



(You are requested to use header as per Institute)

SUMMER INTERNSHIP PROJECT MBA SEM III

SIP FILE INDEX

Class	MBA
A.Y.	2021-22

Course Code	303
Course Name	SIP
Semester	MBA-III

Sr. No.	Details of the Documents	Doc. Y/N - Check by Academic Head	Doc. Y/N -Check by Director
1.	Student List	✓	✓
2.	Guide Allocation	✓	✓
3.	Notice	✓	✓
4.	Undertakings from students	✓	✓
5.	Joining Report/Offer Letter	✓	✓
6.	Research Proposal	✓	✓
7.	Fortnightly Report	✓	✓
8.	Completion Report	✓	✓
9.	Sip Drive Report	✓	✓
10.	Email Communication	✓	✓
11.	Any Other Documents, if any		


 SIP-Cordinator





ZEAL EDUCATION SOCIETY'S

**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**
NARHE | PUNE | INDIA



PUN CODE: IMMP013170

DTE CODE: 6152

AISHE CODE: C-41828

MBA SIP- Students List AY: 2021-22

Program name	Program code	Name of the Course that include	Course code	Year of offering	Name of the student studied course on
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Rohit Sanjay Amtekar
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Nikhil Deepak Chothe
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Pranay Balkrishna Kondhalkar
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Bhakti Ram Rathod
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Salve Manoj Ramdas
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Vinay Rameshram Walke
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Chatse Pruthwira Ambadas
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Mane Amol Sharad
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Harshada Vikas Nane
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Pranjali Rajendra Nagargoje
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Nevase Prajakta Tanaji
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Pankaj Vilas Ravtale
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Samruddhi Sandeep Kulkarni
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kalbage Suraj Jaywant
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Vishal Sanjay Dhamal
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Girhe Tejal Arjun
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Khartode Vishal Gajanan





MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Rahul Sampat Shendage
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Anurag Dilip Chopade
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Bhaacha-dra Bharat Galande
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shinde Prashant Vijaysingh
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Rohit Kailas Vanshiv
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Rasa Ashish Sanket
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Barbuddhe Akash Shivarajji
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Rohit Vishnu Bagul
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Balwant Chmkar Anil
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shubham Ganesh Chavan
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Deshmukh Tushar Tanhaji
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Tanvi Maheshwar Dhuri
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Dipesh Tanaji Gadhave
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Gaware Swapnal Sunil
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Sneha Laxman Gawari
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Piyush Vijayakrao Hasanpure
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Jadhao Dhiraj Sahebrao
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Rohit Prakash Jogdand
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Koshi Shubham Sandeep
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Ashlesha Tukaram Kamble
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kasar Shubham Dattatrey
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kunjal Sanjay Kothawale
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Prasad Sahebrao Londhe
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Major Tulshiram Gotefode

MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Mukul Mancj Gaikwad
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Mulik Pranali Manik
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Darshali Lokesh Parolkar
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kcl Pranjali Sunil
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Riva Manisha Shrawankumar
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Rch t Rajendra Rode
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Jumade Sanjara Dnyaneshwar
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Aksay Sudhakar Shinde
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shradha Digambar Surkute
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Swapnil Anandrao Barpate
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Sharma Tulsi Mohanlalji
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Wargdare Prashant Tatyasaheb
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Akash Shrirang Kadam
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shrinivas Ramchandra Andure
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Bar kar Omkar Somnath
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Barge Sarita Ashok
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Galri Namdeo Bhagat
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Rohan Purushottam Bodul
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Vaishali Suryakant Chandane
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Surykant Gangadharrao Chatte
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Dhanashree Rajendra Divekar
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Dupargude kajal Balwant
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Akanksha Sanjay Gade
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Gajalwad Rahul Ganpat



MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Deshpande Gayatri Girish
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Mayuri Suhas Kadam
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kadam Rutuja Dilip
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kakhandaki Raksha Ravindra
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kambale Neha Shivaji
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Manasi Manoj Kamthe
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Lalge Aadity Shriganesh
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Manavi Joshi
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Mrunmayee Nitin Ubhe
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Arthi Sham Narwa
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shubham Kashinath Patil
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Sartale Neha Sachin
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shaikh Sameer Altaf
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Ashish Hemant Sharma
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Akshay Ravindra Shinde
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Amruta Balasaheb Shinde
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Somani Aishwarya Manoj
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Pradnya Sandeep Takawale
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Vaishnavi Sunil Patole
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Anup Govind Raut
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Devyani Hansraj Pawar
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Maitri Bharat Dharsancia
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Dipjyotidnya Pramodrao Dethe
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Dhiraj Bhimrao Gotpagar

MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kale Akshay Punaji
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Vishal Sadashivrao Kamble
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Khaire Shriprasad Bharat
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Ruchira Rajesh Nikalje
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Pawar Shweta Ashok
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Sawant Akash Shyamsunder
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shinde Renuka Ramesh
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Tilekar Geeta Dilip
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Waghmare Akash Sanjay
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Ankita Mahadeo Gonjari
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Chetna Vijaykumar Gosavi
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kamte Viki Santosh
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kokare Santosh Kaluram
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Mote Rohit Arunrao
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Sangar Vishal Kiran
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Jadhav Sunil Sambhaji
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kamble Sakshi Vijay
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Chetan Tukaram Malave
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Pravin Shahaji Nikam
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shivraj Dilip Pawar
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Sonali Pandurang Pawar
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Pratibha Navnath Patil
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shital Dilip Pakhare



MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Waldiya Savita Madanraysingh
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Abhijeet Santoshrao Kulkarni
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shraddha Santosh Jadhav
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Dunghav Sujata Kisan
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Nikita Shivhar Agalave
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kale Shital Arun
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Shubham Sanjivan Tate
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Chavan Navnath Babu
MBA	MB	SUMMER INTERSHIP PROJECT	303	2021-22	Kharat Tejas Gautam





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PUN CODE: IMMP013170

DTE CODE: 6152

AISHE CODE: C-41828

Allocation of S.I.P'S -Finance Students AY. 21-22

Name	email ID	Specialization	Internal Project Guide
AKSHAY RAVINDRA SHINDE	akshayshinde02019@gmail.com	Financial Management (FIN)	Dr.Rishikaysh Kaakandikar
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MANAVI JOSHI	manavij25@gmail.com	Financial Management (FIN)	Dr. Sachin Chavan
MAYURI SUHAS KADAM	mayurikadam31799@gmail.com	Financial Management (FIN)	Dr. Sachin Chavan
ROHAN PURUSHOTTAM BODUL	rohanbodul24@gmail.com	Financial Management (FIN)	Dr. Sachin Chavan
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MRUNMAYEE NITIN UBHE	munnubhe07@gmail.com	Financial Management (FIN)	Dr. Sachin Chavan
MANE AMOL SHARAD	amolm2923@gmail.com	Financial Management (FIN)	Prof. Varsha Kedar
VAISHALI SURYAKANT CHANDANE	vaishalichandane5@gmail.com	Financial Management (FIN)	Prof. Varsha Kedar
PANKAJ VILAS RAVTALE	pankajravtale777@gmail.com	Financial Management (FIN)	Prof. Varsha Kedar
KAMBALE NEHA SHIVAJI	nehakambale99@gmail.com	Financial Management (FIN)	Dr. Harsha Gandhi
SOMANI AISHWARYA MANOJ	aishwaryasomani28@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
KALBAGE SURAJ JAYWANT	surajkalbage04@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
HARSHADA VIKAS MANE	hmane2728@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
KADAM RUTUJA DILIP	rutujarupa2018@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey

MANASI MANOJ KAMTHE	manasikamthe1@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
KAKHANDAKI RAKSHA RAVINDRA	sukruti456@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
BARGE SARITA ASHOK	FMB2021136@zealeducation.com	Financial Management (FIN)	Prof. Shilpa Dubey
NEVASE PRAJAKTA TANAJI	nevaseprajakta97@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
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DUNGHAV SUJATA KISAN	sujatadunghav123@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
SHRINIVAS RAMCHANDRA ANDURE	andureshri1997@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
AKANKSHA SANJAY GADE	akankshagade88@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
CHATSE PRUTHWIRAJ AMBADAS	pruthwiraj.chatse95@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
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RAHUL GANPAT GAJALWAD	rahulgajalwad@gmail.com	Financial Management (FIN)	Dr. Sachin Chavan
AKASH SHRIRANG KADAM	tomkadam456@gmail.com	Financial Management (FIN)	Dr. Rishikaysh Kaakandikar
LALGE AADITY SHRIGANESH	FMB2021094@zealeducation.com	Financial Management (FIN)	Dr. Rishikaysh Kaakandikar
VAISHNAVI SUNIL PATOLE	Vaishnavipatole1999@gmail.com	Financial Management (FIN)	Prof. Varsha Kedar
SAMRUDDHI SANDEEP KULKARNI	samcoolkarni1606@gmail.com	Financial Management (FIN)	Prof. Varsha Kedar
SHAIKH SAMEER ALTAF	shaikhsameer.5354@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey
PRANJALI RAJENDRA NAGARGOJE	pranjalinagargoje202020@gmail.com	Financial Management (FIN)	Prof. Shilpa Dubey





Date: 20/09/2021

Summer Internship Project Notice

All the Students of MBA students are hereby informed to meet the training and placement Coordinator before for the Summer Internship companies as per the specializations

1. Students are advised to pursue offline internships in the respective organizations.
2. Students shall inform about their specialization to T&P officer
3. Student shall communicate the choice of the topic from the list of the topics floated by the Institute within 7 days
4. The student shall prepare within 1 week, an outline of the proposal prior to starting the work.

Kindly contact your respective guide for further SIP work.


SIP Coordinator


Academic Head


Director





Summer Internship Project Notice

All the Students of MBA-2 Sem-III are hereby informed that, you should do your submission as per the given schedule to your allotted faculty guide

- A) Joining Report -----15th October 2021
- B) Research Proposal-----29th October 2021
- C) 1st Fortnightly Report----- 12th November 2021
- D) 2nd Fortnightly Report-----26th November 2021
- E) 3rd Fortnightly Report-----10th December 2021
- F) Sip Completion Report-----24th December 2021

You should be constantly in touch with your guide for any difficulty during the course of SIP.


SIP Coordinator


Academic Head


Director





Date: 15/12/2021

Summer Internship Project Notice

All the Students of MBA batch 2019-21 are hereby informed that, you should submit your completion report to you allotted faculty guide before 24th. December 2021 .and get ready to send the draft copies of your final project report.


SIP Coordinator


Academic Head


Director





Date: - 25/12/2021

Summer Internship Project Notice

All students, of MBA-2 Sem-III are here by informed that your VIVA is schedule on **5th January, 2022** and **6th January 2022** from 9:00 am to 12:00 pm in ZIBACAR building first floor class rooms you have to come with the spiral binding hard draft copy of the completed project and come prepare for the same. 1st. Panel students on day one and 2nd. Panel students on day two accordingly.


SIP Coordinator


Academic Head


Director





SUMMER INTERNSHIP PROJECT
MBA SEM III - STUDENT UNDERTAKING
(About role and responsibilities to complete project)

I, Rohit Rasedra Rode, the undersigned, [✓]son/daughter of Mr. Rajendra Rode, student of MBA-II 3rd Semester of Zeal Education Society's, Zeal Institute of Management & Computer Application, Narhe, Pune, hereby declare that I accept all the following instructions related to Summer Internship Project of 3rd semester for the academic year 2021-22

1. I am aware that the Project Guide will be allotted to me after synopsis submission and as per the decision of the Project Committee of MBA department. *I am also aware that no request for change of Guide will be entertained.*
2. I will report to my **Project Guide** on every working **Saturday personally**. In case I am unable to report on Saturday under certain circumstances, I will inform the guide and fix-up appointment for the next convenient date 2 days prior Saturday.
3. If I am working on a project **outside Pune**, I will report at least once in **15 days personally** to my Project Guide/Coordinator. I will ensure that I will communicate with my Guide once a week either through email/Telephonic call.
4. I will follow the project format as prescribed by Project Coordinator and documentation format as prescribed by Savitribai Phule Pune University.
5. I will report to my Project Guide/Project Coordinator as many times as required by them.
6. I will **complete all the Assignments** related to the project, as specified by Project Guide/ Project Coordinator and Subject Experts.
7. **I am solely responsible for the outcome and result of my project.**
8. I will be present on all **reporting days wearing a college uniform** and having a student **identity card** and I will give a presentation in required format on specified date/s. I will also follow the project reporting schedule mentioned in the project progress report.
9. **If I fail to perform any of above mentioned rules then I will be responsible for any losses.**

Date: 14-10-2021

Place: Pune



Signature of the student

Mr./Ms: R. Rode



SUMMER INTERNSHIP PROJECT
MBA SEM III - STUDENT UNDERTAKING
(About role and responsibilities to complete project)

I, Prashant Shivaji Shinde, the undersigned, son/daughter of Mr. Shivaji Shinde, student of **MBA-II 3rd Semester** of **Zeal Education Society's, Zeal Institute of Management & Computer Application, Narhe, Pune**, hereby declare that I accept all the following instructions related to **Summer Internship Project of 3rd semester** for the academic year 2021-22.

1. I am aware that the Project Guide will be allotted to me after synopsis submission and as per the decision of the Project Committee of MBA department. *I am also aware that no request for change of Guide will be entertained.*
2. I will report to my **Project Guide** on every working **Saturday personally**. In case I am unable to report on Saturday under certain circumstances, I will inform the guide and fix-up appointment for the next convenient date 2 days prior Saturday.
3. If I am working on a project **outside Pune**, I will report at least once in **15 days personally** to my Project Guide/Coordinator. I will ensure that I will communicate with my Guide once a week either through email/Telephonic call.
4. I will follow the project format as prescribed by Project Coordinator and documentation format as prescribed by Savitribai Phule Pune University.
5. I will report to my Project Guide/Project Coordinator as many times as required by them.
6. I will **complete all the Assignments** related to the project, as specified by Project Guide/ Project Coordinator and Subject Experts.
7. **I am solely responsible for the outcome and result of my project.**
8. I will be present on all **reporting days wearing a college uniform** and having a student **identity card** and I will give a presentation in required format on specified date/s. I will also follow the project reporting schedule mentioned in the project progress report.
9. **If I fail to perform any of above mentioned rules then I will be responsible for any losses.**

Date: 15/10/2021

Place: pune

Signature of the student

Mr./Ms. Prashant Shivaji Shinde





SUMMER INTERNSHIP PROJECT
MBA SEM III - STUDENT UNDERTAKING
(About role and responsibilities to complete project)

I, Tulasi M. sharma, the undersigned, son/daughter of Mr. M. Sharma, student of **MBA-II 3rd Semester** of **Zeal Education Society's, Zeal Institute of Management & Computer Application, Narhe, Pune**, hereby declare that I accept all the following instructions related to **Summer Internship Project of 3rd semester** for the academic year 2021-22.

1. I am aware that the Project Guide will be allotted to me after synopsis submission and as per the decision of the Project Committee of MBA department. *I am also aware that no request for change of Guide will be entertained.*
2. I will report to my **Project Guide** on every working **Saturday personally**. In case I am unable to report on Saturday under certain circumstances, I will inform the guide and fix-up appointment for the next convenient date 2 days prior Saturday.
3. If I am working on a project **outside Pune**, I will report at least once in **15 days personally** to my Project Guide/Coordinator. I will ensure that I will communicate with my Guide once a week either through email/Telephonic call.
4. I will follow the project format as prescribed by Project Coordinator and documentation format as prescribed by Savitribai Phule Pune University.
5. I will report to my Project Guide/Project Coordinator as many times as required by them.
6. I will **complete all the Assignments** related to the project, as specified by Project Guide/ Project Coordinator and Subject Experts.
7. **I am solely responsible for the outcome and result of my project.**
8. I will be present on all **reporting days wearing a college uniform** and having a student **identity card** and I will give a presentation in required format on specified date/s. I will also follow the project reporting schedule mentioned in the project progress report.
9. **If I fail to perform any of above mentioned rules then I will be responsible for any losses.**

Date: 24 October 2021

Place: pune



Tulasi M.
Signature of the student

Mr./Ms. Tulasi M. sharma



SUMMER INTERNSHIP PROJECT
MBA SEM III - STUDENT UNDERTAKING

(About role and responsibilities to complete project)

I, Akash Shivajirao Barbuddhe, the undersigned, son/daughter of Mr. Shivajirao Barbuddhe, student of **MBA-II 3rd Semester** of **Zeal Education Society's, Zeal Institute of Management & Computer Application, Narhe, Pune**, hereby declare that I accept all the following instructions related to **Summer Internship Project** of **3rd semester** for the academic year II.

1. I am aware that the Project Guide will be allotted to me after synopsis submission and as per the decision of the Project Committee of MBA department. *I am also aware that no request for change of Guide will be entertained.*
2. I will report to my **Project Guide** on every working **Saturday personally**. In case I am unable to report on Saturday under certain circumstances, I will inform the guide and fix-up appointment for the next convenient date 2 days prior Saturday.
3. If I am working on a project **outside Pune**, I will report at least once in **15 days personally** to my Project Guide/Coordinator. I will ensure that I will communicate with my Guide once a week either through email/Telephonic call.
4. I will follow the project format as prescribed by Project Coordinator and documentation format as prescribed by Savitribai Phule Pune University.
5. I will report to my Project Guide/Project Coordinator as many times as required by them.
6. I will **complete all the Assignments** related to the project, as specified by Project Guide/ Project Coordinator and Subject Experts.
7. **I am solely responsible for the outcome and result of my project.**
8. I will be present on all **reporting days wearing a college uniform** and having a student **identity card** and I will give a presentation in required format on specified date/s. I will also follow the project reporting schedule mentioned in the project progress report.
9. **If I fail to perform any of above mentioned rules then I will be responsible for any losses.**

Date: 10/10/21

Place: pune



Signature of the student

Mr./Ms. Akash Shivajirao
Barbuddhe



SUMMER INTERNSHIP PROJECT
MBA SEM III - STUDENT UNDERTAKING
(About role and responsibilities to complete project)

I, Omkar Anil Balwant., the undersigned, son/daughter of Mr. Anil balwant., student of **MBA-II 3rd Semester** of **Zeal Education Society's, Zeal Institute of Management & Computer Application, Narhe, Pune**, hereby declare that I accept all the following instructions related to **Summer Internship Project** of **3rd semester** for the academic year 2021-22.

1. I am aware that the Project Guide will be allotted to me after synopsis submission and as per the decision of the Project Committee of MBA department. *I am also aware that no request for change of Guide will be entertained.*
2. I will report to my **Project Guide** on every working **Saturday personally**. In case I am unable to report on Saturday under certain circumstances, I will inform the guide and fix-up appointment for the next convenient date 2 days prior Saturday.
3. If I am working on a project **outside Pune**, I will report at least once in **15 days personally** to my Project Guide/Coordinator. I will ensure that I will communicate with my Guide once a week either through email/Telephonic call.
4. I will follow the project format as prescribed by Project Coordinator and documentation format as prescribed by Savitribai Phule Pune University.
5. I will report to my Project Guide/Project Coordinator as many times as required by them.
6. I will **complete all the Assignments** related to the project, as specified by Project Guide/ Project Coordinator and Subject Experts.
7. **I am solely responsible for the outcome and result of my project.**
8. I will be present on all **reporting days wearing a college uniform** and having a student **identity card** and I will give a presentation in required format on specified date/s. I will also follow the project reporting schedule mentioned in the project progress report.
9. **If I fail to perform any of above mentioned rules then I will be responsible for any losses.**

Date: 08-10-2021

Place: Pune



Omkar
Signature of the student

Mr./Ms. Omkar Anil balwant.



ZEAL EDUCATION SOCIETY'S

**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**

NARHE | PUNE | INDIA



Name: Prashant Shivaji Shinde
Class: MBA
Mobile No: 8862089125
E-mail Id: jmb2021045@zealeducation.com

Enrollment No: 220189
Div: ZIMCA E

SUMMER INTERNSHIP PROGRAM

Joining Report

(To be submitted by 15th October 2021)

I. Organizational Details:

- **Name of the Organization:** Vijay Electronics
- **Address of the Organization:** Rajendra Chowk, Solapur.
- **Telephone Numbers :** 0217245284
- **E-mail:** akshaypowar206@gmail.com
- **Main activity of the Organization:** Retailer / Dealership
- **Name & Designation of Head of the Organization:** Mr. Vijay D.
- **Amount of Stipend :** No
- **Facilities available to the student:**

II. Company Guide:

Name: Akshay Powar

Designation: Sales Manager

Phone Nos.: 7498052636

E-mail: akshaypowar206@gmail.com

III. Project Details:

Title of the project: A study on comparative analysis of LG & Videocon smart TV.

Area of the project: Solapur City

Objective of the project: 1) To study about smart series of both brands.

2) To study most preferred brands by customer.

3) Comparison of both brands & its details.





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COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**



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Description of the project in brief:

- To study & analyze the factor influences the customer to purchase smart TV.
- Satisfaction of the customer is an invaluable assets for the modern technology & quality.
- The study is important to determine the changing need of the customer their preference for choosing the product.

IV. Project Implementation and Schedule:

I will submit the following reports as per the schedule given below:

Schedule:

Methodology:

V. I will submit the following reports as per the schedule given below:

Concurrent Evaluation component:

Sr.no	Proposal Submission	Fortnightly Report Evaluation (5 marks for each of the 4 reports)	Final Report	Internal Project Viva	Total
1	05	20	10	15	50

Date Planned:

Joining Report-----15th October 2021

Research Proposal-----29th October 2021

1st Fortnight Report-----12th November 2021





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**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**



NARHE | PUNE | INDIA

2nd Fortnight Report-----26th November 2021
3rd Fortnight Report----- 10th December 2021
SIP Completion Report-----24th December 2021
Final Project Report-----7th January 2022


Signature,

Name of the Student : Prashant Shivaji Shinde

Faculty Guide Name: Prof. Bhavna Khot

Date: 15/10/2021





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**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**



NARHE | PUNE | INDIA

Name: **Tulasi M Sharma**
Class: MBA (ZIBACAR)
Mobile No: 9607667118

Enrollment No:
Div: B
E-mail Id: Fmb2021130@zeal.com

SUMMER INTERNSHIP PROGRAM

Joining Report

(To be submitted by 24th October 2021)

I. Organizational Details:

- Name of the Organization : Outlook
- Address of the Organization : Delhi
- Telephone Numbers : 7076633576
- E-mail : internship@outlookindia.com
- Main activity of the Organization : Magazines selling
- Name & Designation of Head of the Organization : Kaustav bannjaree
- Amount of Stipend : zero
- Facilities available to the student : Nothing

II. Company Guide:

Name: Kaustav Banjaree
Phone Nos.: 7076633576

Designation: Internship Head
E-mail: internship@outlookindia.com

III. Project Details:

Title of the project: Outlook Magazines
Area of the project: **Marketing**

Objective of the project:

Our unique "Internship Programme" gives students an opportunity to get conversant with new-age business techniques and tools and to help students evolve and grow. The first-hand experience will give the interns much-needed peep into the biggest marketing & sales channel model. A variety of online business models have scripted (they continue to make pathbreaking models) new chapters in the global business map and the examples galore and some of them became household names like Flipkart, Amazon, Fashion & You etc.





