



Zeal Education Society's

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

Sr. No. 39, Narhe, Pune -411041, Phone No.:67206031, Website: www.zibacar.in

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

## **SUMMER INTERNSHIP PROJECT 2019-20- MBA**

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**SUBJECT TO THE minimum and maximum limits of credits prescribed and, subject to institutional norms and guidelines, issued from time to time.**

**6.0 Summer Internship Project:** At the end of Second Semester each student shall undertake a Summer Internship Project (SIP) for a **minimum of 8 weeks**. For SIP, 1 credit is equivalent to minimum 40-45 hours of effective work. SIP shall have 6 credits. It is mandatory for the student to seek advance written approval from the faculty guide and the Director of the Institute about the topic and organization before commencing the SIP.

The SIP may or may not have a Functional Focus, i.e. the student may take up a SIP in his/her intended area of specialization or in any other functional area of management. **Ideally the SIP should exhibit a cross-functional orientation.** SIP can be carried out in a Corporate Entity / NGO / SME / Government Undertaking / Cooperative Sector. SIP may be a research project – based on primary / secondary data or may be an operational assignment involving working by the student on a given task/assignment/project/ etc. in an organization / industry. It is expected that the SIP shall sensitize the students to the demands of the workplace.

**Each student shall maintain a SIP Progress Diary detailing the work carried out and the progress achieved on a daily basis.** The student shall submit a written structured SIP report based on work done during this period. The student shall submit the SIP Progress Diary along with the SIP Report.

**Students shall also seek a formal evaluation of their SIP from the company guide.** The formal evaluation by the company guide shall comment on the nature and quantum of work undertaken by the student, the effectiveness and overall professionalism. The learning outcomes of the SIP and utility of the SIP to the host organization must be specifically highlighted in the formal evaluation by the company guide. The SIP evaluation sheet duly signed and stamped by the industry guide shall be included in the final SIP report.

The SIP report must reflect 8 weeks of work and justify the same. The SIP report should be well documented and supported by –

1. Institute's Certificate
2. Certificate by the Company
3. Formal feedback from the company guide
4. Executive Summary
5. Organization profile
6. Outline of the problem/task undertaken
7. Research methodology & data analysis (in case of research projects only)
8. Relevant activity charts, tables, graphs, diagrams, AV material, etc.
9. Learning of the student through the project
10. Contribution to the host organization
11. References in appropriate referencing styles. (APA, MLA, Harvard, Chicago Style etc.)

The completion of the SIP shall be certified by the respective Faculty Guide & approved by the Director of the Institute. The external organization (Corporate / NGO / SME / Government Entity / Cooperative / etc.) shall also certify the SIP work.

The students shall submit a spiral bound copy of the SIP report by 15<sup>th</sup> September. The Institute shall conduct an internal viva-voce for evaluation of the SIP for 50 marks between 15<sup>th</sup> September to 30<sup>th</sup> September. The Panel shall comprise of two evaluators appointed by the Director of the Institute / Head of Department (for MBA departments in engineering colleges). Institutes are encouraged to involve senior alumni, industry experts, recruiters to conduct the internal viva-voce. The internal viva-voce panel shall provide a detailed assessment of the SIP report and suggest changes required, if any.

After the internal viva-voce, the student shall finalize the SIP report by incorporating all the suggestions and recommendations of the internal viva-voce panel. The internal guide shall then issue the institute's Certificate to the student.

The student shall submit TWO hard copies & one soft copy (CD) of the project report before 30<sup>th</sup> October in Sem III. One hard copy of the SIP report is to be returned to the student by the Institute after the External Viva-Voce. In the interest of environmental considerations, students are encouraged to print their project reports on both faces of the paper. Spiral bound copies may be accepted.

There shall be an external viva-voce for the SIP for 50 marks. The external viva-voce shall be conducted after the theory exam of Semester III.

The Internal & the External viva-voce shall evaluate the SIP based on:

1. Adequacy of work undertaken by the student
2. Application of concepts learned in Sem I and II
3. Understanding of the organization and business environment
4. Analytical capabilities
5. Technical Writing & Documentation Skills
6. Outcome of the project – sense of purpose
7. Utility of the project to the organization
8. Variety and relevance of learning experience

Copies of SIP report and records of evaluation shall be maintained by the Institute for a period of 3 academic years.

#### 7.0 Comprehensive Concurrent Evaluation (CCE) / Concurrent Internal Evaluation (CIE):

1. The course teacher shall prepare the scheme of Comprehensive Concurrent Evaluation (Formative Assessment) before commencement of the term. The scheme of Comprehensive Concurrent Evaluation shall explicitly state the linkages of each CCE with the Course Outcomes and define the targeted attainment levels for each CO.
2. The Director / Head of the Department / designated academic authority shall approve the scheme of Comprehensive Concurrent Evaluation with or without modifications.
3. The course teacher shall display, on the notice board, the approved CCE scheme of the course and the same shall also be hosted on the website, not later than the first week of the term.
4. Each CCE item shall be of minimum 25 marks.
5. For a 3 Credit Course there shall be a MINIMUM of three CCE items. The final scores shall be converted to 50, using an average or best two out of three formula.
6. For 2 Credit Course there shall be a MINIMUM of two CCE items. The final scores shall be converted to 50.
7. For a 1 Credit Course there shall be a MINIMUM of one CCE item.
8. CCE shall be spread through the duration of course and shall be conceptualized, executed, assessed and documented by the course teacher along with student-wise and class-wise attainment levels of the COs and the attainment levels of the course.
9. The assessment outcome of each CCE shall be duly signed by the course teacher, programme coordinator / academic head and the Director / Head of the Department / designated academic authority of the Institute.
10. A copy of the duly signed CCE outcome shall be displayed on the notice boards, within a week of the assessment and course teachers shall guide the students on a need basis.
11. Institute may conduct additional make up / remedial CCE items at its discretion.
12. At the end of the term aggregate CCE scores / grades shall be calculated and the CO attainment levels shall be calculated by the course teacher. The same shall be displayed on the notice board

**7.1 Comprehensive Concurrent Evaluation Methods:** Course teachers shall opt for a combination of one or more CCE methods listed below:

Group A (Individual Assessment) – Not more than 1 per course

1. Class Test
2. Open Book Test







## MBA-II, Sem -III ( 2019-2020 Batch) STUDENTS LIST

Sr. No	Seat Number	Seat No	SPL
1	22877	ADMANE AMIT SONAJI	MKT
2	22878	AKASH ARVIND BHUJBAL	MKT
3	22879	AKASH HANUMANT GHANWAT	MKT
4	22880	AKASH KALYAN CHAUDHARI	MKT
5	22881	ANIRUDHA ARVIND DESHMUKH	MKT
6	22882	JADHAV PRACHI NITIN	MKT
7	22883	KONDALWADE KIRAN VASANTRAO	MKT
8	22884	MAHESH LAXMAN NAGULA	MKT
9	22885	MANE AKASH ANNASAHEB	MKT
10	22886	POONAM CHANDRAKANT SHIVTARE	MKT
11	22887	PRANAV KRISHNA PARAB	MKT
12	22888	SAWANT SUSHANT BHGWAT	MKT
13	22889	SONAVANE SUDARSHAN GAJANAN	MKT
14	22890	SURYAWANSHI SACHIN DIGAMBAR	MKT
15	22891	BHERESH GANPAT JADHAO	FIN
16	22892	GAIKWAD ONKAR BHIMRAO	FIN
17	22893	GHONGDE MIRA VISHNU	FIN
18	22894	GORE PRIYANKA RAJU	FIN
19	22895	JAMDARE GOURAV DILIP	FIN
20	22896	KISAN SUKHADEV BAWANE	FIN
21	22897	MAYUR PRAMOD AHER	FIN
22	22898	MUNDE SURAJ SHANTESHWER	FIN
23	22899	PALKHE PRATIK BALASAHEB	FIN
24	22900	TAMBE SHITAL HANUMANT	FIN
25	22901	WAGHMARE NAKUL DILIP	FIN
26	22902	MENGADE RHUSHITA SURYAKANT	IT
27	22903	POWAR MANGESH NAMDEORAO	IT
28	22904	VIMIT VILAS ATHAWALE	IT
29	22905	GUNJEGAONKAR ROHIT PRAFULLA	OPE
30	22906	KALYANI DILIP KALE	OPE
31	22907	KAMBLE MAYUR PRAMOD	OPE
32	22908	PARKHE TUSHAR SURESH	OPE
33	22909	DOIPHODE NEHA PRADIP	HRM
34	22910	SABALE NITIN TANAJI	HRM
35	22911	SHAIKH AYESHA DILAWAR	HRM
36	22912	SHINDE PRIYANKA SUNIL	HRM
37	22913	SHINDE SHWETALI SANJAY	HRM
38	22914	SWAPNALI RAMCHANDRA BHISE	HRM
39	22915	CHETAN MAHAVIR BHABUJE	SCM
40	22916	SUDAKE NAMDEV HANUMANT	SCM
41	22917	PADVI UMESH VASANT	T&HM
42	22918	BHUTKAR PRANALI PRAMOD	MKT
43	22919	DATTATRAY SHARAD PATIL	MKT
44	22920	DHAS NILESH VISHNU	MKT
45	22921	DHOKATE MADHURA VIJAY	MKT
46	22922	DYADE ANMOL NAGNATH	MKT
47	22923	GOGAWALE SHIVANI SUBHASH	MKT
48	22924	JAIWAL NEHA NARESHLAL	MKT

49	22925	KABADE KARAN AMBADAS	MKT
50	22926	KALE VINOD VISHWAMBHAR	MKT
51	22927	KAWADE AKASH VITHALRAO	MKT
52	22928	KHOBRADE PRIYANKA RAJESH	MKT
53	22929	KHULE BHUMIKA SANTOSH	MKT
54	22930	PAWAR ABHIJIT SAHEBRAO	MKT
55	22931	PAWAR AMOL GORAKH	MKT
56	22932	PAWAR APURVA SUNIL	MKT
57	22933	PAWAR PRASAD BABASAHEB	MKT
58	22934	RAJGURU MOHINI PRADIP	MKT
59	22935	RANPISE SHUBHAM SANJAY	MKT
60	22936	RAVI KUMAR MAHANT	MKT
61	22937	SALVI SHIVANI SANDEEP	MKT
62	22938	SAURABH PRAVIN GAJBHIYE	MKT
63	22939	SELUKAR GANESH SHANTINATH	MKT
64	22940	TAMBE KEDAR MADAN	MKT
65	22941	ZINJURTE AKSHAY TANAJI	MKT
66	22942	ANKITA DATTATRAYA NANAWARE	FIN
67	22943	ASHWINI SANDIP MANERKAR	FIN
68	22944	BALIGHATE SAYALI DATTATRAY	FIN
69	22945	BANGALE ARCHANA NAGNATH	FIN
70	22946	BHANDARE PRAJAKTA NANDKISHOR	FIN
71	22947	BHOSALE ADITI JANARDAN	FIN
72	22948	CHETAN MAHAVIR BHABUJE	FIN
73	22949	CHINCHKAR PRATIMA BAPU	FIN
74	22950	DANGE POONAM PANDIT	FIN
75	22951	DESHPANDE VAISHNAVI VINAYAKRAO	FIN
76	22952	DHEMBARE PRAKASH GAJANAN	FIN
77	22953	DURGA SUKHADEV BAWANE	FIN
78	22954	JANKAR SNEHAL TUKARAM	FIN
79	22955	JAWALKAR MADHAVI SHASHIKANT	FIN
80	22956	KATURE PIYUSHA KISAN	FIN
81	22957	KAYASTHA CHAITALI NARAYAN	FIN
82	22958	KUNJIR AKANKSHA ASHOK	FIN
83	22959	LADANE GANESH DRONVASU	FIN
84	22960	LADE AJINKYA DNYANESHWAR	FIN
85	22961	MANE SUPRIYA MARUTI	FIN
86	22962	OMKAR MADHUKAR LANJEWAR	FIN
87	22963	PANDIT NIKHIL SHARAD	FIN
88	22964	RAVI VERMA	FIN
89	22965	SALVE BHARATI VINAYAK	FIN
90	22966	SHELKE SHIVANI VIJAYKUMAR	FIN
91	22967	SHIGWAN NITISH PRABHAKAR	FIN
92	22968	NALLA AKASH DURGESH	IT
93	22969	SAMAL AKASH GANESH	IT
94	22970	SHWETA RAMDAS PITEKAR	IT
95	22971	BANGAR SATESH SHESHRAO	OPE
96	22972	HINGMIRE RUCHIRA ANIL	OPE
97	22973	WABALE HARSHADA SANJAY	OPE
98	22974	GHUBALE SHUBHANGI ASHOK	HRM
99	22975	KONSAM VICTORIA DEVI	HRM
100	22976	PRAVIN RAJENDRA MAHENDRAKAR	HRM
101	22977	SUPEKAR POOJA SANJAY	HRM
102	22978	BHAMARE SAIPRIYA SURESH	JB
103	22979	BHOSALE AMIT ASHOK	SCM
104	22980	PUSHPSK SHASHIKANT GANDHI	SCM





ZEAL INSTITUTE OF BUSINESS ADMINISTRATION AND COMPUTER APPLICATION AND RESEARCH

SIP PLACED STUDENTS DETAILS - AY-2022-23

Sr. No	Student Name	Institute Name	Specilization	Stipend	PPO	Company Name
16	Ujwalkumar Rajendra Jadhav	ZIBACAR	Marketing management	3k to 5k	4.0 LPA	IBG Fincon Pvt.Ltd
17	Rushikesh sankpal	ZIBACAR	Finance Management	3k to 5k	4.0 LPA	IBG Fincon Pvt.Ltd
18	Akanksha pol	ZIBACAR	Finance Management	3k to 5k	4.0 LPA	IBG Fincon Pvt.Ltd
4	Vaishnavi Nandkishor Shelar	ZIBACAR	Finance Management	3k to 5k	4.0 LPA	IBG Fincon Pvt.Ltd
26	Ganesh Shahaji Magar	ZIBACAR	Marketing management	8k to 14k	5.0 LPA	Agile capital services
27	PRANIT SATISH JADHAV	ZIBACAR	Marketing management	8k to 14k	5.0 LPA	Agile capital services
28	Divya Dongre	ZIBACAR	Marketing management	8k to 14k	5.0 LPA	Agile capital services
29	Shubham meshram	ZIBACAR	Marketing management	8k to 14k	5.0 LPA	Agile capital services
31	Gawade vrushali arjun	ZIBACAR	Marketing management	8k to 14k	5.0 LPA	Agile capital services
32	Anamika Tripathi	ZIBACAR	HR	8k to 14k	5.0 LPA	Agile capital services
34	Akshay Devsani	ZIBACAR	Finance Management	8k to 14k	5.0 LPA	Agile capital services
35	Parag Atre	ZIBACAR	Marketing management	8k to 14k	5.0 LPA	Agile capital services
38	Sayali Krishna Pawar	ZIBACAR	HR	8k to 14k	5.0 LPA	Agile capital services
39	Rameshkumar	ZIBACAR	Finance Management	8k to 14k	5.0 LPA	Agile capital services
40	NIHAL KISHOR LAMBAT	ZIBACAR	Marketing management	8k to 14k	5.0 LPA	Agile capital services
41	Gaikwad Gautami Parshuram	ZIBACAR	Marketing management	8k to 14k	5.0 LPA	Agile capital services
42	Dhiraj Bhandare	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	NMIMS Institute
43	SAURAV PATIL	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	NMIMS Institute
44	Anirudha wani	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	NMIMS DEEMED UNIVERSITY
45	Rituja Badhe	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	NMIMS Institute



46	Pratima Patekar	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	NMIMS Institute
47	Snehal Kulkarni	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	NMIMS Deemed University
49	Rushikesh Gangawane	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
50	Mahesh Shinde	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
51	Omkar Tanpure	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
52	Jai Gondkar	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
53	Gautami Gaikwad	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
54	Pankaj Chaudhari	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
55	Chetna Pingale	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
56	Rahul Survase	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
57	Chaitanya Ranjankar	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
58	Manoj Nazakar	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
59	Rahul Rathod	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
60	Amarjit Sonawane	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
61	Atul More	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
62	Akshay Tarwade	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
64	Vishal Sapa	ZIBACAR	Marketing management	10k	PPO 4.0 to 6.0 LPA	IMRB KANTAR
70	Ujvalkumar Rajendra Jadhav	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
71	Dayanand Namdev Konduskar	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
73	Megha Bapurao Tarfe	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
74	Akshay Shyam Shelokar	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
76	Vishakha Somnath Londhe	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
77	Rameshwar Sakru Rathod	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
78	Saurabh Kharat	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd



79	Akanksha Pol	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
80	Amruta Nandkumar Gavade	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
81	Pallavi Rajendra Salunke	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
82	Shubhangi Pawar	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
85	Amey Sunil Kumbhare	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
86	Poonam Gokul Nakate	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
88	Vaishnavi Dinesh Pawar	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
89	Gouravraj Venkatesh Patwekar	ZIBACAR	Marketing management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
90	Bhagyashri Sudhakar Walurkar	ZIBACAR	Finance Management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
91	Shinde Neha Ramesh	ZIBACAR	Finance Management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
96	Mansi Dipak Parekh	ZIBACAR	Finance Management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
97	Ujjwala Kashinath Hile	ZIBACAR	Finance Management	10k (Incentive)	PPO 4.0	HDFC bank Ltd
102	Aakash sonawane	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
110	Omkar raut	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
111	Sayali patil	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
113	Vrushali thengal	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
114	Rutuja shinde	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
115	Kalyani shinde	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
118	Aakash sonawane	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
119	Aakash malikar	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
120	Siddhesh gurav	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
122	Sanu nair	ZIBACAR	Business Analytics	10k (Incentive)	PPO 4.0 LPA	Purple Grad
125	Aakash bindwal	zibacar	Finance Management	10000k	PPO 4.0 LPA	Axis Bank Ltd
126	Prasad Khilare	ZIBACAR	Marketing management	10000	4LPA To 6LPA	Electronet Equipment Pvt.Ltd





Zeal Education Society's

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., Recognized by DTE (Govt. of Maharashtra) and Affiliated to Savitribai Phule Pune University)



1	Dr Sachin Chavan	14
2	Dr. Anil Poman	14
3	Dr. Pravin Mahamuni	14
4	Dr. Rahul More	11
5	Prof. Ashish Vyas	16
6	Prof. Suresh Mehetre	14
7	Prof. Pandurang Patil	14
8	Prof. Vaibhav Kulkarni	11
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### Specialization Selection

MBA I Sem II

Specialization List: Major

1. Marketing Management (MKT)
2. Financial Management (FIN)
3. Human Resources Management (HR)
4. Operations & Supply Chain Management (OSCM)
5. Business Analytics

Roll Nos.	Name	Major Specialization	Guide for SIP
DMB1921001	DATAKUMAR RAVI SURYAWANSHI		Dr. Anil Poman
DMB1921002	SHRUTI ANIL BHUYAR	Human Resources Management	Prof. Ashish Vyas
DMB1921003	BASHAWESHWAR VITTHAL TAMLURE	Financial Management	Dr. Pravin Mahamuni
DMB1921004	VISHAKHA PRADIP NAIKAWADI	Financial Management	Dr Sachin Chavan
DMB1921005	NAMRATA RAMESH BANSODE	Human Resources Management	Prof. Ashish Vyas
DMB1921006	DATTATRAY CHAGAN RATHOD	Marketing Management	Prof. Pandurang Patil
DMB1921007	DESAI PRANALI DILIP	Financial Management	Dr. Anil Poman
DMB1921008	RASIKA VINAYAK TAMHANE	Marketing Management	Prof. Vaibhav Kulkarni
DMB1921009	SAGAR BHARAT NANAWARE	Marketing Management	Prof. Suresh Mehetre
DMB1921010	SAGAR SHANKAR PHADATARE	Marketing Management	Prof. Pandurang Patil
DMB1921011	SAYALI TULSHIRAM YELE	Financial Management	Dr. Rahul More
DMB1921012	ADSULE CHANDRAKANT JANARDAN		Prof. Suresh Mehetre
DMB1921013	NUTAN VITTHAL CHAVAN	Financial Management	Dr. Pravin Mahamuni
DMB1921014	PRATIKSHA ANIL BALWANT		Prof. Vaibhav Kulkarni
DMB1921015	SAYALI MAHESH RAJURKAR	Financial Management	Dr Sachin Chavan

