysis and the confidence to apply these skills in their respective fields.

Director

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Bengaluru North - 562157



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INTERNATIONAL INSTITUTE OF BUSINESS STUDY

CIRCULAR

29/8/2022

Dear Students,

We are pleased to announce a special guest lecture for the PGDM 4th Trimester students.

Event: Guest Lecture on CEO Interaction

Speaker: Mr. Naveen Kumar, CEO, Growth Consultant, Bangalore

Date: 31st August 2022

Time: 10 AM

Venue: Seminar Hall 2

Lecture Overview

Mr. Naveen Kumar, an esteemed CEO and growth consultant, will be sharing his valuable insights on business growth strategies, leadership principles, and current industry trends. This lecture is an exceptional opportunity for students to gain practical knowledge from a seasoned industry leader and to understand the real-world applications of their academic studies.

Attendance: All PGDM 4th Trimester students are required to attend this lecture. Please ensure you are present and punctual.

We look forward to your participation and hope you find this session both informative and inspiring.

Best Regards,


Dr. M. Kethan

Principal

PRINCIPAL

International Institute of Business Study

#1, 10th Cross, 10th Main, 10th Stage,
Jalahalli, Bangalore - 560022, India

Profile

Mr. Naveen Kumar

Avid Biker, Farmer, Rotarian, Behavioral & Strengths coach, Exponential Business Growth partner & Facilitator with passion for life. Have served in the highest level - CEO, COO, VP, Founder & Exponential Growth Partner.

I am Founder and Business Growth Partner at Growth Consulting; we engage organizations that is ready to grow exponentially. We encourage organizations to double their business in 2 to 3 years and help create the mindset required for this exponential growth. We prepare organization to optimize, explore and expand, during this journey we become the 'Business Growth Partner' enabling and sustaining growth. We work with clients across industries and geography enabling their capability building initiatives for Exponential Growth by identifying and implementing:

Led as COO India Operations & CEO Gulf, Practice Leader for "Leadership Transformation" and "Employee Engagement" for consulting firms, have grown the business exponentially. Led the HR initiatives at Abdul Latif Jameel (Toyota in KSA) for 10 years and was responsible for transforming 7000+ employee to become more productive.

Worked for 12 years in "The Gallup Organization" as a Business Leader and led Acquisition and Managed Consulting teams that serviced clients in India, MEA & Asia Pacific Region. Responsible for P&L I grew the business by 4 times in 5 years. I was part of the team that conceptualized "Employee Engagement" resulting in the book "First Break All The Rules" and was responsible for its successful launch, development and implementation in India and abroad.

Accomplishments:

Continue to work on consulting engagement in India, Europe, ME and APAC in L&D, HR & Management Consulting. As an executive coach am passionate about developing global leaders. Have won Gallup's Most Engaged Workplace Award for ALJ, making it one of the elite 20 companies from among 500 eligible companies worldwide, for its ability to create an engaged workplace.

Have Co-created LEAP, and presented at the Leadership World Summit in USA to 150 organizations. LEAP and its implementation at ALJ is recognized as a best practice in the Toyota world. As President of Rotary Club of Bangalore Kaiyan, I doubled the club's membership and increased the contributions 400%, touched more than 36,000 lives through service projects. Am recognized as thought leader, speaker, executive coach, assessor and trainer. Recognized SME by SHRM.



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INTERNATIONAL INSTITUTE OF BUSINESS STUDY

Guest Lecture Report: CEO Interaction

Date: 31st August 2022

Speaker: Mr. Naveen Kumar, CEO, Growth Consultant, Bangalore

Introduction

On the 31st of August 2022, the PGDM 4th Trimester students were honored to attend a guest lecture by Mr. Naveen Kumar, the CEO of Growth Consultant, Bangalore. Mr. Kumar, an accomplished growth consultant with significant expertise in business strategy and leadership, was invited to share his experiences and insights with the students. The session aimed to bridge the gap between academic learning and practical business application, providing valuable perspectives on leadership and growth strategies.



Key Points Discussed

1. **Journey of a CEO:** Mr. Navcen Kumar began the session by sharing his personal journey, detailing his rise to the position of CEO. He emphasized the importance of resilience, continuous learning, and the ability to adapt to changing market conditions. His narrative provided the students with a real-world perspective on the challenges and rewards of a career in leadership.
2. **Growth Strategies in Business:** The core of the lecture focused on growth strategies that businesses can adopt in today's competitive environment. Mr. Kumar discussed various approaches, including organic growth, mergers and acquisitions, and strategic partnerships. He also highlighted the significance of innovation and how it can drive business expansion.
3. **Leadership and Management:** Mr. Kumar shared his views on effective leadership, underscoring the need for vision, empathy, and decision-making skills. He illustrated how a leader's role is crucial in guiding teams through both successes and challenges. He also spoke about the importance of creating a positive organizational culture that fosters growth and collaboration.
4. **Industry Insights:** Drawing from his experience as a growth consultant, Mr. Kumar provided students with insights into the current trends and challenges in various industries, particularly in the Indian market. He discussed the impact of technological advancements, the importance of customer-centric strategies, and the role of data analytics in decision-making.
5. **Q&A Session:** The lecture concluded with an interactive Q&A session, where students had the opportunity to ask Mr. Kumar questions related to their career aspirations, challenges in the business world, and specific case studies. Mr. Kumar answered each question thoughtfully, providing practical advice and encouragement.

Conclusion

The guest lecture by Mr. Naveen Kumar was an enriching experience for the PGDM 4th Trimester students. It provided them with a deeper understanding of the complexities of business growth and leadership. The insights shared by Mr. Kumar will undoubtedly aid the students in their academic journey and future professional endeavors.

The session was well-received, and students expressed their appreciation for the opportunity to learn from a seasoned industry leader.



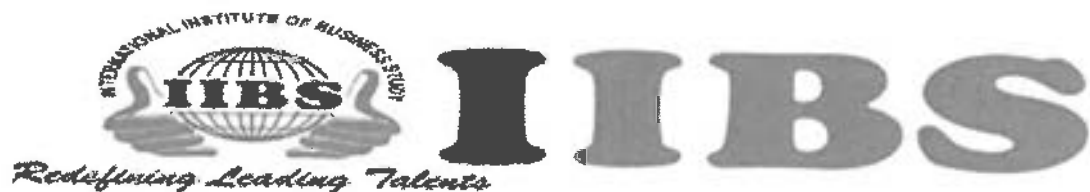
Dr. M. Kethan

DIRECTOR
INTERNATIONAL INSTITUTE
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International Institute of Business Study
#75 Muthugadahalli, Jala Hobli, Bangalore North,
Bengaluru North - 562157



Dr. T. Jaggaiah

Director
DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157




INTERNATIONAL INSTITUTE OF BUSINESS STUDY

CEO Interaction -Attendance List

1	21PGDM002	Anjali Karwa
2	21PGDM003	Bandela Gangadhar
3	21PGDM004	Bathula Leela Ram
4	21PGDM005	Bhukya Navadheer
5	21PGDM006	Bogi Dileep Kumar
6	21PGDM007	Chakilam Sudhishna
7	21PGDM008	Chakka Harsha Vardhan
8	21PGDM009	Channe Tanmay
9	21PGDM010	Chennupalli Pavan Teja Reddy
10	21PGDM011	Cherukupalli Mrudu Manasa
11	21PGDM012	Chippada Jahnasri
12	21PGDM013	Chunchu Srikanth
13	21PGDM014	Damodara Kavya Priya
14	21PGDM015	Debu Kar
15	21PGDM016	Dilip Kumar
16	21PGDM017	Induru Girishma
17	21PGDM018	Jonathan Anthony Lobo
18	21PGDM019	Kambala Naga Siva Sankar Reddy
19	21PGDM020	Kanaganti Praveen
20	21PGDM021	Kandikatla Jaya Sri
21	22PGDM005	Adurty Meghana
22	22PGDM008	Akshat Agarwal
23	22PGDM009	AKSHAY CHHONKER
24	22PGDM010	ALGASKAMPETA VYSHNAVI
25	22PGDM011	AMALANISHANTH N
26	22PGDM012	ANIKET SARKAR
27	22PGDM013	ANIL JAISWAL
28	22PGDM014	ANIREDDY HARSHAVARDHAN REDDY
29	22PGDM015	ANMOL GULATI
30	22PGDM060	KOMAL SHARMA
31	22PGDM061	KONDAYYAGARI MOUNIKA
32	22PGDM062	KONDEPUDI RAJU
33	22PGDM064	KURAPATI PRAVALLIKA

34	22PGDM065	MADA VAMSI KRISHNA
35	22PGDM066	MADDIRALLA SATEESH KUMAR
36	22PGDM067	MAHAJAN BHAVESH SUNIL
37	22PGDM068	MANI KARROT
38	21PGDM036	Perumalla Bhanu Prakash
39	21PGDM037	Ramanathula Naveen
40	21PGDM038	Rollu Jaya Prakash Goud
41	21PGDM039	Sakshi Rani
42	21PGDM040	Saurav Joshi
43	21PGDM041	Shaik Mohammed Firoz
44	21PGDM042	Sheik Imran
45	21PGDM043	SKVV Satya Rishitha
46	21PGDM044	Subham Dutta
47	21PGDM045	Tarun Saini


Dr. M. Kethan
Principal

Int
Jala Rubin, Bangalore
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57



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

Circular

Date 01/06/2023

We are pleased to announce that a workshop on Tally. Prime with GST will be conducted from June 5th to July 24th, 2023. The workshop will be led by Mr. Niranjana Kumar, an expert in Tally. Prime and GST compliance.

Workshop Details:

- **Duration:** June 5th to July 24th, 2023
- **Venue:** Seminar Hall 1
- **Instructor:** Mr. Niranjana Kumar

Objective:

The workshop aims to enhance our employees' proficiency in using **Tally. Prime** for accounting and GST compliance. By the end of the workshop, participants will have a thorough understanding of:

- Properly managing GST calculations, returns, and filings using Tally. Prime.
- Generating accurate financial statements and reports.
- Mastering advanced features of Tally. Prime for streamlining accounting processes.
- Addressing common challenges and troubleshooting within Tally. Prime.