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COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**



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Description of the project in brief: **Task 1: Customer Relationship Management using Knowledge Jockey**

1. Amalgamation of telemarketing and digital aspects of business
2. Learn & understand how business can be augmented online
3. Mould and develop leadership qualities
4. First hand and authentic study of consumer behaviour

Task 2: Marketing and Sales Project

1. Learn & understand various aspects of sales & marketing.
2. Work on live projects through customer acquisition & business development.
3. Develop leadership qualities.
4. Get to study consumer behavior.
5. Understand how sales strategies for a company is undertaken.
6. Day-to-day management of the sales & marketing functions.
7. Customer interactions, Telemarketing & sales with email marketing
8. Participation in events/exhibitions, corporate visits, Direct Marketing
9. Team meetings and discussions to brainstorm new ideas for growth

Task 3: Marketing Research and Strategy Making

1. Students will be presented with virtual situation to come up with solution.
2. Creative minds will have bigger opportunities to experiment in a real time situations.
3. Depending on the learning from the first task, the intern should be able to interpret the opportunities and challenges associated with the product.
4. Intern can ingeniously formulate strategies to overcome a problem.
5. Case study reference for better understanding and learning shall be provided.

Task 4: Marketing Analytics

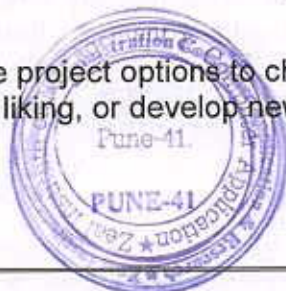
1. Interns will be trained to analyse the real time data sets.
2. Interns will be provided with real time data sets and will be tasked to analyze, visualize and come up with a recommendation.

Task 5: Marketing Supply Chain

1. Interns will be presented with a situation from the company along with data.
2. They will be trained how work on concepts like: Aggregate Planning, Demand Forecasting, Decision Analysis and Network Flow Modelling.

Task 6: Project Work

Intern will be offered with multiple project options to choose from. Interns shall have the choice to pick the project of their liking, or develop new project topics.





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IV. Project Implementation and Schedule:

I will submit the following reports as per the schedule given below:

Schedule :

Methodology :

Any other details :

V. I will submit the following reports as per the schedule given below:

Concurrent Evaluation component:

Sr.no	Proposal Submission	Fortnightly Report Evaluation (5 marks for each of the 4 reports)	Final Report	Internal Project Viva	Total
1	05	20	10	15	50

Date Planned:

Joining Report-----8th October 2021

Research Proposal-----24th October 2021

1st Fortnight Report-----30rd October 2021

2nd Fortnight Report-----8th November 2021

3rd Fortnight Report-----20th November 2021

SIP Completion Report-----30th November 2021





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COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**



NARHE | PUNE | INDIA

Signature

Name of the Student

Tulasi M Sharma

Faculty Guide Name:

Dr. Bhavana Mam

Date: 24 Oct 2021





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**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**



NARHE | PUNE | INDIA

(You are requested to use header as per Institute)

Name: Omkar Anil Balwant
Class: ZIBACAR
Mobile No: 9373980192

Enrollment No : 120268
Div : B
E-mail Id: fmb2021087@zealeducation.com

SUMMER INTERNSHIP PROGRAM

Joining Report

(To be submitted by 8th October 2021)

I. Organizational Details:

- Name of the Organization : Prisan Controls Pvt Ltd
- Address of the Organization : M. No. 520/1, A/P. Shindewadi,
Mumbai-R'luru Highway, Tal-Rhor,
Dist-Pune-412205

- Telephone Numbers : 9307943409
- E-mail : hr@prisancontrols.com
- Main activity of the Organization : Manufacturing of Control Panel
- Name & Designation of Head of the Organization : Mr. Sanjay Jaunjale Director
- Amount of Stipend : Rs. 5,000/-
- Facilities available to the student : Stipend + Incentives

II. Company Guide:

Name: Mrs. Chaitrali Kondhare
Phone Nos.: 9307943409

Designation: HR Manager
E-mail: hr@prisancontrols.com

III. Project Details:

Title of the project: A study of sales promotional strategies with special refrence to prisan
Control pvt. ltd . in pune city .

Area of the project: Pune





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Objective of the project:

- (1) To understand the sales promotional strategies of the company
- (2) To understand the customer expectations from the product of the company
- (3) To study the competitors sales promotional strategies
- (4) To know the effectiveness of the sales promotional strategies

Description of the project in brief:

- (1) To find the clients who need the enclosures, control panel, cubicles & laser cutting work
- (2) To visit the company to check what are their requirement like size, which type of material (metal / steal) and quantity
- (3) To make the records of data in google sheets regarding requirement and enquirys
- (4) To help the company to sell their control panels, enclosures, cubicals and laser cutting work

IV. Project Implementation and Schedule:

I will submit the following reports as per the schedule given below:

Schedule :

Methodology :





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Any other details :

V. I will submit the following reports as per the schedule given below:

Concurrent Evaluation component:

Sr.no	Proposal Submission	Fortnightly Report Evaluation (5 marks for each of the 4 reports)	Final Report	Internal Project Viva	Total
1	05	20	10	15	50

Date Planned:

Joining Report-----8th October 2021
Research Proposal-----15th October 2021
1st Fortnight Report-----23rd October 2021
2nd Fortnight Report-----8th November 2021
3rd Fortnight Report-----20th November 2021
SIP Completion Report-----30th November 2021

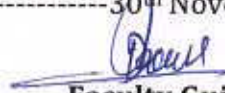
Signature

Name of the Student

Omkar Anil Balwant

Date: 17-10-21




Faculty Guide Name:

Bhavna Khot



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**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**



NARHE | PUNE | INDIA

(You are requested to use header as per Institute)

Name: Akash Shivarajji Barbuddhe

Enrollment No:

Class: ZIBACAR

Div.: B

Mobile No: 7875343858, 8788844715

E-mail Id: fmb2021083@zealeducation.com

SUMMER INTERNSHIP PROGRAM

Joining Report

I. Organizational Details:

- **Name of the Organization:** Shivraj Enterprises
- **Address of the Organization:** Sr. No. 10/8 Back Side Of JSPM College, Haveli Pune, Narhe Pune - 411041
- **Telephone numbers :**9881408460
- **E-mail :** shivrajenterprises84@gmail.com
- **Main activity of the Organization:** Data Research.
- **Name & Designation of Head of the Organization:** Mr.Rakesh Katkar Founder Director
- **Amount of Stipend :** Rs.75/- Per Day
- **Facilities available to the student:** Company Vehicle

II. Company Guide:

Name: Mr. Rakesh Katkar

Designation: Founder Director

Phone No.: 9881408460

E-mail: shivrajenterprises84@gmail.com

III. Project Details:

Title of the project: Finding the Market Potential For Distribution Channel (pricing)

Area of the project: Narhe & Dhayri Area

Objective of the project: 1.To study the process of Recruitment and selection of RO Water.

2. To study the pricing Strategy of distribution channel.

3. To study the needs and facilities in distribution channel.





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Description of the project in brief: This project focuses on the distribution channel of RO water and customer need and want. How we can make distribution channel as simple as possible as per customer need.

IV. Project Implementation and Schedule:

I will submit the following reports as per the schedule given below:

Schedule : 10/10/2021

Methodology :

Any other details:

V. I will submit the following reports as per the schedule given below:

Concurrent Evaluation component:

Sr.no	Proposal Submission	Fortnightly Report Evaluation (5 marks for each of the 4 reports)	Final Report	Internal Project Viva	Total
1	05	20	10	15	50

Date Planned:

Joining Report-----15th October 2021
Research Proposal-----29th October 2021
1st Fortnight Report-----12th November 2021
2nd Fortnight Report-----26th November 2021
3rd Fortnight Report-----10th December 2021
SIP Completion Report-----24th December 2021





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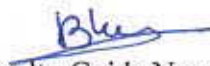
NARHE | PUNE | INDIA

Final Project Report-----7th January 2022

Signature

Akash Shivarajji Barbuddhe.

Name of the Student


Faculty Guide Name: Prof. Bhavana Khot

Date: 14-10-2021





8th October, 2021

Ms. Radhika Prakash Torawane,

Subject: Offer Letter for the position of Corporate Manager at THE THREE MUSKETEERS

Dear Radhika Prakash Torawane,

Congratulations! Further to your application for Internship with us and the subsequent selection process, we are delighted to offer you a position of Corporate Manager as an Intern. Your place of reporting would be The Three Musketeers from **14th October**. You shall be paid a total stipend of **INR 5,000/- per month**.

You will report directly to the Managing Director.

The Three Musketeers,
Authorized Signature & stamp



+91 96377 77177 / +91 98223 29045

3musketeerspub@gmail.com

Level-1 Ground Floor, Skymax mall, Viman Nagar, Pune, Maharashtra 411014



8th October, 2021

Ms. Sonal Pravin Uttarkar,

Subject: Offer Letter for the position of an Intern at THE THREE MUSKETEERS

Dear Sonal Pravin Uttarkar,

Congratulations! Further to your application for Internship with us and the subsequent selection process, we are delighted to offer you a position of an Intern. Your place of reporting would be The Three Musketeers from **14th October**. You shall be paid a total stipend of **INR 5,000/- per month**.

You will report directly to the Managing Director.

The Three Musketeers,
Authorized Signature & stamp



+91 96377 77177 / +91 98223 29045

3musketeerspub@gmail.com

Level-1 Ground Floor, Skymax mall, Viman Nagar, Pune, Maharashtra 411014

8th October, 2021

Mr. Dhananjay Sham Shinde,

Subject: Offer Letter for the position of an Intern at Moneywise Wealth Planners

Dear Dhananjay Sham Shinde,

Congratulations! Further to your application for Internship with us and the subsequent selection process, we are delighted to offer you a position as an Intern. Your place of reporting would be Moneywise Wealth Planners located at Bhandarkar road Pune- 411004 from **14th October**. You shall be paid a total stipend of **INR 5,000/- per month**.

You will report directly to the Managing Director.

Sandeep Sahasrabudhe,
Managing Director,
Moneywise Wealth Planners

Authorized Signature



8th October, 2021

Mr. Pankaj Ravtale,

Subject: Offer Letter for the position of Sales Manager at Moneywise Wealth Planners

Dear Pankaj Ravtale,

Congratulations! Further to your application for Internship with us and the subsequent selection process, we are delighted to offer you a position of Sales Manager as an Intern. Your place of reporting would be Moneywise Wealth Planners located at Bhandarkar road Pune- 411004 from **14th October**. You shall be paid a total stipend of **INR 5,000/- per month**.

You will report directly to the Managing Director.

Sandeep Sahasrabudhe,
Managing Director,
Moneywise Wealth Planners
Authorized Signature & Stamp



8th October, 2021

Ms. Raksha Ravindra Kakhandaki,

Subject: Offer Letter for the position of Sales Manager at Moneywise Wealth Planners

Dear Raksha Ravindra Kakhandaki,

Congratulations! Further to your application for Internship with us and the subsequent selection process, we are delighted to offer you a position of Sales Manager as an Intern. Your place of reporting would be Moneywise Wealth Planners located at Bhandarkar road Pune- 411004 from **14th October**. You shall be paid a total stipend of **INR 5,000/- per month**.

You will report directly to the Managing Director.

Sandeep Sahasrabudhe,
Managing Director,
Moneywise Wealth Planners

Authorized Signature



8th October, 2021

Mr. Ritesh Sunil Patil ,

Subject: Offer Letter for the position of Sales Manager at Moneywise Wealth Planners

Dear Ritesh Sunil Patil,

Congratulations! Further to your application for Internship with us and the subsequent selection process, we are delighted to offer you a position of Sales Manager as an Intern. Your place of reporting would be Moneywise Wealth Planners located at Bhandarkar road Pune- 411004 from 9th October. You shall be paid a total stipend of **INR 5,000/- per month.**

You will report directly to the Managing Director.

Sandeep Sahasrabudhe,
Managing Director,
Moneywise Wealth Planners

Authorized Signature & Stamp





ZEAL EDUCATION SOCIETY'S
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COMPUTER APPLICATION AND RESEARCH (ZIBACAR)

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RESEARCH PROPOSAL

To study the new onboarding process of PODS.

By

Chetna Gosavi

Under the Guidance of

Prof. Bhavana Khot

1.0 Preamble/Company Profile:





- Urban Company also known as Urban Clap. It is a company that develops and provide web and app-based marketplace for hiring local housekeeping and personal services. The platform enables users to book services such as fitness training, appliances repair, plumbing, beauty services, home deep cleaning and many more.

2.0 Study Objectives:

- The primary objective to observe the onboarding process
- To study the lead tracking process using Urban Company Dashboard.
- To check out the quality work done by the professionals and to increase the util.

3.0 Scope of Work:

- The research would be confined to study the onboarding process of the Pods.
- The study would reveal about the daily operations of Pods in terms of managing supply.
- It will also tell us about the satisfaction of the customer through the services provided by the professionals (Pods).


4.0 Proposed Research Methodology:

- Type of Research: Descriptive Methodology





- Data Collection: Secondary Data
Sampling
- Sampling Unit:
- Sampling Method: Random Sampling
- Sample Size: 40 Pods and 60 Aggregators.
- Research Instrument: Telephonic And personal interaction
Web survey


Name of the student

Chetna Gosavi


Name of Faculty Guide

Bhavana Khot



RESEARCH PROPOSAL-
A study on Life Insurance Policies at

SHRIRAM LIFE INSURANCE LTD

By

Prashant Tatyasaheb Wangdare.

Under the Guidance of

Prof. Bhavna Khot Mam.



1.0 Preamble/Company Profile:

The Shriram Life Insurance Company was founded with the objective of reaching out to the "common man" with products and services that would be helpful to him as he sets out on the path to "prosperity".

Shriram Life Insurance Company Limited is a Non-govt company, incorporated on 15 Mar, 2005. It's a public unlisted company and is classified as 'company limited by shares'.

Operational efficiency, integrity and a strong focus on catering to the needs of the average Indian, by offering him high quality and cost-effective products and services, are the core values that drive the organisation.

These values have been strongly adhered to over the decades and are now an integral part of the organisation's DNA.

The company prides itself on its deep understanding of the customer. Each product or service is tailor-made to specifically suit the needs of the customer. It is this guiding philosophy of putting people first that has brought the group company closer to the grassroots and

has made it the preferred choice for all truck financing requirements amongst the customers.

2.0 Study Objectives:

- To study Different Life Insurance Policies provided by Shriram Life Insurance Ltd.
- To study Life Insurance Plans like Individual or Group Plans.

3.0 Scope of Work:

This project was conducted to understand the concept of Life Insurance. Also to understand different types of Life Insurance policies at Shriram Life Insurance Ltd. The project also attempts to understand the most effective life insurance policy or plans for the individual or groups.

4.0 Proposed Research Methodology:

Research methodology is a way to systematically solve problem. The study of the research design is descriptive nature because it throws light on relationship between the customers and the organization.

5.0 Tentative Data Analysis & Interpretation



(i) The domestic life insurance industry registered 7% growth for new business premium in financial year 2020-21, largely driven by growth in Individual & Group premium policy. While private insurers saw their growth at 16%, Life Insurance Corporation of India (LIC) registered growth at 3 % in last financial year.

(ii) Shriram Life Insurance's Individual New Business saw a growth of around 15% as compared to 14% growth for private industry and 10% growth for LIC.

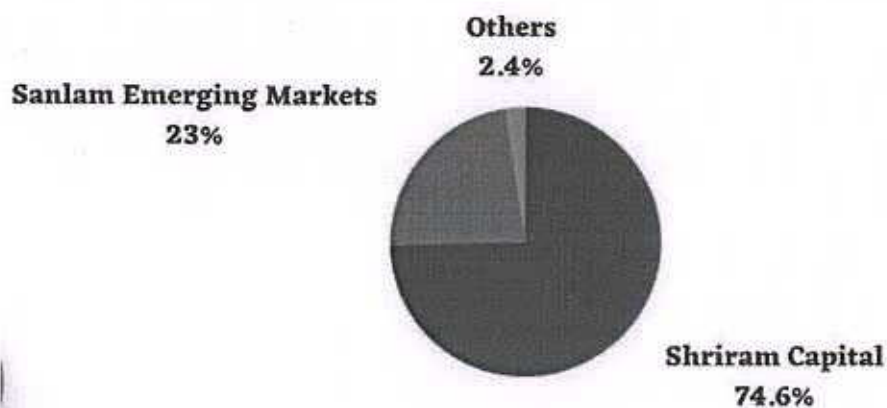
(iii) In FY21, the total premium income of the company was Rs. 2019 Crores as compared to Rs. 1729 Crores in the previous year.

(iv) Shriram Life Insurance has the vency Ratio of 190%, against the quirement of 150%.

(v) This year Shriram Life Insurance has declared a dividend of Rs.1.67 per share.

(vi) As on 31.03.2021, Shriram Life Insurance has a branch network of 455, and has active advisor force and POSPs of 3784 and 90 respectively.

Shareholding Pattern as on 31.03.2021



6.0 Report Writing and Presentation

Name of the student

Prashant Wangdare

Name of faculty guide

Prof. Bhavna Khot Mam





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INSTITUTES

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Zeal Institute of Management and Computer Application

RESEARCH PROPOSAL-

A study of TQM-Production Part Approval Process

Cummins India LTD - CGSA

By

Akshay Bhagwan Sonwal

Under the Guidance of

Prof. Bhavana Khot



1.0 Preamble/Company Profile:

- Cummins Technologies India Pvt. Ltd. was formed in 2008. The entity encompasses eight divisions - Cummins Turbo Technologies, Cummins Emission Solutions, Cummins Business Services, Cummins Fuel Systems India, Cummins Technical Center India, Phaltan Engine Plant, Global Analytics Center (GAC), and Supply Chain Operations (SCO).

2.1 Study Objectives:

- To Study How Production Part Approval process used in industry
- To Analyze & studying important documents of PPAP
- Role of PPAP process for supplier development

3.0 Scope of Work:

- Ensure that a supplier can meet a customer's manufacturing and quality requirements for their products. Prove, with objective evidence, that the supplier fulfilled all customer specifications and engineering drawing requirements.
- PPAP is a common acronym within manufacturing which stands for Production Part Approval Process. As a standard method that's widely used.
- Product approval process states that a supplier to an automotive customer must conform to a product and manufacturing process approval procedure recognized by the customer.



4.0 Proposed Research Methodology:

- Type of Research –
1.Primary Research- Observation Method, Discussion with team/Project members, 2. Secondary Research – Private Docs- History, Current process documents
- Data Collection – Descriptive research Design, Supplier handbooks

Sampling

- Sampling Unit - 10
- Sampling Method -Data collection method
- Sample Size- 10
- Research Instrument-

4.0 Tentative Data Analysis & Interpretation

Microsoft Excel is used for data interpretation

Statistical Graph is used for data analysis

6.0 Report Writing and Presentation

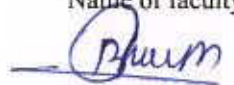


Akshay Sonwal

Name of the student

Bhavana Khot

Name of faculty guide







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Zeal Institute of Management and Computer Application

RESEARCH PROPOSAL-

A study of TQM-Production Part Approval Process

Cummins India LTD - CGSA

By

Akshay Bhagwan Sonwal

Under the Guidance of

Prof. Bhavana Khot



1.0 Preamble/Company Profile:

- Cummins Technologies India Pvt. Ltd. was formed in 2008. The entity encompasses eight divisions - Cummins Turbo Technologies, Cummins Emission Solutions, Cummins Business Services, Cummins Fuel Systems India, Cummins Technical Center India, Phaltan Engine Plant, Global Analytics Center (GAC), and Supply Chain Operations (SCO).

2.1 Study Objectives:

- To Study How Production Part Approval process used in industry
- To Analyze & studying important documents of PPAP
- Role of PPAP process for supplier development

3.0 Scope of Work:

- Ensure that a supplier can meet a customer's manufacturing and quality requirements for their products. Prove, with objective evidence, that the supplier fulfilled all customer specifications and engineering drawing requirements.
- PPAP is a common acronym within manufacturing which stands for Production Part Approval Process. As a standard method that's widely used.
- Product approval process states that a supplier to an automotive customer must conform to a product and manufacturing process approval procedure recognized by the customer.



4.0 Proposed Research Methodology:

- Type of Research –
1. Primary Research- Observation Method, Discussion with team/Project members, 2. Secondary Research – Private Docs- History, Current process documents
- Data Collection – Descriptive research Design, Supplier handbooks

Sampling

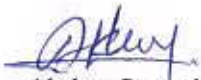
- Sampling Unit - 10
- Sampling Method -Data collection method
- Sample Size- 10
- Research Instrument-

4.0 Tentative Data Analysis & Interpretation

Microsoft Excel is used for data interpretation

Statistical Graph is used for data analysis

6.0 Report Writing and Presentation



Akshay Sonwal

Name of the student



Bhavana Khot

Name of faculty guide





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**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**



NARHE | PUNE | INDIA

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RESEARCH PROPOSAL-

A study of sales promotional strategies with special reference to prisian control pvt . ltd . in pune city .

NAME OF THE COMPANY

Prisian control pvt .ltd

By

Omkar ANIL BALWANT

Under the Guidance of

Prof. Bhavna Khot

(To be submitted by 29th October 2021)

1.0 Company Profile:

PRISIAN CONTROLS PVT. LTD. :-

Established in 2011 issued by Sanjay Jaunjale Prisian control pvt.ltd. has made a name for itself in the list of top suppliers of control panels ,mcc panel in India. The supplier company is located in Pune, Maharashtra and is one of the leading sellers of listed products.

Prisian control pvt.ltd. is listed in trade India's list of verified sellers offering supreme quality of AHU Control Panels ,HVAC Control Panels etc. Buy control panels ,mcc panel in bulk from us for





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the best quality products and service. It also does a laser cutting works and also provides an empty enclosures box and modular panels.

The official website of prisan control pvt. ltd. :- www.prisancontrols.com

Address :- M.No. 520/1,A/P Shindewadi, Mumbai-Bangluru Highway, Tal bhor, Dist-Pune 412205. Landmark behind old octri post (jakat nakka).

2.0 **Study Objectives :**

- (1) To understand the sales promotional strategies of the company
- (2) To understand the customer expectations from the product of the company
- (3) To study the competitors sales promotional strategies
- (4) To know the effectiveness of the sales promotional strategies

3.0 **Scope of Work:**

The main purpose of this project is to understand the customers satisfaction of the control panels, enclosures, modular panels, laser cutting. In this project we done the survey to understand customers wants and need and requirements and to solve their problems regarding penalties. Then we look for interior office and some industries for laser cutting & enclosures which depends on specific sizes and materials.

4.0 **Proposed Research Methodology:**

- **Type of Research** :- This research is to describe the satisfaction of customers regarding quality of panels, Laser cutting, Enclosures box so here we use an qualitative research.
- **Data Collection** :- This research is based on both primary data & secondary data.
 - 1) **Primary Data** :- For collecting the primary data the survey was done through visiting the industries & CRM software called ease2bizz and also by post visit form .
 - 2) **Secondary Data** :- For collecting the secondary data the customer details/data was provided by the company

Sampling

- **Sampling Unit** :- Pune
- **Sampling Method** :- Convenience Sampling Method
- **Sample Size** :- 60
- **Research Instrument** :- In this project we use questionnaire, CRM software, post Vist form.





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omkar

Name of the student

Omkar Anil Balwant

Bhavna

Name of faculty guide

Prof. Bhavna Khot





RESEARCH PROPOSAL

Finding the Market Potential for Customer of RO Water.

At

SHIVRAJ ENTERPRISES

By

Rohit Rajendra Rode

Under the Guidance of

Prof. Bhavana Khot



(To be submitted by 29th October 2021)



1.0 Preamble/Company Profile:

Shivraj Enterprises

“ Shivraj Enterprises ” established in the year 1981 at Pune (Maharashtra, India). It is an ISO 9001:2008 certified company and the leading manufacturer, supplier and exporter of high performance range of Machined Fasteners and Bolt Component and many more. Bolts, Precision Machined components and Metal Components etc.