Roll Nos.	Name	Major Specialization	Guide for S/P
DMB1921016	SURAJ ATMARAM KHANDGAVE	Financial Management	Dr. Anil Poman
DMB1921017	RESHMA HARISHCHANDRA WAGHMARE	Human Resources Management	Prof. Ashish Vyas
DMB1921018	KRISHNA SOPANRAO PAIKRAO		Prof. Suresh Mehetre
DMB1921019	POOJA SHIVAJI MOHITE	Financial Management	Dr. Rahul More
DMB1921020	PRATIKSHA ASHOK RAUT	Marketing Management	Prof. Vaibhav Kulkarni
DMB1921021	VISHAL ARJUN PATIL	Financial Management	Dr. Pravin Mahamuni
DMB1921022	MRUNAL MANOHAR ASARKAR	Human Resources Management	Prof. Ashish Vyas
DMB1921023	ASHWINI PRAKASH DINDE	Financial Management	Dr Sachin Chavan
DMB1921024	JAYANT DEVDAS MATE	Financial Management	Dr. Anil Poman
DMB1921025	JATIN DEVDAS MATE	Financial Management	Dr. Rahul More
DMB1921026	CHAVHAN AMRUTA VUAY	Financial Management	Dr. Pravin Mahamuni
DMB1921027	VUAY MACHHINDRA PADIR	Marketing Management	Prof. Suresh Mehetre
DMB1921028	NILESH CHANDRAKANT GAYAKE		Prof. Pandurang Patil
DMB1921029	VIDYA DHONDIRAM KADU	Financial Management	Dr Sachin Chavan
DMB1921030	JAGRUTEE PRADIP KULKARNI	Human Resources Management	Prof. Ashish Vyas
DMB1921031	UTTKARSH UMESHCHANDRA SHRIKANT	Business Analytics	Dr. Anil Poman
DMB1921032	RUTUJA DASHRATH WATANE		Prof. Pandurang Patil
DMB1921033	OMKAR SAMBHAJI DESHMUKH	Financial Management	Dr. Anil Poman
DMB1921034	PRAVIN TANAJI MOTE	Marketing Management	Prof. Pandurang Patil
DMB1921035	SHUBHANGI UTTARESHWAR CHENDAGE	Financial Management	Dr. Rahul More
DMB1921036	RAHUL BALAJI MITKARI	Marketing Management	Prof. Vaibhav Kulkarni
DMB1921037	RUSHIKESH DIGAMBAR HOVAL	Marketing Management	Prof. Suresh Mehetre
DMB1921038	ASHWINI SUDHIR KULKARNI	Human Resources Management	Prof. Ashish Vyas
DMB1921039	MAYURI MAHESH GHOSALKAR	Human Resources Management	Prof. Ashish Vyas
DMB1921040	SAYALI RAJENDRA MARAL	Business Analytics	Prof. Vaibhav Kulkarni
DMB1921041	RATAN VIJAY MORE	Financial Management	Dr. Pravin Mahamuni
DMB1921042	PAVAN RAMCHANDRA BHISE	Financial Management	Dr Sachin Chavan
DMB1921043	PRASHANT SHANKAR WAGHMARE	Financial Management	Dr. Anil Poman
DMB1921044	KAJAL BALWANT DUPARGUDE	Financial Management	Dr. Rahul More



Roll Nos.	Name	Major Specialisation	Guide for SIP
DMB1921045	RENUKA RAMESH SHINDE	Marketing Management	Prof. Pandurang Patil
DMB1921046	RUTUJA DATTATRAYA DHUMAL	Financial Management	Dr. Pravin Mahamuni
DMB1921047	WADJE SUNIL DEVRAO		Dr. Pravin Mahamuni
DMB1921048	KAJAL SHARAD BATHE	Marketing Management	Prof. Vaibhav Kulkarni
DMB1921049	RUTUJA RAJENDRA BATHE	Marketing Management	Prof. Suresh Mehetre
DMB1921050	NIKITA TANAJIRAO PATIL	Human Resources Management	Prof. Ashish Vyas
DMB1921052	ANJESH ASHOK KHAWASE	Marketing Management	Prof. Pandurang Patil
DMB1921053	NITA GULAB SHINDE	Business Analytics	Prof. Suresh Mehetre
DMB1921054	VEDIKA SHIVAJI NIGHOT	Financial Management	Dr Sachin Chavan
DMB1921055	SAKSHI MANMOHAN SHARMA	Human Resources Management	Prof. Ashish Vyas
DMB1921056	PAYAL SANTOSH TAMBADE	Human Resources Management	Prof. Ashish Vyas
DMB1921057	PRASAD JAGANNATH WASTE	Financial Management	Dr. Anil Poman
DMB1921058	DIPALI SANJAY LONARE	Financial Management	Dr. Rahul More
DMB1921059	VIKRAM CHANDRAKANT URADE	Marketing Management	Prof. Vaibhav Kulkarni
DMB1921060	PREM VIJAY PATASKAR	Marketing Management	Prof. Suresh Mehetre
DMB1921061	DEVIKA SURYAKANT POL	Financial Management	Dr. Pravin Mahamuni
DMB1921062	CHIRAG AVINASH BADHE	Marketing Management	Prof. Pandurang Patil
DMB1921063	DNYANESHWAR WASUDEO GHOKE		Dr Sachin Chavan
DMB1921064	ABHIJIT ARUN WAGHMODE	Financial Management	Dr Sachin Chavan
DMB1921065	AISHWARY SANJAY KULKARNI	Human Resources Management	Prof. Ashish Vyas
DMB1921066	VIJAY MAHADEO PAWADE	Operations & Supply Chain Management	Dr. Rahul More
DMB1921067	NIKITA KUNDANLAL MEGHANI	Human Resources Management	Prof. Ashish Vyas
DMB1921068	GARGI KRUSHNAJI TAMHANKAR	Human Resources Management	Prof. Ashish Vyas
DMB1921069	DEO RUSHIKESH SHRADDHANAND	Operations & Supply Chain Management	Prof. Suresh Mehetre
DMB1921070	SONALI VISHNU GHONGADE	Financial Management	Dr. Anil Poman
DMB1921071	KOMAL SOMNATH MACHALE	Business Analytics	Dr. Rahul More
DMB1921072	DEVDAAS VITTHAL KHADE	Financial Management	Dr. Rahul More
DMB1921073	ANURADHA RAJENDRA GORE		Dr. Anil Poman
DMB1921074	CHAUDHARI BHAVNESH LAXMAN		Prof. Pandurang Patil



Roll Nos.	Name	Major Specialization	Guide for SIP
DMB1921075	ONKAR SUJHIR KULKARNI	Business Analytics	Prof. Suresh Mehetre
DMB1921076	RAHUL SANJOG DHUMAL	Business Analytics	Dr. Pravin Mahamuni
DMB1921077	RAKHI ASHOK BANSODE	Financial Management	Dr. Pravin Mahamuni
DMB1921078	SACHIN MAHADEO PINGANE	Operations & Supply Chain Management	Dr. Pravin Mahamuni
DMB1921080	SAGAR UMESH SHRIKANT	Business Analytics	Dr Sachin Chavan
DMB1921081	GANESH SURESH KALWANE	Marketing Management	Prof. Vaibhav Kulkarni
DMB1921082	SUSHANT BHIMARAO KULKARNI	Financial Management	Dr Sachin Chavan
DMB1921084	APARNA RAMESH JADHAV	Marketing Management	Prof. Suresh Mehetre
DMB1921085	ANKITA POPAT GANAGE	Marketing Management	Prof. Pandurang Patil
DMB1921086	NILESH SAHEBRAO BHOSALE	Financial Management	Dr. Anil Poman
DMB1921087	SMRUTI SHANKAR GADE	Human Resources Management	Prof. Ashish Vyas
DMB1921088	SHUBHAM DATTATRAY KASAR		Prof. Vaibhav Kulkarni
DMB1921089	PRIYANKA KHANDU BHUMKAR		Prof. Suresh Mehetre
DMB1921090	RAHUL GORAKH RANDIVE	Marketing Management	Prof. Vaibhav Kulkarni
DMB1921091	SWAPNIL PUNA PAWAR	Marketing Management	Prof. Suresh Mehetre
DMB1921092	RAHUL DNYANOBA CHANDANSHIVE		Prof. Pandurang Patil
DMB1921093	ABHIJIT SUDHAKAR KHORGADE		Prof. Pandurang Patil
DMB1921094	RAHUL KESHAO SHROTE	Operations & Supply Chain Management	Dr Sachin Chavan
DMB1921095	YOGESH SUBHASH SHEKADE	Marketing Management	Prof. Pandurang Patil
DMB1921096	MAHESH APPASAB AJURE	Marketing Management	Prof. Vaibhav Kulkarni
DMB1921097	DARBHE PUNAM ANANT	Financial Management	Dr. Rahul More
DMB1921098	KADAM ADITYA PRATAP	Operations & Supply Chain Management	Dr. Anil Poman
DMB1921099	KULDIP SUBHASH TAYADE	Human Resources Management	Prof. Ashish Vyas
DMB1921100	BHALCHANDRA ASHOK BHADULE	Financial Management	Dr. Pravin Mahamuni
DMB1921101	SHIVAM	Financial Management	Dr Sachin Chavan
DMB1921102	MEERABAI PANDHARINATH LAVATE		Dr. Pravin Mahamuni
DMB1921103	DIPAK BHIMRAO KAKDE		Dr Sachin Chavan
DMB1921104	TUSHAR RAVINDRA UDGE	Marketing Management	Prof. Suresh Mehetre
DMB1921105	SHIWANI NITIN GADE	Financial Management	Dr. Anil Poman





Roll Nos	Name	Major Specialization	Guide for SIP
DMB1921106	ADITYA ANIL KULKARNI	Human Resources Management	Prof. Ashish Vyas
DMB1921107	AMEY RAJENDRA MOHOL	Financial Management	Dr. Rahul More
DMB1921108	DIRANGALE GANESH ANKUSH	Financial Management	Dr. Pravin Mahamuni
DMB1921109	KALBHOR KARAN ASHOK	Marketing Management	Prof. Pandurang Patil
DMB1921111	PAWAR MINAL SUNIL	Financial Management	Dr. Sachin Chavan
DMB1921112	KUMARI POOJA	Financial Management	Dr. Anil Poman





**Academic Year 2019 - 2020**  
**Specialization wise list for SIP**

**MBAII Div. B**

**Finance Management**

DMB1820002	AKANKSHA ASHOK KUNJIR	Dr. Anil Poman
DMB1820011	ASHWINI SANDIP MANERKAR	Dr. Anil Poman
DMB1820015	ADITI JANARDAN BHOSALE	Dr. Anil Poman
DMB1820025	KISAN SUKHADEV BAWANE	Dr. Anil Poman
DMB1820033	ONKAR BHIMRAO GAIKWAD	Dr. Anil Poman
DMB1820046	SHITAL HANUMANT TAMBE	Dr. Anil Poman
DMB1820052	SURAJ SHANTESWAR MUNDE	Dr. Anil Poman
DMB1820069	CHAITALI NARAYAN KAYASTHA	Dr. Anil Poman
DMB1820092	NITISH PRABHAKAR SHIGWAN	Dr. Anil Poman
DMB1820095	PIYUSHA KISAN KATURE	Dr. Anil Poman
DMB1820099	PRATIK BALASAHEB PALKHE	Dr. Anil Poman
JMB1820002	Lina Walawalkar	Dr. Anil Poman
JMB1820007	Poonam Shelke	Dr. Anil Poman
JMB1820015	Sushant Gavandhare	Dr. Anil Poman
DMB1820001	AJINKYA DNYANESHWAR LADE	Dr. Pravin Mahamuni
DMB1820010	ARCHANA NAGNATH BANGALE	Dr. Pravin Mahamuni
DMB1820014	BHARATI VINAYAK SALAVE	Dr. Pravin Mahamuni
DMB1820019	DURGA SUKHADEV BAWANE	Dr. Pravin Mahamuni
DMB1820029	MIRA VISHNU GHONGDE	Dr. Pravin Mahamuni
DMB1820044	RAVI VERMA	Dr. Pravin Mahamuni
DMB1820051	SNEHAL TUKARAM JANKAR	Dr. Pravin Mahamuni
DMB1820067	BHERESH GANPAT JADHAO	Dr. Pravin Mahamuni
DMB1820091	NIKHIL SHARAD PANDIT	Dr. Pravin Mahamuni
DMB1820120	SUPRIYA MARUTI MANE	Dr. Pravin Mahamuni





JMB1820006	Omkar Walawalkar	Dr. Pravin Mahamuni
JMB1820010	Rushikesh Karkande	Dr. Pravin Mahamuni
JMB1820014	Shruti Pednekar	Dr. Pravin Mahamuni
DMB1820008	ANKITA DATTATRYA NANAVARE	Dr. Rahul More
DMB1820013	SAYALI DATTATRAY BALIGHATE	Dr. Rahul More
DMB1820017	POONAM PANDIT DANGE	Dr. Rahul More
DMB1820027	MADHAVI SHASHIKANT JAWALKAR	Dr. Rahul More
DMB1820037	PRAJAKTA NANDKISHOR BHANDARE	Dr. Rahul More
DMB1820041	PRIYANKA RAJU GORE	Dr. Rahul More
DMB1820049	SHIVANI VIJAYKUMAR SHELKE	Dr. Rahul More
DMB1820054	VAISHNAVI VINAYAKRAO DESHPANDE	Dr. Rahul More
DMB1820071	CHETAN MAHAVIR BHABUJE	Dr. Rahul More
DMB1820081	GANESH DRONVASU LADANE	Dr. Rahul More
DMB1820093	OMKAR MADHUKAR LANJEWAR	Dr. Rahul More
JMB1820003	Mayuri Kambli	Dr. Rahul More
JMB1820008	Prajakta Ubhe	Dr. Rahul More
JMB1820016	Udhav Thombre	Dr. Rahul More

### Information Technology

DMB182005 9	VIMIT VILAS ATHAWALE	Prof. Suresh Mehetre
DMB182006 2	AKASH DURGESH NALLA	Prof. Suresh Mehetre
DMB182006 3	AKASH GANESH SAMAL	Prof. Suresh Mehetre
DMB182008 3	MANGESH NAMDEORAO POWAR	Prof. Suresh Mehetre
DMB182008 7	RHUSHITA SURYAKANT MENGADE	Prof. Suresh Mehetre

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DMB182011		
7	SHWETA RAMDAS PITEKAR	Prof. Suresh Mehetre

### MBAII Div. A

#### Marketing Management

DMB182000		
3	AKASH ANNASAHEB MANE	Dr. Amod Markale
DMB182000		
9	APURVA SUNIL PAWAR	Dr. Amod Markale
DMB182002		
3	BHUMIKA SANTOSH KHULE	Dr. Amod Markale
DMB182003		
5	POONAM CHANDRAKANT SHIVTARE	Dr. Amod Markale
DMB182003		
9	PRASAD BABASAHEB PAWAR	Dr. Amod Markale
DMB182004		
5	GANESH SHANTINATH SELUKAR	Dr. Amod Markale
DMB182005		
5	SURAJKUMAR SUKHDEO KHANDEKAR	Dr. Amod Markale
DMB182011		
4	SAURABH PRAVIN GAJBHIYE	Dr. Amod Markale
JMB1820011	Shambhavi devkate	Dr. Amod Markale
DMB182000		
4	AKASH ARVIND BHUJBAL	Dr. Santosh Apte
DMB182001		
6	CHE TAN MADHUKAR PATIL	Dr. Santosh Apte
DMB182002		
4	KIRAN VASANTRAO KONDALWADE	Dr. Santosh Apte
DMB182003		
6	PRACHI NITIN JADHAV	Dr. Santosh Apte
DMB182004		
2	MOHINI PRADIP RAJGURU	Dr. Santosh Apte





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DMB182004 7	SHIVANI SANDEEP SALVI	Dr. Santosh Apte
DMB182006 4	AKASH HANUMANT GHANWAT	Dr. Santosh Apte
DMB182008 9	NAMDEV HANUMANT SUDAKE	Dr. Santosh Apte
DMB182010 1	PRIYANKA RAJESH KHOBRAGADE	Dr. Santosh Apte
DMB182010 9	SACHIN DIGAMBAR SURYAWANSHI	Dr. Santosh Apte
DMB182011 6	SHUBHAM SANJAY RANPISE	Dr. Santosh Apte
DMB182011 9	SUDARSHAN GAJANAN SONAVANE	Dr. Santosh Apte
JMB1820012	Shravani Deshpande	Dr. Santosh Apte
DMB182000 5	AKSHAY TANAJI ZINJURTE	Prof. Pandurang Patil
DMB182001 8	DATTATRAY SHARAD PATIL	Prof. Pandurang Patil
DMB182002 8	MADHURA VIJAY DHOKATE	Prof. Pandurang Patil
DMB182004 3	RAVI KUMAR MAHANT	Prof. Pandurang Patil
DMB182004 8	SHIVANI SUBHASH GOGAWALE	Prof. Pandurang Patil
DMB182005 3	SUSHANT BHAGWAT SAWANT	Prof. Pandurang Patil
DMB182008 0	KEDAR MADAN TAMBE	Prof. Pandurang Patil
DMB182009 7	PRANAV KRISHNA PARAB	Prof. Pandurang Patil
DMB182000 6	AMOL GORAKH PAWAR	Prof. Vaibhav Kulkarni
DMB182002 0	ANMOL NAGNATH DYADE	Prof. Vaibhav Kulkarni
DMB182003 1	NEHA NARESHLAL JAISWAL	Prof. Vaibhav Kulkarni



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DMB182005 0	SHUBHANGI ASHOK GHUBALE	Prof. Vaibhav Kulkarni
DMB182006 6	AMIT SONAJI ADMANE	Prof. Vaibhav Kulkarni
DMB182008 2	MAHESH LAXMAN NAGULA	Prof. Vaibhav Kulkarni
	Deepak Jadhav	Prof. Vaibhav Kulkarni
DMB182000 7	ANIRUDHA ARVIND DESHMUKH	Prof. Suresh Mehetre
DMB182002 2	AKASH VITHALRAO KAWADE	Prof. Suresh Mehetre
DMB182003 2	NILESH VISHNU DHAS	Prof. Suresh Mehetre
DMB182003 8	PRAKASH GAJANAN DHEMBARE	Prof. Suresh Mehetre
JMB1820013	Shreya Ganbote	Prof. Suresh Mehetre
	Shubhum Chaudhari	Prof. Suresh Mehetre

### Digital Media & Communication Marketing

DMB182009 6	PRANALI PRAMOD BHUTKAR	Prof. Suresh Mehetre
JMB1820001	Aarti Mahadik	Dr. Santosh Apte

### Operation Management

DMB182005 7	TUSHAR SURESH PARKHE	Prof. Poonam Kadwe
DMB182007 7	HARSHADA SANJAY WABALE	Prof. Poonam Kadwe
DMB182010 6	RUCHIRA ANIL HINGMIRE	Prof. Poonam Kadwe
DMB182011 3	SATESH SHESHRAO BANGAR	Prof. Poonam Kadwe

**MBAII Div. B**





### Human Resource Management

DMB182002 1	KARAN AMBADAS KABADE	Prof. Ashish Vyas
DMB182002 6	KONSAM VICTORIA DEVI	Prof. Ashish Vyas
DMB182005 6	SWAPNALI RAMCHANDRA BHISE	Prof. Ashish Vyas
DMB182010 2	PRIYANKA SUNIL SHINDE	Prof. Ashish Vyas
DMB182010 8	NITIN TANAJI SABALE	Prof. Ashish Vyas
JMB1820004	Monali Devkar	Prof. Ashish Vyas
DMB182001 2	AYESHA DILAWAR SHAIKH	Prof. Pandurang Patil
DMB182005 8	UMESH VASANT PADAVI	Prof. Pandurang Patil
DMB182004 0	PRAVIN RAJENDRA MAHENDRAKAR	Prof. Vaibhav Kulkarni
DMB182009 0	NEHA PRADIP DOIPHODE	Prof. Vaibhav Kulkarni
DMB182003 4	POOJA SANJAY SUPEKAR	Prof. Poonam Kadwe
DMB182011 8	SHWETALI SANJAY SHINDE	Prof. Poonam Kadwe

### MBAII Div. A

### Supply Chain Management

DMB182006 8	BHOSALE AMIT ASHOK	Prof. Poonam Kadwe
DMB182008 6	MAYUR PRAMOD KAMBLE	Prof. Poonam Kadwe
DMB182010 3	PUSHPAK SHASHIKANT GANDHI	Prof. Poonam Kadwe



## Weekly Meeting Notice & Agenda

1 message

**babasaheb mohite** <babasaheb.mohite@zealeducation.com>  
To: Faculty ZIBACAR <faculty\_zibacar@zealeducation.com>

Tue, Nov 5, 2019 at 12:15 PM

Dear colleagues,

Greetings of the day!...

Weekly Director-Faculty meeting is scheduled on Thursday 07/11/2019 at 4.00pm in Board room. It is requested to be present with necessary material with reference to the following agenda.

### Agenda

1. Review of points discussed in previous meeting conducted on 31/10/2019. (Minutes of the meeting are attached herewith for your action taken report purpose).
2. Review about PAT1, SIP & Dissertation exam of MBA Programme & Term end exam of MCA programme.
3. Syllabus completion status & Number of lectures required ( Come with following details- Class, Course code, Name, Total Topics/Units, Completed Topics/Units, Remaining Topics/Units & Number of lectures required)
4. Status of responsibility allotted to you for smooth conduct of MCA SEM-III Syllabus Content Development Workshop.
5. To discussion, any other point with permission of Chair.



Sd/-

Dr. Amod Markale  
Director/Chairman

With Regards from,



**Dr. B. J. Mohite,**  
Associate Professor, MCA Dept.  
Mobile: 9850098225  
Zeal Education Society's,  
Zeal Institute of Business Administration, Computer Application & Research,  
Narhe, Pune (Maharashtra) - 411041



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**MBA-II SIP project 'Online Essential System'**

1 message

---

ONKAR KULKARNI <dmb1921075@zealeducation.com>  
To: Dr Rahul Pralhad More <rahul.more@zealeducation.com>

Tue, Dec 15, 2020 at 3:37 PM

Hello Sir,

Please find the attached SIP project of 'Online Essential System'.

I will prepare a presentation and share it with you.

Please let me know any more changes required from my side.

Thanks and Regards,  
Onkar Kulkarni

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**Fwd: SIP / Dissertation Viva Voce at Institute**

1 message

Dr. Pravin Narayan Mahamuni <pravin.mahamuni@zealeducation.com>

Wed, Sep 23, 2020 at 9:49 AM

To: Dr Rahul Pralhad More <rahul.more@zealeducation.com>, Anil Poman <anil.poman@zealeducation.com>, Pandurang Patil <pandurang.patil@zealeducation.com>, Suresh Mehetre <suresh.mehetre@zealeducation.com>

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

From: **Dr. Pravin Narayan Mahamuni** <pravin.mahamuni@zealeducation.com>

Date: Wed, Sep 23, 2020 at 9:47 AM

Subject: SIP / Dissertation Viva Voce at Institute

To: Uddhav Shid <uddhav.shid@zealeducation.com>

Dear Sir,

With reference to above subject, the following faculties are conducting / organising **SPPU External Viva Voce** at our Institute for two days i. e. **23 - 24 September 2020**.