Dr. M. Kethan

Principal
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Jala Hobli, Bangalore – 562157

Schedule for Tally Prime with GST Certification Course

Week	Date	Time	Duration
Monday	5/6/2023	9 AM to 1 PM	4
Monday	12/6/2023	9 AM to 1 PM	4
Monday	19/6/2023	9 AM to 1 PM	4
Monday	26/6/2023	9 AM to 1 PM	4
Monday	3/7/2023	9 AM to 1 PM	4
Monday	10/7/2023	9 AM to 1 PM	4
Monday	17/7/2023	9 AM to 1 PM	4
Monday	24/7/2023	11 AM to 1 PM	2
		Total	30 Hours

Syllabus: Tally Prime with GST

1. Fundamentals of Accounting in Tally

- Basic Accounting Principles
- Understanding Ledgers and Groups
- Recording Transactions: Vouchers, Receipts, Payments
- Managing Contra, Journal, and Debit/Credit Notes
- Creating and Managing Inventory: Stock Groups, Categories, Items

2. Mastering Tally. Prime Features

- Configuring and Maintaining Chart of Accounts
- Bank Reconciliation
- Cost Centers and Cost Categories
- Budgeting and Control in Tally. Prime
- Managing Multiple Currencies

3. Introduction to GST

- Overview of Goods and Services Tax (GST)
- Understanding GST Components: CGST, SGST, IGST
- GST Registration Process
- GST Compliance: Input Tax Credit, Reverse Charge Mechanism

4. Implementing GST in Tally. Prime

- Activating GST in Tally. Prime
- Creating GST Ledgers and Groups
- Setting Up GST Tax Rates and Classifications
- Recording GST-Compliant Transactions: Sales, Purchases, and Returns
- Managing GST for Different Business Scenarios (e.g., Composition Scheme, Export, etc.)

5. GST Reporting and Returns

- Generating GST Reports: GSTR-1, GSTR-2A, GSTR-3B, GSTR-9
- Filing GST Returns through Tally. Prime
- GST Audit and Reconciliation
- Handling GST Refunds and Input Tax Credit Adjustments



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

20/7/2023

Report on Tally Prime with GST

Introduction

The Tally. Prime with GST Certification Course was organized to provide in-depth training on the usage of Tally. Prime, focusing on its application for GST compliance. Spanning over seven weeks, from June 5th to July 24th, 2023, the course was designed to cater to finance professionals and accountants seeking to enhance their proficiency in Tally. Prime, especially in the context of the Goods and Services Tax (GST) system in India. The course was led by Mr. Niranjana Kumar, a seasoned expert in accounting software and GST regulations.

The primary objectives of this certification course were

1. To provide participants with a thorough understanding of Tally. Prime and its features.
2. To enable participants to manage financial records and transactions effectively using Tally. Prime.
3. To ensure participants can implement and manage GST compliance within Tally. Prime.
4. To equip participants with the skills to generate accurate GST reports and file returns through Tally.
5. To address practical challenges and solutions in using Tally. Prime for real-world accounting and GST scenarios.




Learning Outcomes

1. Proficiency in using Tally. Prime for day-to-day accounting tasks, including managing ledgers, vouchers, and inventory.
2. In-depth knowledge of GST and its application within Tally. Prime, including setting up GST in the system and handling various GST scenarios.
3. Ability to generate accurate financial and GST-related reports and to file GST returns efficiently.
4. Enhanced problem-solving skills for addressing common challenges in Tally. Prime, with practical solutions.
5. Confidence in applying advanced features of Tally. Prime, such as payroll management, TDS handling, and multi-branch accounting.


Dr. M. Kethan

Principal
PRINCIPAL

International Institute of Business Study
#75, Muthugadahalli, Bangalore North,
Jala Hobli, Bangalore - 562157


Dr. T. Jaggaiah

Director
DIRECTOR
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OF BUSINESS STUDY
#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157

54	22PGDM059	Kavita Kumari	A	A	P	P	P	P	P	P	A	A
55	22PGDM060	Komal Sharma	P	P	P	A	P	P	P	P	A	P
56	22PGDM061	Kondayyagari Mounika	P	A	P	P	P	A	P	P	P	P
57	22PGDM062	Kondepudi Raju	P	A	P	A	P	P	P	P	P	A
58	22PGDM064	Kurapati Pravallika	P	P	P	P	P	P	P	A	P	P
59	22PGDM065	Mada Vamsi Krishna	P	P	P	A	P	P	P	P	P	P
60	22PGDM066	Maddiralla Sateesh Kumar	P	P	A	P	P	P	P	A	P	A
61	22PGDM067	Mahajan Bhavesh Sunil	P	P	P	P	P	P	P	P	P	P
62	22PGDM068	Mani Karrot	A	A	P	P	A	P	P	P	P	P
63	22PGDM069	Manjunatha	P	P	A	P	P	P	P	P	A	P
64	22PGDM070	Mansi Singh	A	A	P	P	P	P	P	P	A	A
65	22PGDM071	Master Kislay	P	P	P	A	P	P	P	P	A	P
66	22PGDM072	Mavireddy Bhavana	P	A	P	P	P	P	P	A	P	P
67	22PGDM073	Milind Choudhary	P	A	P	A	P	P	P	P	P	A
68	22PGDM074	Miridul Jain	P	P	P	P	P	P	P	A	P	P
69	22PGDM075	Muskan Sharma	P	P	P	A	P	P	P	P	P	P
70	22PGDM076	Namita Gupta	P	A	P	A	P	P	P	P	P	A
71	22PGDM077	Narapureddy Siva Reddy	P	P	P	P	P	P	P	A	P	P
72	22PGDM078	Niharika Choudhary	P	P	P	A	P	P	P	P	P	P
73	22PGDM079	Nisarg Jain	P	P	A	P	P	P	P	A	P	A
74	22PGDM080	Nossam Suresh Reddy	P	P	P	P	P	P	P	P	P	P
75	22PGDM081	Palacherla Sai Raj	A	A	P	P	P	A	P	P	P	P
76	22PGDM082	Paras Mittal	P	P	A	P	P	P	P	P	A	P
77	22PGDM083	Parth Budhia	A	A	P	P	P	P	P	P	A	A
78	22PGDM084	Patnam Priyanka	P	P	P	A	P	P	P	P	A	P
79	22PGDM085	Prabhav R.Nichat	P	A	P	P	P	P	P	A	P	P
80	22PGDM086	Prajnesh Gopalkrishna Hegde	P	A	P	A	P	P	P	P	P	A
81	22PGDM087	Pranjal Gupta	P	A	P	A	P	P	P	P	P	A

110	22PGDM119	Shruti Mishra	A	A	P	P	A	P	P	P	P	P	P
111	22PGDM120	Shubham Goud	P	P	A	P	P	P	P	P	A	P	P
112	22PGDM121	Shuvrodeep Pal	A	A	P	P	P	P	P	P	A	A	P
113	22PGDM122	Smrity Sinha	P	P	P	A	P	P	P	P	A	P	P
114	22PGDM139	Tirthankar Ghosh	P	A	P	P	P	P	P	A	P	P	P
115	22PGDM140	Tummala Giridhar	P	P	A	P	P	P	P	A	P	P	A
116	22PGDM141	Utkarsh Lawania	P	P	P	P	P	P	P	P	P	P	P
117	22PGDM142	Vaibhav Pandey	A	A	P	P	P	P	P	A	P	P	P
118	22PGDM143	Vanapalli Lakshminarayana Bharat	P	P	A	P	P	P	P	P	A	P	P
119	22PGDM144	Vanipenta Syed Adil	A	A	P	P	P	P	P	P	A	A	A
120	22PGDM129	Suraj Sriram	P	P	P	A	P	P	P	P	A	P	P
121	22PGDM130	Suruchi Singhal	A	A	P	P	P	P	P	A	P	P	P
122	22PGDM131	Surya Dev Soni	P	P	A	P	P	P	P	P	A	P	P
123	22PGDM132	Susmita Hazra	A	A	P	P	P	P	P	P	A	A	A
124	22PGDM133	Syed Humera Banu	P	P	P	A	P	P	P	P	A	P	P
125	22PGDM134	Syed Khasim Baba	P	A	P	P	P	P	P	P	A	P	P
126	22PGDM135	T Sai Sandeep	A	A	P	P	P	P	P	P	P	P	P
127	22PGDM136	Tajane Darshan Nitin	P	P	P	P	P	P	P	P	P	P	A
128	22PGDM137	Thippabattuni Showry Sowmya	P	P	A	P	P	P	P	P	P	P	P
129	22PGDM138	Thube Shubham Bandu	P	P	P	P	P	P	P	P	A	P	P

M. Kethan
Dr M Kethan

Principal

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Jata Hobli, Bangalore - 562157

CSC ACADEMY

REG NO: 2019-477222450018/23198

Sapthagiri Enterprises
48, B B ROAD, OPP MINI VIDHANASOUDHA. B B ROAD,
DEVANAHLLI TOWN, BANGALORE RURAL -562110

Certificate

This is to certify that

Mr./Mrs./Kumari ... *Prithviraj B.*

Studying at International Institute of Business Study (IIBS)
college, Airport Campus, Bengaluru.

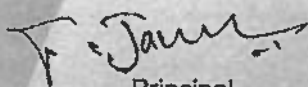
has successfully completed

Tally.Prime with GST

course from ... *5th June* ... to ... *24th July* , 2023
and Secured ... *A* ... grade

Reg. No. ... *22PGDM091*

Date of Issue ... *0th July* ...
2023



Principal

International Institute of Business Study
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Bangalore


CSC Academy
Devanahalli



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

Circular

Date 12/02/2024

Subject: Announcement of Advance Excel Certification Course

Dear All,

We are excited to announce the upcoming Advance Excel Certification Course scheduled from 19th February 2024 to 2nd March 2024. This intensive course will be conducted by Mr. Niranjan Kumar.

Course Details:

- **Course Title:** Advance Excel Certification Course
- **Dates:** 19th February 2024 - 2nd March 2024
- **Instructor:** Mr. Niranjan Kumar

Key Learning Outcomes:

- Comprehensive understanding of advanced Excel functions.
- Proficiency in using Pivot Tables and advanced data tools.
- Practical, hands-on experience with complex Excel scenarios.

Certification:

Participants who successfully complete the course will receive an **Advanced Excel Certification**, which will be a valuable addition to your professional qualifications.