These products are manufactured in compliance with the international standards under the supervision of our industry experts using supreme grade raw materials and sophisticated technology.

Our products are highly appreciated among clients due to their durability, dimensional accuracy, corrosion resistance and superior quality. Moreover, we offer these products in various technical specifications to cater the variegated requirements. We are exporting in Sweden, Denmark, China.

Company Profile

Company:- Shivraj Enterprises

Industry:- Manufacturing

Founder:- Mr.Rakesh Katkar

Founded In:- 1981

Email:- shivrajenterprises84@gmail.com

2.0 Study Objectives:

- To study the process of Recruitment and selection of RO Water.
- To study the pricing Strategy of distribution channel.
- To study the needs and facilities in distribution channel.

3.0 Scope of Work:

- Checking the performance of RO water System and submitting a report
- Analyzing the market needs
- Keeping track on changing potentials and strategies in terms of price
- Building new strategies





4.0 Proposed Research Methodology:

- Type of Research :- Discriptive
- Data Collection :- Primary data
- **Sampling**
- Sampling Unit :- Cluster area sampling
- Sampling Method :- Total RO water user sample unit
- Sample Size
- Research Instrument

5.0 Tentative Data Analysis & Interpretation

6.0 Report Writing and Presentation

Rohit Rajendra Rode

Name of the student

Prof. Bhavana Khot

Name of faculty guide



1stFortnight Progress Report on SIP

Name: **Riya Manisha ShrawanKumar** Enrollment No:120138
Class: ZIBACAR Div:A
Mobile No:8421403868 E-mail Id: riyamanisha20@gmail.com
Title of the Project: Understanding the consumer behaviour of TTBS customers while purchasing voice services.

1. Work done during the last 2 weeks:

- Approaching college's for Internship.
- Chhatrapati Shahu Institute of Business Education and Research was approached
- And ready to send students as Inters for Tata Teleservices Ltd, Pune.
- Interview was taken and now students are working their as a Intern.
- Calling different college's and if they are ready then sending details via email.
- Achieving the set Target's.

2. New Achievements during last 2 weeks:

- One College i.e. Chhatrapati Shahu Institute of Business Education and Research was approached.
- And ready to send students as Inters for Tata Teleservices Ltd, Pune.
- Interview was taken and now students are working their as a Intern.





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AISHE CODE: C-41828

Signature

Signature

Riya
Name of the Student

Riya Manisha ShrawanKumar

Name of Company Guide

Sachin Kakade



(You are requested to use header as per Institute)

1st Fortnight Progress Report on SIP

- Name: **Parolkar Darshali Lokesh**
- Roll No: **120109**
- Class: **ZIBACAR** Div:A
- Mobile No: **7030397665**
- E-mail Id: parolkardarshita99@gmail.com
- Fmb2021013@zealeducation.com

Title of the Project. **A comparative study and strategy analysis of outlook magazine with special reference to Dhule region.**

1. Work done during the last 2 weeks:

This is fortnight report which describes about the project that I'm working on 2 months internship. This report is regarding the task given to me during the ongoing internship with outlook magazine. The task to perform is to sale their magazine in particular period of time duration given by the company. I have been given 15 days for the completion of the target. I have been utilizing my working period of 15 days with great enthusiasm to achieve the target given to me. To achieve this target I have used different media platforms to achieve my target ie. Whatsapp and personal calling.

2. New Achievements during last 2 weeks:

I sold magazine to 8 different customers. The companies minimum target was to sell magazine subscription of Rs. 4000 were as I have completed my target with Rs. 7000 which is more than the company expected


Signature

Miss. Darshali lokesh Parolkar


Signature

Kaustav Bannerjee.





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PUN CODE: IMMP013170

DTE CODE: 6152

AISHE CODE: C-41828

Signature

Rohit

Signature

[Handwritten Signature]

Name of the Student Rohit Rajendra Rode
Company Guide Mr.Rakesh Katkar sir

Name of





(You are requested to use header as per Institute)

**1stFortnight Progress Report on SIP
(To be submitted by 12th November 2021)**

Name: Rohit Rajendra Rode
Class: Zibacar (B)
Mobile No:7743841151
fmb2021085@zealeducation.com

Enrollment No:
Div: (B)
E-mail Id:

Title of the Project: Finding the Market Potential For customers of RO Water.

1. Work done during the last 2 weeks:

Ans:- 1.Planning.

2.Making questionnaire.

3.Conversation with customers about RO water.

4.Find Customer needs who are using RO water.

5.Data collecting .

6.Visit industrial area also complex, Shop, mall for knowing need of RO water and collect deta.

2. New Achievements during last 2 weeks:

Ans :- 1.Why market research valuable

2.Doing Marketing strategy

3.How to sell our product

4.Done the survey to understand the requirements of RO Water.

5.Reach with 150 customer last two weeks.





1stFortnight Progress Report on SIP

(To be submitted by 12th November 2021)

Name: **Rohit Prakash Jogdand**
Class: MBA ZIBACAR
Mobile No: 8390240130

Enrollment No: 120141
Div: A
E-mail Id: fmb2021051@zealeducation.com
8390240130rj@gmail.com

Title of the Project:-

A study & Analysis the Factors Influencing on Consumer Buying Behaviour towards Outlook Magazines.

1. Work done during the last 2 weeks:

- In order to select a SIP Project topic, I discuss with the company manager and the project guide about the marketing problems in the case of outlook magazines and accordingly collected information on the subject line.
- After discussing and gathering all the information, select the SIP project topic and decide its objectives accordingly.
- Then create a research proposal according to the topic of the project.
- After that I made a Questioner for the project as per the objective of the research project and sent it to everyone to know the customers response.



- I worked on the revenue task assigned to me by the Outlook Publishing (India) Pvt Ltd. In Which I used all my skills and hard work to sell the company's Magazines to a large number of customers and to give the company a good revenue collection.
- At the same time I am working on marketing task 1 customer relationship management given by Outlook Publishing (India) Pvt Ltd.

2. New Achievements during last 2 weeks:

- In the revenue task given by the company, I sold the magazine and gave the revenue of Rs.13,046 to the company. And also in this task I Achieve an Assured Certificate of Appreciations with the 55 Points and Completed the Revenue Target Task.
- I got some customers responses through the Questioner created for the Research Project.
- Completed the Outlook Marketing Task – 1 Customer Relationship Management.





Signature

Name of the Student

Rohit Prakash Jogdand

Signature

Name of Company Guide

Kaustav Bannerjee





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1stFortnight Progress Report on SIP
(To be submitted by 12th November 2021)

Name: **Omkar Anil Balwant**

Enrollment No: 120268

Class: ZIBACAR

Div: B

Mobile No: 9373980192

EmailId: fmb2021087@zealeducatio.com

Title of the Project: : A study of sales promotional strategies with special refrence to prisan
Control pvt . lld . in pune city .

1. Work done during the last 2 weeks:

- Marketing of panels like capacitor, rtpfc panels in which I have visited to industrial and commercial areas
- Then I done the marketing of enclosures and modular panels in which it has two sizes like economy size & standard size
- Then I done the marketing of laser cutting which has two materials like ss , ms
- Then I done the marketing of fabricatons works in I gave the informations of bending, welding & cutting
- Then I done the marketing of safety doors which can requires the cutting of ms and ss
- Then I visited to the interiors & architects office for marketing of laser cutting
- I also visited the constructions site for laser cutting and also for enclosures and panels for that they can require laser cutting for good interior look and enclosures for safety of electric meters from rain and other problems and also panels for big project for reducing the penaltys of mseb

2. New Achievements during last 2 weeks:

- The new achievements during last two weeks was that I have got 4 enquiry of laser cutting.
- The enquiry was about the safety door and also about the machine parts and also fabrications work and kitchen equipments





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AISHE CODE: C-41828

Signature

Name of the Student

Signature

Name of Company Guide





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**2ndFortnight Progress Report on SIP
(To be submitted by 26th November 2021)**

Name: **Akshay B. Sonwal**

Class: MBA 1st year

Mobile No:9527203438

Title of the Project: Study of TQM Process – Production Part Approval Process.

Enrollment No: 220199

Div.: ZIMCA DIV E

E-mail Id: jmb2021099@zealeducation.com

1. Work done during the last 2 weeks

Completed measure phase during last 2 weeks, most important data collected by supplier.

-Gathering ground level data

-Supplier list & PPAP Level decided by sourcing manager

-PPAP documents required for submission & approving parts for production.

• Analyse: -

-In measure phase we decide what level to be decide for PPAP with respect to supplier.

-Supplier contact, supplier SSID, sourcing manager, SQIE & Lead SQIE decided for each supplier.

-Excel tracking sheet prepared for tracking each PPAP ID with supplier name & due date.

2. New Achievements during last 2 weeks

-All PPAPs sent to supplier for submission before due date.

-Meeting taken with supplier & sourcing manager for decided due date & other documents details which required from supplier.

-Excel tracking sheet prepared to track each PPAP with due date.

-Weekly meeting plan with supplier for discussion of rejected PPAP & pending PPAPs status.

-Total 105 no's PPAP sent to supplier for submission by CQMs.

-All PPAP status put in SharePoint & Power bi page prepared for graphical representation



Mr. Akshay Sonwal

Name of the Student





Ms. Supriya Kulkarni

Name of Company Guide



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2nd Fortnight Progress Report on SIP
(To be submitted by 26th November 2021)

Name: **Manish Navanath Patil**
Class: **MBA 2nd Year**
Mobile No: **7744968396**

Enrollment No: **220175**
Div: **ZIMCA - E**
E-mail Id: **patil0610manish@gmail.com**
jmb2021013@zealeducation.com

Title of the Project: **Customer perception of e-commerce market during a pandemic**

1. Work done during the last 2 weeks

- Attend the Corporate Session on Various Marketing Aspects
- Studied about the Customer Perception
- Try to implement the corporate session learning during the task assigned

2. New Achievements during last 2 weeks

Recommended for Employee of the week.

Signature

Name of the Student- Manish Patil

Signature

Name of Company Guide- Rahul Singh





(You are requested to use header as per Institute)

**1stFortnight Progress Report on SIP
(To be submitted by 12th November 2021)**

Name: Akash shivarajji Barbuddhe

Enrollment

No:

Class: Zibacar (B)

Div: (B)

Mobile No: 7875343858

E-mail Id:

fmb2021083@zealeducation.com

Title of the Project: Finding the Market Potential For Distribution Channel (pricing)

1. Work done during the last 2 weeks:

Ans: 1.Planning.

2.Making questionnaire.

3.Conversation with customers about RO water.

4.Find Customer needs who are using RO water.

5.Data collecting .

6.Visit industrial area also complex, Shop, mall for knowing need of RO water and collect deta.

2. New Achievements during last 2 weeks:

Ans :- 1.Why market research valuable

2.Marketing strategy

3.How sell our product

4.Done the survey to understand the requirements of products

5.Reach with 200 customer last two weeks.





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Name of the Student

Signature

Name of Company Guide





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**1st Fortnight Progress Report on SIP
(To be submitted by 12th November 2021)**

Name: **pranay balkrishna kondalkar**

No: 120287 Class:-ZIBACAR

Mobile No:-**9420621514**

fmb2021127@zealeducation.com

Title of the Project: Marketing by customers satisfaction

Enrollment

Div:B

E-mail Id:

Work done during the last 2 weeks:

- 1) we value focus and adaptability in providing precise solutions
- 2) Our Willingness to implement new ideas and designs means that we deliver quality products customized according to their need
- 3) i have visited more than 20 industries it was great experience
- 4) first of all they have given a training how to visit and how to behave respectfully to the customers
- 5) 3rd Day of my joining i have started to visit the industries it was really great experience
- 6) now i have come to know about the marketing because i have got the great experience with prisan control pvt Ltd

1. New Achievements during last 2 weeks:

I have got my first inquire of the product that was my 1st achievement and also i am trying to get much more successfully in this task with the help of my marketing skill and also i have completed my 1 days target and also have got the best experience this is also my life's achievement





Signature

Pranay

Name of the Student

Bhavana khot

pranay balkrishna kondalkar

Signature

Bhuvan

Name of Company Guide





(You are requested to use header as per Institute)

**2nd Fortnight Progress Report on SIP
(To be submitted by 26th November 2021)**

Name: Akash shivarajji Barbuddhe
Class: Zibacar (B)
Mobile No: 7875343858
fmb2021083@zealeducation.com

Enrollment No:
Div: B
E-mail Id:

Title of the Project: Finding the Market Potential For Distribution Channel (pricing)

1. Work done during the last 2 weeks

Ans:- 1. Mostly visited the Hotels and shope for knowing there requirements of Ro Water distributor.

2. Visited banks to know there requirements also.

3. Visited lot of different area where the requirements of Ro water was in good number than 1st phase of the project.

4. Visited Nanded city area of pune where there was not much requirements of RO Water distribution channel as the dam is near to that area.

5. Collect data which was told by the people who we meet.

2. New Achievements during last 2 weeks

Ans:-

There was not such new achievements in last 2 weeks because the work was pretty similar as 1st phase of project.

We just tried to reach to as many as people as possible to get there Distribution Channel (pricing) requirement.

1. Better communication.
2. Improving marketing strategy.
3. How to solve customer problem.





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DTE CODE: 6152

AISHE CODE: C-41828


Signature


Signature

Name of the Student :- Akash shivarajji Barbuddhe.

Name of Company Guide:- Rakesh Katkar sir





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2nd Fortnight Progress Report on SIP
(To be submitted by 26th November 2021)

Name: Prashant Tatyasaheb Wangdare

Enrollment No: 2052005616

Class: MBA 1 ZIBACAR

Div: B

Mobile No: 7756933858

E-mail Id: fmb2021129@zealeducation.com

Title of the Project: Creating Marketing Strategies for increment of sale in Life Insurance Policies.

1. Work done during the last 2 weeks:

- 1) I have visited the organisation for more details regarding policies.
- 2) I understood all the Documents required to apply for policies.
- 3) I have done research on different life insurance policies and their benefits.
- 4) I have visited some people to tell them about life insurance policies and its benefits.

2. New Achievements during last 2 weeks:

- 1) I achieved 2 new sales person to work with Shiram Life Insurance.
- 2) I have got to know more about documents required for policies.

Signature

Name of the Student

Prashant Tatyasaheb Wangdare.

Signature

Name of Company Guide

Anjayya Felmari



**2nd Fortnight Progress report on SIP
(To be submitted by 26th November 2021)**

Name : Shraddha digamber surkute

Class: mba

Title of project: analysis of dmat account in equity market

Mail id.: fmb2021103@zealeducation.com

Roll no.: 120278

Div.: ZIBACAR h

•work done during the last week :

- I have done four demat account of clients
- In these two weeks I understood how to open dmat accounts.
- In this internship I known the role of dmat accounts.

•new achievements during last two weeks:

- I understood what is the procedure of dmat account opening.
- I known that how many be people have already opened their dmat account and on what basis.


Signature

Miss.sanyukta Deshmukh.


Signature

Shraddha surkute





(You are requested to use header as per Institute)

**2nd Fortnight Progress Report on SIP
(To be submitted by 26th November 2021)**

Name: **Omkar Anil Balwant**

Enrollment No: 120268

Class: ZIBACAR

Div: B

Mobile No: 9373980192

EmailId: fmb2021087@zealeducatio.com

Title of the Project: : A study of sales promotional strategies with special refrence to prisan Control pvt . ltd . in pune city .

1. Work done during the last 2 weeks:

- Marketing of panels like capacitor, rtpfc panels in which I have visited to industrial and commercial areas
- Then I done the marketing of enclosures and modular panels in which it has two sizes like economy size & standard size
- Then I done the marketing of laser cutting which has two materials like ss , ms
- Then I done the marketing of fabricatons works in I gave the informations of bending, welding & cutting
- Then I done the marketing of safety doors which can requires the cutting of ms and ss
- Then I visited to the interiors & architects office for marketing of laser cutting
- I also visited the constructions site for laser cutting and also for enclosures and panels for that they can require laser cutting for good interior look and enclosures for safety of electric meters from rain and other problems and also panels for big project for reducing the penaltys of mseb

2. New Achievements during last 2 weeks:

- The new achievements during last two weeks was that I have got 5 enquiry of laser cutting & fabrication work
- The enquiry was about the safety door and also about the bunglow gate design and also fabrications work and bakery equipments





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Signature


Signature

Name of the Student

Omkar Anil Balwant

Name of Company Guide

Mrs. Chaitral Kondhare





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2nd Fortnight Progress Report on SIP
(To be submitted by 26th November 2021)

Name : **Pranay Balkrishna Kondalkar**

Enrollment

No:120287

Class: ZIBACAR

Div.: B

Mobile No:9420621415

E-mail Id:

fmb2021127@zealeducation.com

Title of the Project: Marketing by customers satisfaction

1. Work done during the last 2 weeks

- 1) First at all morning I reached to the office sharp 9.00 AM
- 2) Then there is a group discussion between sales executive on. Industrial visit
- 3) Then the HR manager motivates us for a customer service after I go for a visit
- 4) Before going for a visit I have to share the location of my for some tracking reasons
- 5) Then I have to visit some industries and take pictures of them and share on sales executive group on WhatsApp
- 6) Then in a day I have a target to complete daily 8 industrial visit
- 7) And also give that daily visit report to my HR manager on call by visiting per industry in a day

2. New Achievements during last 2 weeks

It's very greatfully to work with prisan control pvt ltd because in this company I have learn many more thing like personality development and I come to know that how to respond a marketing customer and aslo I have come to know that how to give the perfect knowledge about product to a customer the biggest achievement I have get the I know that I can do better marketing in marketing field I have got that much confidence that I can we the better sale executive in this field and I have got inquiries of the customers in this field this my achievement in this field I am very great full for this achievement





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Signature

Signature

Bhavana

Name of the Student

Bhavana Khot

Pranay Balkrishna Kondalkar

Pranay

Name of Company Guide





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**3rd Fortnight Progress Report on SIP
(To be submitted by 10th December 2021)**

Name: Akash shivarajji Barbuddhe

Enrollment No:

Class: Zibacar (B)

Div:B

Mobile No:7875343858

E-mail Id:

fmb2021083@zealeducation.com

Title of the Project:Finding the Market Potential For Distribution Channel (pricing)

1. Work done during the last 2 weeks

Ans:-

1. We collected the data on one sheet which was collected from the market till the date.
2. We arranged the data as per requirements of the customers.
3. We done the proper analysis of the data as per area wise as well as rate wise.
4. We arranged the customer's whose quantity of requirement is more and who's is low.
5. There was little of difference between the price of RO water as per the requirements of the customer.

2. New Achievements during last 2 weeks

Ans:-

We have done the analysis of the data so we got to learn how to do analysis of the data.

We gave presentation of the work done till date of the company guide as it was told to us.

Learn some good presentation skills which will be helpful for us in future.

3. Research Methodology Adopted(Mention details as follows)

-
- Type of Research: Discriptive
- Data Collection: primary data

Sampling





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PUN CODE: IMMP013170 DTE CODE: 6152 AISHE CODE: C-41828

- Sampling Method: total RO water user sample unit
- Sample Size: 60
- Research Instrument: 1. Questionnaire Tools
2. Chart tools


Signature


Signature

Name of the Student: Akash shivarajji Barbuddhe
Name of Company Guide:- Rakesh Katkar sir





(You are request to use header as per Institute)

**3rd Fortnight Progress Report on SIP
(To be submitted by 10th December 2021)**

Name: **Manish Navanath Patil**
Class: **MBA 2nd year**
Mobile No: **7744968396**

Enrollment No: **220175**
Div: **ZIMCA - E**
E-mail Id: patil0610manish@gmail.com
Jmb2021013@zealeducation.com

Title of the Project: **Customer perception of e-commerce market during a pandemic**

1. Work done during the last 2 weeks

- Created the google doc & circulated among the people to collect the response.
- After data collection performed the data analysis & data interpretation part.

2. New Achievements during last 2 weeks -

3. Research Methodology Adopted (Mention details as follows)

- Type of Research: Descriptive Research
- Data Collection: Primary Research (Questionnaire Formed)

Sampling

- Sampling Unit: Working people who had performed shopping online through an e-commerce platform.
- Sampling Method: Voluntary Sample collection
- Sample Size:100
- Research Instrument: Questionnaire





**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**
NARHE | PUNE | INDIA




PUN CODE: IMMP013170

DTE CODE: 6152

AISHE CODE: C-41828


Signature


Signature

Name of the Student

Manish Patil

Name of Company Guide

Rahul Singh



(You are requested to use header as per Institute)

**3rd Fortnight Progress Report on SIP
(To be submitted by 10th December 2021)**

Name: **Omkar Anil Balwant**

Enrollment No: 120268

Class: ZIBACAR

Div: B

Mobile No: 9373980192

EmailId: fmb2021087@zealeducation.com

Title of the Project: : A study of sales promotional strategies with special reference to prisana Control pvt . ltd . in pune city .

1. Work done during the last 2 weeks:

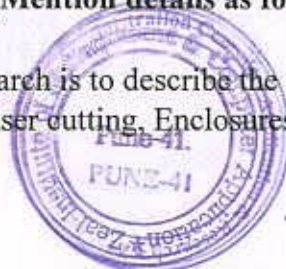
- Marketing of panels like capacitor, rtpfc panels in which I have visited to industrial and commercial areas
- Then I done the marketing of enclosures and modular panels in which it has two sizes like economy size & standard size
- Then I done the marketing of laser cutting which has two materials like ss , ms
- Then I done the marketing of fabricatons works in I gave the informations of bending, welding & cutting
- Then I done the marketing of safety doors which can requires the cutting of ms and ss
- Then I visited to the interiors & architects office for marketing of laser cutting
- I also visited the constructions site for laser cutting and also for enclosures and panels for that they can require laser cutting for good interior look and enclosures for safety of electric meters from rain and other problems and also panels for big project for reducing the penaltys of mseb

2. New Achievements during last 2 weeks:

- The new achievements during last two weeks was that I have got 6 enquiry of laser cutting & fabrication work
- The enquiry was about the safety door and also about the bunglow gate design and also fabrications work and bakery equipments
- Then we learn about obstacles handling lecture.

3. Research Methodology Adopted(Mention details as follows)

- **Type of Research :-** This research is to describe the satisfaction of customers regarding quality of Panels, Laser-cutting, Enclosures box so here we use an qualitative research.





- **Data Collection :-** This research is based on both primary data & secondary data.
- **Primary Data :-** For collecting the primary data the survey was done through visiting the industries & CRM software called ease2bizz and also by post visit form.
- **Secondary Data :-** For collecting the secondary data the customer details / data was provided by the company.

Sampling

- **Sampling Unit :-** Pune
- **Sampling Method :-** Convenience Sampling Method
- **Sample Size :-** 60
- **Research Instrument :-** In this project we use questionnaire, CRM software, post visit form.

Signature



Signature

(You are request to use header as per Institute)

**3rd Fortnight Progress Report on SIP
(To be submitted by 10th December2021)**

Name: Kunal Bharat Kosey

Enrollment No: 2052009486 (PRN)

Class: MBA Marketing -2nd year

Div: E

Mobile No: 9096762166

E-mail Id: kosey.kunal@gmail.com

Title of the Project: Digital Marketing Tools

used by Start-ups

weeks :

1. Work done during the last 2

- Used Different Digital Media for marketing.
- Used Facebook and LinkedIn to generate leads for Services.
- Created promotional content for company's services.
- Learned and used Key word optimization for better reach.

2 weeks

2. New Achievements during last

- Made changes in the company's Website.
- Used linkedin account of the company to connect with prospective clients.
- Studied the various paid advertisement options on different social media platforms.