- 1) Dr. Rahul More
- 2) Dr. Anil Poman
- 3) Prof. Pandurang Patil
- 4) Prof. Suresh Mehetre

**I request you to kindly consider their unavailability for the calling activity including me for the said period.**

Best Regards,

**Dr. Pravin Narayan Mahamuni**

**Programme Coordinator - MBA**

**Designation: Associate Professor**

**Contact No: (+91) 9881373798**

**Email: pravin.mahamuni@zealeducation.com**

**Website: www.zibacar.in, www.zealeducation.com**

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Best Regards,  
**Dr. Pravin Narayan Mahamuni**  
Designation: **Associate Professor**  
Contact No: **(+91) 9881373798 / (+91) 8421339971**  
Email: **pravin.mahamuni@zealeducation.com**  
Website: **www.zibacar.in, www.zealeducation.com**

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**MBA Students SIP 2019-20 - All Notices**

Vikrant Nangare <vikrant.nangare@zealeducation.com>

Mon, Dec 7, 2020 at 10:11 AM

To: All\_MBA\_faculty <All\_MBA\_faculty@zealeducation.com>

Cc: Ashwini Sovani <ashwini.sovani@zealeducation.com>, "Dr. Indu Sharma" <indu.sharma@zealeducation.com>

**Reminder e-mail:**

Dear Faculty Members,

For SIP Presentation and Viva-voce, the roles, and responsibilities for the internal examiner are as below;

**Internal (concern SIP Guide) examiner have to:**

- create the new team in the Microsoft Team application for your respective students.
- schedule and conduct a meeting as per the SIP presentation & viva schedule.
- add in your team to MBA Program Coordinator & SIP coordinator.
- enter final marks (out of 50) in the shared sheet with the concern of the external examiner on or before 12.12.2020.
- communicate with your students and external examiner whenever required.
- collect final SIP e-copies with a presentation from your students and upload in your SIP team for reference.
- record all your student's viva voce in the team.

any queries,  
 feel free to communicate with us.



With Regards from,

Name: Prof. Vikrant Nangare

Mob. No: 9158417471

Designation : Assistant Professor

Mail id: vikrant.nangare@zealeducation.com

www.zealeducation.com

On Fri, Dec 4, 2020 at 1:14 PM Vikrant Nangare <vikrant.nangare@zealeducation.com> wrote:

Respected Madam,

Following is the work schedule of MBA faculties for MBA students SIP presentation & internal viva voce

Sr.No.	Int. examiner	Ext. examiner	No.of students	Date	Time
1	Prof.Satish Bagal	Dr. Rahul More	13	8/12/2020	10.00 AM TO 3.20 PM
2	Prof. Sachin Wadekar	Prof. Pandurang Patil	11	8/12/2020	10.00 AM TO 2.40 PM
3	Dr. Rushikesh Kaakhandikar	Dr. Pravin Mahamuni	12	8/12/2020	10.00 AM TO 3.00 PM
4	Dr. Yogendrkumar Deokar	Prof. Suresh Mehetre	11	8/12/2020	10.00 AM TO 2.40 PM
5	Dr. Manisha Khaladkar	Dr Sachin Chavan	15	09-12-20	10.00 AM TO 4.00 PM

6	Prof. Vikrant Nangare	Dr. Yogendrkumar Deokar	11	09-12-20	10.00 AM TO 2.40 PM
7	Prof. Prashant Kumbhar	Prof. Ashish Vyas	11	09-12-20	10.00 AM TO 2.40 PM
8	Prof. Rucha Deshpande	Dr Anil Poman	11	09-12-20	10.00 AM TO 2.40 PM
9	Dr Anil Poman	Dr. Rushikesh Kaakhandikar	16	10-12-20	10.00 AM TO 4.20 PM
10	Dr Pravin Mahamuni	Dr. Manisha Khaladkar	16	10-12-20	10.00 AM TO 4.20 PM
11	Dr Rahul More	Prof.Satish Bagal	15	10-12-20	10.00 AM TO 4.00 PM
12	Dr Sachin Chavan	Prof. Rucha Deshpande	16	10-12-20	10.00 AM TO 4.20 PM
13	Prof. Ashish Vyas	Prof. Prashant Kumbhar	15	10-12-20	10.00 AM TO 4.00 PM
14	Prof. Pandurang Patil	Prof. Sachin Wadekar	15	10-12-20	10.00 AM TO 4.00 PM
15	Prof. Suresh Mehetre	Prof. Vikrant Nangare	15	10-12-20	10.00 AM TO 4.00 PM



With Regards from,

Name: Prof. Vikrant Nangare

Mob. No: 0168417471

Designation : Assistant Professor

Mail id: vikrant.nangare@zealeducation.com

www.zealeducation.com



[Quoted text hidden]

[Quoted text hidden]



## You have been added to a class team in Microsoft Teams

1 message

Microsoft Teams <noreply@email.teams.microsoft.com>  
To: rahul.more@zealeducation.com

Tue, Dec 15, 2020 at 10:31 AM

### Microsoft Teams

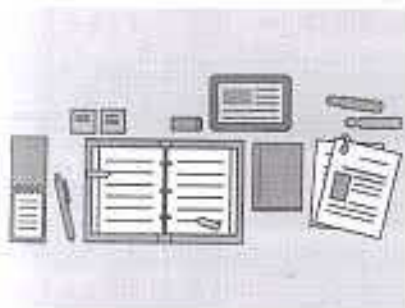
Anil added you to the Summer Internship Project (SIP) 2018-21 class!



**Summer Internship Project (SIP)  
2018-21**

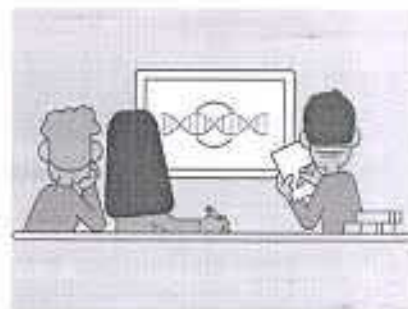
21 members

[Open Microsoft Teams](#)



#### Your class assignments, notebooks and more

Assignments, files, notebooks, and announcements—class basics are all covered here. Plus, engage your class



#### Gather around a topic or project

Within any class, add channels to organize work around a specific unit or class activity.



with lively conversations and added external resources.

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Zeal Education Society's

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

Sr. No. 39, Narbe, Pune -411041, Phone No. :67206031, Website: www.zibacar.in

(Approved by A.I.C.T.E., Recognized by DTE (Govt. of Maharashtra), Permanently Affiliated to

Savitribai Phule Pune University and Accredited by NAAC)

PUN Code: IMMP013170

DTE Code: 6152

AISHE Code: C-41828


Date: 23/06/2020


## Summer Internship Project Circular

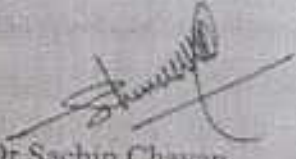
All MBA faculty members are informed that SPPU issued SIP guidelines for MBA batch 2019-21. As per the guideline students pursue virtual SIP minimum 8 weeks, faculty members are advice as :

1. Minimum 20 topics by each faculty members fill in share google sheet by Dr Rahul More
2. Approve unique topic from the given list,
3. Student shall communicate the choice of the topic from the list of the topics floated by the Institute within 7 days,
4. Respective faculty member will assist and guide the students in preparing the proposal,
5. Take weekly SIP review from student in proper format

Kindly do needful on urgent bases

  
Dr. Rahul More  
SIP Coordinator

  
Dr. Rajesh Kashyap  
Academic Head

  
Dr Sachin Chavan  
Director

Encl.

1. Savitribai Phule Pune University SIP guideline
2. Faculty member allocated as Guide





शैक्षणिक विभाग  
गणेशखिंड, पुणे-४११ ००७  
दूरध्वनी क्र. ०२०-२५६२११६०  
ई-मेल : boards@pun.unipune.ac.in  
संकेतस्थळ : www.unipune.ac.in

सावित्रीबाई फुले पुणे विद्यापीठ  
(पूर्वीचे पुणे विद्यापीठ)  
**Savitribai Phule Pune University**  
(Formerly University of Pune)

Academic Unit  
Ganeshkhind, Pune-411 007  
Phone : 020 25621160  
E-mail : boards@pun.unipune.ac.in  
Website : www.unipune.ac.in

आवक क्र. : साबीसोएम/२१५

दिनांक : ३ जून, २०२०

प्रति,

मा. प्राचार्य / सनालक,  
सर्व संलग्न व्यवस्थापन परिमंस्था

विषय : एम.बी.ए. आणि बी.एच.एम.सी.टी. अभ्यासक्रमांच्या इंटर्नशिप प्रोजेक्ट व इंडस्ट्रियल ट्रेनिंग साठी सो. फॉ २०१९-२० साठी मार्गदर्शकतत्वे


महोदय / महोदया,

आपणास विदितच आहे की, सध्या आपल्या देशात कोविड १९ च्या प्रदुर्भावामुळे मार्च २०२० पासून देशातील सर्व क्षेत्र लॉकडाऊनच्या परिस्थितीत आहे. सध्यास्थितीचा विचार करता अखिल भारतीय तंत्रशिक्षण परिषद, दिल्ली, याचेकडून सूचनापत्रे प्रसिध्द होत असतात. उपरोक्त विषयांदर्भात F.7-2IDDAdmin/Inter Corr.(Vol. III) dt. 15th April, 2020 अन्वये प्रसिध्द केलेल्यानुसार विद्यापीठ पुढील प्रमाणे सर्वांना अवगत करत आहे.

- १) सावित्रीबाई फुले पुणे विद्यापीठांतर्गत वाणिज्य व व्यवस्थापन विद्याशाखेतील व्यवस्थापन विषयातील एम.बी.ए. अभ्यासक्रमातील प्रथम वर्षासाठी "इंटर्नशिप प्रोजेक्ट" करण्याबाबत शैक्षणिक वर्ष २०१९-२० साठी मार्गदर्शकतत्वे निर्गमित केलेली असून सदर मार्गदर्शकतत्वे सुलभ संदर्भासाठी सोबत जोडत आहे. (सोबत जोडपत्र क्र. १)
- २) सावित्रीबाई फुले पुणे विद्यापीठांतर्गत वाणिज्य व व्यवस्थापन विद्याशाखेतील व्यवस्थापन विषयातील बी.एच.एम.सी.टी. (२०१६ पॅटर्न) सत्र ५ अभ्यासक्रमातील "इंडस्ट्रियल ट्रेनिंग" चा विषयासाठी शैक्षणिक वर्ष २०१९-२० साठी मार्गदर्शकतत्वे निर्गमित केलेली असून सदर मार्गदर्शकतत्वे सुलभ संदर्भासाठी सोबत जोडत आहे. (सोबत जोडपत्र क्र. २)

उपरोक्त मार्गदर्शक तत्वे सर्व संबंधितांच्या निदर्शनास आणून द्यावे

आपला

  
03/06/2020

सहायक कुलसचिव  
(शैक्षणिक विभाग)





प्रत माहितीसाठी व पुढील कार्यवाहीसाठी :

१. मा. अधिष्ठाता, वाणिज्य व व्यवस्थापन विद्याशाखा
२. मा. प्राचार्य / संचालक, सर्व संलग्न महाविद्यालये / परिसंस्था
३. मा. विभागप्रमुख, व्यवस्थापनशास्त्र विभाग
४. मा. संचालक, परीक्षा व मूल्यमापन मंडळ
५. मा. संचालक, स्पर्धा परीक्षा केंद्र
६. मा. संचालक, परदेशी विद्यार्थी केंद्र
७. मा. प्रमुख, विद्यापीठ उपकेंद्र : अहमदनगर, नाशिक
८. मा. उपकुलसचिव, परीक्षा (१ व २)
९. मा. उपकुलसचिव, शैक्षणिक प्रवेश विभाग
१०. मा. उपकुलसचिव, नियोजन व विकास विभाग
११. मा. उपकुलसचिव, शैक्षणिक पात्रता विभाग
१२. मा. उपकुलसचिव, सभा, दफतर व निवडणूक विभाग
१३. मा. उपकुलसचिव, जनसंपर्क कार्यालय
१४. मा. उपकुलसचिव, कायदा व तक्रार निवारण विभाग
१५. सहायक कुलसचिव, परीक्षा समन्वय
१६. सहायक कुलसचिव, परीक्षा - एस. अण्ड टी. विभाग
१७. सहायक कुलसचिव, परीक्षा - गोपनीय विभाग
१८. सहायक कुलसचिव, सलग्नता विभाग
१९. पध्दती विश्लेषक, व्यवस्थापन व माहिती विभाग
२०. कक्षाधिकारी, बहिस्थ विभाग



जोडपत्र-९

Savitribai Phule Pune  
University AY 2019-20  
MBA 2019 Pattern (MBA I  
YEAR)  
Guidelines for Summer Internship  
Project

**Preamble:** All of us are aware of the unprecedented crisis that entire mankind and especially our nation is going through due to the outbreak of COVID-19 pandemic. The country is currently observing a lockdown and the situation in this context is continuously evolving.

The Governments at the national, state and local level and policy makers, regulators and other governing bodies are monitoring the situation closely and issuing appropriate guidelines in this context.

It is a fundamental responsibility of all citizens of India to ensure the safety of all citizens of India, during this hour of crisis.

Academic institutes also share the responsibility of safeguarding the health of all stakeholders. In light of this scenario, certain aspects of our key academic activities need a revisit. UGC / AICTE are issuing directives in this regard on an ongoing basis.

AICTE has issued instructions vide letter No. F. 7-2IDD/Admn/Inter corr. (Vol.-II) Pt Dated: 15th April 2020 which dwells upon several aspects including Internships of students. These guidelines factor in the challenges and issues arising out of the need for physical distancing and the constraints in the light of lockdown.

**Against this backdrop, there is a need to address the issue of Summer Internships of MBA I year students (i.e. batch 2019-21). The following guidelines are issued in this context for the perusal of the key stakeholders.**

**1.0 Applicability:** For MBA I year students who have been admitted in AY 2019-20 as per the MBA 2019 pattern syllabus

**2.0 Learning Outcomes:** At the end of the Summer Internship, it is expected that the learner develops and provides evidence of business research capabilities by demonstrating:

1. An understanding of varied aspects of the theme/topic selected
2. An understanding of relevant theoretical, conceptual frameworks and application aspects
3. Competence in carrying out an in depth study.
4. Ability to critically evaluate secondary data and literature.
5. Ability to put forth a unified & cogent argument.
6. Ability to write and communicate in a scientific, structured, lucid and coherent manner

**3.0 Virtual Projects:** Many students will not be able to pursue their summer internship with the industry, as per the traditional method, due to the ongoing lockdown. Hence, they are advised to pursue virtual projects / internships. Virtual projects / internships shall be permitted for the MBA batch 2019-21. (on the recommendation of the project guide director / HoD shall certify the completion of project in line with these guidelines)





The nature of the project could be along the following lines -

1. Pure Desk Research
2. Desk Research + Digital Primary research
3. Virtual projects offered by
  - a. Corporates,
  - b. Start-ups,
  - c. Government and Semi Government organizations,
  - d. Cooperatives,
  - e. Management Consultants,
  - f. CSR organizations,
  - g. NGOs,
4. Projects may also be conceptualised and offered by the Institute.
5. Projects may focus on
  - a. Functional areas of management,
  - b. Social issues,
  - c. Policy issues,
  - d. Global issues,
  - e. Technology issues,
  - f. Governance issues,
  - g. Sectoral Analysis, Country Analysis, etc.
7. Projects may also focus on impact of COVID 19 from a business and management perspective.
8. It is expected that the SIP shall sensitize the students to the demands of the workplace that they will enter post completion of the MBA programme.

#### 4.0 Projects conceptualised and offered by the institute:

Topic Selection:

1. Institutes shall announce a list of potential topics/themes and the potential guide for each topic/theme.
2. Student shall communicate the choice of the topic from the list of the topics floated by the Institute within 7 days.
3. The student shall prepare within 1 week, an outline of the proposal prior to starting the work. Respective faculty member shall assist and guide the students in preparing the proposal.
4. The proposed work should reflect the nature and quantum of work undertaken by the student. The Summer Internship Project (SIP) work must reflect 8 weeks of output (approximately 400 hours).
5. The learning outcomes and broader utility must be specifically ensured.
6. Once the topic/theme and the broader objectives are approved, there shall be weekly review of the progress of the work. The Director shall define the plan for weekly reporting and the progress monitoring of the students by the faculty guides.

#### 5.0 Submission Guidelines:

The student shall submit a written structured report based on work done during this period on the basis of suggested guidelines and research methodology. Faculty shall ensure that the report meets the following guidelines and address all the evaluation parameters as well.

The report should be well documented and supported by:

1. Introduction/ Executive Summary.
2. Objectives of the Study.
3. Company/ Organization profile (including Organization Chart).





4. Research Methodology (Statement of Problem, Hypothesis (if any), Research Design)
5. Data analysis, Data Interpretation & Hypothesis Testing.
6. If the project is task based / activity based, relevant task /activity details, summary tables of tasks performed, charts, graphs, diagrams, maps etc. should be compiled in appropriate chapters.
7. Suggestions & Recommendations , If the project is task based / activity based, key learnings, key contributions to the organization should be documented after the suggestions & recommendations.
8. Conclusions.
9. References in appropriate referencing styles. (APA, MLA, Harvard, Chicago Style etc.)
10. Appendix (Questionnaire, Data Sheets, Maps etc.)

The student shall submit One hard copy & one soft copy (CD) of the project report before 10th October in Semester III. Hard copy is to be returned to the student by the Institute after the External Viva-Voce.

#### 6.0 Assessment & Evaluation:

1. The Institute shall conduct an internal viva-voce for evaluation of the SIP for 50 marks. The Panel shall comprise of the Internal Faculty Guide & One additional faculty nominated by the Director.
2. The University shall conduct an external viva-voce for evaluation of the SIP for 50 marks. The Panel shall comprise of the Internal Faculty Guide & One additional examiner appointed by the SPPU.

The student shall be evaluated as per the following parameters

1. Presentation by the student – 10 marks
2. Identification of the contemporary issue – 5 marks
3. Relevance and Linkages of the identified issue with frameworks, principles and practices of general management and functional areas in management– 10 marks
4. Survey of literature (scholarly literature as well as literature from business press, web resources, etc.) – 5 marks
5. Methodology – 5 marks
6. Overall understanding of - Functional perspectives, Cross functional perspectives, Global perspectives, Interdisciplinary perspectives, Social perspectives of the area of the study – 10 marks
7. Ability to put forth a unified & cumulative argument – 5 marks.



SAVITRIBAI PHULE PUNE UNIVERSITY

Academic Year - 2018-2022

BHMCT 2016 Pattern (5<sup>th</sup> Semester)

Guidelines for Industrial Training

Preamble: As all of us are aware of the unprecedented crisis that entire mankind and especially our nation is going through due to the outbreak of COVID-19 pandemic. The country is currently observing a lockdown and the situation in this context is continuously evolving.

The Governments at the national, state and local level and policy makers, regulators and other governing bodies are monitoring the situation closely and issuing appropriate guidelines in this context.

It is a fundamental responsibility of all citizens of India to ensure the safety of all citizens of India during this hour of crisis.

Academic Institutes also share the responsibility of safeguarding the health of all stakeholders. In light of this scenario, certain aspects of our key academic activities need a revisit. UGC / AICTE are issuing directives in this regard on an ongoing basis.

AICTE has issued instructions vide letter No. F. 7-2IDD/Admn/Inter corr.(Vol.-II) PE Dated: 15th April 2020 which dwells upon several aspects including Internships of students. These guidelines factor in the challenges and issues arising out of the need for physical distancing and the constraints in the light of lockdown.

Against this backdrop, there is a need to address the issue of Industrial Training of BHMCT III year (5<sup>th</sup> Semester) students (i.e. batch 2018-22). The following guidelines are issued in this context for the perusal of the key stakeholders.

**1.0 Applicability:**

For BHMCT III year (5<sup>th</sup> Semester) students.

**2.0 Learning Outcomes:** At the end of the Industrial Training it is expected that the learner develops and provides evidence of Capabilities in understanding Hotel Operations and allied sectors.

- 1) An understanding of varied aspects of an operational area (Hotel Department), in which the student would also like to pursue his specialization, thereby preparing for a role in this department after completion of his degree.
- 2) An understanding of the change that the pandemic will have on the operations in the Hotel Industry and learn new skill sets in order to be trained in these new normal operational procedures.
- 3) An enhancement of employability skills through various virtual and online skills.
- 4) Further development of on campus learning skills.





3.0 Virtual/ Online learning: As the students will not be able to pursue their training with the industry, as per the traditional method, due to the ongoing lockdown, they are advised to pursue virtual / online training, in the department of their choice.

4.0 The nature of the Industrial Training could be along the following lines –

#### FOOD PRODUCTION

- Seminars on HACCP, FSSAI
- Menu Planning, Menu engineering and Kitchen Administration.
- Study the Food safety standards followed in hotels and restaurants
- Change in operations in the wake of the pandemic

#### FOOD AND BEVERAGE SERVICE

- Restaurant planning and table management systems for effective sales. (Case study to be done by the students)
- Video lectures on F&B operations (latest trends, bar tending, events, banquet operations etc.)
- The new formalities to be followed during the guest cycle in the wake of the pandemic.

#### HOUSE KEEPING

- Comparatives of SOPs for Housekeeping and Front Office department Pre and Post Covid 19 pandemic.
- Hygiene and safety standards followed for staff and guest.
- Study on advanced cleaning agents and equipment's used in hotels.

#### FRONT OFFICE

- Study the Technological advancements in Hotels, Use of soft-wares in various areas.
- Understand the functions and importance of various reports generated during the guest cycle
- Changing role of Front Office personnel

#### ANCILLARY DEPARTMENTS

- Online Certification course in soft skills/ Communication skills. (Swayam/MOOC)
- Panel Discussion on Marketing strategies adopted by hotels
- Study on Sales promotion techniques adopted by hotels
- To study the various licenses and legal concerns for a hotel (webinar for the same could be organised)
- Talk by Industry expert (operations department) Highlighting the key aspects of budgeting and budgetary control.
- Talk by HR Manager on Placement norms Post Covid -19.