Dr. M. Kethan

Principal

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International Institute of Business Study

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Jala Hobli, Bangalore - 562157

Schedule for Advance Excel Certification Course

Schedule 1				Schedule 2			
Week	Date	Time	Duration	Week	Date	Time	Duration
Monday	19-Feb-24	9AM to 1 PM	4	Thursday	22-Feb-24	9AM to 5PM	8
Tuesday	20-Feb-24	9AM to 1 PM	4	Friday	23-Feb-24	9AM to 5PM	8
Wednesday	21-Feb-24	9AM to 1 PM	4	Saturday	24-Feb-24	9AM to 5PM	8
Thursday	22-Feb-24	9AM to 1 PM	4				
Friday	23-Feb-24	9AM to 1 PM	4				
Saturday	24-Feb-24	9AM to 1 PM	4				
		Total	24			Total	24
Saturday	02-Mar-24	9AM to 1 PM	4	Saturday	02-Mar-24	9AM to 1 PM	4
		END	28			END	28

Syllabus: Advance Excel

Module 1: Advanced Formulas and Functions (6 Hours)

- **Logical Functions:** IF, AND, OR, NOT, IFERROR
- **Lookup & Reference Functions:** VLOOKUP, HLOOKUP, INDEX, MATCH, XLOOKUP
- **Text Functions:** CONCATENATE, TEXT, LEFT, RIGHT, MID, TRIM, SUBSTITUTE
- **Date & Time Functions:** DATE, DATEVALUE, YEAR, MONTH, DAY, NETWORKDAYS, EOMONTH, TODAY, NOW
- **Math & Statistical Functions:** SUMIFS, COUNTIFS, AVERAGEIFS, RANK, ROUND, RAND, RANDBETWEEN, LARGE, SMALL
- **Array Formulas:** Introduction to Array Formulas, TRANSPOSE, MMULT, SEQUENCE

Module 2: Data Analysis and Visualization (8 Hours)

- **PivotTables & PivotCharts:**
 - Creating and customizing PivotTables
 - Grouping, Sorting, and Filtering Data
 - Calculated Fields and Items
 - PivotCharts for Data Visualization
- **Data Tables:** Creating and managing Data Tables, using Structured References
- **Conditional Formatting:**
 - Custom Rules and Formulas
 - Data Bars, Color Scales, and Icon Sets
- **What-If Analysis:**
 - Data Tables
 - Scenario Manager
 - Goal Seek

Module 3: Financial Modeling and Business Analysis (6 Hours)

- **Introduction to Financial Modeling:**
 - Principles and Best Practices
 - Building a Basic Financial Model
- **Discounted Cash Flow (DCF) Analysis:**
 - NPV, IRR, and Payback Period
- **Sensitivity and Scenario Analysis:**
 - Creating and Analyzing Different Scenarios
- **Forecasting:**
 - Linear Regression in Excel
 - Moving Averages

Module 4: Data Automation with Excel (4 Hours)

- **Introduction to Macros:**
 - Recording and Running Macros
 - Assigning Macros to Buttons
- **VBA Basics:**
 - Understanding VBA Editor
 - Writing Simple VBA Code
- **Looping and Decision Structures in VBA:**
 - For Loops, Do While Loops
 - If-Else, Select Case

Module 5: Data Management and Collaboration (4 Hours)

- **Data Validation:**
 - Creating Drop-down Lists
 - Applying Custom Data Validation Rules
- **Advanced Filtering and Sorting:**
 - Custom Sorts
 - Using Advanced Filter for Complex Criteria
- **Working with Multiple Worksheets and Workbooks:**
 - Linking Data between Sheets and Workbooks
 - Consolidating Data from Multiple Sources



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

7/3/2024

Report on Advanced Excel Certification Course

Course Title: Advanced Excel Certification Course

Instructor: Mr. Niranjana Kumar

Duration: 19th February 2024 – 2nd March 2024

Total Hours: 28 Hours

Introduction

The Advanced Excel Certification Course, conducted by Mr. Niranjana Kumar, was an intensive training program designed to provide participants with advanced skills in Microsoft Excel. The course spanned from 19th February 2024 to 2nd March 2024, The program aimed to enhance participants' proficiency in Excel, enabling them to tackle complex data management, analysis, and automation tasks relevant to business and finance.

Objectives

- Enhance Proficiency in Advanced Excel Functions
- Develop Skills in Data Analysis and Visualization
- Introduce Financial Modeling Techniques:
- Foster Collaboration and Data Management Skills:

Learning Outcomes

By the end of the course, participants achieved the following outcomes:

- **Advanced Data Handling:** Ability to use advanced Excel functions for complex data manipulation and analysis.
- **Enhanced Analytical Skills:** Proficiency in analyzing large datasets and creating meaningful visualizations.

- **Financial Modeling Expertise:** Capability to build and analyze financial models, providing valuable insights for business decisions.
- **Effective Data Management:** Expertise in managing data across multiple worksheets and collaborating effectively in a business environment.



M. Kethan

Dr. M. Kethan

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Jala Hobli, Bangalore - 562157

T. Jaggiah

Dr. T. Jaggiah

Director

DIRECTOR

**INTERNATIONAL INSTITUTE
OF BUSINESS STUDY**

#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157

Advance Excel Course - Attendance (Batch 1)

Sl.No.	Registration Number	Name	19/2/2024	20/2/24	21/2/24	22/2/24	23/2/24	24/2/24	2/3/2024
1	2023PGDM504	A. ANUSHA	P	P	P	P	P	A	P
2	2023PGDM1001	AAKANKSHA PATIL	P	P	P	P	P	P	P
3	2023PGDM1003	AAYUSH KOSHITA	P	P	P	P	P	P	P
4	2023PGDM500	ABHISHEK GAUTAM	P	A	P	P	P	P	P
5	2023PGDM1004	ADDUGALA SAINATH REDDY	A	A	A	A	A	A	A
6	2023PGDM1007	ADITYA SINGH	A	A	P	P	P	P	P
7	2023PGDM1274	ADULLA SUDEEP KUMAR	P	P	P	P	P	P	P
8	2023PGDM1421	AJAY KUMAR	P	P	P	P	A	P	P
9	2023PGDM503	AJAY KUMAR BHARTI	A	A	A	A	A	A	A
10	2023PGDM1317	AJAY PRATAP SINGH LODHI	P	P	P	P	A	P	P
11	2023PGDM1422	AJEET ANIL ZUNZURE	P	P	P	P	P	A	P
12	2023PGDM1008	AKANKSHA JAISWAL	P	P	P	P	P	P	P
13	2023PGDM482	AKASH SACHAN	P	P	P	P	P	P	P
14	2023PGDM1318	AKHIL KUMAR SINGH	P	A	P	P	P	A	A
15	2023PGDM1011	AKHILA VAJROJU	P	P	P	P	P	P	P
16	2023PGDM496	AKSHAY BR	A	A	P	P	P	P	P
17	2023PGDM1015	AMAN PAL	P	P	P	P	P	P	P
18	2023PGDM1017	AMAN SANTHOSH SINGH	P	P	P	P	A	P	P

124	2023PGDM1410	KUNTI GOPE	P	P	P	P	P	P	P	P	P
125	2023PGDM1307	KUSURU VINEETH KUMAR	P	P	P	P	P	A	P	P	P
126	2023PGDM1136	LAGADU GIRIBABU	P	P	P	P	P	P	P	P	P
127	2023PGDM1396	MADHESH M	P	P	P	P	P	P	P	P	P
128	2023PGDM1139	MADHUREEMA MAZUNDER	P	P	P	P	P	P	P	P	A
129	2023PGDM1140	MADHVI GAURAV	A	A	P	P	P	P	P	P	P
130	2023PGDM485	MAJJIGA VINAY CHANDRA	P	P	P	P	P	P	P	P	P
131	2023PGDM1142	MALLIKA BOKARIA	P	P	P	P	P	P	P	P	P
132	2023PGDM1143	MAMILAPALLI DIVYA DEEPTHI	A	P	P	P	P	P	P	P	A
133	2023PGDM1144	MANASWI MANOJ BHAGAT	A	A	A	A	A	A	A	A	A
134	2023PGDM1402	MANDADI SHASHIKIRAN REDDY	P	P	P	P	P	P	P	P	P
135	2023PGDM1146	MANISHA GOPE	A	A	A	A	A	A	A	A	A
136	2023PGDM484	MANVI MESHARAM	P	P	P	P	P	P	P	P	A
137	2023PGDM1148	MATHA LOKESH DURGA PRASAD	A	P	P	P	P	P	P	P	A
138	2023PGDM1453	MAYUKH NARAYAN BAGCHI	P	P	P	P	P	P	P	P	P
139	2023PGDM1339	MERUVA SAINATH REDDY	A	A	A	A	A	A	A	A	A
140	2023PGDM1149	MIMANSHA MOHANTY	P	P	P	P	P	P	P	P	A



Principal

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Jala Hobli, Bangalore - 562157

Advance Excel Course - Attendance (Batch 2)

Sl.No.	Registration Number	Name	19/2/2024	20/2/24	21/2/24	22/2/24	23/2/24	24/2/24	2/3/2024
1	2023PGDM1150	MOHAMMED ISHTIAQ FARHAN	P	P	A	P	P	P	P
2	2023PGDM1151	MOHAMMED TOUSIF	P	P	P	P	P	P	P
3	2023PGDM1152	MOHAN SAI GANTA	P	P	A	P	A	P	P
4	2023PGDM1340	MOHIT JAISWAL	P	P	P	P	P	P	A
5	2023PGDM1341	MOHIT PATIDAR	P	P	P	P	P	P	P
6	2023PGDM1427	MORRI NAVEEN	P	P	P	P	A	P	P
7	2023PGDM1153	MUDAVATH GANESH NAIK	P	P	P	P	P	P	A
8	2023PGDM470	MULLA ABDUL SALEEM	P	P	P	P	P	P	P
9	2023PGDM1429	MULLA AFRID BASHA	A	A	A	A	A	A	A
10	2023PGDM1343	N NIKHILESH MARUTHI	P	P	P	P	A	P	P
11	2023PGDM1155	NAGAHARSHINI	P	P	P	P	P	A	P
12	2023PGDM1430	NAKKA PAVAN KUMAR	P	P	P	P	P	P	P
13	2023PGDM1156	NAKKALA SAI YOGESH GOUD	P	P	P	P	P	P	P
14	2023PGDM1157	NAMALA BHAVANI SHANKAR	P	A	P	P	P	A	A
15	2023PGDM1158	NAMAN JAIN	P	P	P	P	P	P	P
16	2023PGDM1159	NAMAN PARMAR	A	A	P	P	P	P	P
17	2023PGDM1342	NAMIRA NAJMUDIN WADSARIYA	P	P	P	P	P	P	P
18	2023PGDM1160	NANDINI GUPTA	P	A	P	P	A	P	P
19	2023PGDM1161	NANDNI BHATTER	P	P	P	P	P	P	P

132	2023PGDM474	U LAKSHMI PRIYA	A	P	P	P	P	P	P	P	P	A
133	2023PGDM1293	URVEE KANWAR	P	P	P	P	P	P	P	P	P	P
134	2023PGDM1295	UTKARSH RAJ	A	A	A	A	A	A	A	A	A	A
135	2023PGDM1296	UYYALA VINAY KUMAR	P	P	P	P	P	P	P	P	P	P
136	2023PGDM477	V SHIVA KUMAR	P	P	P	P	P	P	P	P	P	A
137	2023PGDM1297	VADDE DINESH REDDY	A	P	P	P	P	P	P	P	P	A
138	2023PGDM1298	VADDI RAMANA	P	P	P	P	P	P	P	P	P	P
139	2023PGDM1218	VANDRASI SAI KALYAN	A	A	A	A	A	A	A	A	A	A
140	2023PGDM1463	VARALA SIVA NAGA LIKHITH	P	P	P	P	P	P	P	P	P	A
141	2023PGDM1299	VARSHA	P	P	P	P	P	P	P	P	P	P
142	2023PGDM1398	VASU CHAKALI C	P	P	P	P	P	P	P	P	P	A
143	2023PGDM1364	VELPULA BINDHU	A	P	P	P	P	P	P	P	P	A
144	2023PGDM1464	VENKATESH TEJUS	P	P	P	P	P	P	P	P	P	P
145	2023PGDM1365	VIGNESH TN	A	A	A	A	A	A	A	A	A	A
146	2023PGDM480	VIJAYA KUMAR NANDIHAL	P	P	P	P	P	P	P	P	P	A
147	2023PGDM1445	VIKRANT SHARMA	A	A	P	P	P	P	P	P	P	A
148	2023PGDM1304	VINAY KUMAR DAHIYA	A	P	P	P	P	P	P	P	P	P
149	2023PGDM1306	VINEET DHANRAJ WANKHADE	A	P	P	P	P	P	P	P	P	A
150	2023PGDM1308	VIRUPAKSHAYYA T C	A	A	A	A	A	A	A	A	A	A
151	2023PGDM1309	VISARAPU LEELE MANI SAI GOPI KRISHNA	P	P	P	P	P	P	P	P	P	P
152	2023PGDM487	YELLAMGARI DEVI SRI PRASAD	A	P	P	P	P	P	P	P	P	P
153	2023PGDM1367	YELLAMPALLI H VENKATA NAGA SAI CHARAN	P	A	P	P	P	P	P	P	P	P



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TRUST OFFICE :
119, KHB Main Road,
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Bangalore, Karnataka 560032

Circular

15th November, 2022

Subject: Community Engagement Session at Asha Jevan Old Age Home, Bangalore

This is to inform all the students of the PGDM program that a community engagement session has been organized at **Asha Jevan Old Age Home, Bangalore on 18th November 2022**. The session aims to foster social responsibility and empathy among students by engaging with the elderly residents of the old age home.