Adopted(Mention details as follows)



3. Research Methodology



ZEAL INSTITUTE OF BUSINESS ADMINISTRATION, COMPUTER APPLICATION AND RESEARCH (ZIBACAR)

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PUN CODE: IMMP013170

DTE CODE: 6152

AISHE CODE: G-41828
Type of Research: Descriptive

Research.

- Data Collection: Observational

and Case study.

Sampling

- Sampling Unit: 1
- Sampling Method: Purposive

Sampling

- Sample Size:
- Research Instrument:

Observations and surveys

Signature

Signature

Name of the Student

Name of Company Guide

Kunal Bharat Kosey

Gowtham Kumar D





3rd Fortnight Progress Report on SIP

(To be submitted by 3rd december 2021)

Name : Mayur Tulshiram Gotefode

Class: ZIBACAR B

Mobile no.: 9657853840

Gmail id : fmb2021095@zealeducation.com

Title of project:

Stock market analysis

1 . Work done during the last 2 weeks :

- I have done three demat account of clients.
- In these two weeks i understood how to open demat accounts.
- In these internship i known the role of demate accounts.

2 .New achievements during last 2 weeks:

- I understood what is the procedure of dmat account opnning.
- I know that how many be people have already opened their dmat account and on what basis.



Sanyukta

Signature

Miss .sanyukta Deshmukh.





(You are request to use header as per Institute)

3rd Fortnight Progress Report on SIP
(To be submitted by 10th December 2021)

Name: **Pranay Balkrishna Kondalkar**

Enrollment

No: 120287

Class: ZIBACAR

Div:B

Mobile No: 9420621514

E-mail Id:

fmb2021127@zealeducation.com

Title of the Project: Marketing by customers satisfaction

1. Work done during the last 2 weeks

- 1) First of all early morning I have decide visit that I have visits in a day
- 2) Then my HR manager take conference call regarding today's work where we actually going for a visits
- 3) Then first of all I have to send the location of my on WhatsApp group for tracking to they get actual location where I am visiting
- 4) Then I have gone for industrial visits in that I have to give the all information regarding the product
- 5) Then I have to make them convenes for that they give me requirement for company's product
- 6) Then I have to feel up the excel sheet and give update on WhatsApp group aslo take pictures of industry and form photo I have to send to the WhatsApp group
- 7) And if there is any requirement regarding product then I have to call the HR regarding requirement of product

2. New Achievements during last 2 weeks

There a lot of thing to talk about but in the short I am getting successful regarding achieving my weekly target and aslo I have achieved some inquiries regarding the product like lisar cutting in ss i wood love to work with this company and I am trying my best to achieve more target in this project

And also I am getting help to develop my personality development in marketing this is aslo my biggest achievements in my life I am very thankful for what I have achieved





**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH (ZIBACAR)**

NARHE | PUNE | INDIA



PUN CODE: IMM013170 DTE CODE: 6152 AISHE CODE: C-41828
3. Research Methodology Adopted (Mention details as follows)

Type of Research: A study of marketing by customers satisfaction

-
-
- Data Collection:

Sampling

- Sampling Unit:
- Sampling Method:
- Sample Size:
- Research Instrument:


Signature


Signature

Name of the Student

Name of Company Guide

Bhavana Khot

Pranay Balkrishna Kondalkar





SIP Completion Report

(To be submitted by 24th December 2021)

Name: **Rohit Arunrao Mote**

Enrollment No: **120156**

Class: ZIBACAR

Div: A

Title of the Project: **The Study of supply chain management in Cardinal Health.**

1. Describe learning outcome(Preferably in bullet points):

- Developed a sound understanding of supply chain Management.
- Learned to use and apply computer based supply chain optimization tools including the use of selected state of the art supply chain software suites currently used in business i.e. SAP
- Demonstrate the use of effective written and oral communication, critical thinking, presentation skills.

Sr.No.	Task Assigned	Task Accomplished	No. of days required to complete SIP
1	Learning SAP modules for Data Entry	Completed all the modules with 5 Star rating	4-5 weeks
2	Working on Clients email on order processing.	Worked on 100+ order emails.	3 weeks
3	Confirming orders from clients.	Completed on-call order emails	2 weeks
4	To convert clients emails into order templates.	Completed more than 400 order templates	3 weeks
5	Using tools to complete large orders.	Converted 10 large email files into order template.	2 weeks

2. Fill the information related to SIP as follows:

3. Data Analysis & Interpretation:

- Sources used in operations and supply chain.
- Sources used in order processing.
- Clients perception about order processing time.
- Methods used during supply chain process.





4. Conclusion of Project:

- Effective supply chain management is crucial for the success of any small scale manufacturing or large MNCs and can be the deciding factor between a successful project and a project full of delays and claims.
- It is essential for managing effective material management to avoid material shortages, misplacement, loss, and theft which result in increases in crew idle times, loss of productivity and delays of activity.

Signature

Mote Rohit Arunrao

Name of the Student

Signature

Raghuveer Punjabi

Name of Company Guide





(You are request to use header as per Institute)

SIP Completion Report

(To be submitted by 24th December 2021)

Name: Sartale Neha Sachin

Enrollment No:120284

Class: ZIBACAR

Div:B

Title of the Project:Credit Banking

1. Describe learning outcome(Preferably in bullet points):

- Study how to talk with the customer
- How to Analyze the financial data of the customer
- Check the cibil score of the customer
- Learn how the credit bank is worked

Fill in the information related to SIP as follows:

Sr.No.	Task Assigned	Task Accomplished	No. of days required to complete SIP
1	Analyzing the financial data of the customer	Complete	
2	Check the customer documents	Complete	
3	Check the cibil score of the customer under the guidance	Complete	
4	Bring 2 lead	Complete	
			60 Days





Data Analysis & Interpretation:

In bank credit analysis, banks consider and evaluate every loan application based on merits. They check the creditworthiness of every individual or entity to determine the level of risk that they subject themselves by lending to an entity or individual.

Clients with a high level of risk are less desirable since they present with a high likelihood of defaulting on their loan obligations. Low-risk clients are more likely to get their loan applications approved since the lender considers them creditworthy.

Conclusion of Project: In this project, I learned that how credit banking is worked and also the know-how to check customer background and their documents this help to know whether the customer is eligible for a loan or not

Signature

Sartale Neha Sachin

Name of the Student

Signature

Kunal Sharma Sir

Name of Company Guide





(You are request to use header as per Institute)

SIP Completion Report

(To be submitted by 24th December 2021)

Name: **Pradnya Sandeep Takawale**

Enrollment

No:120261

Class: MBA ZIBACAR-B

Div:

Title of the Project : Fundamental analysls of IT campanies.

1. Describe learning outcome(Preferably in bullet points):

- Study how to talk with customer.
- Confidence build to speak with unknown person
- Learn about to watch various types of candles in live stock market and learn how to stock market up and down and there position.
- Understand customer expectation and solve there problem
- How to tackle customers question or there problems

Sr.No.	Task Assigned	Task Accomplished	No. of days required to complete SIP
1	Calling to customer for stock awareness programme	Done calling and generate 12-13 subjects weekly	3week
2	Calling to customer for 5 days advisory	Done calling and generate 2-3 subject daily	4week
3	Calling to other college for stock market awareness programme	Done calling in 3-4 states in colleges and generate daily 4 to 5 subjects	3week
4	Other activity (understand demate account, Trading account, depository etc)	Learn what is demate and trading account how they perform	1week
5			
6			
7			
8			

2. Fill the information related to SIP as follows:

I had done Fundametal analysis of IT companies





3. Data Analysis & Interpretation.

I learn and understand how company will perform in stock market
I select some companies and analysis there ratios

4. Conclusion of Project:

**In this project I learn how to analysis stock market end stocks of companies.
Which companies can perform good in stock market. I had done comparision of
various companies financing ratios**

Signature

Pradnya Sandeep Takawale

Name of the Student

Signature

Miss Shreya Pednekar

Name of Company Guide





SIP Completion Report

Name: **Vaishnavi Sunil Patole**
Class: ZIBACAR

Enrolment No: 120304
Div: E

Title of the Project: A Study Financial Management Process

1. Describe learning outcome (Preferably in bullet points):

Financial management refers to the strategic planning, organising, directing, and controlling of financial undertakings in an organisation or an institute. It also includes applying management principles to the financial assets of an organisation, while also playing an important part in fiscal management

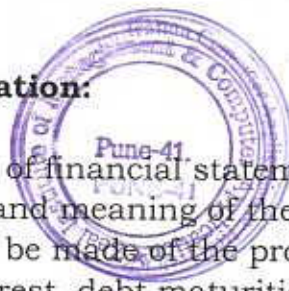
- Helps organisations in financial planning;
- Assists organisations in the planning and acquisition of funds;
- Helps organisations in effectively utilising and allocating the funds received or acquired;
- Assists organisations in making critical financial decisions;
- Helps in improving the profitability of organisations;
- Increases the overall value of the firms or organisations;
- Provides economic stability;
- Encourages employees to save money, which helps them in personal financial planning

2. Fill the information related to SIP as follows:

Sr.No.	Task Assigned	Task Accomplished	No. of days required to complete SIP
1	Financial Data Collection	Completed	20 Days
2	Data Verification	Completed	10 Days
3	Data Analysis	Completed	8 Days
5	Final Financial Report	Completed	8 Days
6			

3. Data Analysis & Interpretation:

Analysis and interpretation of financial statements are an attempt to determine the significance and meaning of the financial statement data so that a forecast may be made of the prospects for future earnings, ability to pay interest, debt maturities, both current as well as long term, and profitability of sound dividend policy.





4. Conclusion of Project:

Financial management practices is a field which deals with financial decisions including short and long goals of the organization and ensures that there is a high return on the invested capital without necessarily taking excess finance risk.

Signature

Signature

Name of the Student

Vaishnavi Patole

Name of Company Guide

Mr. Sachin Sanghamitra





Zeal Education Society's

**Zeal Institute of Business Administration, Computer Application & Research
(ZIBACAR)**

Sr. No. 39, Narhe, Pune -411041, Phone No.:67206031

(Approved by A.I.C.T.E., New Delhi, Recognized by DTE, Govt. Maharashtra & Affiliated to Savitribai Phule Pune University)

(You are request to use header as per Institute)

SIP Completion Report

(To be submitted by 24th December 2021)

Name: **Shubham Patil**

Enrollment No:120265

Class: ZEBACAR

Div: B

Title of the Project: Study of a customers preference for choosing digital magazine of outlook

1. Describe learning outcome(Preferably in bullet points):

- Understand consumer behaviour for Digital magazine.
- Understand price comparison for different type of magazine.
- Understand How to convince people to purchase outlook Magazine.

Sr.No.	Task Assigned	Task Accomplished	No. of days required to complete SIP
1	Sale magazine in online mode	Yes	20
2			
3			
4			
5			
6			
7			
8			

2. Fill the information related to SIP as follows:

We sale the magazine in Digital way, Through social media and telephonic way.





Zeal Education Society's

**Zeal Institute of Business Administration, Computer Application & Research
(ZIBACAR)**

Sr. No. 39, Narhe, Pune -411041, Phone No.:67206031

(Approved by A.I.C.T.E., New Delhi, Recognized by DTE, Govt. Maharashtra & Affiliated to Savitribai Phule Pune University)

3. Data Analysis & Interpretation:

Type of research:- Discriptive

Data collection :- Primary & Secondary

Sample units :- Cluster Area sampling

Sampling Method: simple random sampling

Sample Size: 30

4. Conclusion of Project:

In digital way how to sale outlook Magazine that i understand from this SIP.

Signature

Signature

Name of the Student:-

Shubham Patil.

Name of Company Guide .

Dr Rahul More sir





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COMPUTER APPLICATION AND RESEARCH
NARHE | PUNE -41 | INDIA

DEPARTMENT OF TRAINING & PLACEMENT

SIP Drive Report

Campus Drive Company:- ~~MT Educare~~ **ARTHAYAN BIZ FIN MART Pvt. Ltd.**

Event Details

Activity	Details
Name of Activity	SIP Recruitment Drive
Date of Activity	To be decided
Time of Activity	To be decided
Location	Virtual
For Department	ZIBACAR, ZIMCA, ZCOER
For Year	2022
Company Involved	Arthayan Bizfinmart
Company HR	Pratiksha Munde HR
Selection Process Followed	Yet to be communicated

Job Description

As attached.

Company Name -

Approved

For Marketing / Human Resource
and Finance

Approved for later

Name of Committee member-

- 1) Dr. Kaakandilkar R.M. Piskar
- 2) Anand Gurnaste
- 3) Dr. Deokate Y.R.





ARTHAYAN BIZFINMART PRIVATE LIMITED

- Basic/Good knowledge of excel

Key Benefits of Internship:

- Appreciation and Completion Certificate
- Unlimited Learn and Earn Opportunity
- Training and Live Project Handling
- Long Term Opportunity

Candidates Documents Required:

- Updated Resume
- Internship Application from College
- College Id Card
- KYC Documents (Aadhar Card/Pan Card/Driving License/Voter Id)
- Bank Account Details (Account Number, IFSC and Branch)
- Passport Size Photo

Student Registration Details:

1. FULL NAME OF THE STUDENT
2. PERMANENT ADDRESS (Including City, District and State)
3. PINCODE
4. REGISTERED EMAIL ID
5. CONTACT NUMBER (What's App)
6. CURRENT QUALIFICATION (Under-Graduate/Graduate/Post Graduate/Other)



ARTHAYAN BIZFINMART PRIVATE LIMITED

7. FULL NAME OF THE COLLEGE
8. FIELD OF EDUCATION
9. EXPECTED JOINING (Date and Month)
10. PARENT's CONTACT NUMBER (What's App)

Important Note:

- Candidate must have own Laptop/Android Mobile, Internet connection (Proper bandwidth), Active Mobile Number.
- Candidates should available for a full-time Internship.
- Candidates may continue their internship/work after completion of the said period for earning while learning.
- Candidates will get digital certificates and variable pay after completion of the internship period.
- Training and commercials details will be given after joining the firm.

Contact us to apply:

Ms. Sanyukta Deshmukh
Email: hr@bizfinmart.com
Call: +91 8080155672
www.bizfinmart.com

Thank You!

BIZFINMART
ISO-9001:2015





ARTHAYAN BIZFINMART PRIVATE LIMITED

Roles and Responsibilities (Marketing/Sales/Finance):

- Generate leads and revenue for the service allocated.
- Ensuring all communications are logged, information is accurate, and documents are attached.
- Generating new opportunities & nurturing the opportunities generated.
- Follow up on leads and conduct research to identify potential prospects.
- Work with the business managers and heads to develop and grow the sales pipeline to consistently meet revenue goals.
- Maintaining daily reports and analysis.
- Sharing financial knowledge to the customers
- Financial research on investment products
- Financial advisory

Roles and Responsibilities (Human Resource):

- Recruitment
- Conducting induction
- Resource engagement & retention
- Resource relations
- All HR metrics
- Documentation and reporting
- Follow up with prospects
- Work with the business developers and fulfill their resource requirements
- Maintaining daily reports.

Skills Required:

- Good command on communication
- Requires a strong, assertive approach
- Average command on the system
- Empowered to drive results





ARTHAYAN BIZFINMART PRIVATE LIMITED

Job Description

About us:

We, Arthayan Bizfinmart Private Limited financial advisory firm based in Pune incorporated in 2018 with a vision to become the most client-centric and trusted partner for long-term wealth creation.

We are highly experienced in Project Financing, Taxation, Business legal Compliance, and Subsidy consultancy and conversant with Industrial, Banking, and Mercantile regulations.

We are holding a mutual fund distributor license in India from AMFI as per SEBI regulations which caters to all kinds of shares and mutual funds with ICICIDirect as an authorized channel partner.

We have a pleasure to introduce ourselves as one of the leading Financial & Management Consultancy Company having clients countrywide. We have served clients engaged in different types of industries/business houses.

Job Title: Marketing/Finance/Sales/HR Intern

Education Criteria: Graduate/Under-graduate with any stream

Location: Work from Home

Salary/Stipend: Unlimited Variable Pay*

Work Mode: Online

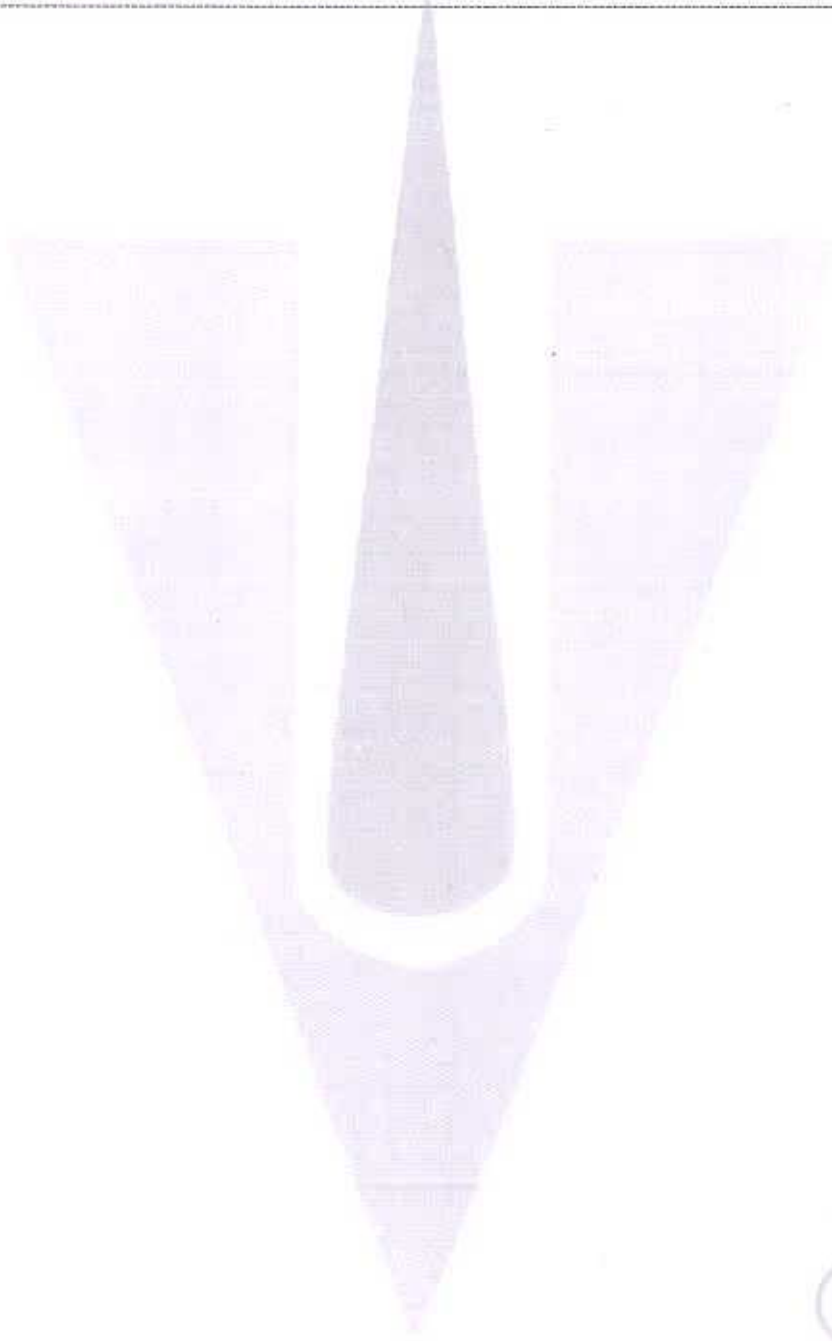
Joining/Duration: Immediately/Min. 1 Month*

* Opportunity to earn and learn as much as you can.





ARTHAYAN BIZFINMART PRIVATE LIMITED



BIZFINMART
ISO-9001:2015





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COMPUTER APPLICATION AND RESEARCH
NARHE | PUNE -41 | INDIA

DEPARTMENT OF TRAINING & PLACEMENT

SIP Drive Report

Campus Drive Company:-Pharmafocus

Event Details

Activity	Details
Name of Activity	SIP Recruitment Drive
Date of Activity	To be decided
Time of Activity	To be decided
Location	Online
For Department	ZIBACAR , ZIMCA, ZCOER
For Year	2022
Company Involved	Pharmafocus
Company HR	Dipti Bhagwat
Selection Process Followed	Yet to be communicated

Job Description

Job Description	As attached.
Job Company Name	

Approved
for HRM



Approved for later

Name of Committee member-

- 1) Dr. Kaakandi Kar
- 2) Anand Guwaste
- 3) Dr. Deekal YR.

R.M. Piswankar
Alumdar
Jadkar

JD for Training Intern

- Create a training schedule
- Build a rapport with trainees and encourage them
- Organize training sessions, events through colleagues or external sources
- Design different types of training programs
- Research and evaluate training programs
- Assess needs and current practices to create training program



JD for Recruitment-Intern

- Screening and sourcing profiles as per the desired requirements
- Headhunting candidates through different methods (cold calling, LinkedIn sourcing, etc.)
- Working with the hiring managers to map the market and source the right candidate.
- Co-ordinating interviews
- Following up/coordinating with potential candidates.
- Assisting the HR Manager for hiring across studio and closing the required requirements
- Maintaining the recruitment database (pipeline of candidates, upcoming hires, etc.)



- Basic knowledge in handling Job Portals like Naukri, LinkedIn etc





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DEPARTMENT OF TRAINING & PLACEMENT

SIP Drive Report

Campus Drive Company:-High Tech Enterprises And Associates

Event Details

Activity	Details
Name of Activity	SIP Recruitment Drive
Date of Activity	To be decided
Time of Activity	To be decided
Location	Online
For Department	ZIBACAR, ZIMCA,ZCOER
For Year	2022
Company Involved	High Tech Enterprises And Associates
Company HR	Prasad Pawar
Selection Process Followed	Yet to be communicated

Job Description

As attached.

ID Company Name -

Approved

Not Approved

Name of Committee member-

- 1) Dr. Kaalchandilkar
- 2) Anand Gummaste



Approved for later

Not approved
1) Dr. Pradeep R
Pradeep R

HIGH TECH ENTERPRISES & ASSOCIATE

Office No-1. Ware Classic Building Near Jyotiba Mangal Karyalaya Opp. Bharti Hospital
Kalewadi
Pune -17

Reason :- Internship Offer

The schedule for this position is Monday To Saturday from 10 A.M. to 06:00 P.M. This position will pay ₹ 5000 stipend plus incentives per month.

As a intern you will be reporting Pune branch manager.

Responsibilities:

Meet with loan applicants to identify their needs and collect information for loan applications.

Analyse active loan files on a regular basis and recommend solutions to speed up the loan process.

Complete loan contracts and teach clients on policies and regulations.

Submit loan applications in a timely manner.

Prepare detailed loan proposals.

Respond to applicants' questions and resolve any loan-related issues.

Operate in compliance with laws and regulations.

Requirements:

Master's Degree in Finance/Marketing or in a similar field.

Solid understanding of local, state, and federal loan regulations.

Outstanding interpersonal and communication skills.

Customer service-oriented with exceptional sales skills.



AVIRA is a marketing and sales consulting organisation, based out of Pune. We developed ABMi approach, that combines our decades of market research experience and lead generation, that helps clients achieve its growth targets.

The services of the company are addressed to every stage of the business life-cycle.

The key products and services of AviraInsights include Syndicated Reports, Business Consulting, Market intelligence platform, Research Qualified leads, and Primary Research Surveys.

With multiple proprietary brands and synergistic alliances in place, Avira is building an execution team to attend to the increasing client-demands.