#### ADDITIONAL

- Interaction with Industry Resource persons through webinars/ online sessions, addressing the operations and functions carried out in the departments
- Carry out a Feasibility study on any one organization allotted by the TPO/ Principal of the Institute
- Make a Power point presentation on norms followed by hotels post Covid 19 pandemic

The student has to keep a record of all the activities completed during the Industrial Training programmes and regular correspondence/ update to be done with the Training and Placement Officer of the Institute.

4.0 The Training and Placement Cell of every Institute shall make arrangements of all the webinars, online learning, expert talks, panels discussions etc... make a schedule and inform the students well in advance.

#### 5.0 Submission Guidelines:

- The student shall submit a detailed report on the work done during the Industrial Training period.
- Students should compile the events to make a final report. Each event report to be checked and signed by departmental HODs

#### 6.0 Assessment and Evaluation:

- A total of 350 marks will be allotted for Assessment
- The institute shall conduct an internal viva-voce for evaluation (175 marks) of Industrial Training. The panel shall comprise of Training and Placement Officer and one additional faculty nominated by the Principal.
- The evaluation parameters –
  - Report -40 marks
  - Online course certificate- 20
  - PPT- 35 marks
  - Viva Voce- 80 marks
- The University shall conduct an external viva -voce for evaluation (175 marks) of Industrial Training. The Panel shall comprise of Internal Faculty and one External examiner (Industry)
- The evaluation parameters –
  - PPT- 75 marks (it should include the ppt on new norms, and learning outcome from operational and ancillary departments during the industrial training)
  - Viva Voce- 100 marks





Zeal Education Society's

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

Sr. No. 39, Narhe, Pune -411041, Phone No.:67206031, Website: www.zibacar.in

(Approved by A.I.C.T.E., Recognized by DTE (Govt. of Maharashtra), Permanently Affiliated to Savitribai Phule Pune University and Accredited by NAAC)

PUN Code: IMMP013170

DTE Code: 6152

AISHE Code: C-41828

### Savitribai Phule Pune University

AY 2019-20 MBA 2019 Pattern (MBA I YEAR)

#### Guidelines for Summer Internship Project

**Preamble:** All of us are aware of the unprecedented crisis that entire mankind and especially our nation is going through due to the outbreak of COVID-19 pandemic. The country is currently observing a lockdown and the situation in this context is continuously evolving.

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It is a fundamental responsibility of all citizens of India to ensure the safety of all citizens of India, during this hour of crisis.

Academic institutes also share the responsibility of safeguarding the health of all stakeholders.

In light of this scenario, certain aspects of our key academic activities need a revisit. UGC / AICTE are issuing directives in this regard on an ongoing basis.

AICTE has issued instructions vide letter No. F. 7-21DDIAdmn/Inter corr.(Vol.-II) Pt Dated: 15th April 2020 which dwells upon several aspects including Internships of students. These guidelines factor in the challenges and issues arising out of the need for physical distancing and the constraints in the light of lockdown.

**Against this backdrop, there is a need to address the issue of Summer Internships of MBA I year students (i.e. batch 2019-21). The following guidelines are issued in this context for the perusal of the key stakeholders.**

**1.0 Applicability:** For MBA I year students who have been admitted in AY 2019-20 as per the MBA 2019 pattern syllabus

**2.0 Learning Outcomes:** At the end of the Summer Internship, it is expected that the learner develops and provides evidence of business research capabilities by demonstrating:

1. An understanding of varied aspects of the theme/topic selected
2. An understanding of relevant theoretical, conceptual frameworks and application aspects
3. Competence in carrying out an in depth study.
4. Ability to critically evaluate secondary data and literature.
5. Ability to put forth a unified & cogent argument.
6. Ability to write and communicate in a scientific, structured, lucid and coherent manner

**3.0 Virtual Projects:** Many students will not be able to pursue their summer internship with the industry, as per the traditional method, due to the ongoing lockdown. Hence, they are advised to pursue virtual projects / internships. Virtual projects / internships shall be permitted for the MBA batch 2019-21.

**The nature of the project could be along the following lines -**

1. Pure Desk Research
2. Desk Research + Digital Primary research
3. Virtual projects offered by





- a. Corporates,
  - b. Start-ups,
  - c. Government and Semi Government organizations,
  - d. Cooperatives
  - e. Management Consultants,
  - f. CSR organizations,
  - g. NGOs,
4. Projects may also be conceptualised and offered by the institute.
5. Projects may focus on
- a. Functional areas of management,
  - b. Social issues, c. Policy Issues,
  - d. Global issues,
  - e. Technology issues,
  - f. Governance issues,
  - g. Sectorial Analysis, Country Analysis, etc.
7. Projects may also focus on impact of COVID 19 from a business and management perspective.
8. It is expected that the SIP shall sensitize the students to the demands of the workplace that they will enter post completion of the MBA programme.

**4.0 Projects conceptualised and offered by the institute:**

**Topic Selection:**

1. Institutes will announce a list of potential topics/themes and the potential guide for each topic/theme.
2. Student shall communicate the choice of the topic from the list of the topics floated by the Institute within 7 days.
3. The student shall prepare within 1 week, an outline of the proposal prior to starting the work. Respective faculty member will assist and guide the students in preparing the proposal
4. The proposed work should reflect the nature and quantum of work undertaken by the student. The Summer Internship Project (SIP) work must reflect 8 weeks of output (approximately 400 hours).
5. The learning outcomes and broader utility must be specifically ensured.
6. Once the topic/theme and the broader objectives are approved, there shall be weekly review of the progress of the work.

**5.0 Submission Guidelines:** The student shall submit a written structured report based on work done during this period on the basis of suggested guidelines and research methodology. Faculty shall ensure that the report meets the following guidelines and address all the evaluation parameters as well.

**The report should be well documented and supported by:**

1. Introduction/ Executive Summary.
2. Objectives of the Study.
3. Company/ Organization profile (including Organization Chart).
4. Research Methodology (Statement of Problem, Hypothesis (if any), Research Design).
5. Data analysis, Data Interpretation & Hypothesis Testing.
6. If the project is task based / activity based, relevant task activity details, summary tables of tasks performed, charts, graphs, diagrams, maps etc. should be compiled in appropriate chapters.





7. Suggestions & Recommendations, if the project is task based / activity based, key learnings, key contributions to the organization should be documented after the suggestions & recommendations.

8. Conclusions.

9. References in appropriate referencing styles. (APA, MLA, Harvard, Chicago Style etc.)

10. Appendix (Questionnaire, Data Sheets, Maps etc.)

The student shall submit **one hard copy & one soft copy (CD)** of the project report before **30<sup>th</sup> October in Semester III**. Hard copy is to be returned to the student by the Institute after the External Viva-Voce.

**6.0 Assessment & Evaluation:**

1. The Institute shall conduct an **internal viva-voce** for evaluation of the SIP for **50 marks**.

The Panel shall comprise of the Internal Faculty Guide & One additional faculty nominated by the Director.

2. The University shall conduct an **external viva-voce** for evaluation of the SIP for **50 marks**.

The Panel shall comprise of the Internal Faculty Guide & One additional examiner appointed by the SPPU.

The student shall be evaluated as per the following parameters

1. Presentation by the student - **10 marks**

2. Identification of the contemporary issue - **5 marks**

3. Relevance and Linkages of the identified issue with frameworks, principles and practices of general management and functional areas in management- **10 marks**

4. Survey of literature (scholarly literature as well as literature from business press, web resources, etc.) - **5 marks**

5. Methodology - **5 marks**

6. Overall understanding of - Functional perspectives, Cross functional perspectives, Global perspectives, Interdisciplinary perspectives, Social perspectives of the area of the study - **10 marks**

7. Ability to put forth a unified & cumulative argument - **5 marks**.





**Savitribai Phule Pune University**  
Examination Session 2019  
Marks Inward System for Colleges

11/19/2019

1 of 2

<b>College Name</b>	IMMP013170 - ZEAL EDUCATION SOCIETY'S DNYANGANGA INSTITUTE OF CAREER EMPOWERMENT		
<b>Pattern Name</b>	20516 - MBA (REV.2016)	<b>Batch No</b>	201910074219
<b>Subject Name</b>	334 - Summer Internship Project	<b>Exam Type</b>	INTERNAL OUT OF 50
<b>Teacher Name</b>	More Rahul Pralhadrao (Mob. No.: 9970941977) - Internal Examiner		

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Total Students	Present Students	Absent Students	Not Applicable	Detained
105	92	13	0	0

Seat No	Marks/Grade	Seat No	Marks/Grade	Seat No	Marks/Grade	Seat No	Marks/Grade
22877	45	22902	(AB)	22927	42	22952	46
22878	(AB)	22903	47	22928	43	22953	42
22879	42	22904	(AB)	22929	46	22954	42
22880	41	22905	(AB)	22930	40	22955	42
22881	40	22906	(AB)	22931	46	22956	44
22882	47	22907	(AB)	22932	48	22957	43
22883	45	22908	(AB)	22933	42	22958	42
22884	46	22909	39	22934	48	22959	36
22885	46	22910	43	22935	42	22960	44
22886	47	22911	40	22936	45	22961	45
22887	(AB)	22912	43	22937	45	22962	42
22888	46	22913	46	22938	46	22963	42
22889	42	22914	42	22939	45	22964	45
22890	40	22915	44	22940	44	22965	43
22891	(AB)	22916	41	22941	46	22966	42
22892	38	22917	(AB)	22942	42	22967	42
22893	42	22918	46	22943	47	22968	47
22894	43	22919	45	22944	44	22969	48
22895	(AB)	22920	46	22945	42	22970	48
22896	36	22921	42	22946	46	22971	44
22897	(AB)	22922	46	22947	41	22972	47
22898	44	22923	42	22948	44	22973	(AB)
22899	42	22924	48	22949	42	22974	48
22900	46	22925	44	22950	46	22975	48
22901	42	22926	40	22951	47	22976	46



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## MBA-II, Sem -III (2019-2020 Batch) UNIVERSITY MARKS

Sr. No	Seat Number	Seat No	SPL	305 (SIP)			Total
				Online Marks	Internal Marks By University	External marks	
1	22877	ADMANE AMIT SONAJI	MKT	11	20	31	62
2	22878	AKASH ARVIND BHUJBAL	MKT	7	20	AB	27
3	22879	AKASH HANUMANT GHANWAT	MKT	8	20	21	49
4	22880	AKASH KALYAN CHAUDHARI	MKT	6	20	21	47
5	22881	ANIRIDHA ARVIND DESHMUKH	MKT	11	18	17	46
6	22882	JADHAV PRACHI NITIN	MKT	12	23	29	64
7	22883	KONDALWADE KIRAN VASANTRAO	MKT	7	21	25	53
8	22884	MAHESH LAXMAN NAGULA	MKT	15	20	21	54
9	22885	MANE AKASH ANNASAHEB	MKT	10	25	34	69
10	22886	PLANAM CHANLIKARAN I SHIV JARE	MKT	14	25	34	73
11	22887	PRANAV KRISHNA PARAB	MKT	AB	20	AB	20
12	22888	SAWANT SUSHANT BHGWAT	MKT	9	22	24	55
13	22889	SOMAVANE SUDARSHAN GAJANAN	MKT	15	20	21	56
14	22890	SURYAWANSHI SACHIN DIGAMBAR	MKT	7	21	30	58
15	22891	BHERESH GANPAT JADRAO	FIN	6	19	19	44
16	22892	GAIKWAD ONKAR BHIMRAO	FIN	9	23	25	57
17	22893	GHONGDE MIRA VISHNU	FIN	9	19	19	47
18	22894	GORE PRIYANKA RAJU	FIN	9	25	29	63
19	22895	JAMDARE GOURAV DILIP	FIN	6	9	2	17
20	22896	KISAN SUKHADEV BAWANE	FIN	6	10	4	20
21	22897	MAYUR PRAMOD AHER	FIN	12	22	25	59
22	22898	MUNDE SURAJ SHANTESHWER	FIN	6	22	26	54
23	22899	PALKHE PRAKASH BALASAHEB	FIN	8	21	23	51
24	22900	TAMBE SHITAL HANUMANT	FIN	12	23	31	66
25	22901	WAGHMARE NAKUL DILIP	FIN	12	21	34	67
26	22902	MENGADE RHUSHITA SURYAKANTI	IT	AB	24	AB	24
27	22903	POWAR MANGESH NAMDEORAO	IT	13	23	32	68
28	22904	VIMIT VILAS ATHAWALE	IT	14	24	AB	38
29	22905	GUNJEGAONKAR ROHIT PRAFULLA	OPE	8	22	27	57
30	22906	KALYANI DILIP KALE	OPE	9	23	30	62
31	22907	KAMBLE MAYUR PRAMOD	OPE	7	21	29	57
32	22908	PARKHE TUSHAR SURESH	OPE	AB	20	AB	20
33	22909	DOIPHODE NEHA PRADIP	HRM	8	21	29	58
34	22910	SABALE NITIN TANAJI	HRM	11	21	36	68
35	22911	SHAIKH AYESHA DEJAWAR	HRM	6	22	26	54
36	22912	SHINDE PRIYANKA SUNIL	HRM	10	21	23	53
37	22913	SHINDE SHWETALI SANJAY	HRM	11	20	21	52
38	22914	SWAPNALI RAMCHANDRA BHISE	HRM	13	21	23	57
39	22915	CHETAN MAHAVIR BHABUJE	SCM	10	18	17	45
40	22916	SUDAKE NAMDEV HANUMANT	SCM	6	17	17	40
41	22917	PADVI UMESH VASANT	T&HM	AB	22	AB	22
42	22918	BHUTKAR PRANALI PRAMOD	MKT	11	20	29	60
43	22919	DATTATRAY SHARAD PATIL	MKT	7	23	28	58
44	22920	DHAS NILESH VISHNU	MKT	3	22	24	49
45	22921	DHOKATE MADHURA VIJAY	MKT	8	25	39	70
46	22922	DYADE ANMOL NAGNATH	MKT	6	21	23	50
47	22923	GOGAWALE SHIVANI SUBHASH	MKT	13	22	24	59
48	22924	JAIWAL NEHA NARESHLAL	MKT	10	25	32	67
49	22925	KABADE KARAN AMBADAS	MKT	10	24	28	62
50	22926	KALE VINOD VISHWAMBHAR	MKT	9	21	23	53
51	22927	KAWADE AKASH VITHALRAO	MKT	8	18	17	43
52	22928	KHOBIRAGADE PRIYANKA RAJESH	MKT	13	24	27	64
53	22929	KHULE BHUMIKA SANTOSH	MKT	9	23	30	62
54	22930	PAWAR ABHIJIT SAHEBRAO	MKT	14	19	19	52
55	22931	PAWAR AMOL GORAKH	MKT	8	20	21	49
56	22932	PAWAR APURVA SUNIL	MKT	10	25	30	65
57	22933	PAWAR PRASAD BABASAHEB	MKT	10	21	22	53
58	22934	RAJGURU MOHINI PRADIP	MKT	7	24	28	59
59	22935	RANPISE SHUBHAM SANJAY	MKT	8	20	24	52
60	22936	RAVI KUMAR MAHANT	MKT	7	24	29	60
61	22937	SALVI SHIVANI SANDEEP	MKT	6	22	30	58
62	22938	SAURABH PRAVIN GAJBHAYE	MKT	11	21	32	64
63	22939	SELUKAR GANESH SHANTINATH	MKT	12	18	18	48
64	22940	TAMBE KEDAR MADAN	MKT	9	19	19	47
65	22941	ZINJURTE AKSHAY TANAJI	MKT	12	23	26	61
66	22942	ANKITA DATTATRAYA NANAWARE	FIN	9	18	17	44
67	22943	ASHWINI SANDIP MANERKAR	FIN	8	26	30	64
68	22944	BALIGHATE SAYALI DATTATRAY	FIN	17	25	31	73
69	22945	BANGALE ARCHANA NAGNATH	FIN	8	22	30	60



70	22946	BHANDARE PRAJAKTA NANDKISHOR	FIN	8	24	34	66
71	22947	BHOSALE ADITI JANARDAN	FIN	15	24	34	73
72	22948	CHETAN MAHAVIR BHABUJE	FIN	11	18	17	46
73	22949	CHINCHIKAR PRATIMA BAPU	FIN	8	18	18	44
74	22950	DANGE POONAM PANDIT	FIN	9	24	27	60
75	22951	DESHPANDE VAISHNAVI VINAYAKRAO	FIN	8	24	28	60
76	22952	DHEMBARE PRAKASH GAJANAN	FIN	10	23	26	59
77	22953	DURGA SUKHADEV BAWANE	FIN	11	24	28	63
78	22954	JANKAR SNEHAL TUKARAM	FIN	10	24	29	63
79	22955	JAWALKAR MADHAVI SHASHIKANT	FIN	13	22	24	58
80	22956	KATURE PIYUSHA KISAN	FIN	13	24	31	68
81	22957	KAYASTHA CHAITALI NARAYAN	FIN	11	20	21	52
82	22958	KUNJER AKANKSHA ASHOK	FIN	14	19	19	52
83	22959	LADANE GANESH DRONVASU	FIN	13	21	23	57
84	22960	LADE AJINKYA DNYANESHWAR	FIN	11	24	29	64
85	22961	MANE SUPRIYA MARUTI	FIN	8	21	22	51
86	22962	OMKAR MADHUKAR LANJEWAR	FIN	8	12	8	28
87	22963	PANDEI NIKHIL Sagarad	FIN	10	14	10	34
88	22964	RAVI VERMA	FIN	13	24	28	65
89	22965	SALVE BHARATI VINAYAK	FIN	7	23	25	55
90	22966	SHELKE SHIVANI VIJAYKUMAR	FIN	8	23	26	57
91	22967	SHIGWAN NITISH PRABHAKAR	FIN	13	21	22	56
92	22968	NALLA AKASH DURGESH	IT	12	21	23	56
93	22969	SAMAL AKASH GANESH	IT	17	21	22	60
94	22970	SHIWETA RAMDAS PITEKAR	IT	13	24	29	66
95	22971	BANGAR SATESH SHESHRAO	OPE	15	23	26	64
96	22972	HINGMIRE RUCHIRA ANIL	OPE	15	24	32	71
97	22973	WABALE HARSHADA SANJAY	OPE	13	23	25	61
98	22974	GHUBALE SHUBHANGI ASHOK	HRM	14	24	32	70
99	22975	KONSAM VICTORIA DEVI	HRM	12	24	31	67
100	22976	PRAVIN RAJENDRA MAHENDRAKAR	HRM	12	19	19	50
101	22977	SUPEKAR POOJA SANJAY	HRM	10	22	26	58
102	22978	BHAMARE SAIPRIYA SURESH	IB	10	23	AD	33
103	22979	BHOSALE AMIT ASHOK	SCM	11	18	17	46
104	22980	PUSHPSK SHASHIKANT GANDHI	SCM	6	19	19	44





**Savitribai Phule Pune University**  
Examination Session 2019  
Marks Inward System for Colleges

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College Name	IMMP013170 - ZEAL EDUCATION SOCIETY'S DNYANGANGA INSTITUTE OF CAREER EMPOWERMENT		
Pattern Name	20516 - MBA (REV.2016)	Batch No	201910065790
Subject Name	334 - Summer Internship Project	Exam Type	ORAL OUT OF 50
Teacher Name	More Rahul Pralhadrao (Mob. No.: 9970941977) - Internal Examiner		

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Total Students	Present Students	Absent Students	Not Applicable	Detained
106	93	13	0	0

Seat No	Marks/Grade	Seat No	Marks/Grade	Seat No	Marks/Grade	Seat No	Marks/Grade
22877	✓ 44	22902	(5) (AB)	22927	✓ 40	22952	✓ 45
22878	(9) (AB)	22903	✓ 42	22928	✓ 40	22953	✓ 39
22879	✓ 40	22904	(6) (AB)	22929	✓ 42	22954	✓ 38
22880	✓ 38	22905	(7) (AB)	22930	✓ 35	22955	✓ 39
22881	✓ 38	22906	(8) (AB)	22931	✓ 41	22956	✓ 40
22882	✓ 45	22907	(9) (AB)	22932	✓ 46	22957	✓ 40
22883	✓ 43	22908	(10) (AB)	22933	✓ 39	22958	✓ 41
22884	✓ 40	22909	✓ 35	22934	✓ 45	22959	✓ 30
22885	✓ 42	22910	✓ 40	22935	✓ 38	22960	✓ 42
22886	✓ 43	22911	✓ 37	22936	✓ 42	22961	✓ 41
22887	(1) (AB)	22912	✓ 39	22937	✓ 41	22962	✓ 38
22888	✓ 42	22913	✓ 44	22938	✓ 45	22963	✓ 38
22889	✓ 40	22914	✓ 38	22939	✓ 42	22964	✓ 40
22890	✓ 38	22915	✓ 40	22940	✓ 38	22965	✓ 40
22891	(15) (AB)	22916	✓ 38	22941	✓ 42	22966	✓ 38
22892	✓ 36	22917	(11) (AB)	22942	✓ 38	22967	✓ 38
22893	✓ 40	22918	✓ 45	22943	✓ 45	22968	✓ 41
22894	✓ 40	22919	✓ 42	22944	✓ 40	22969	✓ 42
22895	(8) (AB)	22920	✓ 46	22945	✓ 38	22970	✓ 42
22896	✓ 32	22921	✓ 39	22946	✓ 44	22971	✓ 39
22897	(6) (AB)	22922	✓ 44	22947	✓ 39	22972	✓ 42
22898	✓ 40	22923	✓ 45	22948	✓ 40	22973	(12) (AB)
22899	✓ 38	22924	✓ 44	22949	✓ 38	22974	✓ 44
22900	✓ 40	22925	✓ 39	22950	✓ 40	22975	✓ 44
22901	✓ 40	22926	✓ 35	22951	✓ 42	22976	✓ 41