Details of the Event:

- **Date:** 18th November 2022
- **Time:** 10:00 AM to 3:00 PM
- **Venue:** Asha Jevan Old Age Home
- **Transportation:** Buses will be arranged and will depart from the campus at 9:30 AM

Dr. T. Jaggaiah

Director

DIRECTOR
INTERNATIONAL INSTITUTE
OF BUSINESS STUDY
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Bangalore North - 562157



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Bangaluru, Karnataka 560032

Department of PGDM

Report on Community Engagement Visit– Asha Jevan old age home, Bangalore

Venue: Asha Jevan old age home, Bangalore

Date: 18th November 2022

Objectives of the Visit:

- To interact with the elderly residents and provide them with companionship.
- To engage in activities that bring joy and comfort to the residents.
- To reflect on the importance of community service and social responsibility.
-

Introduction:

Mrs. Sujatha R Bhat, was working in Skyline Constructions and RP Goenka Group and South Asia Rural Reconstruction, an NGO involved in the development of rural areas. She was a volunteer at the Ramana Maharishi Blind School and other Social Work organizations and currently involved full time in the Asha Jeevan Home and other Trust activities. It was started on 19th March 2000 by Mrs. Sujatha R Bhat.

Objectives:

- To create an opportunity for participants to interact with the elderly and understand their needs and challenges.
- To offer emotional support and companionship to the residents of Asha Jeevan.
- To assess the living conditions and the quality of care provided at the old age home.
- To contribute to the community by engaging in activities that benefit the residents.

Activities Undertaken: During the visit, participants engaged in a variety of activities with the residents, including:

- **Interactive Sessions:** Participants spent time conversing with the elderly residents, listening to their stories, and sharing experiences. This helped bridge the generation gap and provided much-needed companionship to the residents.
- **Entertainment:** A small cultural program was organized, where participants performed songs, dances, and skits to entertain the residents. This brought smiles to many faces and created a joyful atmosphere.
- **Distribution of Essentials:** Participants distributed essential items such as toiletries, blankets, and snacks to the residents, which were greatly appreciated.



Learning Outcomes:

- **Awareness of Social Issues:** The visit highlighted the challenges faced by the elderly, such as loneliness, health issues, and the need for better support systems. Participants gained awareness of the social responsibilities towards the aging population.
- **Enhanced Communication Skills:** Interacting with the elderly required patience, active listening, and effective communication. Participants improved their interpersonal skills through these interactions.
- **Community Engagement:** The visit reinforced the importance of community engagement and the positive impact that such initiatives can have on both the participants and the beneficiaries.

Conclusion: The visit to Asha Jeevan Old Age Home was a deeply rewarding experience for all participants. It not only provided comfort and joy to the elderly residents but also instilled a sense of social responsibility and empathy in the participants. The initiative underscored the importance of caring for the elderly and the need for continued support and engagement with such communities.


Dr. M Kethan

Principal



Dr. T. Jaggaiah

Director

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Department of PGDM

List of Students who participated in the Asha Jevan old age home, Bangalore

Sl. No.	Register No	Name of the Student
1	22PGDM001	Abhishek Kumar Jha
2	22PGDM002	Abhishek Singh
3	22PGDM003	Abhishek Srivastava
4	22PGDM005	Adurty Meghana
5	22PGDM008	Akshat Agarwal
6	22PGDM009	Akshay Chhonker
7	22PGDM010	Algaskampeta Vyshnavi
8	22PGDM011	Amalanishanth N
9	22PGDM012	Aniket Sarkar
10	22PGDM013	Anil Jaiswal
11	22PGDM014	Anireddy Harshavardhan Reddy
12	22PGDM015	Anmol Gulati
13	22PGDM016	Anshuman Singh Chouhan
14	22PGDM017	Anuj Gupta
15	22PGDM018	Anurag Mishra
16	22PGDM019	Apala Kothari
17	22PGDM020	Arifa Khan
18	22PGDM021	Ashutosh Dubey
19	22PGDM023	Ashwin Kathail
20	22PGDM024	Avik Mandal
21	22PGDM025	Ayush Srivastava
22	22PGDM026	Ayushi Makwana

23	22PGDM027	Balada Balaram
24	22PGDM028	Bandatmakuri Jaswanth Reddy
25	22PGDM030	Bhagwat Vivek Sudhakar
26	22PGDM031	Biswajyoti Bhadra
27	22PGDM032	Bukka Kranthi Kumar
28	22PGDM033	Chegireddy Rameshreddy
29	22PGDM034	Chennamareddy Gari Chakradhar Reddy
30	22PGDM035	Dampetla Aravind Yadav
31	22PGDM036	Dasari Tarun Kumar
32	22PGDM037	Deb Kumar Sao
33	22PGDM038	Deeksha Sharma
34	22PGDM039	Deepak Kumar
35	22PGDM040	Deepak Raj Mehta
36	22PGDM041	Deepali Patel
37	22PGDM042	Dekhane Bhagyesh Dnyaneshwar
38	22PGDM043	Devarakonda Venkata Datta Phanindra
39	22PGDM044	Duggishetty Archana
40	22PGDM045	Elluru Bramhananda Reddy
41	22PGDM046	Gaikwad Raseshwari Dnyaneshwar
42	22PGDM047	Gandhi Varun Vikas
43	22PGDM048	Gujjala Hemanthkumar
44	22PGDM049	Gunjan Chaudhary
45	22PGDM050	Harshit Aggarwal
46	22PGDM051	Hemaline R
47	22PGDM052	Infand Ajay J
48	22PGDM053	Jadhav Sridevi



Dr. T. Jaggaiah

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INTERNATIONAL INSTITUTE OF BUSINESS STUDY

Circular

Date 25/03/2024

Subject: Guest Lecture on Indian Knowledge System

Dear Students,

We are pleased to announce that the Department of PGDM will be hosting a Guest Lecture on the *Indian Knowledge System*. This insightful session will be delivered by the esteemed speaker **Dr. D. V. S. Bhagavanulu**.

Details of the Event:

- **Date:** March 26, 2024
- **Time:** 1:00 PM
- **Venue:** Seminar Hall 1

All students are encouraged to attend this lecture to gain valuable insights into the rich heritage and contemporary relevance of the Indian Knowledge System.

Your presence will be greatly appreciated.

Thank you.


Dr. M. Kethan
PRINCIPAL

Principal
International Institute of Business Study
#75, Muthugadahalli, Bangalore North.
Jala Hobli, Bangalore – 562157



IIBS

INDIAN KNOWLEDGE SYSTEMS

Session on
Scientific Reasons Behind
Hindu Traditions



Dr.DVS BHAGAVANULU

Pro Vice Chancellor
Vivekananda Global University
Jaipur

MARCH 26 | 1PM

Seminar Hall 1



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

28/3/2024

Report on Indian Knowledge System

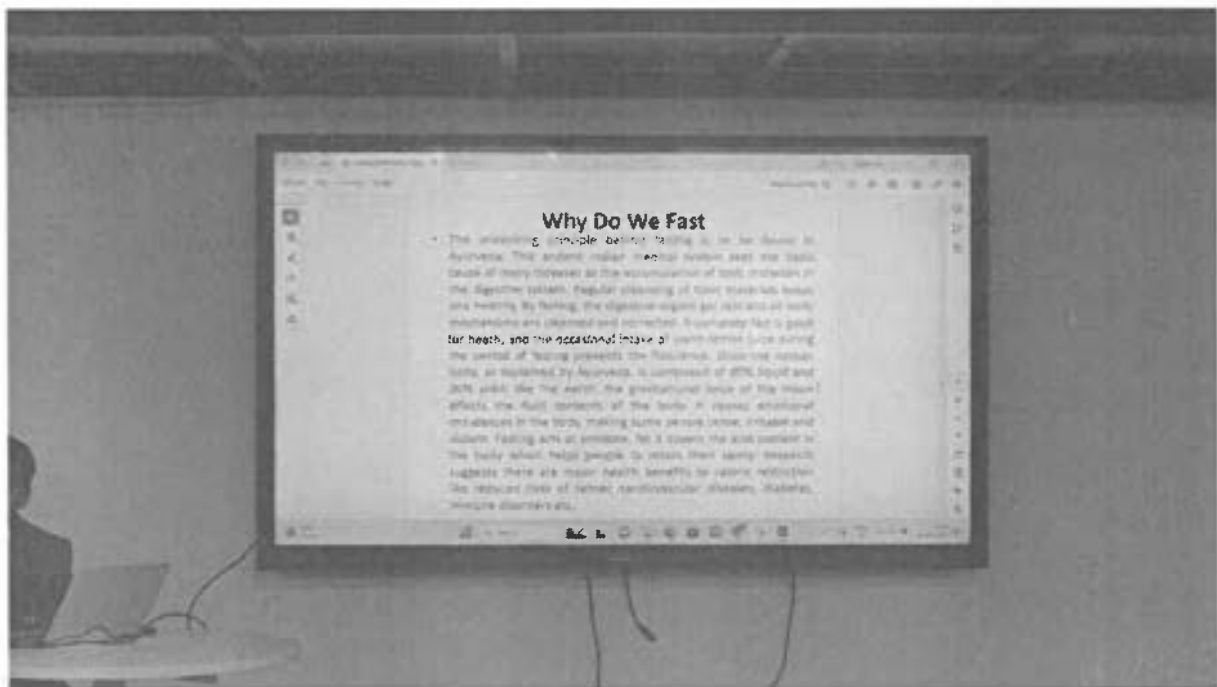
The Department of PGDM arranged a guest interaction session for students, on 26th March 2024, on a Tuesday afternoon. Ms. Mangala Reddy started off the session by giving a brief introduction of the guests to the students.