Avira Insights would like to offer your students an opportunity to train with us and get corporate experience in market research and consulting roles.

The candidates who will be selected after 2 evaluation rounds will be joining us in the Data research team. **PFB a short brief of the role:**

a) The data research team is building out database for client prospecting and lead generation

b) We use different platforms (like zoominfo, bloomberg, sales navigator on LinkedIn) for discovering of contact details as per specs shared by clients/ managers

c) They will gradually move into data validation and lead generation roles as they progress

d) This will be a 3-month project which may or may not turn into a full-time role. This decision will be strictly taken on performance basis and the manpower requirement at the time

visit us on <https://www.avirainsights.com/>





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DEPARTMENT OF TRAINING & PLACEMENT

SIP Drive Report

Campus Drive Company:-DSJ Management Systems Solutions

Event Details

Activity	Details
Name of Activity	SIP Recruitment Drive
Date of Activity	To be decided
Time of Activity	To be decided
Location	Virtual
For Department	ZIBACAR, ZIMCA,ZCOER
For Year	2022
Company Involved	DSJ Management Systems Solutions
Company rep	Mr.Sourabh Jyotik(Alumni of ZCOER)
Selection Process Followed	Interview

Job Description

As attached.

JD Company Name -



Approved

For Marketing students
For HR students

Approved for later

Name of Committee member-

① Dr. Deekae Y.R

② Dr. Kaalkandikar R.M

③ Dr. Ekta Talwar

[Signature]
18/8/21
Pishw Kapth
18/8/2021
18/8/2021

[On behalf of
Prof. Anand Ghumaste]

Date : 09.08.2021

To,
Prof. Viraj Barge,
Training & Placement Officer
Zeal Education Society,
Zeal College of Engineering and Research,
Narhe, Pune-411041, MH, India.

Ref. : Letter of Request for Internship Program

Dear Mr. Viraj sir,

Greetings from dsj!!!

Thank you for giving us the opportunity to hire candidates for internship program.

Internship program will help candidates to boost their academic portfolio with highly qualified business practices to stands out their resume different from the crowd.

Thanking you,

Mr. Sourabh Jyotik
CEO
dsj Management Systems Solutions

INTERNSHIP PROGRAM DETAILS :

Duration :	3 Months (reporting on weekly basis)
Start Date :	1 st Sept., 2021.
Location :	Remote Work (Review meeting will be on ICT platform)
Stipend :	Unpaid
Certifications :	Certification is provided post successful completion of Internship program

Office : Plot No.8, Daulat Nagar Soc., Opp. Pune-Satara Road, Dhankawadi, Pune-411043, Maharashtra, India.
E mail : dsj.sourabh@gmail.com | contact@isodsj.com
Web : www.isodsj.com
Tel. : +91-7276226678



JOB DESCRIPTION :

1. Marketing Internship

Company is looking for a qualified intern to join our marketing team. Our marketing professionals produces quality work for major companies in the Western region of India and seeks an intern who can participate in various stages of online marketing campaigns, generating leads, enhance brand loyalty with clients etc.

The ideal intern will be a great fit for energetic and creative professionals. The intern should be prepared to work in a fast-paced team environment and will finish the internship having gained broad experience in various aspects of marketing. You'll gain hands-on experience working on challenging, meaningful projects with guidance from a mentor and other members of our team.

Responsibilities

- Research and generate lists of potential customers
- Help to develop client relationships and retain existing client base
- Perform analysis of marketing and sales data
- Seek and analyze competitor's marketing and sales materials by both on-site and offline
- Prepare presentations
- Enter contact information into the system and maintains data
- Assist in the creation of circulars, e-mail campaigns, online promotion etc.
- Assist in the distribution or delivery of marketing materials
- Provide support to social media efforts
- Monitor social media for trending topics to utilize on social media channels

Requirements

- MBA – Marketing
- Excellent interpersonal with good communication skills (both verbal and written)
- Extensive knowledge of social media
- Self-driven and hard-working
- Ability to take decisions and multi-tasking
- MS PowerPoint, Word and Excel

Benefits

- Practical experience with current marketing and promotion techniques
- Shadowing, mentoring, and training opportunities with successful marketing professionals
- Opportunity to participate in networking events and company meetings
- Flexible work schedule for candidates.



2. Social Media Marketing Internship

Forward-thinking, fast paced company looking to hire an intern with strong knowledge and understanding of the digital media landscape, including various social media platforms. Company is currently redesigning website and will soon launch a social media campaign.

The intern hired for this position will need a strong critical thinking skills in order to integrate into our vibrant and passionate professionals, who are very excited to share this launch with an intern hoping to gain extensive online experience.

Responsibilities

- Contribute to website redesign project
- Monitor and post on blogs, forums, and social networks
- Assist with online outreach and promotion using Facebook, Instagram, LinkedIn, Twitter, and more
- Optimize website and social media
- Perform keyword analysis
- Perform cost/benefit analysis

Requirements

- MBA - Marketing
- Hands of experience with Internet and social media platforms
- Solid understanding of social media markets
- Energetic and creative
- Hard-working and team-oriented

Benefits

- Practical experience with website launch and social media campaigns
- Shadowing, mentoring, and training opportunities with experienced, knowledgeable professionals
- Flexible work schedule for candidates.

3. Human Resources Internship

Company seeks a professional and highly motivated HR intern to support the administrative tasks and activities. If you're ready to kick-start your career in Human Resources and build real-world experience with recruiting, employee development, framing HR policies and procedures, this is the internship for you.

HR Intern Duties and Responsibilities

- Develop HR policies & procedures
- Identify applicable industrial & corporate legal, statutory & regulatory compliances
- Proof-read HR documents



- Prepare Word, PowerPoint, and Excel documents
- Track the progress, priorities, and deadlines of various projects

Requirements

- MBA – Human Resources Management
- Experience in an office environment is add on preferred
- Excellent interpersonal and good communication skills (both verbal and written)
- Ability to work in a fast-paced, team-oriented environment
- Solid organizational skills and attention to detail

Benefits

- Develop experience working on a wide variety of HR projects
- Gain exposure to a fast-paced, collaborative office environment
- Organize and attend company meetings and networking events
- Flexible work schedule for candidates





ZEAL EDUCATION SOCIETY'S
ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,
COMPUTER APPLICATION AND RESEARCH
NARHE | PUNE -41 | INDIA

DEPARTMENT OF TRAINING & PLACEMENT

SIP Drive Report

Campus Drive Company:-Visudh Ajivam

Event Details

Activity	Details
Name of Activity	SIP Recruitment Drive
Date of Activity	To be decided
Time of Activity	To be decided
Location	Virtual
For Department	ZIBACAR, ZIMCA, ZCOER
For Year	2022
Company Involved	Visudh Ajivam
Company rep	HR
Selection Process Followed	Interview

Job Description

As attached.

JD Company Name -

Approved

Fos Marketing & HR

Name of Committee member-

- 1) Dr. Kaalrandi kar R.M.
- 2) Anand Gurmaste. (HR ?)
- 3) Dr. Deepak YR

Approved for later

Handwritten signatures:
Rishikesh
Anand
Deepak





isudh ajivam

VISUDH AJIVAM is India's One of the leading MedTech company with a mission to Make healthcare services affordable in India.

*Surya Nagar Road no-3 Bijulia talab road
ward no -8 Ramgarh Cantt,
Ramgarh, Jharkhand 829122*

Visudh Ajivam team is looking for young, enthusiastic, smart and passion driven talents for below mentioned posts. No matter if you are newbie or experienced if you have willingness and hunger for learning then this is the perfect place for you.

JOB TITLE : 1) Sales & Marketing

2) Human Resources (HR)

Work Location: Work from home

Division/Department: Health Tech

Essential Duties and Responsibilities:

You will be undergoing VISUDH AJIVAMS Sales and Marketing Training for duration of 3 months. The training shall be online mode. You will be assessed and monitored during your training program. We are also happy to inform you that additional performance incentives will be applicable during your training period strictly based on your performance. Currently till our offices re-open, your training will happen in the Work from Home mode. Once our offices are open, your training will shift to Training Location.

- ✓ Perform related duties as assigned by supervisor.
- ✓ Maintain compliance with all company policies and procedures.
- ✓ Sales as per the instruction of the team leader.
- ✓ Do on boarding of the customers and business on the portal.
- ✓ Other duties as may be assigned.
- ✓ For sales & marketing, they have to handle team and work on business deals and collaboration.
- ✓ For BDM & BDA, they have to handle acquisition of customer and business.

Education, skills and/or Work Experience Requirements:

- ✓ UG, PG(Any background) [Fresher and experienced both can apply]
- ✓ Excellent verbal and written communication skills, including ability to effectively communicate with internal and external customers
- ✓ Excellent computer proficiency (MS Office – Word, Excel)
- ✓ Must be able to work under pressure and meet deadlines, while maintaining a positive attitude and providing exemplary customer service
- ✓ Ability to work independently and to carry out assignments to completion within parameters of instructions given, prescribed routines, and standard accepted practices



Benefits:

- ✓ Incentives
- ✓ Internship certificate
- ✓ Letter of recommendation
- ✓ Permanent job offer letter
- ✓ Health Insurance(After getting PPO)

Compensation:

- ✓ Sales & Marketing – 4k + Incentives during internship and up to 8 lac CTC (depends on your performance) after 90 days.
- ✓ Business Development Manager (BDM) - No stipend throughout internship and up to 8 lac CTC (depends on your performance) after 90 days
- ✓ Business Development Associate (BDA) - No stipend throughout internship and up to 8 lac CTC (depends on your performance) after 90 days

COMPANY INFO-

VISUDH AJIVAM PVT LTD is one of the best digital platform for health care services integrated with pharmacies, doctors, laboratory, and diagnosis centers across India to provide world class Healthcare facilities to individuals across the country. We are one stop solution for your problems. This platform is the fastest, cheapest, safest way for you and your loved ones for meeting your medical needs We are covering a wide range of products, test and doctors with specialty in different fields to make the service wide and safe. We are also providing online as well as offline healthcare facilities.

Company website- www.visudhajivam.in

Print Employee Name:

Employee signature: Date:





ZEAL EDUCATION SOCIETY'S
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COMPUTER APPLICATION AND RESEARCH
NARHE | PUNE -41 | INDIA

DEPARTMENT OF TRAINING & PLACEMENT

SIP Drive Report

Campus Drive Company:-BDB Market Research

Event Details

Activity	Details
Name of Activity	SIP Recruitment Drive
Date of Activity	To be decided
Time of Activity	To be decided
Location	Virtual
For Department	ZIBACAR, ZIMCA, ZCOER
For Year	2022
Company Involved	BDB Market Research
Company rep	Naim Chattarki AM Projects
Selection Process Followed	Interview

Job Description

As attached.

JD Company Name -

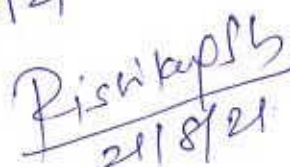
Approved ✓

Approved for later

Name of Committee member-

Dr. Deokar Y R. 
21/8/21

Anand Gurnaste 
21/8/21

Dr. Kaakandikar R.M. 
21/8/21



We are looking for the candidates for Internship Program at **BDB India Private Limited, Pune**. You can reach us at www.bdbipl.com

Please find the Job Description below:

Roles:

- ✓ Plan, organize and conduct primary and secondary research to gather data across industries
- ✓ Record the collected information for analysis and to identify data-points/market trends
- ✓ Deliver research findings as reports or presentations

Candidate Requirements:

- ✓ Education : BE/B.Tech (Mechanical/Electrical/Electronics/Chemical/Automobile) + MBA(Preferably Sales / Marketing)
- ✓ Candidates should not be hesitant to talk to random respondents in the companies to gather the required information
- ✓ Basic understanding of engineering subjects such as pumps, motors, compressors etc.
- ✓ Interest in pursuing market research as career
- ✓ Maintain absolute transparency between team members and team leads
- ✓ Strict adherence to project timeline





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DEPARTMENT OF TRAINING & PLACEMENT

SIP Drive Report

Campus Drive Company:-Capparis

Event Details

Activity	Details
Name of Activity	SIP Recruitment Drive
Date of Activity	To be decided
Time of Activity	To be decided
Location	Virtual
For Department	ZIBACAR, ZIMCA, ZCOER.
For Year	2022
Company Involved	Capparis
Company rep	Mr.Davansh
Selection Process Followed	Interview

Job Description

As attached.

JD Company Name -

Approved ✓

Approved for later

Name of Committee member-

Dr. Deokar Y.R

Dr. Kalkadi Karan M.

Dr. Ekta Talwar
prof. Pandurang Patil

Deokar
25/8/21

Piswale

Ekta
Patil



Content writing -

The hiring of content writer interns :

We are seeking Creative content writers who can produce content combined with strong fact-checking skills. If you have a passion for writing articles, blogs, Social media content. web copy and guides then this is the job for you. The content needs to be original, engaging, and informative.

- Qualification: Bachelors
- Experience Required 0 - 1 years :

Candidates who have good knowledge in writing for mobile and web applications will be preferred.

- Skill Required :
- Candidates should have a:

Diverse internet searching and researching skills.
The ability to adopt different writing styles.
A passion for reading, writing & Learning.
Communication Skill.

- Duration: minimum of 3 months
- This internship is work from home
- Working hours: minimum of 20-25 hours per week with a schedule
- This Internship is Unpaid.
- Benefits of this internship include:
 - You gain real-world work experiences at an international company
 - Learn real-world knowledge, work ethics, team spirit.
 - Business Contract
 - Experience certificate at the end.



Chapter-1

Introduction

Executive Summary

The OUTLOOK Group is one of the best magazine publishing groups in India. It is a well-known brand and appreciated all over the world. Mr. Rajan Raheja is the owner of The OUTLOOK Group. THE OUTLOOK has been published in New Delhi continuously since Oct.1995 by The OUTLOOK Group, whose founding editor-in –chief is Mr. Krishna Prasad. OUTLOOK is one of India’s four top- selling English weekly news magazine. Its branches are established in New Delhi, Kolkata, Bangalore, Mumbai, Chennai and Hyderabad. The head office of the outlook group is situated in New Delhi.

Today Outlook is the preferred magazine of about 2 million readers in India, and sells more than 12 million copies over the year. There are 6 magazines of outlook group. One of those magazines (OUTLOOK) is in Hindi and other five are available in English.

The Project “**The Study Of Consumer buying behavior toward Outlook Magazines**” is an attempt to find out the behavior of the customer and their buying techniques and to understand what attracts them the more.

For evaluating and understanding the consumer buying behavior, In Outlook India group we are trying to find their business practices and how the magazine publishing is managed.

We tried to make new strategies to attract the customers and at the same time satisfying their needs and requirements.

We made the survey by taking opinion and feedback of the customers to know their preferences, their buying behavior and what made them take the subscription (price, brand, content etc.)



It was observed that maximum of the subscribers were Male i.e. 60%. Majority of the Customers prefer outlook weekly followed by outlook traveler. They are mainly interested in pictorial and factual data.

The customers are price sensitive though some of them also look for brand and general content of the magazine, price didn't matter much. They prefer print edition over digital one. Online payment is more convenient as 66% customers prefer online payment. Gift is a major attraction for them to subscribe.

It is observed that customers are disappointed due to severe delivery problem of outlook.

Company should focus on customer retention by improving upon the delivery system, sending loyalty gifts, auto renewal of subscriptions, special discounts. Improve in content and news in magazine for customer satisfaction. Customers also look for different segments which should be offered by outlook to increase the number of subscribers like magazines on fashion, IT, infrastructure, celebrities, and geography.



Consumer Buying Behavior:

consumer buying behavior changes by the quality of the products, services provided to the consumer, advancement of technology, new design or concept coming to the market.

When talking about magazines, outlook India pvt. Ltd. Is very much demanded magazine in the market, that most of the people wants to read their weckly or monthly news through Outlook because of it's hold content, at the same time this bold content adds some negative points to the magazines because of which some group of people don't like that content and avoid reading outlook.

Earlier, things were quite different, people were more fond of magazines and they used to buy magazines just to cover up their entire news and information they missed due to lack of time, but now the consumer buying behavior is completely changed, they prefer technology over magazine. Through this we can say that the technology has changed the consumer buying behavior, there was the time when people used to read newspaper and magazines to get current information, but today consumers are using tablets and cell phones to read e-papers and magazines.

Now our work is to improve customer relationship by knowing consumer buying behavior, means what they like? Why do they buy that? How, when and where do they buy? How we can provide that to the consumer? Today's consumers are very much demanding and companies should think over the demands of the consumers. If these things would be very clear than customer relationship can be improved more effectively.



Consumer behavior is the investigation of individual, groups, or organizations and the courses of action they use to choose, secure, and discard items, administrations, encounters, or plans to fulfill needs and the effects that these methods have on the consumer and society. It mixes components from brain research, humanism, social human studies, promoting and trading and lending. It endeavors to comprehend the choice making methods of purchasers, both separately and in gatherings, for example, how feelings influence buying behavior. It considers aspects of individual buyers, for example, demographics and behavioral variables trying to comprehend individuals' needs. It likewise tries to evaluate impacts on the buyer from gatherings, for example, family, companions, reference gatherings, and society as a rule.

Consumer buying behavior is thought to be a securely attached piece of showcasing and Kotler and Keller, state that shopper purchasing conduct is the investigation of the methods for purchasing and discarding merchandise, administrations, plans or encounters by the people, gatherings and associations to fulfill their needs.

Consumer behavior has been characterized as "a procedure, which through inputs and their utilization however process and movements prompts fulfillment of necessities and needs" (Enis, 1974, p.228). consumer buying behavior has various elements as a piece of it which are accepted to have some level of impact on the obtaining choices of the clients.

Then again, consumer buying behavior "suggests to the consumer behavior of last customers, both people and family units, who purchase merchandise and administrations for particular utilization" (Kumar,2010, p.218). From advertisers' perspective issues particular parts of consumer behavior that need to be considered incorporate the explanations for shoppers making buys, particular components affecting the examples of customer purchases, dissection of changing variables inside the general public and others.

For clear and better understanding the consumer buying behavior through considering and distinguishing their needs prompts enormous long haul profits to the organizations. Be that as it may, as expressed by Kotler (2005) it is crucial to specify that in spite of the incredible exertions to learn and comprehend the purchasing conduct of buyers, it is extremely hard to distinguish the precise reasons why a shopper buys and inclines toward one item or administration over another.



Customer Relationship Management :

Customer relationship management (CRM), an idea that has been around since the mid 90s, has its establishes in the innovation of offers robotization and call focus operations. Around then, it was felt that blending the client information from the field (deals) with the call focus associations would bring about more educated communications with the client. The idea resounded with client associations and soon mergers and acquisitions made an assembly of programming sellers all guaranteeing to have a coordinated set of abilities that got known as CRM.

It involves all parts of cooperation that an organization has with its client, whether it is deals or administration related. While the expression customer relationship management is most normally used to depict a business-client relationship, CRM frameworks are likewise used to deal with your business contacts, customers, contract wins and deals heads.

On alternate hands, CRM could be characterized as a procedure or approach used to take in more about customers“ needs and practices keeping in mind the end goal to oversee and create stronger connections in a composed route with them.

The venture will address the accompanying:-

- How systems are made and executed?
- Studying the consumer buying behavior of magazine clients
- How work is carried out in groups?
- How execution is assessed?
- Why targets are paramount to accomplish?
- What is the part of print media and what are the contrasts between E-media Vs Print media?
- What is the Achievements of Outlook India Group?
- What systems ought to be received against the contender?



Showcasing is extremely important for each organization. It helps organizations in figuring out what item and administrations may engage clients and additionally techniques for utilization in item advancement, deals and advancements.

At last a few proposals concerning the study for the future change are given to enhance the review on the grounds that their rivals have likewise consumed the studies.

At the end of the report limits, SWOT investigation, finish of the exploration and Appendix which incorporates poll, Bibliography, FAQ, and Glossary.



About the Company: Outlook Publishing India Pvt. Ltd



Mr. Rajan Raheja is the Owner of THE OUTLOOK GROUP.

The OUTLOOK Group is one of the greatest magazine distributed group in India. It is a well-known brand and liked everywhere throughout the world.

IT was made in October 1995.its limbs are created in New Delhi, Kolkata, Bangalore, Mumbai, Chennai and Hyderabad. The head office of the viewpoint group is arranged in New Delhi. In 1995, Mr. Vinod Mehta was the manager in boss when the first issue of the magazine was distributed.

In October 1995, group organization Hathaway Investments private Limited entered the print media. Viewpoint a week after week News magazine aroused a drowsy business sector reeling under the effect of satellite TV. Standpoint immediately set itself as a requirement for book fans who esteem it in profundity.

Today Outlook is the favored magazine of something like 2 million bookworms in India, and offers more than 12 million duplicates throughout the year. There are 9 magazines of standpoint gathering. A magazine (OUTLOOK) is in Hindi and other eight are accessible in English.



Mr. VINOD MEHTA



Editorial chairmen (OUTLOOK Magazines)

Vinod Mehta was until February 1, 2012, the editor-in-chief of Outlook India. He is at present an advisor to the magazine.

MR. KRISHNA PRASAD



Editor in chief (OUTLOOK Magazines)

Krishna Prasad is an Indian journalist and Editor-in-Chief of the national news magazine Outlook. He also publishes the popular blog, Churumuri. He is known for having exposed match-fixing in Indian Cricket along with Aniruddha Bahal.