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Savitribai Phule Pune University  
Examination Session 2019  
Marks Inward System for Colleges

11/16/2019

2 of 2

Seat No Marks/Grade

22977	42
22978	40
22979	44
22980	35
22985	40
22999	40

15  
23  
18



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Zeal Education Society's

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

Sr. No. 39, Narhe, Pune -411041, Phone No.:67206031, Website: www.zibacar.in

(Approved by A.I.C.T.E., Recognized by DTE (Govt. of Maharashtra), Permanently Affiliated to Savitribai Phule

Pune University and Accredited by NAAC)

PUN Code: IMMPP013170

DTE Code: 6152

AISHE Code: C-41828

Markale sir -  
SIP Viva-Voce Attendance Sheet

Panel - I

Sr. No	Seat No	Name	Signature
1	22877	ADMANE AMIT SONAJI	
2	22878	AKASH ARVIND BHUJBAL	<del>AB</del>
3	22879	AKASH HANUMANT GHANWAT	<del>Signature</del>
4	22880	AKASH KALYAN CHAUDHARI	<del>Signature</del>
5	22881	ANIRUDHA ARVIND DESHMUKH	<del>Signature</del>
6	22882	JADHAV PRACHI NITIN	<del>Signature</del>
7	22883	KONDALWADE KIRAN VASANTRAO	<del>Signature</del>
8	22884	MAHESH LAXMAN NAGULA	<del>Signature</del>
9	22885	MANE AKASH ANNASAHEB	<del>Signature</del>
10	22886	POONAM CHANDRAKANT SHIVTARE	<del>Signature</del>
11	22887	PRANAV KRISHNA PARAB	- AB
12	22888	SAWANT SUSHANT BHGWAT	<del>Signature</del>
13	22889	SONAVANE SUDARSHAN GAJANAN	<del>Signature</del>
14	22890	SURYAWANSHI SACHIN DIGAMBAR	<del>Signature</del>
15	22891	BHERESH GANPAT JADHAO	- AB
16	22892	GAIKWAD ONKAR BHIMRAO	<del>Signature</del>
17	22893	GHONGDE MIRA VISHNU	<del>Signature</del>
18	22894	GORE PRIYANKA RAJU	<del>Signature</del>
19	22895	JAMDADE GOURAV DILIP	- AB
20	22896	KISAN SUKHADEV BAWANE	<del>Signature</del>
21	22897	MAYUR PRAMOD AHER	- AB
22	22898	MUNDE SURAJ SHANTESHWER	<del>Signature</del>
23	22899	PALKHE PRATIK BALASAHEB	<del>Signature</del>
24	22900	TAMBE SHITAL HANUMANT	<del>Signature</del>
25	22901	WAGHMARE NAKUL DILIP	<del>Signature</del>
26	22902	MENGADE RHUSHITA SURYAKANT	- AB
27	22903	POWAR MANGESH NAMDEORAO	<del>Signature</del>
28	22904	VIMIT VILAS ATHAWALE	<del>Signature</del> AB
29	22905	GUNJEGAONKAR ROHIT PRAFULLA	<del>Signature</del> AB
30	22906	KALYANI DILIP KALE	<del>Signature</del> AB
31	22907	KAMBLE MAYUR PRAMOD	- AB
32	22908	PARKHE TUSHAR SURESH	<del>Signature</del> AB
33	22909	DOIPHODE NEHA PRADIP	<del>Signature</del>
34	22910	SABALE NITIN TANAJI	<del>Signature</del>







Zeal Education Society's

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

Sr. No. 39, Narhe, Pune -411041, Phone No.:67206031, Website: www.zibacar.in

(Approved by A.I.C.T.E., Recognized by DTE (Govt. of Maharashtra), Permanently Affiliated to Savitribai Phule

Pune University and Accredited by NAAC)

PUN Code: IMMP013170

DTE Code: 6152

AISHE Code: C-41828

35	22911	SHAIKH AYESHA DILAWAR	
36	22912	SHINDE PRIYANKA SUNIL	<u>Shinde</u>
37	22913	SHINDE SHWETALI SANJAY	<u>Shinde</u>
38	22914	SWAPNALI RAMCHANDRA BHISE	<u>Bhise</u>
39	22915	PATIL CHETAN MADHUKAR	<u>Patil</u>
40	22916	SUDAKE NAMDEV HANUMANT	<u>Sudake</u>
41	22917	PADVI UMESH VASANT	<u>AB</u>
42	22918	BHUTKAR PRANALI PRAMOD	<u>Bhutar</u>
43	22919	DATTATRAY SHARAD PATIL	<u>Patil</u>
44	22920	DHAS NILESH VISHNU	<u>Dhas</u>
45	22921	DHOKATE MADHURA VIJAY	<u>Dhokate</u>
46	22922	DYADE ANMOL NAGNATH	<u>Dyade</u>
47	22923	GOGAWALE SHIVANI SUBHASH	<u>Gogawale</u>
48	22924	JAIWAL NEHA NARESHLAL	<u>Jaiwal</u>
49	22925	KABADE KARAN AMBADAS	<u>Kabade</u>
50	22926	KALE VINOD VISHWAMBHAR	<u>Kale</u>
51	22927	KAWADE AKASH VITHALRAO	<u>Kawade</u>
52	22928	KHOBRADE PRIYANKA RAJESH	<u>Khobrade</u>
53	22929	KHULE BHUMIKA SANTOSH	<u>Khule</u>
54	22930	PAWAR ABHIJIT SAHEBRAO	<u>Pawar</u>
55	22931	PAWAR AMOL GORAKH	<u>Pawar</u>

**SIP Viva-Voce**

PUNE-41



Zeal Education Society's

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

Sr. No. 39, Narhe, Pune -411041, Phone No.:67206031, Website: www.zibacar.in

(Approved by A.I.C.T.E., Recognized by DTE (Govt. of Maharashtra), Permanently Affiliated to Savitribai Phule

Pune University and Accredited by NAAC)

PUN Code: IMMP013170

DTE Code: 6152

AISHE Code: C-41828

## SIP Viva-Voce Attendance Sheet

Sr. No	Seat No	Name	Signature
1	22932	PAWAR APURVA SUNIL	
2	22933	PAWAR PRASAD BABASAHEB	
3	22934	RAJGURU MOHINI PRADIP	
4	22935	RANPISE SHUBHAM SANJAY	
5	22936	RAVI KUMAR MAHANT	
6	22937	SALVI SHIVANI SANDEEP	
7	22938	SAURABH PRAVIN GAJBHIYE	
8	22939	SELUKAR GANESH SHANTINATH	
9	22940	TAMBE KEDAR MADAN	
10	22941	ZINJURTE AKSHAY TANAJI	
11	22942	ANKITA DATTATRAYA NANAWARE	
12	22943	ASHWINI SANDIP MANERKAR	
13	22944	BALIGHATE SAYALI DATTATRAY	
14	22945	BANGALE ARCHANA NAGNATH	
15	22946	BHANDARE PRAJAKTA NANDKISHOR	
16	22947	BHOSALE ADITI JANARDAN	
17	22948	CHETAN MAHAVIR BHABUJE	
18	22949	CHINCHIKAR PRATIMA BAPU	
19	22950	DANGE POONAM PANDIT	
20	22951	DESHPANDE VAISHNAVI VINAYAKRAO	
21	22952	DHEMBARE PRAKASH GAJANAN	
22	22953	DURGA SUKHADEV BAWANE	
23	22954	JANKAR SNEHAL TUKARAM	
24	22955	JAWALKAR MADHAVI SHASHIKANT	
25	22956	KATURE PIYUSHA KISAN	
26	22957	KAYASTHA CHAITALI NARAYAN	
27	22958	KUNJIR AKANKSHA ASHOK	
28	22959	LADANE GANESH DRONVASU	
29	22960	LADE AJINKYA DNYANESHWAR	
30	22961	MANE SUPRIYA MARUTI	
31	22962	OMKAR MADHUKAR LANJEWAR	
32	22963	PANDIT NIKHIL SHARAD	
33	22964	RAVI VERMA	
34	22965	SALVE BHARATI VINAYAK	
35	22966	SHELKE SHIVANI VIJAYKUMAR	





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36	22967	SHIGWAN NITISH PRABHAKAR	<i>Shigwan</i>
37	22968	NALLA AKASH DURGESH	<i>AKASH</i>
38	22969	SAMAL AKASH GANESH	<i>Samal</i>
39	22970	SHWETA RAMDAS PITEKAR	<i>Shweta</i>
40	22971	BANGAR SATESH SHESHRAO	<i>Bangar</i>
41	22972	HINGMIRE RUCHIRA ANIL	<i>Hingmire</i>
42	22973	WABALE HARSHADA SANJAY	<i>WABALE</i>
43	22974	GHUBALE SHUBHANGI ASHOK	<i>Ghubale</i>
44	22975	KONSAM VICTORIA DEVI	<i>Konsam</i>
45	22976	PRAVIN RAJENDRA MAHENDRAKAR	<i>Pravin</i>
46	22977	SUPEKAR POOJA SANJAY	<i>Supekar</i>
47	22978	BHAMARE SAIPRIYA SURESH	<i>Bhamare</i>
48	22979	BHOSALE AMIT ASHOK	<i>Bhosale</i>
49	22980	PUSHPSK SHASHIKANT GANDHI	<i>Pushpsk</i>
50	22985	SHETYE PALLAVI HEMANT	<i>Shetye</i>
51	22999	PATIL MANISH BHASKAR	<i>Patil</i>
52	22985	SHETYE PALLAVI HEMANT	<i>Shetye</i>
53	22986	ZARKAR RAHUL SUBHASH	<i>Zarkar</i>
54	22995	GAVIT DINESH GULAB	<i>Gavit</i>



Zeal Education Society's  
**Zeal Institute of Business Administration, Computer Application & Research**  
**SIP Presentation & Internal Viva-Voce Schedule**

MBA SEM III

Date: 15/12/2020

**NOTICE**

This is to inform all MBA students that, Summer Internship Project (SIP) Presentation & internal viva-voce is scheduled on **24<sup>th</sup> Dec.2020** through Microsoft Team platform. If you are unable to give Presentation & Viva-voce, you will be mark absent & same will be communicated to university. All are instructed that follow the same as per given schedule without any adjustment:

ZIBACAR- PANEL 1				
Sr. No.	Name of Student	Time slot	Name of Internal Evaluator	Name of External Evaluator
1	VISHAKHA PRADIP NAIKAWADI	10.00 AM-10.20AM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
2	ADSULE CHANURAKANT JANARDAN	10.20AM-10.40AM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
3	RAJURKAR SAYALI MAHESH	10.40AM-11.00AM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
4	KHANDGAVE SURAJ ATMARAM	11.00AM-11.20AM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
5	PATIL VISHAL ARJUN	11.20AM-11.40AM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
6	MATE JATIN DEVDAS	11.40AM-12.00PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
7	CHAVHAN AMRUTA VIJAY	12.00PM-12.20PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
8	KADU VIDYA DHONDIRAM	12.20PM-12.40PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
9	MORE RATAN VIJAY	12.40PM-1.00PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
10	DHUMAL RUTUJA DATTATRAYA	2.00PM-2.20PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
11	DEVIKA SURYAKANT POL	2.20PM-2.40PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
12	RAKHI ASHOK BANSODE	2.40PM-3.00PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
13	SHRIKANT SAGAR UMESH	3.00PM-3.20PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar





14	RANDIVE RAHUL GORAKH	3.20PM-3.40PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
15	BHADULE BHALCHANDRA ASHOK	3.40PM-4.00PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar
16	DIRANGALE GANESH ANKUSH	4.00PM-4.20PM	Dr Anil Poman	Dr. Rushikesh Kaakhandikar

### ZIBACAR- PANEL 2

Sr. No.	Name of Student	Time slot	Name of Internal Evaluator	Name of External Evaluator
17	TAMLURE BASHAWESHWAR VITTHAL	10.00 AM-10.20AM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
18	CHAVAN NUTAN VITTHAL	10.20AM -10.40AM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
19	PAIKRAO KRISHNA SOPANRAO	10.40AM-11.00AM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
20	MOHITE POOJA SHIVAJI	11.00AM-11.20AM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
21	MATE JAYANT DEVDAS	11.20AM-11.40AM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
22	CHENDAGE SHUBHANGI UTTARESHWAR	11.40AM-12.00PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
23	KAJAL BALWANT DUPARGUDE	12.00PM-12.20PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
24	DIPALI SANJAY LONARE	12.20PM-12.40PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
25	PATASKAR PREM VIJAY	12.40PM-1.00PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
26	GHOKE DNYANESHWAR WASUDEO	2.00PM-2.20PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
27	DEO RUSHIKESH SHRADDHANAND	2.20PM-2.40PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
28	DEVDAAS VITTHAL KHADE	2.40PM-3.00PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
29	BHUMKAR PRIYANKA KHANDU	3.00PM-3.20PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
30	DARBHE PUNAM ANANT	3.20PM-3.40PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
31	MEERABAI PANDHARINATH LAVATE	3.40PM-4.00PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar
32	MOHOL AMEY RAJENDRA	4.00PM-4.20PM	Dr Pravin Mahamuni	Dr. Manisha Khaladkar



**ZIBACAR- PANEL 3**

Sr. No.	Name of Student	Time slot	Name of Internal Evaluator	Name of External Evaluator
33	DESAI PRANALI DILIP	10.00 AM-10.20AM	Dr Rahul More	Prof.Satish Bagal
34	ASARKAR MRUNAL MANOHAR	10.20AM -10.40AM	Dr Rahul More	Prof.Satish Bagal
35	BHISE PAVAN RAMACHANDRA	10.40AM-11.00AM	Dr Rahul More	Prof.Satish Bagal
36	WADJE SUNIL DEVRAO	11.00AM-11.20AM	Dr Rahul More	Prof.Satish Bagal
37	VEDIKA SHIVAJI NIGHOT	11.20AM-11.40AM	Dr Rahul More	Prof.Satish Bagal
38	WAGHMODE ABHIJIT ARUN	11.40AM-12.00PM	Dr Rahul More	Prof.Satish Bagal
39	KULKARNI UNKAR SUDHIR	12.00PM-12.20PM	Dr Rahul More	Prof.Satish Bagal
40	RAHUL SANJOG DHUMAL	12.20PM-12.40PM	Dr Rahul More	Prof.Satish Bagal
41	KALWANE GANESH SURESH	12.40PM-1.00PM	Dr Rahul More	Prof.Satish Bagal
42	KULKARNI SUSHANT BHIMARAO	2.00PM-2.20PM	Dr Rahul More	Prof.Satish Bagal
43	RAHUL DNYANOBA CHANDANSHIVE	2.20PM-2.40PM	Dr Rahul More	Prof.Satish Bagal
44	SHROTE RAHUL KESHAORAO	2.40PM-3.00PM	Dr Rahul More	Prof.Satish Bagal
45	SHIVAM	3.00PM-3.20PM	Dr Rahul More	Prof.Satish Bagal
46	DIPAK BHIMRAO KAKDE	3.20PM-3.40PM	Dr Rahul More	Prof.Satish Bagal
47	PAWAR MINAL SUNIL	3.40PM-4.00PM	Dr Rahul More	Prof.Satish Bagal

**ZIBACAR- PANEL 4**

Sr. No.	Name of Student	Time slot	Name of Internal Evaluator	Name of External Evaluator
48	DATAKUMAR RAVI SURYAWANSHI	10.00 AM-10.20AM	Dr Sachin Chavan	Prof. Rucha Deshpande
49	SAYALI TULSHIRAM YELE	10.20AM -10.40AM	Dr Sachin Chavan	Prof. Rucha Deshpande





50	WAGHMARE RESHMA HARISHCHANDRA	10.40AM- 11.00AM	Dr Sachin Chavan	Prof. Rucha Deshpande
51	ASHWINI PRAKASH DINDE	11.00AM- 11.20AM	Dr Sachin Chavan	Prof. Rucha Deshpande
52	DESHMUKH OMKAR SAMBHAJI	11.20AM- 11.40AM	Dr Sachin Chavan	Prof. Rucha Deshpande
53	MARAL SAYALI RAJENDRA	11.40AM- 12.00PM	Dr Sachin Chavan	Prof. Rucha Deshpande
54	WAGHMARE PRASHANT SHANKAR	12.00PM- 12.20PM	Dr Sachin Chavan	Prof. Rucha Deshpande
55	NITA GULAB SHINDE	12.20PM- 12.40PM	Dr Sachin Chavan	Prof. Rucha Deshpande
56	WASTE PRASAD JAGANNATH	12.40PM- 1.00PM	Dr Sachin Chavan	Prof. Rucha Deshpande
57	VIJAY MAHADEO PAWADE	2.00PM- 2.20PM	Dr Sachin Chavan	Prof. Rucha Deshpande
58	SONALI VISHNU GHONGADE	2.20PM- 2.40PM	Dr Sachin Chavan	Prof. Rucha Deshpande
59	BHOSALE NILESH SAHEBRAO	2.40PM- 3.00PM	Dr Sachin Chavan	Prof. Rucha Deshpande
60	ABHIJIT SUDHAKAR KHORGADE	3.00PM- 3.20PM	Dr Sachin Chavan	Prof. Rucha Deshpande
61	KADAM ADITYA PRATAP	3.20PM- 3.40PM	Dr Sachin Chavan	Prof. Rucha Deshpande
62	GADE SHIWANI NITIN	3.40PM- 4.00PM	Dr Sachin Chavan	Prof. Rucha Deshpande
63	KUMARI POOJA	4.00PM- 4.20PM	Dr Sachin Chavan	Prof. Rucha Deshpande

#### ZIBACAR- PANEL 5

Sr. No.	Name of Student	Time slot	Name of Internal Evaluator	Name of External Evaluator
64	BHUYAR SHRUTI ANIL	10.00 AM- 10.20AM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
65	NAMRATA RAMESH BANSODE	10.20AM - 10.40AM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
66	PRATIKSHA ANIL BALWANT	10.40AM- 11.00AM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
67	KULKARNI JAGRUTEE PRADIP	11.00AM- 11.20AM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
68	KULKARNI ASHWINI SUDHIR	11.20AM- 11.40AM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
69	MAYURI MAHESH GHOSALKAR	11.40AM- 12.00PM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
70	RENUKA RAMESH SHINDE	12.00PM-	Prof. Ashish Vyas	Prof. Prashant Kumbhar



		12.20PM		
71	NIKITA TANAJIRAO PATIL	12.20PM-12.40PM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
72	SAKSHI MANMOHAN SHARMA	12.40PM-1.00PM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
73	PAYAL SANTOSH TAMBADE	2.00PM-2.20PM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
74	KULKARNI AISHWARY SANJAY	2.20PM-2.40PM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
75	NIKITA KUNDANLAL MEGHANI	2.40PM-3.00PM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
76	GARGI KRUSHNAJI TAMHANKAR	3.00PM-3.20PM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
77	SMRIITI SHANKAR GADGE	3.20PM-3.40PM	Prof. Ashish Vyas	Prof. Prashant Kumbhar
78	KULKARNI ADITYA ANIL	3.40PM-4.00PM	Prof. Ashish Vyas	Prof. Prashant Kumbhar

**ZIBACAR- PANEL 6**

Sr. No.	Name of Student	Time slot	Name of Internal Evaluator	Name of External Evaluator
79	DATTATRAY CHAGAN RATHOD	10.00 AM-10.20AM	Prof. Pandurang Patil	Prof. Sachin Wadekar
80	SAGAR BHARAT NANAWARE	10.20AM -10.40AM	Prof. Pandurang Patil	Prof. Sachin Wadekar
81	PRATIKSHA ASHOK RAUT	10.40AM-11.00AM	Prof. Pandurang Patil	Prof. Sachin Wadekar
82	NILESH CHANDRAKANT GAYAKE	11.00AM-11.20AM	Prof. Pandurang Patil	Prof. Sachin Wadekar
83	MOTE PRAVIN TANAJI	11.20AM-11.40AM	Prof. Pandurang Patil	Prof. Sachin Wadekar
84	RUSHIKESH DIGAMBAR HOVAL	11.40AM-12.00PM	Prof. Pandurang Patil	Prof. Sachin Wadekar
85	KAJAL SHARAD BATHE	12.00PM-12.20PM	Prof. Pandurang Patil	Prof. Sachin Wadekar
86	ANJESH ASHOK KHAWASE	12.20PM-12.40PM	Prof. Pandurang Patil	Prof. Sachin Wadekar
87	CHIRAG AVINASH BADHE	12.40PM-1.00PM	Prof. Pandurang Patil	Prof. Sachin Wadekar
88	CHAUDHARI BHAVNESH LAXMAN	2.00PM-2.20PM	Prof. Pandurang Patil	Prof. Sachin Wadekar
89	APARNA RAMESH JADHAV	2.20PM-2.40PM	Prof. Pandurang Patil	Prof. Sachin Wadekar
90	SHUBHAM DATTATRAY KASAR	2.40PM-3.00PM	Prof. Pandurang Patil	Prof. Sachin Wadekar





91	SHEKADE YOGESH SUBHASH	3.00PM-3.20PM	Prof. Pandurang Patil	Prof. Sachin Wadekar
92	KULDIP SUBHASH TAYADE	3.20PM-3.40PM	Prof. Pandurang Patil	Prof. Sachin Wadekar
93	TUSHAR RAVINDRA UDGE	3.40PM-4.00PM	Prof. Pandurang Patil	Prof. Sachin Wadekar

### ZIBACAR- PANEL 7

Sr. No.	Name of Student	Time slot	Name of Internal Evaluator	Name of External Evaluator
94	RASIKA VINAYAK TAMHANE	10.00 AM-10.20AM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
95	PHADATARE SAGAR SHANKAR	10.20AM -10.40AM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
96	VIJAY MACHHINDRA PADIR	10.40AM-11.00AM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
97	SHRIKANT UTTKARSH UMESHCHANDRA	11.00AM-11.20AM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
98	RUTUJA DASHRATH WATANE	11.20AM-11.40AM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
99	RAHUL BALAJI MITKARI	11.40AM-12.00PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
100	RUTUJA RAJENDRA BATHE	12.00PM-12.20PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
101	VIKRAM CHANDRAKANT URADE	12.20PM-12.40PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
102	KOMAL SOMNATH MACHALE	12.40PM-1.00PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
103	GORE ANURADHA RAJENDRA	2.00PM-2.20PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
104	PINGANE SACHIN MAHADEO	2.20PM-2.40PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
105	ANKITA POPAT GANAGE	2.40PM-3.00PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
106	SWAPNIL PUNA PAWAR	3.00PM-3.20PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
107	MAHESH APPASAB AJURE	3.20PM-3.40PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare
108	KALBHOR KARAN ASHOK	3.40PM-4.00PM	Prof. Suresh Mehetre	Prof. Vikrant Nangare

SIP Coordinator



Program Coordinator



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Date: 09/11/2019

### NOTICE

All the students of MBA-II are informed that their University (External) project viva is scheduled on 15<sup>th</sup> and 16<sup>th</sup> November 2019 from 10:00 am onwards. They have to be present in uniform 30 minutes before the start of the viva along with two copies of their final report.