Post introduction, Dr. DVS Bhagavanulu assessed the vibrant young students from different courses and their understanding of polity especially Bharatiya perspective on polity, strategic culture, warfare etc. Dr. DVS Bhagavanulu went on to address the students on a wide array of subjects like Aitihāsik texts, Vedas, the concept of Purusharthas, and different shastras and kept young minds engaged for almost an hour.

Speaker narrowed his interaction down to the concept of Upayas, Shadgunyas and Saptanga from Kautilya's Arthashastra. He captivated the students with his unique stories and anecdotes and simultaneously explained the concepts with much ease. He gave real-time examples from the world of geopolitics which made the students interact more fruitful

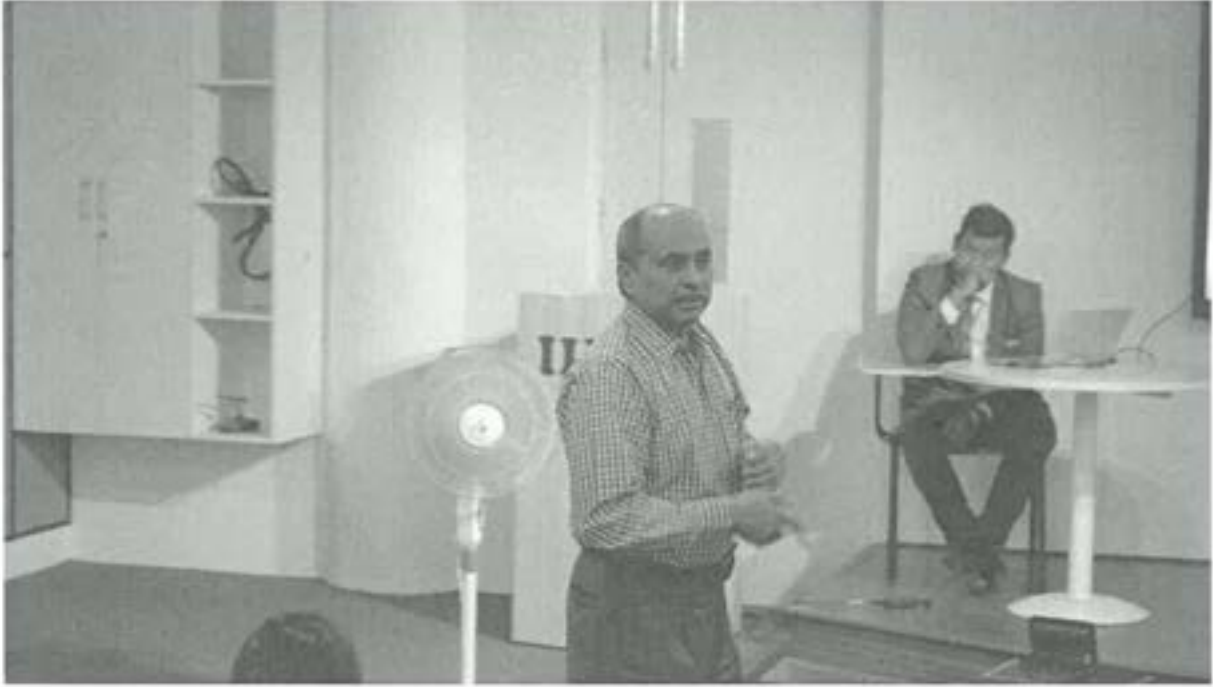
The session was followed up with a Q&A, wherein different kinds of questions were asked by the young but inquisitive audience. Ranging from Dharma to different aspects of a rajya, to gaining insights on different political philosophies, our esteemed guests answered all of the queries directed to them.

Lastly, Ms. Mankrishna presented a vote of thanks to the dignitaries for spending their valuable time with us



Why Do We Fast

The ancient Indian medical system, Ayurveda, has a long history of fasting. The ancient Indian medical system sees the basic cause of many diseases as the accumulation of toxic materials in the digestive system. Regular cleansing of these materials helps and healthy. By fasting, the digestive system gets rid of all toxic materials and is cleaned and corrected. Fasting helps to get rid of toxins, and the occasional intake of...



Dr. M. Kethan

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Dr. T. Jaggaiah

Director

DIRECTOR
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#75 Muthugadahalli, Jala Hobli,
Bengaluru North - 562157

Profile

Dr. DVS Bhagavanulu

Experience

- Pro Vice Chancellor - **Vivekananda Global University, Rajasthan**
- Feb 2024 - Present · 7 mos Feb 2024 to Present · 7 mos Jaipur, Rajasthan, India · On-site Jaipur, Rajasthan, India · On-site
- Pro vice chancellor Pro vice chancellor
- Feb 2024 - Present · 7 mos Feb 2024 to Present · 7 mos India India
- Director IQAC Director IQAC
- Gyan Ganga Group of Institutions · Full-time Gyan Ganga Group of Institutions · Full-time Mar 2024
- 2020 - now Dean _ Planning and Development @ REVA Academy for Corporate Excellence - RACE
- 2012 - 2020 Director @ Sree Vidyanikethan

DVS Bhagavanulu Education

Indian Institute of Technology, Madras

Doctor of Philosophy (Ph.D.) (Fluid Mechanics)

1991 - 1995

Madras Institute of Technology

Master of Technology (M.Tech.) (Aeronautical)

1989 - 1991

SRKR Engineering College

Bachelor of Engineering (B.E.) (Civil Engineering)

1984 - 1988



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Bangalore - 562167, Karnataka

TRUST OFFICE :
119, KHB Main Road,
Kankanagar, R.T.Nagar, Post,
Bangalore, Karnataka 560032

Attendance for Guest lecture on “ Indain Knowledge System”

Sl.No	Student ID	Name
1	2023PGDM465	KADARU SAI ANURAG
2	2023PGDM476	ANAMIKA DEB
3	2023PGDM1003	AAYUSH KOSHTA
4	2023PGDM1004	ADDUGALA SAINATH REDDY
5	2023PGDM1007	ADITYA SINGH
6	2023PGDM1037	APURV AMOL RAUT
7	2023PGDM1045	ASTHA
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15	2023PGDM1094	HARENEY V S
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32	2023PGDM1194	PRIYANSH VERMA
33	2023PGDM1196	RAHUL KUMAR

34	2023PGDM1199	RAMAVATH MANOJ NAIK
35	2023PGDM1219	DASARI SAI KRISHNA
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64	2023PGDM1017	AMAN SANTHOSH SINGH
65	2023PGDM1018	AMARNATH KUMAPU
66	2023PGDM1019	AMISHA MOHANTY
67	2023PGDM1025	ANIKET SHAW
68	2023PGDM1030	ANUBHUTI DANIEL
113	2023PGDM1387	ARAMURI NAVEEN KUMAR
69	2023PGDM1041	ARSHAM RAHMAN
70	2023PGDM1044	ASHWINI CHOUBEY



Dr. P. M. Kethan

Principal
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INTERNATIONAL INSTITUTE OF BUSINESS STUDY

Circular

Date 01/02/2024

We are pleased to announce a guest lecture on "Recent Trends in ERP & AI" scheduled for **3rd February 2024 at 3:00 PM**. The session will be held in **Seminar Hall 1**.

The lecture will be delivered by **Dr. Kumar Raja**, a Post-Doctoral Researcher from Malaysia, who is an expert in the fields of Enterprise Resource Planning (ERP) and Artificial Intelligence (AI). Dr. Raja will share his insights on the latest trends, challenges, and opportunities in these domains, providing valuable knowledge for both students and faculty.

Details:

- **Topic:** Recent Trends in ERP & AI
- **Date:** 3rd February 2024
- **Time:** 3:00 PM
- **Venue:** Seminar Hall 1
- **Resource Person:** Dr. Kumar Raja, Post-Doctoral Researcher, Malaysia

All students and faculty members are encouraged to attend this insightful session. It is an excellent opportunity to learn from a distinguished researcher in the field.

For further information, please contact Dr. Arun Kumar A

We look forward to your active participation.


Dr. M. Kethan

Principal
International Institute of Business Study
#75, Muthugadahalli, Bangalore North,
Jala Hobli, Bangalore – 562157



INTERNATIONAL INSTITUTE OF BUSINESS STUDY

5/2/2024

Report on Recent Trends in ERP & AI

Introduction

The Department of PGDM organized a guest lecture on "Recent Trends in ERP & AI" on 3rd February 2024. The session was conducted by Dr. Kumar Raja, a distinguished Post-Doctoral Researcher from Malaysia. The lecture aimed to provide students and faculty with an understanding of the evolving landscape of Enterprise Resource Planning (ERP) and Artificial Intelligence (AI), two critical areas driving innovation in various industries.

Objectives

The objectives of the guest lecture were as follows:

1. **To explore the recent trends in ERP and AI:** The lecture sought to highlight the latest advancements in ERP systems and AI technologies, focusing on how these developments are transforming business processes.
2. **To understand the integration of AI in ERP systems:** The session aimed to explain how AI is being integrated into ERP systems to enhance their functionality, efficiency, and decision-making capabilities.
3. **To identify the challenges and opportunities:** Dr. Kumar Raja discussed the challenges organizations face in adopting new ERP and AI technologies and the potential opportunities that these technologies present for future growth.
4. **To provide practical insights and real-world examples:** The lecture included practical case studies and examples of how leading organizations are leveraging ERP and AI to drive innovation and improve performance.

Learning Outcomes

The participants gained several key insights from the lecture, including:

1. **Enhanced understanding of ERP and AI trends:** Attendees were updated on the latest trends and technological advancements in ERP and AI, equipping them with knowledge relevant to current industry practices.
2. **Knowledge of AI integration in ERP:** The session provided an in-depth understanding of how AI is being integrated into ERP systems to automate processes, improve analytics, and optimize decision-making.
3. **Awareness of implementation challenges:** Participants learned about the common challenges associated with implementing ERP and AI systems, such as data integration, user adoption, and cybersecurity concerns.
4. **Identification of future opportunities:** The lecture highlighted emerging opportunities for innovation and growth within the ERP and AI domains, encouraging participants to explore these areas further in their academic and professional pursuits.
5. **Practical insights from real-world applications:** The case studies and examples shared by Dr. Kumar Raja offered practical insights into how organizations are successfully applying ERP and AI technologies, providing valuable lessons for future implementation.





Conclusion

The guest lecture on "Recent Trends in ERP & AI" was a resounding success, with active participation from both students and faculty members. Dr. Kumar Raja's expertise and engaging presentation style made the session informative and thought-provoking, leaving participants with a deeper understanding of the critical role that ERP and AI play in modern business environments. The department looks forward to organizing similar events in the future to continue enriching the academic experience of its students and faculty.