Management Team:

NAME	DESIGNATION
▪ Suresh Selvaraj	Vice President
▪ Indranil Roy	Vice President
▪ Alok Mathur	Assistant Vice President
▪ Anup Dwivedi	General Manager, Production & Systems
▪ Vidya Menon	General Manager, Advertising
▪ Gaurav Vashisht	Deputy General Manager
▪ Himanshu Pandey	National Head, Business Development
▪ Alex Joseph	National Head, Retail
▪ Gitanjali Singh	National Head, Marketing

Awards And Achievement

- Department of Tourism, Government of India Award, National Tourism Award 2001-2002 awarded to OUTLOOK Traveler for Excellence in Publication.
- OUTLOOK Traveler " 100 Holidays in the Hills" won the 2004, PATA Gold Award
- In 2002-2003 the Government of India recognized "OUTLOOK Traveler Getaways" as the "Best Travel Publication".
- Weekend breaks from Delhi was in the BESTSELLERS top three, non-fiction category for 14 consecutive weeks in North India
- Weekend breaks from Mumbai was in the BESTSELLERS list top three for 8 consecutive weeks in West India
- OUTLOOK Money Awards:
 - The awards started in 2002, and are presented to the best in the following key personal areas:
 - Value-Creating Companies
 - Wealth Creators(Mutual Funds)
 - Banks



Leadership Team of Outlook Group:

- **Editorial manager** Vinod Mehta
- **Editors in chief** Krishna Prasad (currently)
- **Editors** Sandeepan Deb(1995-2005)
Vinod Mehta(2005-2008)
Vinod Palekar(at present)
Krishna Prasad

- **Managing Directors** Tarun Tejpal (1995-2000)
Nandini Mehta (2000-present)

- **Notable Contributors** Vinod Mehta
Shobha de
Arundhati Roy
Namrata Joshi

- **Publisher** Maheshwar peri
- **Executive Editor** Bishwadeep Moitra
- **Foreign editor** Ajaz ashraf
- **Business Editor** Sunit Arora
- **Political Editor** Smita Gupta
- **Books Editor** Sheela Reddy
- **Photo Editor** T. Narayan



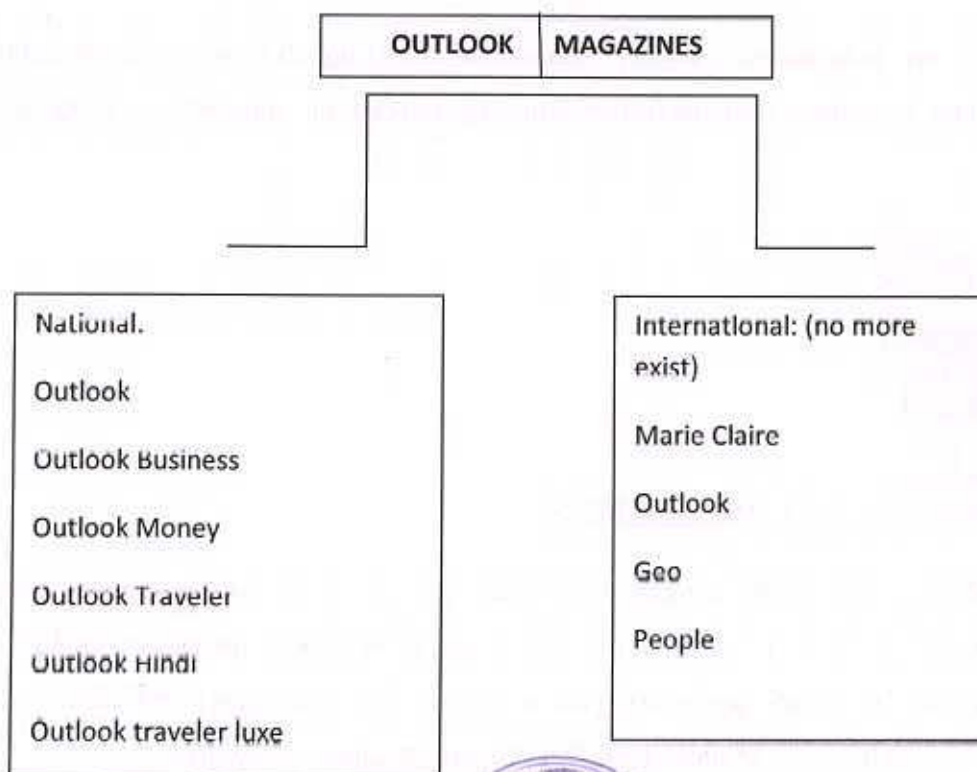
Mission Of The Company:

- Leadership through empowering individual thought.
- Achieve customer delight by offering quality products and services through a process of continuous innovation and adaptation.
- Build a dynamic team of committed and passionate employees through sustained learning and grooming.
- Develop mutually beneficial relationships with our business partners.
- Employ cost-effective processes and thereby create a strong organization.

Vision Of The Company:

- To be the largest and the most profitable Magazine Publisher in India.
- To be the first choice for our customers, people and investors.

The Magazines under the Outlook group comprises of both National as well as International issues.



About the Products:

Outlook is Publishing Nine Magazines:

- OUTLOOK ENGLISH (Weekly News Magazine)
- OUTLOOK HINDI(Weekly News Magazine)
- OUTLOOK MONEY(Personal Finance and Banking)
- OUTLOOK BUSINESS (Business)
- OUTLOOK TRAVELER(Best of Travel)
- OUTLOOK TRAVELLER LUXE (Best of traveler luxurious)



OUTLOOK WEEKLY

It is an independent weekly general interest English News magazine published in India. It features contents from politics, sports, cinema, and stories of broad interests.



OUTLOOK BUSINESS

It covers all about the company and industry, provident fund, advertising, enterprise, technology etc. This magazine is one of the most selling magazines in India. Most business class people prefer to get this magazine. This magazine is published fortnightly i.e. 1 issue in every 15 days. Its cover price is 40 rupees per copy.





OUTLOOK MONEY

It covers bank sector, banking, insurance general, insurance decoder, mutual funds. How to invest money in the market & mistakes when investing? How to invest? Basically it's a personal financing magazine and preferred by youngsters. It is also a fortnightly Magazine. Its cover price is Rs. 30/- per copy.



OUTLOOK TRAVELLER

It includes all the details like address of the tourism spot in hills, wildlife, adventure, beach, resorts, heritage, and weekend. This magazine is preferred by the people who love to travel to new destinations. It is a monthly magazine. Its cover price is 100 rupees per copy.



OUTLOOK HINDI

It is for the Hindi reading audience. Hindi reader keeping their interests, realities & aspirations in mind, it is not a translation of outlook English. As per the management decisions, it is only sold at the stalls or book-stores. Subscribing this magazine online is not yet possible. It is a weekly news magazine and its cover price is Rs. 35.



Outlook Traveller Luxe provides privileged access to a world of luxury travel for well-heeled travellers who like to savor the finest globe-trotting experiences. It is the ultimate luxury companion you'll need to make your holidays exceptionally extravagant – whether you're looking for spa getaways, exotic beaches, wildlife sanctuaries, desert safaris or mountain hideaways.

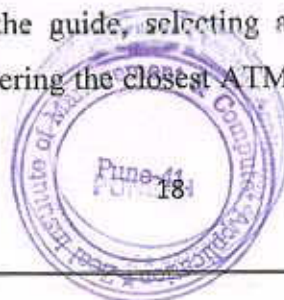
Outlook's Web Media:

Outlookindia.com:

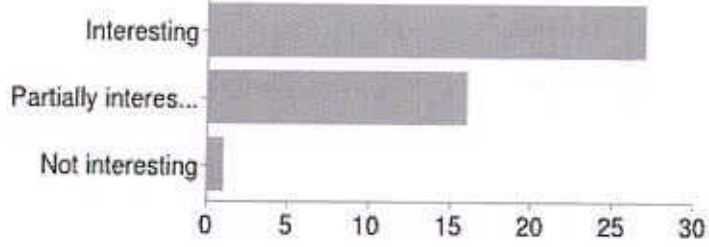
Before 1998, Outlook was not accessible on the web. In any case after 1998, Outlook went online as outlookindia.com. Outlookindia.com is both standpoints Magazine's home on the web and an online production. Going online was an important arrangement for viewpoint bunch on the grounds that individuals who were engineering turned came closer to the standpoint bunch's magazines. Separated from Outlook's printed release in its altogether supplemented with connections to related articles on its own webpage and somewhere else on the web. Outlookindia.com additionally offers an exhibit of Original sections that is implied for web and news upgrades consistently with a vivacious collaboration with the bookworms.

Outlooktraveller.com:

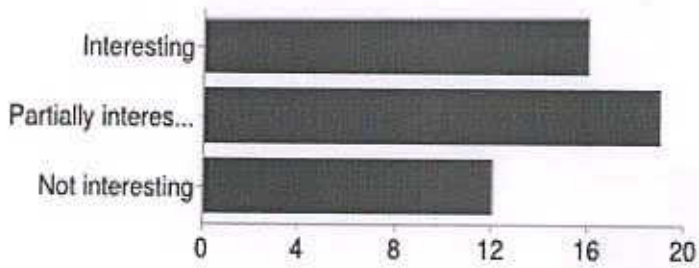
Inaugurated as a web asset in 2000, this travel Website has since progressed beyond anyone's expectations. Viewpoint explorer started by opening up new vistas in web-driven excursion arranging, with its profoundly centered publication emphasizes on a show of ends. Still a highlight of the site, these are underpinned by apparatuses and assets that make assembling your vacation a breeze — from selecting your terminus, to picking your mode of transport, discovering your route around the guide, selecting a spot to stay to getting the nearby celebrations, in addition to uncovering the closest ATM, fuel stop or cybercafé. Here there is



Outlook business

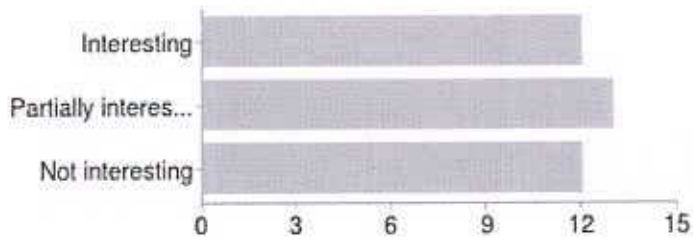


Outlook traveller

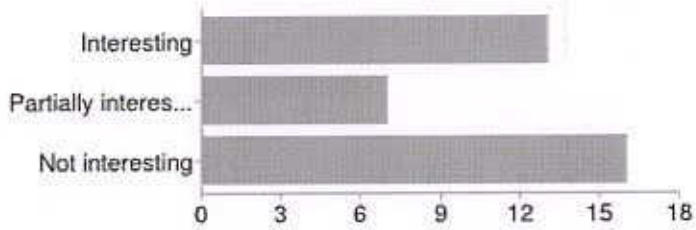


Outlook money

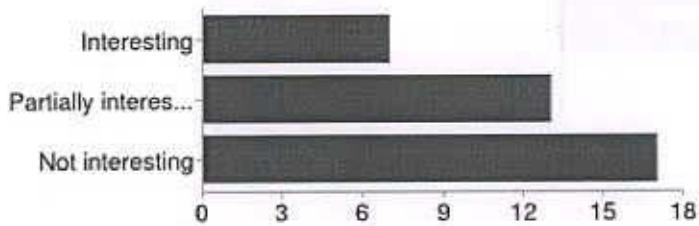




Outlook hindi



Outlook traveller luxe



- Outlook Weekly - 35
- Outlook Traveler - 16
- Outlook Money - 12
- Outlook Business - 27
- Outlook Traveler Luxe - 7




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Zeal Education Society Narhe, Pune Mail - Joining of Students for Internship

Messages sent to or from this e-mail address may be stored on the Zeal Education Society e-mail system.

*****ZEAL EDUCATION SOCIETY*****

-End of Disclaimer-

 **RE: Regarding the Internship Interviews - Zeal Group of Management Institutes.eml**
87K



something for everybody; themed excursion thoughts from 'A for undertaking' to 'W for untamed life', honeymooners dream goals, foodies delights, first-individual travelogs, a message room where you can trade notes or approach us for more data that you need... And remember to book your duplicates of our global recompense winning hits from Outlook Traveler Getaways, accessible at an exceptional cost when you request on the site. In the event that you need a sneak review, there're portions from the manuals by prestigious creators, including any semblance of Prabhu Ghate, Ruskin Bond and Jug Suraiya.

Outlookmoney.com:

outlookmoney.com takes advance the theory and convictions introduced by Intelligent Investor (the individual fund magazine that was dispatched in mid-1998, now known as Outlook Money). The site has six channels - Stocks, Mutual Funds, Loans, Retirement Planning, Taxation and Insurance - that address wide zones of the particular money range. Outlookmoney.com accompanies numerous intelligent instruments. The Loans channel alone games number crunchers that do all the number crunching a guest may need on home, auto, individual or value advances. Outlookmoney.com looks to give absolute answers for individual money issues - from dispersing data to giving boulevards to e-trade transact

Guides of Outlook Group:

Apart from publishing magazines, there are some guides also which is published by Outlook group.

OUTLOOK Traveler Travel Guides published from outlook group is today a well-recognized, established and acknowledged premier travel reference guide book in India. In just a span of 15 years, 14 successful titles have been published-

Some of them are:-

- Weekend Breaks (from Delhi/ Mumbai/ Bangalore/ Chennai)
- State Travel Guides (Rajasthan, Goa, Kerala, Uttarakhand, Himachal)
- Trekking Holidays
- Wildlife Holidays



OUTLOOK Traveler Guides are not only useful for reliable information about the destination to be visited; it is also useful for knowing the culture and workings of that destination. These guides are generally preferred by the people who like to travel a lot and who are keen to know about new destinations.

OUTLOOK & Its Competitors

OUTLOOK GROUP	COMPETITORS
OUTLOOK(ENGLISH)	INDIA TODAY
OUTLOOK MONEY	MONEY TODAY
OUTLOOK TRAVELLER	TRAVEL TODAY
OUTLOOK BUSINESS	BUSINESS TODAY BUSINESS ECONOMY
MARIECLARE	FEMINA, COSMO, VOGUE
OUTLOOK TRAVELLER LUXE	

STP OF OUTLOOK GROUP

SEGMENTATION:

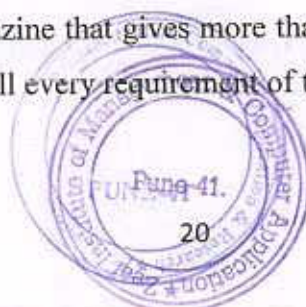
Outlook focuses on segmenting middle class and upper middle class within and outside INDIA.

TARGETING:

It targets Corporates, Institutes, Hotel industries, Students and Individuals.

POSITIONING:

It positions itself as news magazine that gives more than just news. It covers majority of the segments of the markets to fulfill every requirement of the individual.



Work Profile:

As a management trainee I joined "OUTLOOK MAGZINES" New Delhi and I was given the profile of a "RELATIONSHIP EXECUTIVE".

I worked in the company as a RELATIONSHIP EXECUTIVE and my primary work in the company is to call individual to facilitate the subscription as much as possible.

At the initial stage, The subscription has followed an online process under an offer called "Triple Bonanza Offer". The offer had set a milestone in the history of Outlook group by making the total subscription cost worth more than 35 lakh in a month. The offer consist of the discount up-to 48% on subscription plus up to Rs. 1000/- additional discount, then there were lucky draw like chance to win Chevrolet sail car, high design designer bags, Branded wrist watch, tabs. Also there were some assured gifts also.

My profile was to do tele-calling and make subscription of the magazines so that the numbers of readership will increase. For calling we are provided the database of about 40 to 60 in numbers. These databases consist of subscription date and subscription end date along with the person name, address, and contact number. My work is to ask and convince the customer to re-subscribe the customer and also to promote the magazine via asking for the references. Along with the subscription I have also given the responsibility of customer buying behavior i.e. if I asked a customer to r-subscribe the magazine and he refused then first I need to ask the reason for not subscribing if the reason is due to any fault in the service of outlook then I need to sort it and ensure the customer that the problem will not be faced any more in future.

During the calling we experience different processes like:-

- Fresh Calling: When the data is given for the first time.
- Follow up's: When customer is not ready at the same, it gives a particular time slot to call.



Knowledge Jockey Achievements

KNOLEDGE JOCKEY

Total Sales Converted : **13**

Unsuccessful Transactions : **05**

Total Offline Subscriptions : **07**

Total Online Subscriptions : **06**

Total Sale : Rs **33250** from tenure of **5th May to 25th June 2014** .


Knowledge Jockey

Jun 26, 2014 08:21 PM

Logged in for 02:52 minutes

Welcome **Sudhanshu**

[Index](#) / [Manage Account Details](#) / [Add Emails](#) / [Your Emails Record](#) / [Current Offers](#) / [Change Password](#) / [Logout](#)

		General Report		Attendance Sheet																																																								
 Sudhanshu Joshi (KJ Code: DELH101022) Positioned Under: Sandeep	Mails Added - 0 Mails Sent - 18 Click Through - 0 Sales Converted - 13 Unsuccessful Transactions - 5 Offline Subscriptions - 7	Sales from <input type="text" value="May 7, 2014"/> to <input type="text" value="Jun 26, 2014"/> GET SALES		<table border="1"> <thead> <tr> <th colspan="2"></th> <th>June ▼</th> <th colspan="2">2011 ▼</th> <th></th> </tr> <tr> <th>S</th> <th>M</th> <th>T</th> <th>W</th> <th>T</th> <th>F</th> <th>S</th> </tr> </thead> <tbody> <tr> <td>29</td> <td>30</td> <td>31</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> <td>11</td> </tr> <tr> <td>12</td> <td>13</td> <td>14</td> <td>15</td> <td>16</td> <td>17</td> <td>18</td> </tr> <tr> <td>19</td> <td>20</td> <td>21</td> <td>22</td> <td>23</td> <td>24</td> <td>25</td> </tr> <tr> <td>26</td> <td>27</td> <td>28</td> <td>29</td> <td>30</td> <td>1</td> <td>2</td> </tr> <tr> <td>3</td> <td>4</td> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> </tr> </tbody> </table>				June ▼	2011 ▼			S	M	T	W	T	F	S	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	1	2	3	4	5	6	7	8	9
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Chapter-2

Review Of Literature

Before beginning any exploration it is extremely important to read the articles carefully and other examination papers that have been composed on the subject previously. These writings help us in creating a solid base for our study and give us data that could be utilized throughout the exploration. It likewise helps in creating goals for the study

There is a far reaching distinguishment that customer conduct is the way to contemporary promoting achievement. Along these lines, the field of consumer behavior has been portrayed by a differences of perspectives and focused around an interdisciplinary science

consumer Report :

According to the buyer report arranged by consumerdaddy.com from the different results of Outlook Publishing India Private Limited in 2014, the general client fulfillment level is 4.65 on a 10 pointer scale focused around the detail of purchaser protests, customer court information, shopper cases, feedback, acclaims and other significant components. The site rates different magazines of The Outlook Group like Outlook, Traveler and Money as 4.54, 4.08 and 5.00 separately. **(BY Consumerdaddy.com)**

Maslow's Theory:

An alternate powerful hypothesis is Maslow's chain of command of necessities (Maslow 1943) which imagines a pyramid molded game plan of requirements. This hypothesis is utilized by advertisers to comprehend consumers needs. Maslow's hypothesis has its impart of commentators who contend that it is not handy to order constantly changing needs of an evolving pop culture.



Watson and Spence-2007:

The understanding of purchaser conduct speaks to a set of distinctive territories of learning/components: mental, social mental, physio-psychological, heredity humanities. One of them is the brain science since buyer conduct manages feelings, convictions and mentality. Explore on feelings inside promoting has developed three methodologies: the classifications approach, the measurements approach and the cognitive examinations approach.

Johnson and Stewart- 2005:

The measurements methodology utilizes the emotional measurements of valence and level of arousal to recognize feelings and the impacts they have on buyer conduct. the cognitive examinations approach has utilized feelings' underlying motivational and evaluative roots to clarify their impacts on utilization related practices. This methodology assumes that underlying assessments of a circumstance (e.g. its attractive quality, conviction, and so on.) join to evoke particular feelings. This methodology may be utilized to clarify how a far reaching extent of feelings, incorporating those with comparative valence and arousal levels, are evoked and how they prompt distinctive behavioral reactions. The cognitive methodology has been viewed as applicable for comprehension the enthusiastic reactions of buyers in the commercial center.

Oliver-1980 :

It concentrates on the post-buy conduct. It is a generally utilized model within the buyer conduct writing, especially in clarifying shopper fulfillment and relash buy. Fulfillment is the focal thought of this model, which is structured by the hole in the middle of desire and saw execution. The desire affirmation hypothesis recommends that if the apparent execution meets one's desire, affirmation is framed, and buyers are fulfilled.

Bhattacharjee-2001 :



expressed that fulfilled clients are more prone to keep acquiring the same items.

Taylor -1958 :

accepted that society was everything that an individual adapts in the public arena. It is a combo of information, convictions, expressions, ethics, laws, traditions, and any possible competencies and traditions. Society is one of the principle variables to focus conduct. The two outside components (society and nature's turf) and two inside variables (physiological and mental elements) cooperate and structure the fundamental components to focus human conduct. Society likewise incorporates three parts, to be specific society, subculture, and social class. Society is the most essential integral element of human yearning and conduct. Everybody is incorporated in numerous more modest subculture bunches, which give a clearer feeling of ID and social methodology. Essentially, subculture might be isolated into four sorts: nationality bunches, religious gatherings, racial gatherings, and land locales. Numerous subcultures can structure some imperative business sector fragments, and give the choice reference on item plans and advertising battles for promoting work force to serve the requests of purchasers

Schein -1985 :

accepted the subgroup could structure a typical history through a certain time advancement, by imparting encounters, mentality, specialized systems, and individual identities, and, in doing thus, conceive subculture. The individual life style is influenced by the communication of inner variables, for example, worth and identity qualities, and outside elements, for example, public opinion and society, and likewise ponders every day life exercises. As indicated by the oddity of identity in advertising, we all have an identity, yet we don't know how it is deliberately identified with our purchaser conduct.



Chapter-3

Research Methodology

The methodology used to gather data and information with the end goal of settling on business choices. The system may incorporate distribution exploration, talks with, studies and different systems, and could incorporate both present and chronicled data.

Fundamentally this exploration is carried out to Improve Customer Relationship by understanding Consumer Buying Behavior and assessing promoting systems of Outlook India pvt. ltd. with the goal that it will be the most known and entrenched brand in magazine distributed industry. After the investigation of the exploration surveys, it may be conceivable that a few parts of the shopper purchasing be havier could be progressed. This exploration extend likewise is implied for knowing the future parts of promoting techniques. All the real magazine and in addition other print media associations have concocted the computerized type of their items by knowing their customer purchasing conduct. Thus, ought to Outlook gather likewise taking a shot at in its computerized duplicates.

There are such a variety of such a large number of different things we have to think about purchaser purchasing conduct through this exploration extend, with the goal that we can consider it in our future arranging and which will pull in clients towards our magazine.

Problem Definition:

- To focus the enthusiasm toward Outlook Magazines of supporters in parts of Quality substance and cost of the Outlook magazines..
- To focus the shopper repurchasing or recharging the Outlook membership recurrence (Periodicity) .
- To focus the motivational elements behind the client's methodology towards Outlook magazines.
- To focus and break down the after deals administrations of Outlook magazine from the clients perspective.
- To observe buying pattern of buyers.



Initially, a rough draft was prepared keeping in mind the objective of the research. A pilot study was done in order to know the accuracy of the Questionnaire. The final Questionnaire was arrived only after certain important changes were done. Thus my sampling came out to be judgmental and convenient.

- **Sampling Unit:**

The respondents who were asked to fill out questionnaires are the sampling units. These comprise of Magazine readers who include both the current subscribers of Outlook magazines and the ones who are currently not the subscribers of Outlook magazines.

- **Sample size:**

The sample size was restricted to only 70, which comprised of mainly peoples from different regions of Delhi/NCR .

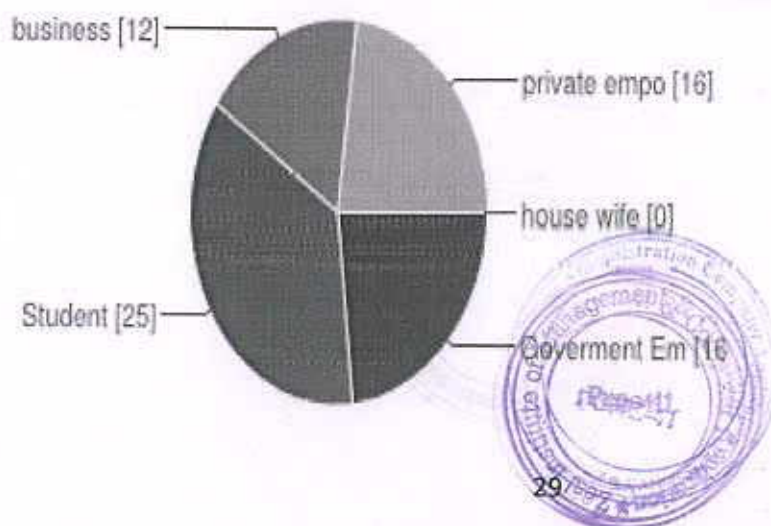
- **Sampling Area :**

The area of the research was mainly limited to Delhi/NCR .