The schedule for the viva is as below;

Day & Date	Panel No. 1	Panel No. 2
Friday 15 <sup>th</sup> November 2019	Exam seat no. 22877 to 22916	Exam seat no. 22917 to 22956
Saturday 16 <sup>th</sup> November 2019	22957 to 22976	22977 to 22980, 22985, 22986, 22995 & 22999



Dr. Mohsin Shaikh  
SIP Coordinator

Dr. Rajesh Kumar Kashyap  
Academic Head

Dr. Amod Markale  
Director





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Date: 09/11/2019

### NOTICE

All the students of MBA-II are informed that their internal project viva is scheduled on Tuesday, 12<sup>th</sup> November 2019 from 10:00 am onwards. They have to be present before 30 minutes along with two copies of their final report and a soft copy (CD).



Dr. Mohsin Shaikh  
SIP Coordinator

Dr. Rajesh Kumar Kashyap  
Academic Head

Dr. Amod Markale  
Director

Sr.No.	Sr. No.	Name of Student	Specialization	Name of guide	SIP approved Title
1	DMB1921067	Nikita Meghani	3. Human Resources Management (HRM)	Prof. Ashish Vyas	Performance screening of the employees in pandemic period at: Primus Techsystem Pvt Ltd.
2	DMB1921030	Jagrutee Kulkarni	3. Human Resources Management (HRM)	Prof. Ashish Vyas	Employee Welfare
3	DMB1921065	Aishwary kulkarani	3. Human Resources Management (HRM)	Prof. Ashish Vyas	Compensation management
4	DMB1921045	Renuka Shinde	3. Human Resources Management (HRM)	Prof. Ashish Vyas	The study of customer care during covid 19 at jewellers
5	DMB1921111	Minal Pawar	2. Financial Management (FIN)	Dr Rahul More	Technical Analysis using various Indicators
6	DMB1921052	Anjesh Khawase	1. Marketing Management (MKT)	Prof. Pandurang Patil	
7	DMB1921032	Rutuja watane	1. Marketing Management (MKT)	Prof. Suresh Mehetre	Amul: advertisement for new product
8	DMB1921103	Dipak Kakde	1. Marketing Management (MKT)	Dr Rahul More	A STUDY ON CONSUMER BUYING BEHAVIOUR WITH REFERENCE TO BAJAJ AUTO SALES AND SERVICES
9	DMB1921002	Shruti Bhuyar	3. Human Resources Management (HRM)	Prof. Ashish Vyas	Labour Welfare in Companies
10	DMB1921108	Ganesh Dirangale	2. Financial Management (FIN)	Dr Anil Poman	Financial ratio analysis
11	DMB1921007	Pranali Desai	2. Financial Management (FIN)	Dr Rahul More	Digital banking and payments: raising of new era in indian banking
12	DMB1921078	Sachin Pingane	1. Marketing Management (MKT)	Prof. Suresh Mehetre	ERP software solution sales and marketing
13	DMB1921106	Aditya Kulkarni	3. Human Resources Management (HRM)	Prof. Ashish Vyas	Preparing to manage human resources
14	DMB1921003	Bashaweshwar Tamhane	2. Financial Management (FIN)	Dr Pravin Mahamuni	Study for non performing assets
15	DMB1921091	Swapnil Pawar	1. Marketing Management (MKT)	Prof. Suresh Mehetre	Advertising Strategies of tvs two wheeler
16	DMB1921016	Suraj Khandgave	2. Financial Management (FIN)	Dr Anil Poman	A STUDY OF PRIVATE BANK PERFORMANCE BY USING CAMEL MODEL
17	DMB1921021	Vishal Patil	2. Financial Management (FIN)	Dr Anil Poman	Costing analysis
18	DMB1921054	Vedika Nighot	2. Financial Management (FIN)	Dr Rahul More	A Study On Foreign Exchange And Its Risk Manager
19	DMB1921017	Reshma Waghmare	2. Financial Management (FIN)	Dr Sachin Chavan	To study financial planning their needs and requirements
20	DMB1921008	Rasika Tamhane	1. Marketing Management (MKT)	Prof. Suresh Mehetre	Study on perception of customer towards LIC
21	DMB1921023	Ashwini Dinde	2. Financial Management (FIN)	Dr Sachin Chavan	Study of portfolio management in reference to forex market
22	DMB1921090	Rahul Randive	2. Financial Management (FIN)	Dr Anil Poman	A DETAILED STUDY ON CASH APPLICATION MANAGEMENT IN ACCOUNTS RECEIVABLE"
23	DMB1921015	Sayali Rajurkar	2. Financial Management (FIN)	Dr Anil Poman	A study of camel model in banking sector





24	DMB1921046	Rutuja Dhumal	2. Financial Management (FIN)	Dr Anil Poman	Gold Loan
25	DMB1921033	Omkar Deshmukh	2. Financial Management (FIN)	Dr Sachin Chavan	Ratio analysis
26	DMB1921097	Punam Darbhe	2. Financial Management (FIN)	Dr Anil Poman	Mutual fund
27	DMB1921010	Sagar Phadatare	1. Marketing Management (MKT)	Prof. Suresh Mehetre	Customer Satisfaction
28	DMB1921036	Rahul Mitkari	1. Marketing Management (MKT)	Prof. Suresh Mehetre	Comprehensive study of jk white cement
29	DMB1921019	Pooja Mohite	2. Financial Management (FIN)	Dr Pravin Mahamuni	Financial Performance of SBI Bank
30	DMB1921058	Dipali Lonare	2. Financial Management (FIN)	Dr Pravin Mahamuni	Credit Appraisal of SBI
31	DMB1921112	Kumari Pooja	2. Financial Management (FIN)	Dr Sachin Chavan	Client Acquisition and Retention in online tax filing.
32	DMB1921057	Prasad Waste	2. Financial Management (FIN)	Dr Sachin Chavan	Post Covid financial effect on companies.
33	DMB1921080	Sagar Shrikant	5. Business Analytics (BA)	Dr Anil Poman	No yet Approvec
34	DMB1921026	Amruta Chavhan	5. Business Analytics (BA)	Dr Anil Poman	Quality Control As Determinant Factor For Effective And Efficient Production
35	DMB1921012	Chandrakant Adsule	4. Operations & Supply Chain Management (OS)	Dr Anil Poman	Study of operations Management
36	DMB1921031	Uttkarsh Shrikant	5. Business Analytics (BA)	Prof. Suresh Mehetre	Not yet approved
37	DMB1921077	Rakhi Bansode	2. Financial Management (FIN)	Dr Anil Poman	The Environmental factor responsible for TJSB bank performance
38	DMB1921022	Mrunal Asarkar	2. Financial Management (FIN)	Dr Rahul More	A study of impact of covid pandemic on cooperative indian banking sector
39	DMB1921043	PRASHANT WAGHMARE	2. Financial Management (FIN)	Dr Sachin Chavan	Loan and advance offered in shivmit urban multisate nidhi bank ltd.
40	DMB1921060	Prem Pataskar	5. Business Analytics (BA)	Dr Pravin Mahamuni	IMPACT OF ENTERPRISE RESOURCE PLANNING SYSTEM ON BUSINESS PERFORMANCE
41	DMB1921071	Komal Machale	1. Marketing Management (MKT)	Prof. Suresh Mehetre	A study of consumer buying behavior towards online retail marketers
42	DMB1921013	Nutan Chavan	2. Financial Management (FIN)	Dr Pravin Mahamuni	Camel model for banking purpose
43	DMB1921073	Anuradha Gore	5. Business Analytics (BA)	Prof. Suresh Mehetre	Study of Consumer buying behaviour for two wheeler Motor bikes
44	DMB1921089	Priyanka Bhumkar	2. Financial Management (FIN)	Dr Pravin Mahamuni	Company Desk Research (Financial Information)
45	DMB1921050	Nikita Patil	3. Human Resources Management (HRM)	Prof. Ashish Vyas	Performance management system
46	DMB1921081	Ganesh Kalwane	5. Business Analytics (BA)	Dr Rahul More	Business intelligence integration and architecture
47	DMB192107	Rahul Dhumal	4. Operations & Supply Chain Management (OS)	Dr Rahul More	Quality and Assurance
48	DMB1921101	SHIVAM SHENDE	2. Financial Management (FIN)	Dr Rahul More	Fundamental and Technical Analysis of Food Processing Sector
49	DMB1921042	PAVAN Bhise	2. Financial Management (FIN)	Dr Rahul More	Not yet approved
50	DMB1921064	Abhijit Waghmode	2. Financial Management (FIN)	Dr Rahul More	The study of Retail Business
51	DMB1921094	Rahul Shrote	4. Operations & Supply Chain Management (OS)	Dr Rahul More	Cycle Time Reduction for Product
52	DMB1921044	Kajal Dupargude	2. Financial Management (FIN)	Dr Pravin Mahamuni	Bank NPA





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)

Name: Aishwary Kulkarni

Enrollment No: 3

Class: ZIBACAR

Div: A

**SUMMER INTERNSHIP PROGRAM -AY-2019-20**  
**JOINING REPORT**

(To be submitted by \_\_\_\_\_ )

**I. Organizational Details:**

- Name of the Organization : NA
- Address of the Organization : NA
- Telephone Numbers : NA
- E-mail : NA
- Name & Designation of Head of the Organization: NA
- Amount of Stipend : NA
- Facilities available to the student: Internship Facility

**III. Project Details:**

Title of the project: Compensation Management

Area of the project: off line

Objectives of the project] cost control: Managing compensation costs effectively whiel still providing cometicitive salaries and benefits to employees

2] compliance with regulations: Ensuring that the compensation system complies with relevant laws and regulations governing wages benefits and employee rights







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

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Description of the project in brief: Compensation Management involves designing and implementing strategies to fairly reward employees for their contributions to an organization. This includes determining salary structures, benefits packages, incentives, and performance-based rewards to attract, retain, and motivate talent. Effectively the project entails analyzing existing compensation

Name of the Student

Aishwary Kulkarni

Faculty Guide Name:

Prof. Ashish Was

Date: 3 July 2020





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**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)

Name: Dipali Lonare.

Enrollment No: 30

Class: ZIBACAR

Div: A

**SUMMER INTERNSHIP PROGRAM -AY-2019-20**  
**JOINING REPORT**

(To be submitted by \_\_\_\_\_ )

**I. Organizational Details:**

- Name of the Organization : N.A.
- Address of the Organization : N.A.
- Telephone Numbers : N.A.
- E-mail : N.A.
- Name & Designation of Head of the Organization: N.A.
- Amount of Stipend : N.A.
- Facilities available to the student: Internship Facility

**III. Project Details:**

Title of the project:

credit appraisal of SBI.

Area of the project: off line

Objectives of the project:

- ① Reviewing credit decision making: - To review the decision making process for credit approvals within SBI, including the role of credit committees.
- ② Assessing credit monitoring & recovery: - To assess SBI's practices for monitoring loan performance early identification.







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**Description of the project in brief:**

The project involves conducting a detailed credit appraisal of the state bank of India. It includes evaluating SBI credit risk, policies loan portfolio, Composition decision making process, Monitoring practice and recovery practices by benchmarking.

Name of the Student

Dipali Lonare

Faculty Guide Name:

Dr. Pravin Rahamuni,

Date: 2/7/2020





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

Name: Rutuja Dhumal.

Enrollment No: 24

Class: ZIBACAR

Div: A

## **SUMMER INTERNSHIP PROGRAM -AY-2019-20 JOINING REPORT**

(To be submitted by \_\_\_\_\_ )

### **I. Organizational Details:**

- Name of the Organization : NA
- Address of the Organization : NA
- Telephone Numbers : NA
- E-mail : NA
- Name & Designation of Head of the Organization: NA
- Amount of Stipend : NA
- Facilities available to the student: Internship Facility

### **III. Project Details:**

Title of the project: Gold Loan.

Area of the project: off line

Objectives of the project: i) Understanding the concept and Mechanics of gold loans.  
ii) Analyze the market potential and demand for gold loans







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(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)

Description of the project in brief: In gold loan project you'll explore the concept, market potential, profitability, risk, and regulatory aspects. You will compare providers analyze customer perception, and propose strategies.

Name of the Student

Rutuja Dhumal

Faculty Guide Name:

Dr. Anil Poman.

Date: 04-07-2020





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**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)

Name: *Ankita Ganuge*

Enrollment No: *69*

Class: ZIBACAR

Div: *B*

**SUMMER INTERNSHIP PROGRAM –AY-2019-20**  
**JOINING REPORT**

(To be submitted by \_\_\_\_\_ )

**I. Organizational Details:**

- Name of the Organization : *NA*
- Address of the Organization : *NA*
- Telephone Numbers : *NA*
- E-mail : *NA*
- Name & Designation of Head of the Organization: *NA*
- Amount of Stipend : *NA*
- Facilities available to the student: Internship Facility

**III. Project Details:**

Title of the project: *Social media marketing*

Area of the project: *off line*

Objectives of the project: *i) Boost engagement*

*ii) Generate Leads*

*iii) Increase brand awareness*







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(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)

**Description of the project in brief:** The MBA project on social media marketing will involve analyzing, strategizing and implementing effective marketing campaigns on various social media platforms to promote a product services or brand this including conducting market research identifying target audiences developing content managing budgets measuring campaign performance and optimizing strategies for maximum impact and ROI

Name of the Student

Ankita Ganaye

Faculty Guide Name:

Prof: Sunresh Mehete

Date:

02-07-2020





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)

Name: *Vishal Pateil*

Enrollment No: *17*

Class: ZIBACAR

Div: *A*

**SUMMER INTERNSHIP PROGRAM –AY-2019-20**  
**JOINING REPORT**

(To be submitted by )

**I. Organizational Details:**

- Name of the Organization : *NA*
- Address of the Organization : *NA*
- Telephone Numbers : *NA*
- E-mail : *NA*
- Name & Designation of Head of the Organization: *NA*
- Amount of Stipend : *NA*
- Facilities available to the student: Internship Facility *NA*

**III. Project Details:**

Title of the project: *Costing analysis*

Area of the project: *off line*

Objectives of the project: *i) Cost Control*  
*ii) Cost Benefit analysis*  
*iii) Financial Reporting*







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(ZIBACAR)**

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

**Description of the project in brief:** A costing analysis MBA project typically involves analyzing the cost structure of a business or project to optimize efficiency and profitability. It includes examining expenses, identifying cost drivers, evaluating pricing strategies, and proposing recommendations for cost reduction or revenue enhancement. This project often includes financial analysis, qualitative methods, and strategic decision-makers.

Name of the Student

Vishal Patil

Faculty Guide Name:

Dr. Anil Poman

Date:

02-07-2020





**PurpleRadiance™**

Technology Beyond Imagination

Date: April 05 2019

To:  
Miss. Neha Narohlal Jaiswal

Address:-  
AT-Hadgaon Post Hadgaon  
TQ-Hadgaon Dist-Nanded,  
Pin Code - 431712,  
Maharashtra.

Subject: Internship Offer Letter.

On behalf of PurpleRadiance Technologies Private Limited, I am pleased to extend to you this offer of temporary employment as an **Marketing Intern**, reporting to Mohan Pathate. If you accept this offer, you will begin your internship with the Company on and will be expected to work on 01<sup>st</sup> June 2019.

Your internship is expected to end on 01<sup>st</sup> August 2019. However, your internship with the Company is "at-will," which means that the Company may terminate your internship at any time, with or without cause and with or without notice.

During your employment, you may have access to trade secrets and confidential business information belonging to the Company. By accepting this offer of employment, you acknowledge that you must keep all of this information strictly confidential, and refrain from using it for your own purposes or from disclosing it to anyone outside the Company. In addition, you agree that, upon conclusion of your employment, you will immediately return to the Company all of its property, equipment, and documents, including electronically stored information.

By accepting this offer, you agree that throughout your internship, you will observe all policies and practices governing the conduct of our business and employees, including our policies prohibiting discrimination and harassment. This letter sets forth the complete offer we are extending to you, and supersedes and replaces any prior inconsistent statements or discussions. It may be changed only by a subsequent written agreement.



**PurpleRadiance Technologies Private Limited.**

Office No 7, Chandhere Complex, Opposite InDrive Shopping Mall, Pune- Akhane Nagar Road, Viman Nagar, Pune - 411014.  
Ph/Fax : + 91 20 41203332 | Contact us : [contact@purpleradiance.com](mailto:contact@purpleradiance.com) | Visit us At : [www.purpleradiance.com](http://www.purpleradiance.com)





**PurpleRadiance™**

Technology Beyond Imagination

Date: April 05 2019

To:

Miss. Mihini Pradip Rajguro

Address:-

Varun C-102, DSK Vishwa,

Dhayuri, Sinhgad Road,

Pin Code - 411041,

Maharashtra.

**Subject: Internship Offer Letter.**

On behalf of PurpleRadiance Technologies Private Limited, I am pleased to extend to you this offer of temporary employment as an **Marketing Intern**, reporting to Mohan Pathare. If you accept this offer, you will begin your internship with the Company on and will be expected to work on 01<sup>st</sup> June 2019.

Your internship is expected to end on 01<sup>st</sup> August 2019. However, your internship with the Company is "at-will," which means that the Company may terminate your internship at any time, with or without cause and with or without notice.

During your employment, you may have access to trade secrets and confidential business information belonging to the Company. By accepting this offer of employment, you acknowledge that you must keep all of this information strictly confidential, and refrain from using it for your own purposes or from disclosing it to anyone outside the Company. In addition, you agree that, upon conclusion of your employment, you will immediately return to the Company all of its property, equipment, and documents, including electronically stored information.

By accepting this offer, you agree that throughout your internship, you will observe all policies and practices governing the conduct of our business and employees, including our policies prohibiting discrimination and harassment. This letter sets forth the complete offer we are extending to you, and supersedes and replaces any prior inconsistent statements or discussions. It may be changed only by a subsequent written agreement.



**PurpleRadiance Technologies Private Limited.**

Office No. 7, Chandera Complex, Opposite InOrbit Shopping Mall, Pune-Ahmednagar Road, Viman Nagar, Pune - 411014  
Ph/Fax: +91 20 41203352 | Contact us: [contact@purpleradiance.com](mailto:contact@purpleradiance.com) | Visit us at: [www.purple-radiance.com](http://www.purple-radiance.com)



**PurpleRadiance™**

Technology Beyond Imagination

This internship offer letter is being issued to you on the basis of the information and particulars furnished by you in your application (including bio-data), at the time of your interview.

If it is found that you have made a false statement (or have not disclosed a material fact) resulting in your being offered this appointment, the management of the Company may take such action as it deems fit in its sole discretion, including termination of your employment. You will be responsible for safekeeping and return in good condition and order of all Company's property, which may be in your use, custody or charge.

You are required to submit to us the following at the time of your joining:

- ✓ Photocopies of your educational qualifications
- ✓ 4 Passport size photographs
- ✓ Relieving letter from previous employer, if applicable
- ✓ Recent salary statement, if applicable
- ✓ Proof of age
- ✓ PF account details, if applicable
- ✓ Income Tax deduction certificate of previous employer
- ✓ PAN card Xerox
- ✓ Passport Xerox

We welcome you in our organization and look forward for long and fruitful association with the Company.

Kindly sign a copy of this letter of appointment as token of your confirmation and acceptance of the above terms and conditions.

For PurpleRadiance Technologies Private Limited



Mr. Mohan Pathare  
Director



**PurpleRadiance Technologies Private Limited.**

Office No.7, Chandern Complex, Opposite InOrbit Shopping Mall, Pune-Ahmednagar Road, Viharnagar, Pune - 411014.  
Ph/Fax : +91 20 41205332 | Contact us : [contact@purpleradiance.com](mailto:contact@purpleradiance.com) | Visit us at : [www.purpleradiance.com](http://www.purpleradiance.com)





**PurpleRadiance™**

Technology Beyond Imagination

**COMPENSATION & BENEFITS:**

You will receive a total compensation Stipend Rs 6000/- Per Month for duration of 2 months.

I have read, understood and accepted the above Appointment Letter. I understand that the terms and conditions are pre-conditions to my being offered employment with the company. I am under no obligation or duress to accept these terms and conditions of employment. I accept them of my own free choice and will.

Signature:

Name: Molini Pradip Rajguru

Expected date of joining: June 01 2019



**PurpleRadiance Technologies Private Limited.**



Ref: ZIBACAR/PPR/164/2019-20

DATE: 01/11/2019

To,  
The Director,  
ZIBACAR, Pune

Subject: Budget of SPPU Exam Nov/Dec 2019

Respected sir,

The University project viva of our MBA -II students is scheduled on 15<sup>th</sup> and 16<sup>th</sup> November 2019. The expected/ approximate expenses during and for conducting exam are as follows-

Sr. No.	Details	Amount
1	Remuneration for Ext. Examiners (220 Rs * 109) (120) A	13080 ✓
2	Local Convenience allowance for Ext. Examiners. (500 Rs * 2*2 days)	2000 ✓
3	Chairman's Allowance (220*2)	440 ✓
4	Lunch, breakfast for Ext. Examiners (500Rs * 5*2)	5000
5	Miscellaneous	1000
	<b>Total</b>	<b>21520</b>

The entire amount would be reimbursed by SPPU Pune after completion of audit report except hospitality amount.