Dr. M. Kethan

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Profile



Dr. D R Kumar Raja

Post-Doctoral Researcher

UTeM

Melaka, Malacca, Malaysia

An expert in assessing the Outcome Based Education system followed by institutions and was the NBA coordinator for the REVA University.

Worked as an Internal Quality Assurance Cell Coordinator.

Led a team of 40+ faculty to implement the Salesforce-Student Life Cycle Management system.

Learned alternative assessments based on rubrics and got certified from NPTEL on Outcome Based Education System assessment.

Instrumental in organizing Alumni chapters in Hyderabad, Bengaluru, and Chennai which had maximum participation.

Responsible for the biggest techno-cultural fest Mohana Mantra where I guided students to conduct more than 30 events like workshops, Robo wars, and Drone races.

Served as Professor-in-charge for International Relations-academics for all the students of SVET and Nodal officer for the PMSSS scheme.

Proven experience in conducting seminars, and examinations through direct and indirect assessments.



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Jala Hobli, Bangalore – 562157



Archana Y. C <archana.y@iibsonline.com>

Guest Lecture

2 messages

Mangala Vijayakumar Reddy <mangala@iibsonline.com>

Mon, Mar 18, 2024 at 2:21 PM

To: anilgk5009@gmail.com

Cc: "Dr. G. N. Nagaraja" <gnn@iibsonline.com>, "Archana Y. C" <archana.y@iibsonline.com>, "Dr.M kethan kethan" <dr.mkethan@iibsonline.com>

Dear Anil,

In continuation to our previous discussion, Thanks for accepting our invitation. Kindly go through the details for the guest Lecture:

Topic: Restrictions to Nutrient use in Organic Farming and Certification & Export procedure

Date: 20th March 2024

Timing: 11 AM to 1 PM

Venue: IIBS Airport Campus.

Will be sharing you the location on whatsapp to reach our college.

Mangala V Reddy**Assistant Professor**

International Institute of Business Study

Airport Campus, Muthugadahalli

Bengaluru 562157

Anil Kumar Gajaga Krishnappa <new.initiatives@iccoa.org>

Mon, Mar 18, 2024 at 6:36 PM

To: Anil Kumar Gajaga Krishnappa <anilgk5009@gmail.com>, Mangala Vijayakumar Reddy <mangala@iibsonline.com>

Cc: "Cc: Dr. G. N. Nagaraja" <gnn@iibsonline.com>, "Archana Y. C" <archana.y@iibsonline.com>, dr.mkethan@iibsonline.com

Dear Mangala Reddy,

Thanks a lot for your mail with the details, The Mentioned time and date work for me!

Looking forward

K,

Anil

Dear Anil,

In continuation to our previous discussion, Thanks for accepting our invitation. Kindly go through the details for the guest Lecture:

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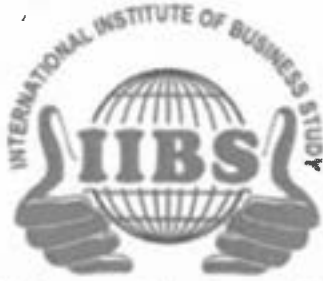
Mangala V Reddy

Assistant Professor

International Institute of Business Study

Airport Campus, Muthugadahalli

Bengaluru 562157



defining Leading Talents

IIBS

Guest Lecture on : Restrictions to Nutrient Use in Organic Farming and Certification & Export Procedure

Date : 20-03-2024

Time : 11AM to 1PM

CHIEF PATRON :

Dr. Tripuraneni Jaggaiah
Principal & Director -IIBS

Event Co -Ordinator's
Agri Club



Resource Person:

ANIL KUMAR GAJAGA KRISHNAPPA
Manager – Projects
International Competence Centre for
Organic Agriculture (ICCOA), Bengaluru,
India

Venue:

IIBS Seminar hall -1



IIBS

#75, Muthugadahalli, Bangalore North, Jala Hobali, Bangalore – 562157

Date: 20-03-2024

Batch: PGDM 2022-24 and 2023-25 Batch ABM students

Guest Speaker: Mr. Anil Kumar Gajaga Krishnappa, Manager- Projects

Industry Name: International Competence Centre for Organic Agriculture (ICCOA), Bengaluru, India.

No. of Students attended: 75

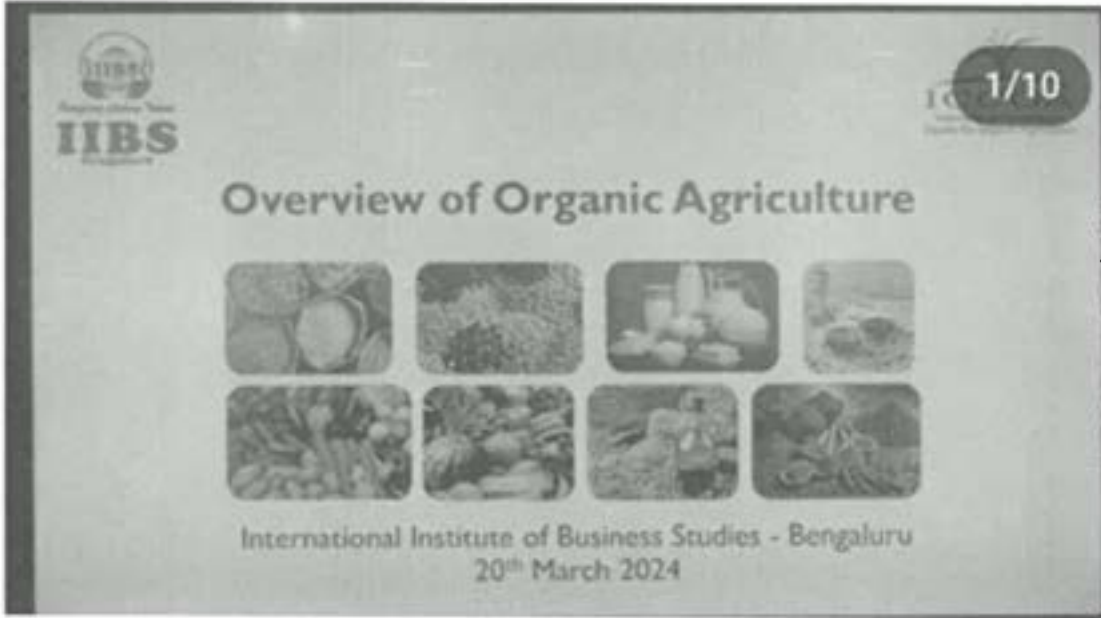
Lecture Topic: Restrictions to Nutrient Use in Organic Farming and Certification & Export Procedure

Organic farming practices are governed by strict regulations to ensure the integrity of organic products and maintain consumer trust. One of the key aspects of organic farming is the restriction on nutrient use, which differs significantly from conventional farming methods. In organic farming, synthetic fertilizers and pesticides are prohibited, and farmers rely on natural sources of nutrients and pest control.

The restrictions on nutrient use in organic farming are aimed at promoting soil health, biodiversity, and sustainable agricultural practices. Organic farmers primarily use compost, manure, cover crops, and crop rotation to enhance soil fertility and nutrient levels. These natural inputs provide a balanced nutrient profile to crops without relying on chemical additives.

Certification and export procedures for organic products are essential to ensure compliance with organic standards and access international markets. Farmers seeking organic certification must adhere to specific guidelines regarding nutrient management, pest control, and overall farming practices. Certification bodies conduct regular inspections and audits to verify compliance with organic standards.

Exporting organic products involves additional steps to meet the requirements of importing countries. This includes documentation of organic certification, traceability of products from farm to export, and adherence to international trade regulations. Organic exporters must also comply with labeling requirements and standards set by importing countries to maintain the organic integrity of their products.



GUEST PROFILE

Anil Kumar Gajaga Krishnappa is a dedicated professional with a strong background in agricultural sciences. He completed his Masters in Agricultural Sciences in Tropics and Subtropics from the University of Hohenheim, Germany, where he was honored with the prestigious Prabuddha Overseas Scholarship, sponsored by the Ministry of Social Welfare, Govt. of Karnataka, India. Anil's academic excellence was further recognized with the Best College President Award by the All India Agricultural Student Association (AIASA) for his remarkable leadership while serving as the College President during his undergraduate years at the University of Agricultural Sciences Bengaluru.

Anil's professional journey has taken him across international borders, where he has contributed significantly to various projects aimed at promoting sustainable agriculture. As the Manager – Projects at the International Competence Centre for Organic Agriculture (ICCOA) in Bengaluru, India, Anil plays a pivotal role in overseeing initiatives focused on advancing organic farming practices. His stint as an Interim Project Coordinator at IFOAM Organics International in Bonn, Germany, allowed him to delve deeper into capacity development projects, demonstrating his versatility and adaptability in different organizational contexts. Furthermore, Anil's hands-on experience as a Master Trainee at the Research Institute of Organic Agriculture (FiBL) in Frick, Switzerland, equipped him with valuable insights into farming system comparison trials and data-driven approaches to improve livestock breeding goals. His master's thesis, conducted in collaboration with the International Livestock Research Institute and Prabhat Dairy Pvt. Ltd. India, emphasized the significance of data and digitization in enhancing animal breeding practices and fostering sustainable growth in the Indian dairy sector.

Beyond his professional endeavours, Anil has consistently demonstrated his commitment to community service through various leadership roles and volunteer activities. His engagement as a Cabinet Member of the International Cooperation Cell at AIASA and as a Deputy Student Member of the Student Parliament at the University of Hohenheim reflects his dedication to fostering collaboration and driving positive change within academic and international cooperation spheres. With a blend of academic achievements, international exposure, and a passion for sustainable agriculture, Anil Kumar Gajaga Krishnappa stands poised to make impactful contributions to the advancement of agricultural practices and rural development initiatives.