Chapter-4

Results and Discussion

Question #1 OCUPATION



FINDING :

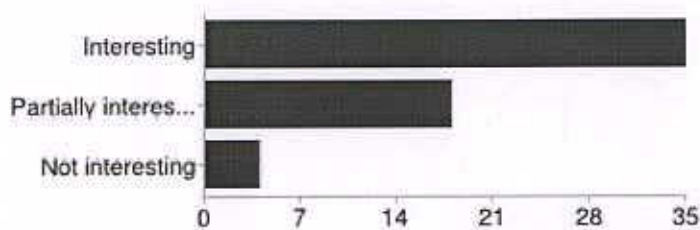
Occupation research findings were confined to be more towards the young generation as depicted through the research, because of magazine's bold content students were found more in numbers as compare to others. Though working class of the society was rationally equally divided with mostly Private Employees, business owners followed by Government Employees and housewives were seen nowhere in result because of the closure of Outlook's fashion magazine Marie Claire.

The bold content of the Outlook magazine keeps housewives away from reading the Outlook magazine.

Suggestion: company should re-start their fashion magazine so that housewives and women can be targeted.

Question #2 which magazine do you prefer the most?

Outlook weekly



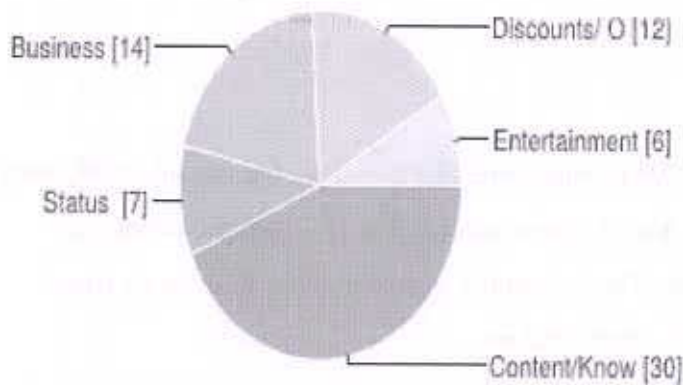
- Outlook Hindi - 13

FINDING :

Subscribers found Outlook Weekly as the most interesting magazine followed by Outlook Business and Traveler, Outlook Hindi was found to be somewhat interested by the subscribers amongst the sample units, whereas Outlook Traveler lux was the least preferred magazine by the users.

It's clear after the survey that most of the consumers prefer Outlook weekly and the reason behind the same is it's weekly issue. As consumers get Outlook weekly magazine, on weekly basis so it becomes very easy for people to read their weekly news at once.

Question #3. Which factor motivates you to buy the magazines?



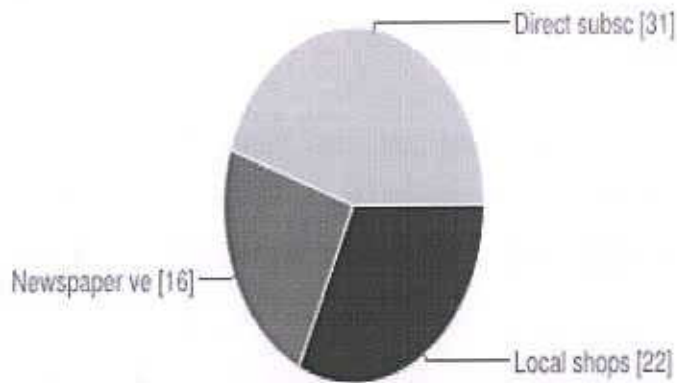
FINDING:

42.5 % of the Customers or subscribers purchase OUTLOOK based on its content that is published rather than any of the option mentioned above. Thus Quality content is the embarking feature of Outlook Magazine.

Suggestions: The most preferred factor found above is the magazine's content, so here company should improve their discounts/offers and entertainment content.



Question #4. From where do you buy the magazines?



- **Local Shops - 31.5%**
- **Newspaper & Vendors - 23%**
- **Direct Subscription- 43%**

FINDING:

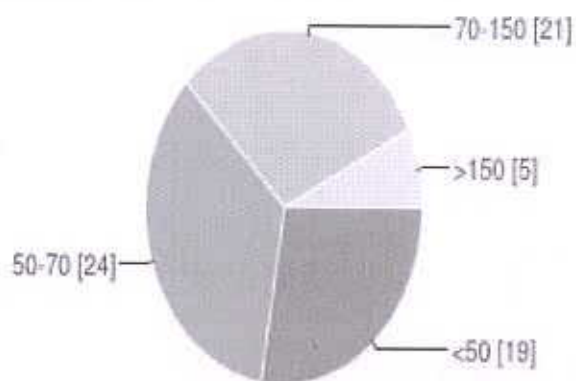
43% of the sample buys OUTLOOK magazine directly from the organization, with no vendors in between. Although Local Shops account for 31.5% and Newspaper Vendors account for 23%. Thus, Outlook holds a greater share in revenue from subscription rather than middle party vendors.

There's not a huge difference between percentage of local shops and direct subscription, that is because of slow delivery process of the company. If the company would have given the fast delivery to their consumers than the results might have slightly different from this.

Suggestion: Company should tie with some goods courier companies so that consumers can get their weekly, fortnightly, monthly and quarterly magazine issues on time.



Question #5. At what price you will prefer to buy it?



- <50 - 27.1%
- 50-70 - 34.3%
- 70-150 - 30%
- >150 - 7.1%

FINDING;

Price of Outlook magazines in the range of Rs 50-70 is found to be most suitable for its consumers i.e Although Outlook holds a brand name in the market but people still are price sensitive towards the product.

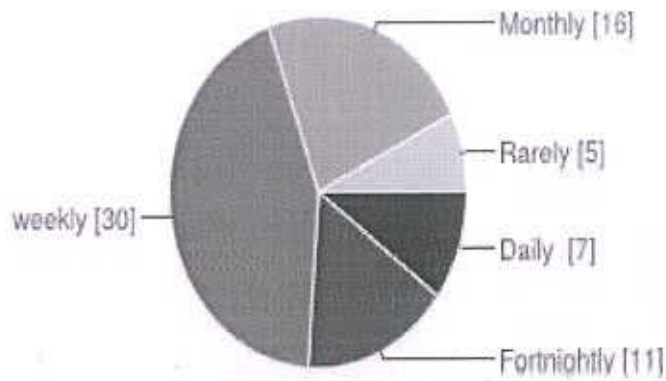
50-70 price range is more suitable for consumers because most of the people think this price as affordable for them, they don't want to expend more on outlook magazine.

Suggestion: Company should not keep the price very low or very high.

****Price of Outlook Business ,Weekly ,Money comes in this range approximately .**



Question #6. How often do you read magazines?

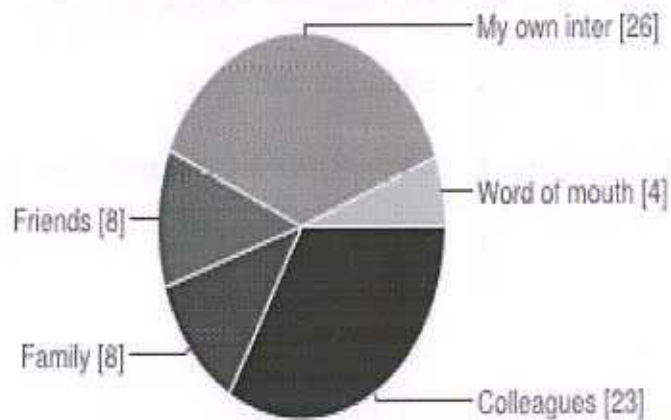


- **Daily** - 10%
- **Weekly** - 42.96%
- **Fortnightly** - 15.7%
- **Monthly** - 22.9%
- **Rarely** - 7.1%

FINDING:

People often read magazine in the range of every 7-30 days on an average. Thus, Magazine Periodicity should be within the scope of limitation as mentioned.

Question #7. Who influences you to purchase Outlook magazine ?



- **Colleagues** - 32.85%
- **Family** - 11.44%
- **Friends** - 11.44%



- My Own Interests - 37.13%
- Word of Mouth- 5.7%

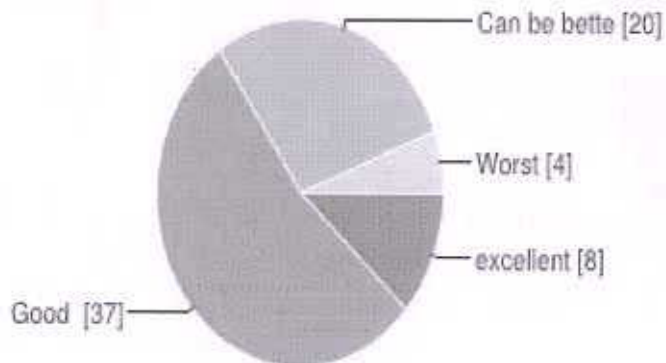
FINDING:

Most Influential factor in guiding a person to buy Outlook Magazines is his own Interest accounting for 37.13% whereas friends and family account for only 11.44% of the share.

The will of people is self motivated to read Outlook magazine in accordance with the content present in the magazine, family-friends and all other factors do not play big role in influencing the person.

Suggestion: Company should try to give more and more offers to the people so that they will remain with keep reading outlook's magazine.

Question #8. How would you rate after sales service of Outlook?



- Excellent - 11.43%
- Good - 53%
- Can be Better - 28.6%
- Worst - 5.7%



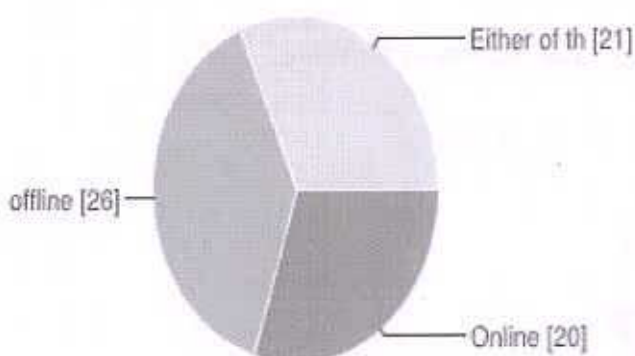
FINDING:

People find Outlook magazine post sales services to be good to the extent of 53 %, whereas 28.6% of the people think there is a scope of improvement in it. Thus Outlook needs to take care of its post sales services and provide maximum assistance to its customers.

Most of the people think that Outlook's sales service is good but there are few who do not have the same thing in their mind because of Outlook's slow delivery process.

Suggestion: I want to give the same suggestion which I gave above that company should focus more on their delivery system, so that magazine should reach on time to their consumers.

Question #9. Which mode of transaction do you prefer ?

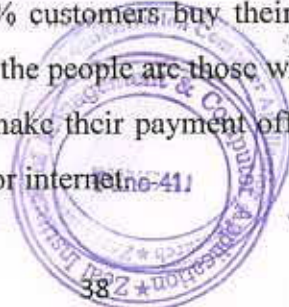


- **Online** - 28.6%
- **Offline** - 37.1%
- **Either of them** - 30%

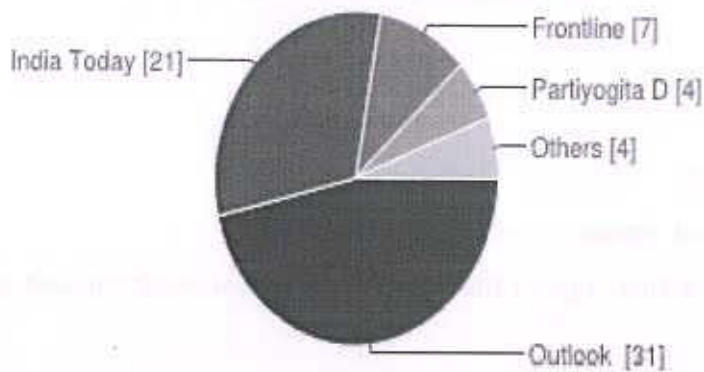
FINDING:

Mostly people buy their magazine through the offline method of payment, which accounts 37.1%, whereas 28.6% customers buy their magazines through the online method of payment and 30% of the people are those who choose either of them.

As most of the people like to make their payment offline that is just because of less knowledge of online payments or internet.



Question #10. Which Magazine do you read ?



FINDING:

Outlook has the majority share in the market as far as interest of magazines is concerned from the customers point of view followed by India Today, Frontline and Pratiyogita Darpan . Others magazines include THE WEEK, BUSINESS SSTANDARD, COMPETITION SUCCESS .

Swot Analysis:

STRENGTHS

- Innovative and customer oriented products.
- Six different magazines which cover major segment of the market and fulfill the needs of different age group belonging to different sectors.
- Exclusive photography and articles, OUTLOOK does not copy the content from internet and paste in its magazines.
- OUTLOOK has well organized and experienced man power, which approach directly and indirectly as well, to the readers.
- OUTLOOK has set up its own strong distribution channel, which circulate 1.5 million copies in INDIA.
- OUTLOOK gives you multiple times address change flexibility and charge nothing for the service.



- OUTLOOK is known for its range of magazines, subscription offers (also available with internet edition) and provide with exciting gifts to the customers.

WEAKNESS

- Price of some magazines is high
- Customer perception that outlook serves to a political party.
- It takes four weeks in delivering first copy of the subscriber and two weeks in case of address change.
- OUTLOOK takes two months of time in delivering the gift.

OPPORTUNITIES

- It has many products capturing all sectors information so it has an opportunity to become a market leader.
- OUTLOOK can increase its product line by launching new magazines, which can increase the market share of OUTLOOK.
- OUTLOOK has an opportunity to promote its magazines at international level with international edition.

THREATS:

- Number of competitors in the market.
- India today has already captured the big market share
- Perception of readers', OUTLOOK favours Congress party and does not write anything against the party.



Chapter-5

Future Scope

- In the future group should design new systems to increase the efficiency of it's executive.
- In the future group should promote its magazines at international level.
- Tie-ups with international magazine publication houses will help in increasing market share and Group will be able to cover international markets.
- Backbone of the Group is its experienced manpower and Group should take care of the needs and resources they want for implementing the strategies. Moreover, internship programs like this should continue, which apart from imparting practical exposure to students, also aids organization to boost up their sales figures .
- It is important to motivate the consumer to subscribe for the magazine for boosting the sales and its obvious that most of the consumers will not get motivated unless and until they get what they want. Thus using an effective promotional scheme—a strategy for consumer motivation.
- Referral marketing can be effectively used to improve the subscription sales. The existing customer can be motivated to refer to their friends, relatives etc. to subscribe for the magazine by means of exciting and attractive gifts as incentives.
- Outlook needs to formulate and implement customer retention and loyalty programs to retain the customers.
- Outlook needs to identify what are weaknesses of the current contents and coverage of the magazine as well as the customers' expectations about them. And then it needs to restructure the magazine by implementing the customer requirements and demands in order to improve their satisfaction level which will in turn boost the magazine as well as subscription sales.



1. Effective Promotional scheme – a technique for customer inspiration:

It is essential to inspire the customer to subscribe for the magazine for boosting the deals and it is evident that a large portion of the purchasers won't get inspired unless and until they get what they need. From the business sector overview it could distinguish that the spurring variables are the endowments furnished alongside the memberships and as per the majority of the shoppers a decent blessings are one which have great brand worth connected with it and those which offer better utility.

2. Offline referral marketing – a strategy for customer or subscriber motivation:

Referral showcasing might be adequately used to enhance the membership deals. The current client might be persuaded to allude to their companions, relatives and so forth to subscribe for the magazine by method for energizing and alluring endowments as impetuses. The magazine ought to give Business answer cards elite to existing endorser alongside supporter's duplicates throughout the magazine conveyance with the goal that they can allude their companions and relatives for magazine membership. The business answer card ought to offer the office to be loaded with no less than ten references. Endorsers ought to have the capacity to send them free of expense. Presently these supporters might be furnished with appealing endowment.

3. Customer retention:

It is a typical maxim that client procurement is great, maintenance is better. This is on account of a client held is equivalent to five new clients as the cash used for getting a client is computed to be five times the cash used to hold a client. From the data got from Outlook, it was recognized that Outlook does nothing for client maintenance. Viewpoint needs to plan and actualize client maintenance and dependability projects to hold the clients.

- greet the clients with energizing blessings throughout exceptional events
- sell the membership recharging at markdown
- auto recharging of membership
- allow beauty period for membership expiry
- send faithfulness blessings
- organize amusement occasions for endorsers



- organize get – together
- offer free Medical claim or insurance policy.

4. Improved magazine – for customer satisfaction:

From the business overview it was uncovered that the qualities of Outlook Magazine are Promotional Schemes and fair-minded reporting. Its shortcomings are its Content quality, Paper quality and Print quality so it ought to deal with it to build the client's fulfillment. In the event that the item can fulfill clients in its center item characteristics, then the client will be have a tendency to be devoted as their desires are satisfied.

So to enhance client reliability and along these lines expand voluntary deals standpoint magazine need to chip away at its shortcomings not surprisingly by the clients of the magazine Since the nature of substance and scope are subjective in nature, Outlook needs to recognize what are shortcomings of the current substance and scope of the magazine and the clients' desires about them. For this Outlook ought to try for nitty gritty overview and clients input so it can comprehend the clients' desires the extent that substance and scope of the magazine are concerned. Once the client desire is distinguished Outlook need to rebuild the magazine by actualizing the client necessities and requests keeping in mind the end goal to enhance their fulfillment level which will thusly help the magazine and additionally membership deal.



Chapter-6

Learning and Conclusion

LEARNINGS

Personal experience

The summer internship for me was a great learning experience with that I got to learn a lot of things.

First of all I got to see the difference of the reel and real corporate world. The ground realities are truly different from what a student thinks of.

The other thing I got to learn was the organizational behavior that initially how warmly the people over there treated with us and than how they expected targets from us and encourages us.

The other important thing I got to learn was how to interact with different kind of customers and how to talk confidently. It has really aroused a sense of more confidence in me than ever before.

Project related

The project assigned to me was to improve customer relationship by understanding **CONSUMER BUYING BEHAVIOUR** of the customer and I have put my whole hearted efforts to complete it in best efficient and effective way. I have done survey of people from different prospects and on basis of that data gathered from that survey I got to know that **OUTLOOK** has a good brand image in customers mind and the customer has a quality image of **OUTLOOK** in their minds.

The finding of survey and the other secondary data based information provided me with facts that Indian print media industry especially Outlook Group still has a great future .

However, Digital media although possess a threat to the print media, but the gist of print media is still recognizable amongst the crowd of channels of media available in the Indian Market today.



KEY LEARNING:

1. I got to know about the atmosphere of the organization.
2. The working condition of the company.
3. Code of conduct in a company and its rules and regulations.
4. Process and procedure of working.
5. Learned to take orders by superiors.
6. Way of communicating right thing at right time to subordinates and to superiors.
7. Coordination with colleagues at work.
8. Creating strategy on daily basis to achieve my daily target and make the job easier
9. Coordinate with everyone to achieve the target.
10. Creating hygienic atmosphere to work
11. Learned how to work in stress.



Conclusion:

The outlook group is a good name in the magazine industry and one of the top four in the print industry of India. Its average readership in the country is increasing but it needs to be careful of its competitors. Its biggest competitor in the market is India Today. The main problem with outlook's promotion strategy is that it relies too much on sales force for increasing circulation of its magazines. Outlook should devise a marketing plan to do this, except for the promotional discounts. These discounts are really paying them off with some good increase in sales. The newsstands and sales executives remain to be the most prevalent source of sales because of the only reason that they don't advertise much or it is negligible.

The job of marketer is to meet and satisfy target customers needs and wants but "knowing customer" is not a simple task. Understanding the buying behavior of the target market for its company products is the essential task for the marketing dep't. The job of the marketers is to "think customer" and to guide the company into developing offers, which are meaningful and attractive to target customers and creating solutions that deliver satisfaction to the customers, profits to customer and benefits to the organization. Marketers must study the customer taste, preferences, wants, shopping and buying behavior because such study provides the clues for developing the new products, price, product changes, messages and other marketing mix elements. Hence it is very important that a company knows it's consumer's area of interests and develop product accordingly.



Annexure

OUTLOOK

Questionnaire

Outlook - Feedback Form

Name

Age

- <20
- 20-35
- 35-50
- >50

Gender



Occupation

- Govt. employee
- Student
- Business
- Private Employee
- Housewife
- Other

Of the Following , Which magazine do you prefer the most ?

	Interesting	Partially Interesting	Not Interesting
Outlook Weekly	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Outlook Business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Outlook Traveller	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Outlook Money	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Outlook Hindi	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Outlook Traveller Luxe	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



Which factor motivates you to buy the magazines?

- Content , Knowledge
- Status
- Business
- Discounts , Offers & Gifts
- Entertainment

From where do you buy the magazines?

- Local Shops
- Newspaper Vendor
- Direct Subscription

At what price you will prefer to buy it?

- <50
- 50-70
- 70-150
- >150

How Often do you read magazines?

- Daily
- Fortnightly
- Weekly



- Monthly
- Rare

Who influences you to purchase Outlook magazine?

- Colleagues
- Family
- Friends
- My Own Interest
- Word (Of) Mouth

How would you rate after sales service of Outlook?

- Excellent
- Good
- Can be Better
- Worst

Which mode of transaction do you prefer?

- Online
- Offline
- Either of them

Which Magazine do you read?

- Outlook
- India Today
- Frontline
- Pratiyogita Darpan



- Others

Suggestions , If any ?

Submit

References

REFERENCES

Referred Books:

Kotler Phillip, "Marketing Management"

Cooper & Schindler, " Business Research"

Solomon, Michael R., "Consumer Behavior-Buying, Having and Being", 2009 Pearson Education Inc.,

Gabbott, M. and Hogg, G. (1998). "Consumers and services", Chichester: John Wiley & Sons.

Enis, B.M. (1974) "Marketing Principles: The Management Process"

Schiffman, I. , Hansen H. and Kanuk L. (2007) "Consumer Behavior: A European Outlook", London: Pearson Education



Websites:

www.outlookgroup.com

www.outlookindia.com

www.outlookmagazines.com

www.Delhioutlookmagazines.com

www.outlooktraveler.com

www.outlookbussiness.com

www.outlookmoney.com



Facebook Lead Gen Posts for new project launch Krystal One

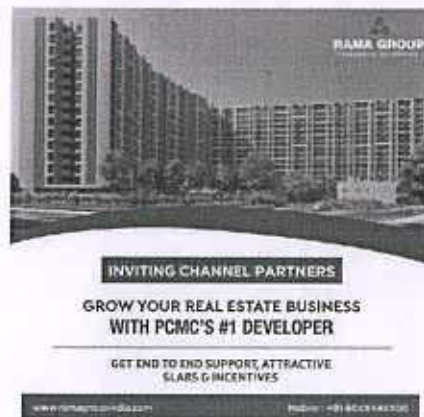


The Moshi Success

Campaign Strategy

We want to tell the Moshi market that Rama did it again and this time, its their last opportunity to invest in Moshi before the price rise.

With the campaign, we are focussing on creating a hype, and also creating a fear of missing out!



Inviting Channel Partners

Campaign Strategy

The idea is to tell the market that Rama - along with creating opportunities for their customers, can create opportunities for their partners too.

With the campaign, we will humbly invite CPs to be a part of the Rama family.

Outdoor Campaign (Hoardings) of Rama Krystal One (Moshi)

Telling customers – The success story





ZEAL INSTITUTE OF MANAGEMENT & COMPUTER APPLICATION, PUNE (ZIMCA)

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PUN CODE: IMMP015570

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WITNESS CENTRAL MOSHI'S BEST UPGRADE TODAY!

Premium 2RHK Apartments Starting 45 L
Experience the apartment today at the site



CALL 91085 06974

KRYSTAL
ONE

RAMA GROUP

WITNESS CENTRAL MOSHI'S BEST UPGRADE TODAY!