Please sanction the budget and obliged.

Thanking you,

Yours faithfully,

*Shaikh*  
Dr. M.R Shaikh  
SIP Coordinator  
ZIBACAR

Recommended/Not recommended

*Amod Markale*  
Dr. Amod Markale  
Director, ZIBACAR

Approved/ Not Approved

*Pradip*  
Mr. Pradip Khandave  
Executive Director, ZES Pune

Advance  
to be drawn  
in favour of  
Dr. Amod Markale  
*Amod Markale*





313837



Faculty of MANAGEMENT

**TEAM LIST**

Second half of the year, 2019

Board of study in Viva-Voice(Oral)

**Exam : M.B.A. (Sem. I to IV)**

Paper / Subject : , --- Practicals/Viva From 06.11.19 TO 16.11.19

Practicals / Viva center : Zeal Education Society Zeal Institute of Business Administration, Computer Application and Research Addr: Behind Bhairavnath temple Survey No 39, Narhe, Pune 4110041 Ta: Haweli(excluding Corporation Area) Dist: Pune

Sr. No.	Post Name	Teacher Name	College Name
1.	Panel-1 Chairman  18237385	<b>Pawar Gajendra Maruti</b>  gajendra.jalmr@gmail.com 9767525555	Jaywant Shikshan Prasarak Mandal Jaywantrao Sawant Institute of Management And Research Addr: Survey No 58 handewadi road Hadpsar pune -28 Ta: Haweli(excluding Corporation Area) Dist: Pune
2.	Panel-2 Chairman  18237386	<b>Shimpi Shiram Shaligram</b>  shimpisir@gmail.com 9850524489	Shri Khanderai Pratishtan Dnyansagar Institute Of Management And Research Addr: SrNo 4243 Balewadi Ta: Pune (corporation Area) Dist: Pune

*Note only for Pharmacy : External examiners appointed for B.Pharm (first year to fourth year) examination schedule in Second half of the year, 2019 are requested to please treat the order for the Colleges, having students of that particular year (first/second/third/fourth)*



**A  
PROJECT REPORT  
ON  
“TO STUDY THE CONSUMER BUYING BEHAVIOUR  
TOWARDS FERTILIZERS WITH SPECIAL REFERENCE  
TO ZUARI AGRO CHEMICALS LTD, SANGLI”**

**SUBMITTED TO  
SAVITRIBAI PHULE PUNE UNIVERSITY  
IN THE PARTIAL FULFILLMENT OF 2 YEARS FULL  
TIME COURSE**

**MASTER OF BUSINESS ADMINISTRATION**

**SUBMITTED BY  
Mr. Dattatray Chagan Rathod**

**MBA**

**UNDER THE GUIDENCE OF**

**Prof. Pandurang Patil**



**ZEAL INSTITUTE OF BUSINESS ADMINISTRATION,  
COMPUTER APPLICATION & RESEARCH, NARHE,  
PUNE-411041  
BATCH-2019-20**





## DECLARATION


I hereby declare that the project entitled "**TO STUDY THE CONSUMER BUYING BEHAVIOUR TOWARDS FERTILIZERS WITH SPECIAL REFERENCE TO ZUARI AGRO CHEMICALS LTD, SANGLI**" is a result of work carried out by me at Savitribai Phule Pune University, under the supervision of **Prof. Pandurang Patil**, Associate Professor, **Zeal Institute of Business Administration, Computer Application & Research, Narhe, Pune.**

I further declare that this project has not been previously submitted, in part or full, to this University or any other University for the award of any Degree. Due acknowledgements have been made wherever anything has been borrowed or cited from other sources.

Place: Pune

Date:



  
(Dattatray Chagan Rathod)

## ACKNOWLEDGEMENT

It is He, who is instrumental in all that happens; and guides us towards the ultimate goal, we just being mere means. We thank Almighty for his presence in each and every moment, delivering the outcome which we were supposed to give.

We heartily thank Prof. **Pandurang Patil** for giving us good supervision and support during the preparation of this topic. We are highly thankful for her unique tips and minute suggestion that she gave us for the best curriculum report.

We are highly grateful to the **Savitribai Phule Pune University** for providing us the opportunity to make this such practical work which gives a lot of importance on project from the beginning, has honed our skills in the practice.

With due sense of respect and gratitude, we would be more than happy to thank all those who believed us, guided and supported at each difficulties and motivated us. No amount of words written here will suffice for our sense of gratitude towards all of them.





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## EXECUTIVE SUMMARY

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 department. 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 stakeholders.

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.

Consumer is the king and hence it is the consumer who determines what a business is, therefore a sound marketing program was started with a careful analysis of the habits, attitudes, motives and needs of consumers.

In today's world purchases made by a customer is to satisfy his or her needs. All the behavioral activities carried out by a customer during and after the purchase of a product are termed so as "buyer behavior". In this article we will come across the origin of buying ideas, what is buyer behavior, how consumer buy, why consumer buy, types, Decision process and what motives them.





## Current scenario of Agriculture industry in India

### **Introduction**

Agriculture is the primary source of livelihood for about 58 per cent of India's population. Gross Value Added by agriculture, forestry and fishing is estimated at Rs 17.67 trillion (US\$ 274.23 billion) in FY18.

The Indian food industry is poised for huge growth, increasing its contribution to world food trade every year due to its immense potential for value addition, particularly within the food processing industry. The Indian food and grocery market is the world's sixth largest, with retail contributing 70 per cent of the sales. The Indian food processing industry accounts for 32 per cent of the country's total food market, one of the largest industries in India and is ranked fifth in terms of production, consumption, export and expected growth. It contributes around 8.80 and 8.39 per cent of Gross Value Added (GVA) in Manufacturing and Agriculture respectively, 13 per cent of India's exports and six per cent of total industrial investment.

### **Market Size**

During 2017-18\* crop year, food grain production is estimated at record 284.83 million tonnes. In 2018-19, Government of India is targeting foodgrain production of 285.2 million tonnes. Milk production was estimated at 165.4 million tonnes during FY17, while meat production was 7.4 million tonnes. As of September 2018, total area sown with kharif crops in India reached 105.78 million hectares.

India is the second largest fruit producer in the world. Production of horticulture crops is estimated at record 306.82 million tonnes (mt) in 2017-18 as per third advance estimates.

Total agricultural exports from India grew at a CAGR of 16.45 per cent over FY10-18 to reach US\$ 38.21 billion in FY18. Between Apr-Oct 2018 agriculture exports were US\$ 21.61 billion. India is also the largest producer, consumer and exporter of spices and spice products. Spice exports from India reached US\$ 3.1 billion in 2017-18. Tea exports from India reached a 36 year high of 240.68 million kgs in CY 2017 while coffee exports reached record 395,000 tonnes in 2017-18.

Food & Grocery retail market in India was worth US\$ 380 billion in 2017

### **Investments**

According to the Department of Industrial Policy and Promotion (DIPP), the Indian food processing industry has cumulatively attracted Foreign Direct Investment (FDI) equity inflow of about US\$ 8.57 billion between April 2000 and June 2018.

Some major investments and developments in agriculture are as follows:

- By early 2019, India will start exporting sugar to China.
- The first mega food park in Rajasthan was inaugurated in March 2018.
- Agrifood start-ups in India received funding of US\$ 1,66 billion between 2013-17 in 558 deals.



- In 2017, agriculture sector in India witnessed 18 M&A deals worth US\$ 251 million.

### **Government Initiatives**

Some of the recent major government initiatives in the sector are as follows:

- The Agriculture Export Policy, 2018 was approved by Government of India in December 2018. The new policy aims to increase India's agricultural exports to US\$ 60 billion by 2022 and US\$ 100 billion in the next few years with a stable trade policy regime.
- In September 2018, the Government of India announced Rs 15,053 crore (US\$ 2.25 billion) procurement policy named 'Pradhan Mantri Annadata Aay SanraksHan Abhiyan' (PM-AASHA), under which states can decide the compensation scheme and can also partner with private agencies to ensure fair prices for farmers in the country.
- In September 2018, the Cabinet Committee on Economic Affairs (CCEA) approved a Rs 5,500 crore (US\$ 820.41 million) assistance package for the sugar industry in India.
- The Government of India is going to provide Rs 2,000 crore (US\$ 306.29 million) for computerisation of Primary Agricultural Credit Society (PACS) to ensure cooperatives are benefitted through digital technology.
- With an aim to boost innovation and entrepreneurship in agriculture, the Government of India is introducing a new AGRI-UDAAN programme to mentor start-ups and to enable them to connect with potential investors.
- The Government of India has launched the Pradhan Mantri Krishi Sinchai Yojana (PMKSY) with an investment of Rs 50,000 crore (US\$ 7.7 billion) aimed at development of irrigation sources for providing a permanent solution from drought.
- The Government of India plans to triple the capacity of food processing sector in India from the current 10 per cent of agriculture produce and has also committed Rs 6,000 crore (US\$ 936.38 billion) as investments for mega food parks in the country, as a part of the Scheme for Agro-Marine Processing and Development of Agro-Processing Clusters (SAMPADA).
- The Government of India has allowed 100 per cent FDI in marketing of food products and in food product e-commerce under the automatic route.

### **Achievements in the sector**

- The Electronic National Agriculture Market (eNAM) was launched in April 2016 to create a unified national market for agricultural commodities by networking existing APMCs. Up to May 2018, 9.87 million farmers, 109,725 traders were registered on the e-NAM platform. 585 mandis in India have been linked while 415 additional mandis will be linked in 2018-19 and 2019-20.
- Agriculture storage capacity in India increased at 4 per cent CAGR between 2014-17 to reach 131.8 million metric tonnes.



- Coffee exports reached record 395,000 tonnes in 2017-18.
- Between 2014-18, 10,000 clusters were approved under the Paramparagat Krishi Vikas Yojana (PKVY).
- Between 2014-15 and 2017-18 (up to December 2017), capacity of 2.3 million metric tonnes was added in godowns while steel silos with a capacity of 625,000 were also created during the same period.
- Around 100 million Soil Health Cards (SHCs) have been distributed in the country during 2015-17 and a soil health mobile app has been launched to help Indian farmers.

### Road Ahead

India is expected to achieve the ambitious goal of doubling farm income by 2022. The agriculture sector in India is expected to generate better momentum in the next few years due to increased investments in agricultural infrastructure such as irrigation facilities, warehousing and cold storage. Furthermore, the growing use of genetically modified crops will likely improve the yield for Indian farmers. India is expected to be self-sufficient in pulses in the coming few years due to concerted efforts of scientists to get early-maturing varieties of pulses and the increase in minimum support price.

The government of India targets to increase the average income of a farmer household at current prices to Rs 219,724 (US\$ 3,420.21) by 2022-23 from Rs 96,703 (US\$ 1,505.27) in 2015-16.

Going forward, the adoption of food safety and quality assurance mechanisms such as Total Quality Management (TQM) including ISO 9000, ISO 22000, Hazard Analysis and Critical Control Points (HACCP), Good Manufacturing Practices (GMP) and Good Hygienic Practices (GHP) by the food processing industry will offer several benefits.



## OBJECTIVE OF THE STUDY

- To study the farmers buying behavior towards Zuari fertilizers.
- To understand the farmer buying pattern for purchasing fertilizers.
- To know the higher demanded fertilizers in the market.
- To find the factors affecting farmer's buying behavior towards fertilizers.





## COMPANY PROFILE

Zuari Agro Chemicals Ltd was founded by eminent Indian industrialist Late Dr KK Birla in 1967, and the manufacturing operations started in 1974. The products of Zuari are being sold by the brand- Jai Kisaan.

Today it is the flagship company of Adventz Group and leading the agriculture vertical of the Group, under the leadership of Mr. Saroj Kumar Poddar. Zuari is a single-window agricultural solution provider, and partners with Indian farmers for progress and prosperity. It enables agricultural self sufficiency and economic independence by providing fertilisers that are both affordable and effective. Zuari is committed to effective utilization of resources and innovative initiatives for the well-being of the farming community.

The success of Zuari is credited to the dynamic team that helms the company. The eminent board of directors supported by a team of executives and staff ensure that the Zuari family constantly grows towards the vision of prosperity for the Indian farmer.

**Vision:-** To be the one-stop solution for the farm economy

**Mission:-** To create value for farmers and stakeholders by providing integrated agri solutions to all farm needs.

### **JOINT VENTURE: PARADEEP PHOSPHATES LTD**

**Paradeep Phosphates Limited (PPL)** is a joint venture between Indian Government and Zuari Maroc Phosphates Private Limited (ZMPPL), a 50:50 partnership between Maroc Phosphore S.A., Morocco and Zuari Agro Chemicals Limited. The government of India holds 19.55% of shares while 80.45 % shares are held by Zuari Maroc Phosphates Pvt Ltd.

### **SUBSIDIARY: MANGALORE CHEMICALS & FERTILIZERS LTD**

**Mangalore Chemicals and Fertilizers Limited (MCF)** is a subsidiary of Zuari Fertilisers and Chemicals Limited which holds 53.03% equity shares. MCF is the largest manufacturer of chemical fertilizers in the state of Karnataka.



## Founding Chairman

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### **Late Dr. KK Birla, Founding Chairman**

**Late Dr. Krishna Kumar Birla** was the founding Chairman of **Zuari Agro Chemicals Ltd.**

Late Dr. K. K. Birla was a visionary and nurtured the K. K. Birla Group as one of the most respected 'Business Houses' in India. The Group covers a wide canvas with interest in Fertilisers, Media, Textiles, Sugar, Shipping, Heavy Engineering, EPC Services, Financial Services, Furniture, Information Technology and Infrastructure Sectors.

The Group under his leadership made foray into Fertiliser Business in 1967 through Zuari Industries Limited, Goa, which led the foundation of Zuari Agro Chemicals. Dr. K. K. Birla was a member of the Rajya Sabha for three successive terms from 1984 –2002 and served on several committees of Parliament. He was on the central board of the State Bank of India and ICICI. Dr. Birla also headed Federation of Indian Chambers of Commerce and Industries (FICCI), Indian Sugar Mills Association and many Sports Federations.

Dr. K.K. Birla was the Chancellor of Birla Institute of Technology and Science, (BITS) Pilani. BITS has four campuses at Pilani, Goa, and Hyderabad. He had set up the K. K. Birla Foundation, which confers annual awards for excellence in literature, scientific research, Indian philosophy, art, culture and sports. He also established the K. K. Birla Academy, which undertakes research on scientific, historical and cultural subjects.





Dr. Birla was a Hindi Prabhakar (Honours in Hindi) and D.Litt (Honoris Causa). His contribution in the field of literature has been immense through the publication of his works. It was a passion that Dr. Birla continued to pursue till the end.

## PRODUCTS



### Jai Kisaan Samarth

Samarth has a nutrient content that is amongst the highest in the NPK range of fertilisers. This high nutrient content provides economy in transportation for the fertiliser. At a ratio of 10:26:26, the fertilizer is low in N but high in P and K, making it ideal for basal application, while minimizing wastage of nutrients in the process. The low Nitrogen in Samarth is ammoniacal in form and helps in controlling the excessive vegetative growth of crops. Phosphorus in Samarth is completely water soluble. Samarth is available in 50kg bags.



### Jai Kisaan Sampatti



Jai Kisaan Sampatti is a complex grade with NPK in the ratio of 12:32:16. This fertiliser has a high Phosphorus content while being low in Nitrogen and Potassium. Nitrogen is available in both Amide and Ammoniacal forms. The fertilizer is completely water soluble, making it easy to administer to crops. The potash present in the fertilizer helps in building resistance to pests and diseases. The fertilizer aids plants by enhancing root penetration.



### Jai Kisaan Sampurna

Jai Kisaan Sampurna is our star performer. Available in 50kg bags, this fertiliser contains the maximum number of nutrients in comparison to all other NPK grade fertilisers. This is a highly concentrated, completely water-soluble fertiliser with an NPK ratio of 1:1:1. The fertiliser is enriched with traces of micronutrients to boost its effectiveness. Farmers have used this fertiliser with great success on cash and food crops to provide balanced plant nutrition. This granulated complex fertiliser is ideal for basal dressing. Being granular in form the fertiliser can be applied uniformly. Enriched with nitrogen in Ammoniacal & Amide forms this fertiliser ensures that leaching loss under waterlogged conditions is minimal while remaining completely soluble.



### Jai Kisaan Samrat





Jai Kisaan' s Samrat brand of fertilisers is ideal for basal application for all crops. Available in 50kg bags, the fertilizer is best applied for oil seeds and pulses in particular. The nitrogen found in this fertilizer is in Ammoniacal form. The phosphorus present in the fertilizer is completely water-soluble.



### Jai Kisaan SOP

Jai Kisaan' s Sulphate of Potash (SOP) fertiliser is an imported product that provides Potash and Sulphur plant nutrients. The fertiliser is completely water-soluble and can be easily administered to plants through soil or through foliar spray. SOP helps in enhancing the quality and taste of the crops being grown. It is best suited for grapes, tobacco, onion, and potato. SOP fertiliser is available in 50kg bags. .



### Jai Kisaan Urea (46%N)

Zuari's brand of urea – Jai Kisaan Urea, is one of the most recognised brands of urea amongst Indian farmers. Available in 50kg bags, our urea is ideal for foliar spraying, due to its low biuret content. Foliar spraying is beneficial for plants especially in saline soils as it avoids a further increase in salt concentration. In waterlogged areas, it prevents the leaching loss of Nitrogen. Foliar spraying is also beneficial in dry conditions where there is little soil



moisture, as plants are able to assimilate urea through the leaves. Just 2 to 4kg of urea can be dissolved in 100 litres of water can be effectively used for foliar spray.

## CONCEPTUAL FRAMEWORK

Definition:-

Consumer buying behaviour:-

"The process and activities people engage in when searching for, selecting, purchasing, using, evaluating, and disposing as to satisfy their needs and wants".

The farmer decision process:-



- (1) Problem recognition  
➤ Out of stock





- Dissatisfaction
- New need or wants
- Related product purchase
- Market – induced recognition
- New product

2) Information search:-

- Information search – information stored in memory
- External search – actively seeking information from various sources
  - sources Personal:- Friends , relatives , co-workers
  - market –controlled sources’ :- Ads, salespeople, in –store displays
  - Public sources :- Handling, examining, testing, using

## B) Consumer Behaviour

### Definition:

“consumer behavior refers to the mental and emotional process and the observable behaviour of consumers during searching, purchasing and post consumption of a product or service.”

❖ **Consumer behaviour reflects consumers’ decisions with respect to:**

- the acquisition, consumption, and disposition
- of goods and services, time, and ideas
- By (human) decision making (over time).

(Prof. Dr. Maggie Guans, Consumer Behaviour, 1999)

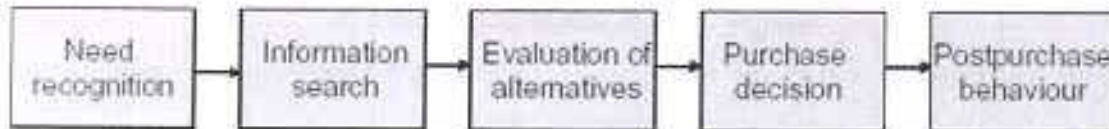
❖ **Consumer receives stimuli which affect on his consuming behaviour. This stimuli comes from:**

- The financial environment (favourable or ominous financial conditions).
- The political environment (smoothly or foggy political setting).
- The technological environment (technological progress or recession).



- The company's marketing mix as for the product, the price, the place and the promotion. (E.g. a television advertising spot or a handing-over in the price of product).

- **Five-Stage Model of the buying process:**



(Kotler 1993, p. 182)

This model implies that consumers pass through all five stages in buying a product. This may be the case in high-involving purchases. In low-involvement purchases, consumers may skip or reverse some of these stages. This model shows the full range of considerations that arise when a consumer face a highly involving new purchase.

### **Consumer Decision making theories**

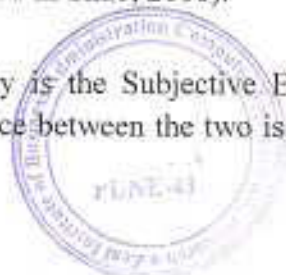
According to Shao (2006), the decision literature can be classified into three broad categories:

- 1) **normative**
- 2) **behavioural**
- 3) **naturalistic.**

#### **(1) Normative decision theory**

Normative Decision Theory originated in the economic discipline. According to Shao (2006), earliest researchers viewed decision-making as gambles and decision makers as "economic" men striving to maximise payoffs. The word 'normative' describes how decision makers should behave in order to obtain maximum payoffs. Examples of Normative Decision Theory include Expected Utility Theory adapted by Neumann & Morgenstern (1947) and Subjective Expected Utility Theory adapted by Savage (1954) (Cited in Shao, 2006).

An important addition of the Expected Utility Theory is the Subjective Expected Utility Theory proposed by Savage (1954). The main difference between the two is that the former



uses objective probabilities, while the final uses subjective probabilities. By substituting subjective probabilities for objective probabilities, Subjective Expected Utility Theory proposes that the decision maker may be uncertain as whether the various outcomes (payoffs)

will actually occur if the option is chosen (Beach, 1997). On the other hand according to Schoemaker (1982), Normative Decision Theory is actually a family of theories and at their core is a rational decision maker. The implied decision process is a single-stage process of consistent calculations of the options' utilities. He also stated that consumer decision-making is a complex process. However, the normative assumptions are imposing an order on the complexity of decision-making (Beach, 1997). Over time, there has been growing discontent with the normative approach to studying consumer decision-making because the observed decision behaviour often violate the underlying assumptions of Normative Decision Theory.