Guest Lecutre Attendance

S. No	Reg No	Name
1	2022PGDM003	ABHISHEK SRIVASTAVA
2	2022PGDM014	ANIREDDY HARSHAVARDHAN REDDY
3	2022PGDM028	BANDATMAKURI JASWANTH REDDY
4	2022PGDM030	BHAGWAT VIVEK SUDHAKAR
5	2022PGDM032	BUKKA KRANTHI KUMAR
6	2022PGDM035	DAMPETLA ARAVIND YADAV
7	2022PGDM036	DASARI TARUN KUMAR
8	2022PGDM037	DEB KUMAR SAO
9	2022PGDM045	ELLURU BRAMHANANDA REDDY
10	2022PGDM046	GAIKWAD RASESHWARI DNYANESHWAR
11	2022PGDM048	GUJJALA HEMANTHKUMAR
12	2022PGDM057	JOGADENU SAI VISHNU DILEEP
13	2022PGDM066	MADDIRALLA SATEESH KUMAR
14	2022PGDM067	MAHAJAN BHAVESH SUNIL
15	2022PGDM081	PALACHERLA SAI RAJ
16	2022PGDM084	PATNAM PRIYANKA
17	2022PGDM097	RAHUL MALAGHAN
18	2022PGDM102	ROHAN K NANDIKOL
19	2022PGDM103	ROHIT K NANDIKOL
20	2022PGDM125	SOUVIK MAHATA
21	2022PGDM127	SUHAS B PATIL
22	2022PGDM134	SYED KHASIM BABA
23	2022PGDM135	T SAI SANDEEP
24	2022PGDM136	TAJANE DARSHAN NITIN
25	2022PGDM138	THUBE SHUBHAM BANDU
26	2022PGDM143	VANAPALLI LAKSHMINARAYANA BHARATHKUMAR
27	2022PGDM145	VEMESSETTY ABHAY
28	2022PGDM147	Y ABHILASH REDDY
29	2022PGDM148	YADAMA THANVIKA SRI
30	2022PGDM150	YEDDULA INDRAJA
31	22PGDM036	Dasari Tarun Kumar
32	22PGDM037	Deb Kumar Sao
33	22PGDM086	Prajnesh Gopalkrishna Hegde
34	22PGDM087	Pranjal Gupta
35	22PGDM088	Prem Kantilal Prajapath
36	22PGDM089	Premanshu Tripathi
37	22PGDM090	Prerana Ghosh
38	22PGDM091	Prithviraj B

Circular

17th Sept, 2023

Subject: Blood Donation Drive and Free Health Check-Up on March 21st

Dear Students and Faculty Members,

We are pleased to announce that our institution will be organizing a **Blood Donation Drive** and **Free Health Check-Up** on **March 21st, 2024**. This initiative aims to encourage community involvement and promote health and wellness among our students and faculty.

Event Details:

- **Date:** March 21st, 2024
- **Time:** 9:30 AM onwards
- **Venue:** Seminar Hall 2

Schedule:

- **Blood Donation Drive:** 9:30 AM - 4:30 PM
- **Free Health Check-Up:** 9:30 AM – 4:30 PM

We encourage everyone to take part in these important activities. Your participation will not only contribute to the well-being of others but also support our collective effort to foster a healthier community.


Dr. M. Kethan

Principal

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Jala Hobli, Bangalore – 562157

Report on Blood Donation and Free Health Check-Up Camp

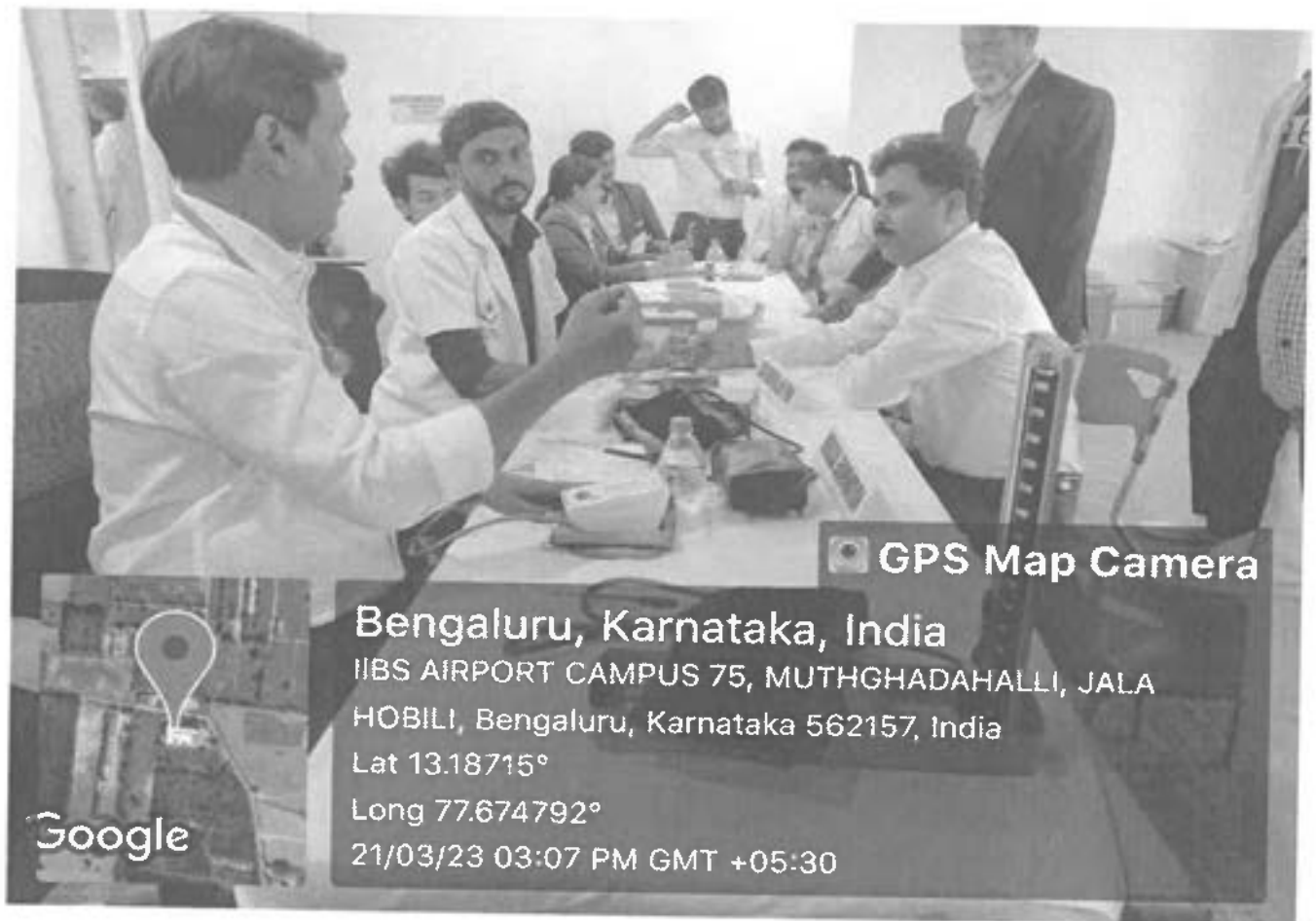
Date: 21st March 2023

Venue: IIBS College

Number of beneficiaries: 140



(Inauguration of the Blood and Health check-up camp done by The Chairman of IIBS, Dr. Jay Prakash). On March 21st, 2023 organised a blood donation and Free health check-up services in honour of 'Founder's Day' (Birth Day of Dr. Jay Prakash, Founder Chairman of IIBS) in collaboration with Jeeva Raksha Voluntary Blood Bank and the Lions Club of Bengaluru. The camp officially started at 9:30 a.m. with a brief opening ceremony where the Jeeva Raksha Voluntary Blood Bank team was welcomed with flowers. The group emphasised the state's increasing need for blood and praised the young volunteers for their selfless deed.



(Doctor consultation after BP and Haemoglobin check-up)

Objectives

The primary objectives of the camp were:

1. **Promote Blood Donation:** To encourage voluntary blood donation and address the constant demand for blood in hospitals and emergency situations.
2. **Health Awareness:** To increase awareness of the importance of regular health check-ups for early detection and prevention of diseases.
3. **Health Screening:** To provide free health screenings, including blood pressure, sugar levels, BMI, and general health consultations, to individuals who may not have easy access to healthcare services.

Around 140 people—including members of the teaching and non-teaching staff, students—volunteered to give blood. 109 units of blood were collected in total. After giving blood, the blood donors were given biscuits and juice to help them feel more energised. To all the donors, the blood donation certificates were given.



(Blood Donated by the Director of IIBS, Dr. Tripuraneni Jaggaiah)

(Students donating Blood on the occasion of 'Founder's Day')



(Eye check-up is being done by the college to the students and staff)

In addition to blood donation, the participants were given a free full body check-up such as Eye test, BP test, Dental Check-up, ECG and free doctor consultancy. There were a lot of specialist doctors in the camp. Following an examination, some of the necessary medications were also given to those in need. The medical camp ended successfully at around 4:40 p.m. with the help of comprehensive coordination between various sectors.



Execution and Activities

The camp was conducted with the support of a team of medical professionals, volunteers, and healthcare workers. The activities included:

- **Blood Donation Drive:** A mobile blood collection unit was set up, and potential donors were guided through the donation process. Proper medical screening was conducted before donations to ensure the safety of both donors and recipients.
- **Free Health Check-Up:** Medical professionals conducted free health check-ups, including blood pressure measurement, blood sugar testing, BMI calculation, and general health consultations.
- **Health Awareness Session:** An educational session was organized to inform participants about the benefits of regular health monitoring and the critical need for blood donation.

Conclusion

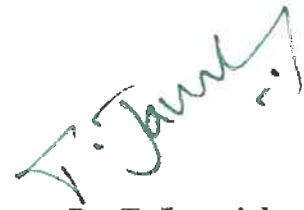
The Blood Donation and Free Health Check-Up Camp was a significant success, with a large turnout of 140 participants who benefitted from the health services provided. The camp not only facilitated the collection of much-needed blood units but also raised awareness about the importance of maintaining good health. The overwhelming response from the community demonstrated the need for such initiatives and the willingness of the public to contribute to health and social causes. Moving forward, it is recommended that similar camps be organized regularly to continue promoting community health and ensuring the availability of essential medical resources.



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Dr. T. Jaggaiah

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Circular

25th Sept, 2023

Subject: Industrial Visit to TVS Motors, Hosur for PGDM 1st Year Students

This is to inform all PGDM 1st year students that an industrial visit has been organized to **TVS Motors, Hosur on 15th June 2022.**

Details of the Visit:

- **Date:** 15th June 2022
- **Time:** 9:00 AM to 1:30 PM
- **Venue:** TVS Motors, Hosur, Tamil Nadu
- **Transportation:** Buses will depart from the campus at 8:03 AM sharp and return by 3:30 PM.

Purpose of the Visit:

- To observe and understand the production processes and assembly line operations at TVS Motors.
- To gain insights into the management practices and operational strategies of a leading automotive manufacturer.
- To interact with industry professionals and understand the practical application of theoretical concepts learned in class.

Dr. T. Jaggaiah

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Industrial Visit to TVS Motors, Hosur

DATE: Jun 15th, 2022

TIME: 9:00 AM to 1:30 PM

Overview of the company:

TVS Motor Company is a Multinational Motorcycle Company, headquartered in Chennai, India. It is the third largest motorcycle company in India with a revenue of over ₹15,000 crore (US\$2.2 billion) in 2017-18. The company has annual sales of 3 million units and an annual capacity of over 4 million vehicles. TVS Motor Company is also the 2nd largest exporter in India with exports to over 60 countries around the world. TVS Motor Company Ltd. (TVS Motor), a member of the TVS Group, is the largest company of the group in terms of size and turnover.

TVS Motor won the prestigious Deming Application Prize in 2002. In 2004, TVS Scooty Pep won the 'Outstanding Design Excellence Award' from the magazine, Business World and the National Institute of Design, Ahmedabad. The effective implementation of Total Productivity Maintenance (TPM) practices won TVS Motor the TPM Excellence Award given by the Japan Institute of Plant Maintenance in 2008.