Premium 2RHK Apartments Starting 45 L
Experience the apartment today at the site

91085 06974

KRYSTAL ONE

Outdoor Campaign (Hoardings) of Rama Melange (Hinjawadi)

Nearing possession is a great reason for

Celebration

Handing over 300+ homes in March 2022

RAMA GROUP

TF
FUSION TOWERS
A THE RAMA GROUP PROJECT

MÉLANGE
A THE RAMA GROUP PROJECT
35 SIKANDAR ROAD, HINJAWADI

THE
RAMA GROUP

Book yours today!
Call 98000 30003



Objectives Of The Study

- To recognize components effecting consumer buying behavior, and variables discriminating to promoting methodology.
- To study these variables in setting to Outlook India Pvt. Ltd.
- To find out consumers' perception towards Outlook Publishing company.
- To recognize the expectations and experiences that customers have with the products of a publishin

Research Design:

This exploration is an endeavor to depict the fulfillment level of Outlook supporters. Thus, here I have embraced **Descriptive Research Design** to reach a conclusion, by study and perception with help of an **Structured Questionnaire**.

All things considered additionally , **Cross -sectional designs** has been embraced for the gathering of data from any given specimen of populace components just once.



Sources Of Data Collection:

The showcasing examination was carried out online with the cooperation with clients by and by done through questionnaire sent to the clients .

Primary data:

- For collecting the essential information the review was carried out through questionnaire, which was generally sent to clients and was filled through interfacing with diverse age, groups, sex and occupation.
- Studying the level of customer fulfillment on destination required to be deal with.
- Finally examining the information of different territories and attempting to study about different impact components influencing Consumer Buying Behaviour.

Secondary data:

For theoretical overview, optional information was gathered from magazines, daily paper and diverse site.

The wellspring of information accumulation for the perception is Primary information which is gathered from the questionnaire .

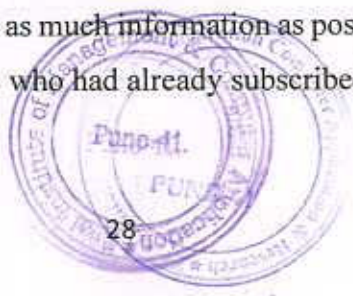
Sampling Techniques


There are two methods of selecting samples from the population:

1. Non random or judgmental sampling
2. Random sampling

In this research, I have adopted the first method, i.e. Non random sampling, because of the time constraints and also to gather as much information as possible. I have chosen all those subscribers of Outlook magazines who had already subscribed the magazines of Outlook.

- **Sampling Technique:**





RAMA GROUP

2022

MARCH

Your Gruhpravesh

at Hinjawadi's best homes

300+ homes nearing possession | 1, 2 & 3 BHK homes

FUSION TOWERS | MELANGE | liv'ho

Book yours today! Call 98000 30303

Marketing Performance Analysis – CPL (Cost per lead)

(lead = customers generated)

CPL – first two weeks

Digital CPL = Rs. 560 – Rs. 630

Outdoor CPL = Rs. 620 – Rs. 670

Radio and Newspaper = Rs. 980 - 1060

Overall performance grade = satisfactory to good.



Shantanu S. Kulkarni

Name of the Student



Ms. Minal Arya

Name of Company Guide



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Kaustubh Apte <kaustubh.apte@zealeducation.com>

Joining of Students for Internship

19 messages

Kaustubh Apte <kaustubh.apte@zealeducation.com>
 To: apoorvamudrabiz1@gmail.com, shwetakumari1788@gmail.com

Wed, Sep 1, 2021 at 4:58 PM

Dear Team Mudrabiz,

Greetings for the day from Zeal Group of Management Institutes!!.

This email bears a reference selection of our 8 students for Internship.

Find below the names of the candidates for your reference.

Sl No	Name of the student	Profile
1	BANKAR OMKAR SOMNATH	Finance
2	MAITRI BHARAT DHARSANDIA	HR
3	TITADE JAY SANJAY	Finance
4	PRAJAKTA VINOD WAGHMARE	Finance
5	AKANKSHA RAVINDRA PATIL	Finance
6	SHRADDHA GIRIDHAR VISPUTE	Finance
7	PRADNYA SANDEEP TAKAWALE	Finance
8	GAURI NAMDEO BHAGAT	Finance

Students have completed their academic sessions now, their semester end exams dates are not yet announced, and will communicate the exam dates once announced by the University.

If you are comfortable you can start the internship now for these students but you may have to give them 10days leave as per the exam schedule.

These students will be with you till November end for internship.

Kindly confirm the internship joining date for the selected students.

Best Regards
 Kaustubh Apte
 Placements Department



ZEAL Group of Management Institutes
 Survey No. 39, Narhegaon,
 Taluka – Haveli,
 Pune (Maharashtra) – 411041
 Contact Number- 9970166425
 Visit us on <https://zealeducation.com/>

Mail Delivery Subsystem <mailer-daemon@googlemail.com>
 To: kaustubh.apte@zealeducation.com

Wed, Sep 1, 2021 at 4:58 PM



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Your message wasn't delivered to **apoorvamudrabiz1@gmail.com** because the address couldn't be found, or is unable to receive mail.



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Final-Recipient: rfc822, apoorvamudrabiz1@gmail.com

Action: failed

Status: 5.1.1

Diagnostic-Code: smtp; 550-5.1.1 The email account that you tried to reach does not exist. Please try

550-5.1.1 double-checking the recipient's email address for typos or

550-5.1.1 unnecessary spaces. Learn more at

550 5.1.1 [https://support.google.com/mail/?p=NoSuchUser_h5sor8574814ile.125 - gsmtp](https://support.google.com/mail/?p=NoSuchUser_h5sor8574814ile.125_-_gsmtp)

Last-Attempt-Date: Wed, 01 Sep 2021 04:28:20 -0700 (PDT)

----- Forwarded message -----

From: Kaustubh Apte <kaustubh.apte@zealeducation.com>

To: apoorvamudrabiz1@gmail.com, shwetakumari1788@gmail.com

Cc:

Bcc:

Date: Wed, 1 Sep 2021 16:58:08 +0530

Subject: Joining of Students for Internship

----- Message truncated -----

Kaustubh Apte <kaustubh.apte@zealeducation.com>

To: Apoorva Tiwari <apoorvamudrabiz1@gmail.com>

Wed, Sep 1, 2021 at 6:15 PM

Best Regards

Kaustubh Apte

Placements Department

[Quoted text hidden]

[Quoted text hidden]

Mail Delivery Subsystem <mailer-daemon@googlemail.com>

To: kaustubh.apte@zealeducation.com

Wed, Sep 1, 2021 at 6:15 PM



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3/3/22, 5:21 PM

Zeal Education Society Narhe, Pune Mail - Joining of Students for Internship

550 5.1.1 The email account that you tried to reach does not exist. Please try double-checking the recipient's email address for typos or unnecessary spaces. Learn more at https://support.google.com/mail/?p=NoSuchUser_g6sor10889030iok.62 - gsmtpt

Final-Recipient: rfc822; apoorvamudrabiz1@gmail.com

Action: failed

Status: 5.1.1

Diagnostic-Code: smtp; 550-5.1.1 The email account that you tried to reach does not exist. Please try

550-5.1.1 double-checking the recipient's email address for typos or

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550 5.1.1 https://support.google.com/mail/?p=NoSuchUser_g6sor10889030iok.62 - gsmtpt

Last-Attempt-Date: Wed, 01 Sep 2021 05:45:15 -0700 (PDT)

----- Forwarded message -----

From: Kaustubh Apte <kaustubh.apte@zealeducation.com>

To: Apoorva Tiwari <apoorvamudrabiz1@gmail.com>

Cc:

DLU

Date: Wed, 1 Sep 2021 18:15:00 +0530

Subject: Fwd. Joining of Students for Internship

----- Message truncated -----

Kaustubh Apte <kaustubh.apte@zealeducation.com>

To: hr@mudrabiz.com

Wed, Sep 1, 2021 at 6:37 PM

[Quoted text hidden]

hr@mudrabiz.com <hr@mudrabiz.com>

To: Kaustubh Apte <kaustubh.apte@zealeducation.com>

Wed, Sep 1, 2021 at 6:48 PM

Dear Kaustubh,

We are ok with the exam leaves. Just to clarify our internships are for 70 working days. We can get them on board from Monday. Let me know about it.

Regards,

Chinmayee Sawantdesai

HR Manager

8855820429

[Quoted text hidden]

[Quoted text hidden]

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Kaustubh Apte <kaustubh.apte@zealeducation.com>

To: hr@mudrabiz.com

Wed, Sep 1, 2021 at 6:55 PM

Dear Chinmayee,

Thank you for your response.

Students can join from Monday.

Best Regards

Kaustubh Apte



Placements Department

[Quoted text hidden]

[Quoted text hidden]

Kaustubh Apte <kaustubh.apte@zealeducation.com>
To: hr@mudrabiz.com

Wed, Sep 1, 2021 at 7:09 PM

The internship is for 70 days.

[Quoted text hidden]

[Quoted text hidden]

Sachin Kakade <Sachin.Kakade@tatatel.co.in>
To: "kaustubh.apte@zealeducation.com" <kaustubh.apte@zealeducation.com>
Cc: Shweta Kumari <shwetakumari1788@gmail.com>

Wed, Sep 1, 2021 at 7:41 PM

Dear Kaustubh,

Below Interns selected by us.... (Attached email for your reference)

Let me know if they are available from 6th Sept 21 so that we will send them training invite

Student Name	Contact Number	Student Mail Id	Remark
Sumedh Gaikwad	8888188816	gaikwadim234@gmail.com	Selected
JAGTAP SWAPNIL SURESH	8793811480	jagtapswapnil860@gmail.com	Selected
Kothawale Kunal Sanjay	8329207560	kunal.kothawale.3536@gmail.com	Selected
Riya Manisha ShrawanKumar	8421403868	riyamanisha20@gmail.com	Selected

Sachin Kakade
Senior Manager - SMC Regional Sales Enablement - Enterprise

T: (20) 66005456 | M: (91) 9167906477 | E: Sachin.Kakade@tatatel.co.in | W: www.tatatelebusiness.com
Tata Teleservices Ltd, Al-Aqmar Building, 5- Ganeshkhind Road, Shivaji Nagar, PUNE, Maharashtra, 411005

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From: Shweta Kumari <shwetakumari1788@gmail.com>
Sent: Wednesday, September 1, 2021 7:35 PM
To: Sachin Kakade <Sachin.Kakade@tatatel.co.in>
Subject: Fwd: Joining of Students for Internship

Good Evening Sir,

From Jun - July , I was part of Lead Generation and at the end asked to perform recruitment. I am student of IIM Raipur.

I received below mail from Zeal Institute whom I have contacted during my Internship Period for Internship Opportunity.

Kindly take the needful action.

Regards,

Shweta Kumari

----- Forwarded message -----

From: **Kaustubh Apte** <kaustubh.apte@zealeducation.com>
 Date: Wed 1 Sep, 2021, 4:58 PM
 Subject: Joining of Students for Internship
 To: <apoorvamudrabiz1@gmail.com>, <shwetakumari1788@gmail.com>

Dear Team Mudrabiz,

[Quoted text hidden]

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[Quoted text hidden]

----- Forwarded message -----

From: Sachin Kakade <Sachin.Kakade@tatatel.co.in>
 To: Bhavna Khot <bhavna.khot@zealeducation.com>
 Cc: "lakpan98@gmail.com" <lakpan98@gmail.com>, KL Pradeep Naidu <pradeepkamiseti5@gmail.com>, Shweta Kumari <shwetakumari1788@gmail.com>
 Bcc:
 Date: Mon, 5 Jul 2021 05:38:32 +0000
 Subject: RE: Regarding the Internship Interviews - Zeal Group of Management Institutes

Hi Bhavna,

Below students selected from Internship.... Let me know when they can join. Thank you

Student Name	Contact Number	Student Mail Id	Remark
Sumedh Gaikwad	8888188816	gaikwadm234@gmail.com	Selected
JAGTAP SWAPNIL SURESH	8793811480	jagtapswapnil860@gmail.com	Selected
Kothawale Kunal Sanjay	8329207560	kunal.kothawale.3536@gmail.com	Selected
Riya Manisha ShrawanKumar	8421403868	riyamanisha20@gmail.com	Selected



Sachin Kakade
 Senior Manager - SME Regional Sales Enablement - Enterprise

3/3/22, 5:21 PM

Zeal Education Society Narhe, Pune Mail - Joining of Students for Internship

T: (20) 66005456 | M: (91) 9167906477 | E: Sachin.Kakade@tatatel.co.in | W: www.tatatelebusiness.com
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From: Bhavna Khot <bhavna.khot@zealeducation.com>
Sent: Monday, July 5, 2021 10:04 AM
To: Shweta Kumari <shwetakumari1788@gmail.com>
Cc: Sachin Kakade <Sachin.Kakade@tatatel.co.in>; lakpan98@gmail.com; KL Pradeep Naidu <pradeepkamiseti5@gmail.com>
Subject: Re: Regarding the Internship Interviews

Hello Shweta,

Greetings of the day

Hope you are doing well.

As per our trailing mail, when can we expect the result of the interview?

So we could do the needful

Awaiting for your reply



Thanks and Regards

Prof. Bhavna Khot

Teaching Assistant

Mobile-7276760252

Zeal Group of Management Institutes

S.NO 39, Dhayari Road, Narhe, Pune 411041



On Mon, Jun 28, 2021 at 10:17 AM Shweta Kumari <shwetakumari1788@gmail.com> wrote:

Looping Sachin Sir,

Who will be providing further details about the process.

Regards,

Shweta Kumari

On Mon 28 Jun, 2021, 9:42 AM Bhavna Khot, <bhavna.khot@zealeducation.com> wrote:

Dear Shweta,

Greetings

Hope you are doing well

As you had the interviews of our students yesterday with panel 3 & 4.

By when can we expect the results & further process?



Thanks and Regards

Prof. Bhavna Khot

Teaching Assistant

Mobile-7276760252

Zeal Group of Management Institutes

S.NO 39, Dhayari Road, Narhe, Pune 411041

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3/3/22, 5:21 PM

Zeal Education Society Narhe, Pune Mail - Joining of Students for Internship

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 **RE: Regarding the Internship Interviews - Zeal Group of Management Institutes.eml**
87K

Kaustubh Apte <kaustubh.apte@zealeducation.com>
To: Sachin Kakade <Sachin.Kakade@tatatel.co.in>
Cc: Shweta Kumari <shwetakumari1788@gmail.com>

Wed, Sep 1, 2021 at 9:35 PM

Dear Mr.Sachin,

Thank you for your email.

They can join you from 6th September.

Best Regards
Kaustubh Apte
Placements Department

[Quoted text hidden]

[Quoted text hidden]

[Quoted text hidden]

----- Forwarded message -----

From: Sachin Kakade <Sachin.Kakade@tatatel.co.in>
To: Bhavna Khot <bhavna.khot@zealeducation.com>
Cc: "lakpan98@gmail.com" <lakpan98@gmail.com>, KL Pradeep Naidu <pradeepkamiseti5@gmail.com>, Shweta Kumari <shwetakumari1788@gmail.com>
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Prof. Bhavna Khot

Teaching Assistant

Mobile-7276760252

Zeal Group of Management Institutes

S.NO 39, Dhayari Road, Narhe, Pune 411041

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Teaching Assistant

Mobile-7276760252



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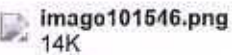
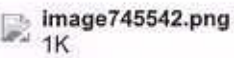
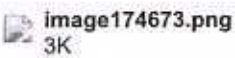
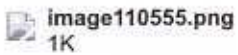
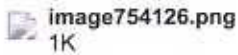
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image566387.png
3K

image110555.png
1K

image566387.png





hr@mudrabiz.com <hr@mudrabiz.com>
To: Kaustubh Apte <kaustubh.apte@zealeducation.com>

Thu, Sep 2, 2021 at 1:39 PM

Dear Kaustubh,
Also there is a change we have changed our Stipend format to performance based pay. If you are comfortable with it, let me know.

Regards,
Chinmayee Sawantdesai
HR Manager
8855820429
[Quoted text hidden]

Kaustubh Apte <kaustubh.apte@zealeducation.com>
To: hr@mudrabiz.com

Thu, Sep 2, 2021 at 1:53 PM

Dear Madam,
Thank you for informing me about the change the stipend amount to performance based.
We are okay with it.
[Quoted text hidden]

hr@mudrabiz.com <hr@mudrabiz.com>
To: Kaustubh Apte <kaustubh.apte@zealeducation.com>

Thu, Sep 2, 2021 at 2:30 PM

Thank you for the revert. Your team leaders will get in touch with the students by Saturday.
[Quoted text hidden]

Kaustubh Apte <kaustubh.apte@zealeducation.com>
To: hr@mudrabiz.com

Thu, Sep 2, 2021 at 2:31 PM

Thank you for your response.
[Quoted text hidden]
[Quoted text hidden]



Kaustubh Apte <kaustubh.apte@zealeducation.com>
To: Sachin Kakade <Sachin.Kakade@tatatel.co.in>

Mon, Sep 6, 2021 at 11:38 AM

Dear Mr.Sachin Kakade,

Greetings for the day from Zeal Group of Management Institutes!!.

Hope you have shared the details of the induction with the students today.

[Quoted text hidden]

[Quoted text hidden]

Sachin Kakade <Sachin.Kakade@tatatel.co.in>
To: Kaustubh Apte <kaustubh.apte@zealeducation.com>
Cc: Shweta Kumari <shwetakumari1788@gmail.com>

Mon, Sep 6, 2021 at 11:41 AM

Please ask them to join at 12:00pm on MS Team

Microsoft Teams meeting

Join on your computer or mobile app

[Click here to join the meeting](#)

[Learn More | Meeting options](#)

[Quoted text hidden]

Kaustubh Apte <kaustubh.apte@zealeducation.com>
To: Sachin Kakade <Sachin.Kakade@tatatel.co.in>
Cc: Shweta Kumari <shwetakumari1788@gmail.com>

Mon, Sep 6, 2021 at 11:46 AM

Okay , thank you I shall inform the students.

[Quoted text hidden]

[Quoted text hidden]

hr@mudrabiz.com <hr@mudrabiz.com>
To: Kaustubh Apte <kaustubh.apte@zealeducation.com>

Mon, Sep 6, 2021 at 1:46 PM

Dear Kaustubh,

We couldn't get in connect with Gauri Bhagat and Omkar Bankar from Finance rest all Students have started with the Induction.

Regards,

Chinmayee Sawantdesai

8855820429

[Quoted text hidden]

Kaustubh Apte <kaustubh.apte@zealeducation.com>
To: hr@mudrabiz.com

Mon, Sep 6, 2021 at 1:48 PM

Dear Chinmayee,

Thank you for your response.

Let me check and confirm.

[Quoted text hidden]

[Quoted text hidden]





Kaustubh Apte <kaustubh.apte@zealeducation.com>

Joining of Students for Internship

Sachin Kakade <Sachin.Kakade@tatatel.co.in>

Wed, Sep 1, 2021 at 7:41 PM

To: "kaustubh.apte@zealeducation.com" <kaustubh.apte@zealeducation.com>

Cc: Shweta Kumari <shwetakumari1788@gmail.com>

Dear Kaustubh,

Below Interns selected by us ... (Attached email for your reference)

Let me know if they are available from 6th Sept 21 so that we will send them training invite

Student Name	Contact Number	Student Mail Id	Remark
Sumedh Gaikwad	8888188816	gaikwadm234@gmail.com	Selected
JAGTAP SWARNIL SURESH	8793811480	jagtapswarnil860@gmail.com	Selected
Kothawale Kunal Sanjay	8329207560	kunal.kothawale.3536@gmail.com	Selected
Riya Manisha ShrawanKumar	8421403868	riyamanisha20@gmail.com	Selected

Sachin Kakade

Senior Manager - SME Regional Sales Enablement - Enterprise

T: (20) 66005456 | M: (91) 9167906477 | E: Sachin.Kakade@tatatel.co.in | W: www.tatatelebusiness.com

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From: Shweta Kumari <shwetakumari1788@gmail.com>

Sent: Wednesday, September 1, 2021 7:35 PM

To: Sachin Kakade <Sachin.Kakade@tatatel.co.in>

Subject: Fwd: Joining of Students for Internship

Good Evening Sir,



From Jun - July , I was part of Lead Generation and at the end asked to perform recruitment. I am student of IIM Raipur.

I received below mail from Zeal Institute whom I have contacted during my Internship Period for Internship Opportunity.

Kindly take the needful action.

Regards,

Shweta Kumari

----- Forwarded message -----

From: Kaustubh Apte <kaustubh.apte@zealeducation.com>
Date: Wed 1 Sep, 2021, 4:58 PM
Subject: Joining of Students for Internship
To: <apoorvamudrabiz1@gmail.com>, <shwetakumari1788@gmail.com>

Dear Team Mudrabiz,

[Quoted text hidden]

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[Quoted text hidden]

----- Forwarded message -----

From: Sachin Kakade <Sachin.Kakade@tatatel.co.in>
To: Dhavna Khot <bhavna.khot@zealeducation.com>
Cc: "lakpan98@gmail.com" <lakpan98@gmail.com>, KL Pradeep Naidu <pradeepkamiseti5@gmail.com>, Shweta Kumari <shwetakumari1788@gmail.com>
Bcc:
Date: Mon, 5 Jul 2021 05:38:32 +0000
Subject: RE: Regarding the Internship Interviews - Zeal Group of Management Institutes

Hi Bhavna,

Below students selected from Internship.... Let me know when they can join. Thank you

Student Name	Contact Number	Student Mail Id	Remark
Sumadh Gaikwad	8888188816	gaikwadm234@gmail.com	Selected
JAGTAP SWAPNIL SURESH	8793811480	jagtapswapnil860@gmail.com	Selected
Kothawale Kunal Sanjay	8329207560	kunal.kothawale.3536@gmail.com	Selected
Riya Manisha ShrawanKumar	8421403868	riyamanisha20@gmail.com	Selected

Sachin Kakade
Senior Manager - SME Regional Sales Enablement - Enterprise

T: (20) 66005456 | M: (91) 9167906477 | E: Sachin.Kakade@tatatel.co.in | W: www.tatatelebusiness.com
Tata Teleservices Ltd, Al-Aqmar Building, 5- Ganeshkhind Road, Shivaji Nagar, PUNE, Maharashtra, 411005





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From: Bhavna Khot <bhavna.khot@zealeducation.com>
Sent: Monday, July 5, 2021 10:04 AM
To: Shweta Kumari <shwetakumari1788@gmail.com>
Cc: Sachin Kakade <Sachin.Kakade@tatatel.co.in>; lakpan98@gmail.com; KL Pradeep Naidu <pradeepkamiseti5@gmail.com>
Subject: Re: Regarding the Internship Interviews

Hello Shweta,

Greetings of the day

Hope you are doing well.

As per our trailing mail, when can we expect the result of the interview?

So we could do the needful

Awaiting for your reply



Thanks and Regards

Prof. Bhavna Khot

Teaching Assistant

Mobile-7276760252

Zeal Group of Management Institutes

S.NO 39, Dhayari Road, Narhe, Pune 411041



On Mon, Jun 28, 2021 at 10:17 AM Shweta Kumari <shwetakumari1788@gmail.com> wrote:

Looping Sachin Sir,

Who will be providing further details about the process.

Regards,

Shweta Kumari

On Mon 28 Jun, 2021, 9:42 AM Bhavna Khot, <bhavna.khot@zealeducation.com> wrote:

Dear Shweta,

Greetings

Hope you are doing well

As you had the interviews of our students yesterday with panel 3 & 4.

By when can we expect the results & further process?



Thanks and Regards

Prof. Bhavna Khot

Teaching Assistant

Mobile-7276760252

Zeal Group of Management Institutes

S.NO 39, Dhayari Road, Narhe, Pune 411041

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