Visit Report:

PGDM students visited the plant on Jun 15th, 2022. Access to the plant was granted under full supervision by a competent team of Plant Managers and Senior Engineers. The students were initially briefed about the history of the company and its legacy. A short video clip was played detailing the company's achievements over the years. Post a break over tea and biscuits, the students were divided into two teams and were guided through the plant.

All proper safety protocols were enforced during this time. No mobile phones were allowed. The guided tour lasted for well over an hour during which the students were introduced to various kinds of machines – robotic, automatic and semi-automatic, processes, efficiency and productivity improvement techniques and employee/worker management. The students were then assembled for a Question & Answer session. After a heartfelt vote of thanks and a photograph session, the students exited the facility.



Key Learnings:


The students have understood the importance of a culture of innovation and spontaneity wherein continuous improvement and TQM techniques such as Kaizen, PDCA, SDCA and 5S have been successfully implemented. The various types of plant layouts – Product, Process and Hybrid, has been explained accompanied by visual evidence.

The importance of worker safety and satisfaction cannot be sidelined and the students have observed the whole scale implementation of worker oriented policies across the plant such as the use of PPE (Personal Protective Equipment), Andon, Preventive Maintenance, Signage, Life and Medical Insurance schemes etc.


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Attendance of Students attending Industrial Visit to TVS Motors

Sl.No	Name	Register No
1	22PGDM005	Adurty Meghana
2	22PGDM008	Akshat Agarwal
3	22PGDM009	Akshay Chhonker
4	22PGDM010	Algaskampeta Vyshnavi
5	22PGDM011	Amalanishanth N
6	22PGDM012	Aniket Sarkar
7	22PGDM013	Anil Jaiswal
8	22PGDM014	Anireddy Harshavardhan Reddy
9	22PGDM015	Anmol Gulati
10	22PGDM020	Arifa Khan
11	22PGDM021	Ashutosh Dubey
12	22PGDM023	Ashwin Kathail
13	22PGDM024	Avik Mandal
14	22PGDM025	Ayush Srivastava
15	22PGDM026	Ayushi Makwana
16	22PGDM027	Balada Balaram
17	22PGDM028	Bandatmakuri Jaswanth Reddy
18	22PGDM030	Bhagwat Vivek Sudhakar
19	22PGDM031	Biswajyoti Bhadra
20	22PGDM032	Bukka Kranthi Kumar
21	22PGDM033	Chegireddy Rameshreddy
22	22PGDM036	Dasari Tarun Kumar
23	22PGDM037	Deb Kumar Sao
24	22PGDM038	Deeksha Sharma
25	22PGDM039	Deepak Kumar
26	22PGDM040	Deepak Raj Mehta
27	22PGDM041	Deepali Patel

28	22PGDM046	Gaikwad Raseshwari Dnyaneshwar
29	22PGDM047	Gandhi Varun Vikas
30	22PGDM048	Gujjala Hemantbkumar
31	22PGDM049	Gunjan Chaudhary
32	22PGDM050	Harshit Aggarwal
33	22PGDM051	Hemaline R
34	22PGDM052	Infand Ajay J
35	22PGDM060	Komal Sharma
36	22PGDM061	Kondayyagari Mounika
37	22PGDM062	Kondepudi Raju
38	22PGDM064	Kurapati Pravallika
39	22PGDM065	Mada Vamsi Krishna
40	22PGDM066	Maddiralla Sateesh Kumar
41	22PGDM067	Mahajan Bhavesh Sunil
42	22PGDM068	Mani Karrot
43	22PGDM069	Manjunatha
44	22PGDM070	Mansi Singh
45	22PGDM071	Master Kislay
46	22PGDM072	Mavireddy Bhavana
47	22PGDM073	Milind Choudhary
48	22PGDM074	Mridul Jain
49	22PGDM075	Muskan Sharma
50	22PGDM076	Namita Gupta
51	22PGDM136	Tajane Darshan Nitin
52	22PGDM137	Thippabattuni Showry Sowmya
53	22PGDM138	Thube Shubham Bandu
54	22PGDM139	Tirthankar Ghosh
55	22PGDM140	Tummala Giridhar

Dr. T. Jaggaiah

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Circular

1st February, 2023

The Department of PGDM is organizing a “Budget Analysis” event based on “Union Budget 2024”

This will be taking place on 8th February, 2023 at 2.00 pm.

Students are expected to attend it mandatorily


Dr. M. Kethan

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Department of PGDM

A Report on Budget Analysis

Date: 8th February, 2023

Time: 2:00 pm

Introduction:

Budget analysis refers to analyzing the components of budget that is budgeted expenditure and revenue. Department of Commerce is conducted a classroom activity of analyzing the union budget on 8th February, 2024

Objectives of the session:

- To understand the importance of Budget
- To understand how the resources is been utilized by the Government

Description:

Students expressed their views of how the allocation of money is been done and which sector has gained more importance. Students also suggested some inputs for the next budget for a better development. 19 students participated in the Budget analysis



Learning outcome Students were able to understand the mechanism of budget

- Students learned about various changes in tax sables and tax application
- Students also learned about funds allocated to various sectors

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Department of PGDM

List of Students who participated in the Budget Analysis

Sl No	Student Name
1	VASU CHAKALI C
2	KONDA LOKESH SETTI
3	MANDADI SHASHIKIRAN REDDY
4	PATAN MOHAMMED MOINUDDIN BAJID KHAN
5	DEYA BISWAS
6	KUNTI GOPE
7	SWEETY CHAMPARAMY
8	GURU NAGENDRA VIVEK
9	U LAKSHMI PRIYA
10	BOYA NANDINI
11	V SHIVA KUMAR
12	B VENKATA NARAYANA
13	AKASH SACHAN
14	SHASHANK S NAVALGUND
15	MANVI MAHENDRA MESHAM
16	MAJIGA VINAY CHANDRA
17	SUSHMITA MAHAGAONKAR
18	PIYUSH KUMAR
19	KUMARI PRATIBHA
20	DEVRAJ SINGH
21	K CHAITHANYA
22	SINGAREDDY MOUNIKA
23	AKSHAY BR
24	KASIBHATLA REDDY LAKSHMI HARSHITHA
25	KN DIVYA BHASHITHA
26	POJASHREE B S
27	DEEPA MADHUSHRI
28	K YASODHA KRISHNA VAMSI
29	RAMA SAI MANIKANTA
30	ANIMESH PRASADI
31	GORLI DEEKSHA
32	SAKHINETI BHAVYA TEJA
33	CHASHMITHA R
34	DHANUNJAY MANDA
35	K E KRISHNA MOHAN GOUD
36	NIDIGANTI RISHITHA
37	S RANJITH
38	RITESH KUMAR YADAV
39	SACHIN MISHRA
40	SAHIL SINGH

41	VANDRASI SAI KALYAN
42	SALESTY CHAND
43	SALONI CHHANGANI
44	SANYA KAPRI SHANMUGAM
45	SAYANI SENGUPTA
46	THOTA SAI GANESH REDDY
47	URVEE KANWAR
48	UTKARSH RAJ
49	VINAY N
50	VINEET DHANRAJ WANKHADE
51	VIRUPAKSHAYYA T C
52	DODDAPANENI BHARGAVI
53	SACHIN KUMAR
54	SAMARTH KAWADE
55	SHASHWAT JALAN
56	YELLAMPALLI H VENKATA NAGA SAI CHARAN
57	ANKIT KUMAR
58	NEERAJ SINGH CHANDEL
59	RITIKA MAURYA
60	VISHAL KUMAR
61	ANURAG KUMAR DUBEY
62	ANUSHA GEDDA
63	ANUSHKA SINGH CHAUHAN
64	ARITRA SAHA
65	ASHISH MALHOTRA
66	ASHMITA BASAK
67	AYUSH DEWANGAN
68	BEDIJA DATTA
69	BHARATH KUMAR T P
70	BHASWATY DEY
71	DHANALAKSHMI A D
72	GAURAV ARYA
73	GRACY JOHNSON NADAR
74	HARSHIT SHARMA
75	JEMIMA HASAN
76	KATTA SAICHARAN
77	KONAGALLA GOPI CHAND
78	KOPPURAVURI YASODHA KRISHNA VAMSI
79	KRITIKA CHACHAN
80	MATHA LOKESH DURGA PRASAD



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IIBS

Redefining Leading Talents

Blood Donation Camp And Free health Check-Up at IIBS

On September 28, 2022, the IIBS in collaboration with the Jeeva Raksha Voluntary Blood Bank and the Lions Club of Bangalore.

The camp officially started at 9:00 a.m. with a brief opening ceremony where the Jeeva Raksha Voluntary Blood Bank team was welcomed with flowers. The group emphasised the state's increasing need for blood and praised the young volunteers for their selfless deed. Prof. Kuldeep Sharma, Academic Director, Prof. NSR Murthy, Registrar, and Mr. Maheshwar Reddy, Executive Director, donated blood to officially open the camp.

During the camp, about 180 people—including members of the teaching and non-teaching staff, students—volunteered to give blood. 131 units of blood were collected in total. After giving blood, the blood donors were given biscuits and frooti to help them feel more energised. A blood donation certificate was given to the donors of blood.

All participants were given a free full body check-up in addition to this. There were a lot of specialist doctors in the camp. Following an examination, some of the necessary medications were also given to those in need. The medical camp ended successfully at around 4:00 p.m. with the help of comprehensive coordination between various sectors.

As volunteers, the students of took care of the crowd and line. Students were made aware of the following information to inspire them to donate blood:

- Donating blood lowers the risk of cancer and heart attacks.
- Donating blood aids in keeping the liver healthy.
- Blood donation aids in weight loss and burns calories.

- Stimulates the production of blood cells.
- Maintains iron levels and prevents hemochromatosis.



HEROIS IN YOUR BLOOD - DONATE BLOOD SAVE LIVES

Certificate of Appreciation

Date : 29-09-2021

This Certificate is awarded to

Ms./Mr. PAVAN KUMAR GOUD

In recognition of your valuable contribution to save many
precious lives by donating blood.
We would request you to spread the message of voluntary
blood donation amongst your friends.

Blood Group A B O AB

Rh : POSITIVE
 NEGATIVE

[Signature]
Medical Officer

ಜೀವರಕ್ಷ ಸ್ವಯಂಪ್ರೇರಿತ ರಕ್ತನಿಧಿ
JEEVARAKSHA VOLUNTARY BLOOD BANK
IN ASSOCIATION WITH LIONS CLUB OF BANGALORE CENTENNIAL SPANDANA
DL NO. : KTK 28C - 303/2016
207, 3rd Floor, Leman's Complex, Next to Just Dial Office, Outer Ring Road, Bangalore
Ph : 080-22872199 | Mob : 98453 54991 98362 30533

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