## **(2) Behavioural decision theory**

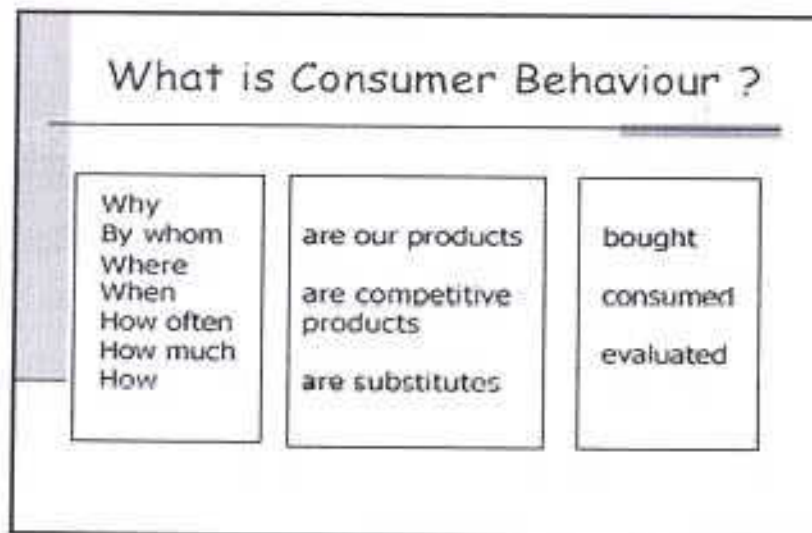
Behavioural Decision Theory emerged when decision researchers observed that decision makers seldom make explicit tradeoffs, let alone explicit use of probability and their preferences are constructed, not invariant (Bettman et al., 1998). The rational decision maker depicted by Normative Decision Theory was challenged by Simon (1955) who argued that decision makers have only bounded rationality and is seeking to satisfy. He also argued that Normative Decision Theory put "severe demands upon the choosing organism and those consumers do not necessarily search for all available alternatives, but choose the first feasible alternative that exceeds a given amount of payoffs. However he also proposed classic Satisfying strategy that was employed on decision makers in complex choice situations" (Cited in Shao, 2006)

**Through the studying of consumer behaviour some fundamental questions comes abroad such as:**

- Why does consumer buy a product?
- How does consumer buy the product?
- How does consumes or use the product?
- How does consumer develop a product after buying it?
- How consumer exempted from the product (or his packing) after its usage?







(Prof. Dr. Maggie Geuens, Consumer Behaviour, 1999)

Those questions find answers through the study of the factors that influences consumer's behaviour. Those factors are separated in four categories: social, cultural, demographical and psychological. Those factors and its categories are the following:

### (3) CULTURAL FACTORS

#### **Culture:**

Culture (or civilization) is the highest entity of personal identification with the society. These entities were in the past the nations and could be in the future the civilizations (Western, Muslim, Hindi, Chinese). Humane behaviour is largely learned. The growing child acquires a set of values, perceptions, preferences and behaviours through a process of socialization involving the family and other education institutions

#### **Subculture:**

Each culture consists of smaller subcultures that provide more specific identification and socialization for its members. We can distinguish several subcultures in the different countries. We can distinguish:

- National groups (immigrants, Europeans and non-Europeans)
- Religious groups (Catholics, Protestants, Orthodox, Muslims, and Jews)

- Geographical areas (Regions, regional identity)
- Geographical areas (Regions, regional identity)

#### **(4) SOCIAL FACTORS:**

##### **Social class:**

“Social classes are relatively homogeneous and enduring divisions in a society, which are hierarchically ordered and whose members share similar values interests and behaviour” Social classes show distinct product and brand preferences in such areas as clothing, home furnishing, leisure activities, automobiles, and food and beverages (KOTLER, 2000, p. 161)

##### **Social roles and statuses:**

A person participates in many groups throughout life such as family, clubs, and organizations. The person’s position in each group can be defined in terms of role and status. A role consists of the activities that a person is expected to perform according to the persons around him or her. Each role carries a status reflecting the esteem accorded to it by society. Roles and statuses are at the same time dynamic and static phenomena:

- they change with the economic and social progress (land owner, entrepreneur)
- People with higher status like to remain their position.
- People choose products that communicate their role and status in society. But status symbols vary for social classes and also geographically.

##### **Reference group:**

“A person’s reference groups consist of all social groups that have a direct (face to face) or indirect influence on the person’s attitudes or behaviour” (KOTLER, 2000, p. 163-164). We distinguish different reference groups:

- Membership groups are the groups to which the person belongs.
- Non-membership groups are the groups to which a person not belongs, but which influence the attitudes and behaviour of the person.
- Aspiration groups are groups to which a person would like to belong.



- Dissociate groups are groups whose values or behaviour are rejected.

### **Opinion leaders:**

Individuals which constitute source of information for specific products and brands, and they influence consumer decisions (opinion follower).

## **(5) PSYCHOLOGICAL FACTORS**

### **Personality:**

The total internal characteristics of an individual that determines the way how he reacts. (E.g. self-monitoring, self-concept, sociability, etc).

### **Self-concept:**

The picture or the perception that each individual has for his exterior appearance, his mental faculties, his character and generally speaking what concerns the individual as a social being.

### **Lifestyle:**

It expresses the values that an individual has in their life. It constitutes important variable of market segmentation.

### **Motivation.**

### **Perception:**

The process, with which an individual selects, organises and it interprets incomes of information with an aim to create a reasonable picture for the world.

### **Beliefs and attitudes:**

The total knowledge from advertises or other promotion energies, but also personal experiences, that the individual - consumer acquires and maintains in his memory. Configuration of specific beliefs and attitudes for specific products, specific brands, specific retailers, even though for specific production countries.





## **(7) PERSONAL FACTORS.**

### **Age and life-cycle stage:**

People buy different goods and services over their lifetime. They eat baby food in the early years, most foods in the growing and maturing years, and special diets in the later years.

### **Lifestyle:**

People coming from the same subculture, social class, occupation but may lead different lifestyles. A person's lifestyle is the person's pattern of living in the world as expressed in the person's activities, interests, and opinions. Lifestyle portrays the "whole person" interacting with his or her environment.

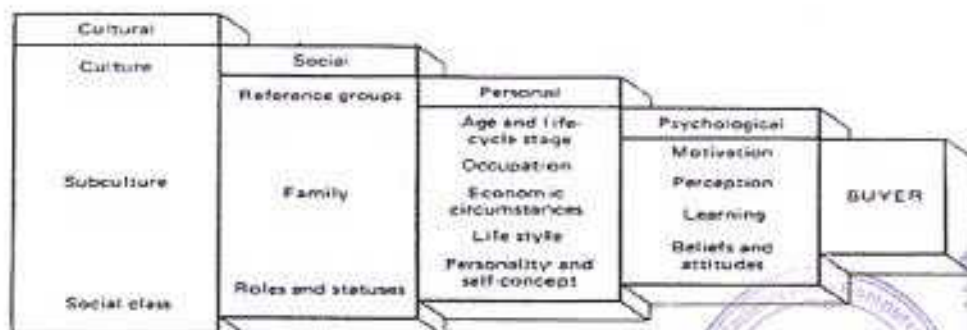
### **Occupation:**

A person's consumption pattern is also influenced by his or her occupation. A white-collar worker will buy other clothing and food as a blue-collar worker.

### **Economic circumstances consist of their:**

- spendable income
- savings and assets
- borrowing power
- Attitude toward spending and saving.

Detailed Model of Factors Influencing behaviour

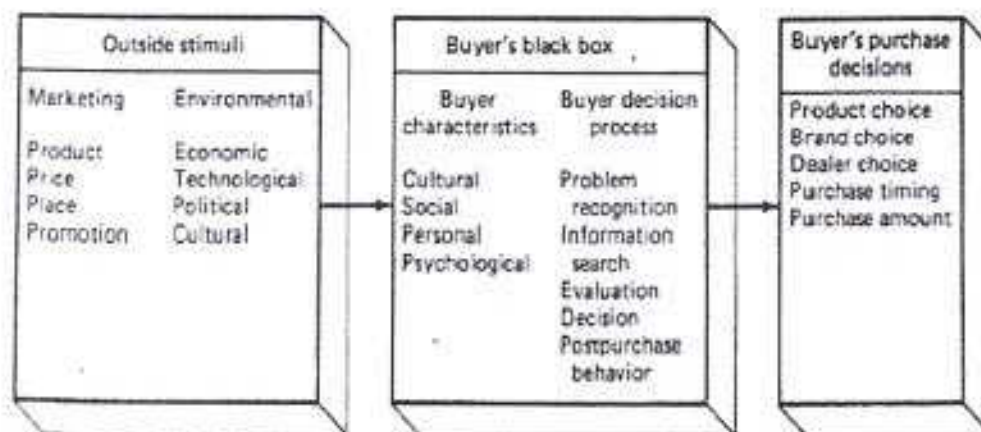


Kotler 1993, p. 165.



To sum up, we can conclude that consumer's behaviour in interaction with the factors that influenced it can be attributed concisely with the following diagram

Model of Buyer behaviour



Kotler 1993, p. 164.

## Consumer Learning Process

Learning is a progression by which consumers systematize their knowledge and it evolved over time. Consumer's attitude and their future purchasing activities can be influenced by the learning process constantly. For gathering information from the stimuli in their environment consumers use their perceptual processes. According to Ganassali et.al (2009), consumer behaviour is approached by researchers adopting a variety of interpretative models and with a wide array of multidisciplinary frames, from economy to sociology, psychology and anthropology. According to East (1997), a shared perspective the different approaches to the understanding of consumer purchase decisions can be grouped.

### **Cognitive approach**

According to Ganassali et.al, (2009), this one is deeply rooted in the economic science and assumes a sensible behaviour of the decision maker, based on the price of the goods and on its attitude to respond to functional needs. The critical variable under this approach is the availability of sufficient information about purchase alternatives (price, product functionalities) to support the decisional process. So, from this approach, a main block of determinants concerning product characteristics drives the buying process.



## **External conditioning approach**

According to Foxall, 1990 cited in Ganassali et.al, (2009), this approach, the purchase decision is a response to external stimuli .The significant variable under this approach is which kind of external stimuli can influence purchase decision. From this second approach, a group of external determinants can influence the buying process, for example parents' opinions or ads exposure.

## **Experience social interaction approach**

According to this approach, the present consumer decision aims at the construction of personal identity (Ganassali et.al, 2009). Following this idea, two main streams have been developed. One focuses on individual consumption decisions based on "emotional" explanation of consumer behaviour (Holbrook and Hirschman, 1982).

Ganassali et.al, (2009) also stated that the other stream concentrates on consumption as a means of social interaction, building on the pioneer sociological contribution of Veblen (1899 cited in Ganassali et.al, 2009). From both streams, the idea is that each prospective consumer has an individual internal value schema (based on internal emotions and external social interaction) that manipulates what he/she buys.





## LITERATURE REVIEW

### **Consumer buying behaviour For Fertilizer**

#### **2.1 Introduction**

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 stakeholders.

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.

Consumer is the king and hence it is the consumer who determines what a business is, therefore a sound marketing program was started with a careful analysis of the habits, attitudes, motives and needs of consumers.

In today's world purchases made by a customer is to satisfy his or her needs. All the behavioural activities carried out by a customer during and after the purchase of a product are termed so as "buyer behaviour". In this article we will come across the origin of buying ideas, what is buyer behaviour, how consumer buy, why consumer buy, types, Decision process and what motives them.

#### **2.2 What is buyer behaviour?**

Our economy gets stronger depending upon the wealth of goods and services produced within the country. A huge number of alternative suppliers are present for almost all the products today; substitute products are available to consumers, who make decision to buy products. Therefore the main objective of the seller is please the consumer at all times. In order to be successful, a seller needs to identify the customer, what they buy, when they buy, why they buy and how they buy.



A buyer making a purchase of a particular product or a particular brand can be termed as “product buying motives” and the reason behind the purchase from a particular seller is known as “patronage motives”

When a person gets his pay packet, and if he is educated, along with his wife he prepares a family budget, by appropriating the amount to different needs. It may happen that after a trip to the market, they could have purchased some items, which were not in the budget, and thus there arises a deviation from the budgeted items and expenditure. All these behavioural changes within human beings during the period of purchasing can be termed as “buyer behaviour”.

#### ❖ Types of buying behaviour

There is a great difference between the purchasing of a computer and a car. Buying decisions making varies with the type of buying decision. The types of buying behaviour divided are separately divided as per of consumer and business buying.

##### ○ Types of consumer buying behaviour

1. Complex buying behaviour: - when the consumer is highly involved in the purchase and aware of significant differences among brands.
2. Dissonance reducing buying behaviour: - when the consumers are highly involved in the purchase but sees little differences among brands.
3. Habitual buying behaviour: - when the consumer is low involved in the purchase but sees absence of aware of differences among brands.
4. Variety seeking buying behaviour: - when the consumer is low involved in the purchase but sees significant of differences among brands.

##### ○ Types of business buying behaviour

1. Straight rebury: - in this buyer approves the purchasing on the basis of the past buying records and satisfaction with suppliers.



2. **Modified rebury:** - where the buyer wants to modify product specifications. Prices, delivery requirements.

3. **New task:** - when the buyer approves the purchasing of product for the first time by consisting of the good and efficient salesperson.

#### o **Buying decision making**

Consumers make the decision on the different brands available in the market. They will give the choice over the different brands. So there is a model that describes how the consumers make the choice and preferences over the different brands.

The Following is the model of buying decision-making: -

1. **Total Set:** - In this they used to maintain the list of the all-leading brand to those particular products that are available in the market.

2. **Awareness Set:** - After that they used to make the list of those selected brands with that they are something knows and aware about their products.

3. **Consideration Set:** - After that they used to make the list from the list of known brands, about those they know something better than other brands.

4. **Choice Set:** - After the consideration of some brands, a list of choice brands those having the greater chances of acceptance over others.

5. **Decision Set:** - After the all of the process in last most preferred, most acceptable during the buying decision process.

So that it's a process, which defines that, how a buying decisions are made among the number of brands available in the market.

So that it's all about the general buying behaviour of cons, and business buying according to marketing concept, because to understand and making study over buying behaviour first it's necessary to aware with concept of buying behaviour





o **Economic Factors affecting the buyer behaviour**

**1. Disposal personal income:**

The economists made attempts to establish a relationship between income and spending. Disposal personal income represents potential purchasing power that a buyer has. The change in income has a direct relation on buying habits.

**2. Size of family income.**

The size of family and size of family income affect the spending and saving patterns. Generally large families spend more and short families spend less, in comparison.

**3. Income expectations:**

The expected income to receive in future has a direct relation with the buying behaviour. The expectation of higher or lower income has a direct effect on spending plans.

**4. Propensity to consume and to save:**

This goes to the habit of spending or saving with the disposal income of buyers. If the buyers give importance to present needs, then they dispose of their income. And buyers spend less if they give importance to future needs.

**5. Liquidity of Fund:**

The present buying plans are influenced greatly by liquidity of assets i.e., cash and assets readily convertible into cash, e.g. bonds, bank balances etc.,

**6. Consumer Credit:**

“Buy now and pay later” plays its role effectively in the rapid growth of markets for car, scooter radio, furniture and the like.



## RESEARCH METHODOLOGY

### **(1) Types of research design:-**

- Exploratory Research & Conclusive Research

### **(2) Exploratory Research:-**

- Secondary data - External

### **(3) Conclusive Research:-**

- Descriptive Research - Cross Sectional – Multiple Sectional design

### **(4) Data collection Method:-**

- Survey Method - Personal - In home

### **(5) Data collection Instrument:-**

- Questionnaires

### **(6) Sampling Design:-**

#### **a) Target Population Definition:**

- **Population** - All farmer those who are using fertilizers.
- **Sampling element** - A farmer who is using fertilizer.
- **Sampling unit** - Fertilizers.
- **Size** – 100

#### **b) Sampling Techniques:**

Convenience sampling :- Convenience sampling is the non probability sampling method.

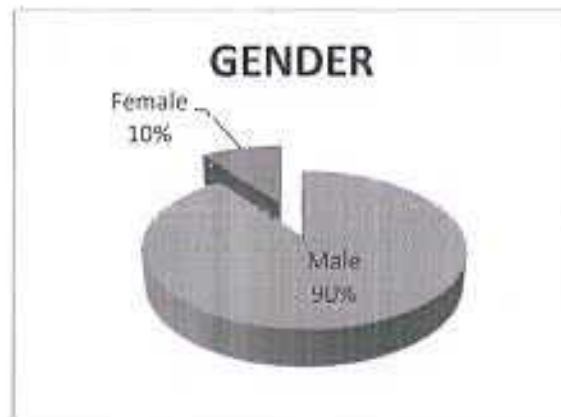


## DATA ANALYSIS AND INTERPRETATION

1.

### GENDER

	Frequency	Percent	Valid Percent	Cumulative Percent
Male	90	90.0	90.0	90.0
Female	10	10.0	10.0	10.0
Total	100	100.0	100.0	



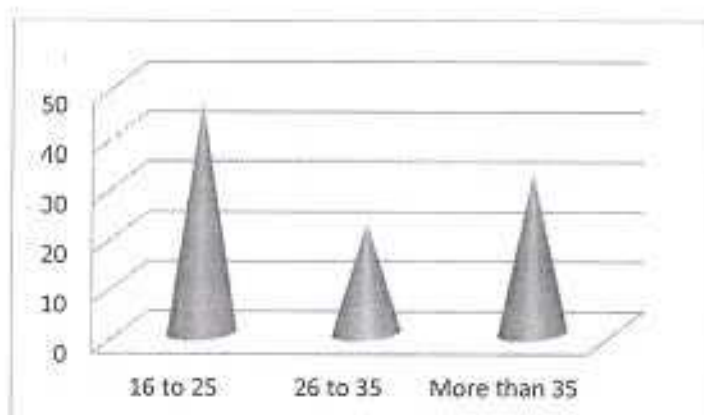
Out of 100 Farmers there are 90 percent male farmers and 10 percent female farmers.





## 2. What is your age?

Age	Frequency	Percent	Valid Percent	Cumulative Percent
16 to 25	22	22.0	22.0	22.0
26 to 35	46	46.0	46.0	46.0
More than 35	32	32.0	32.0	32.0
Total	100	100.0	100.0	100.0

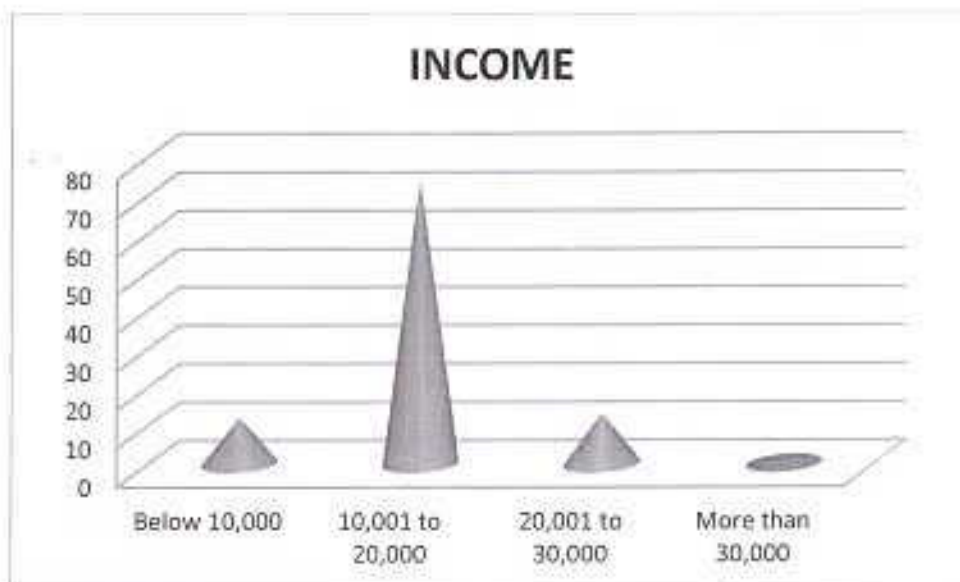


The research shows that young-farmers are more in numbers than aged farmers. Age group between 26 to 35 farmers are more in numbers.



3. What is your monthly income?

	Frequency	Percent	Valid Percent	Cumulative Percent
Below 10,000	12	12.0	12.0	12.0
10,001 to 20,000	74	74.0	74.0	86.0
20,001 to 30,000	13	13.0	13.0	99.0
More than 30,000	1	1.0	1.0	100.0
Total	100	100.0	100.0	100.0

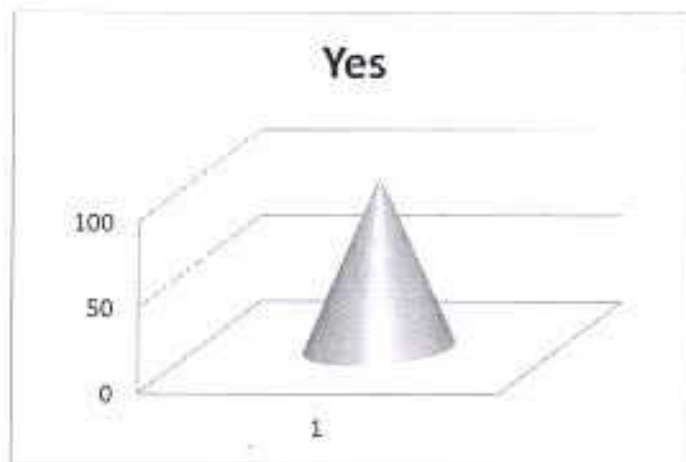


Out of the 100 respondents 74 respondents have income between 10000 to 20000 per month, and 12 farmers who have below 10000 income. And remaining all are more than 20000 income.



#### 4. Do you use Fertilizer?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Yes	100	100.0	100.0	100.0



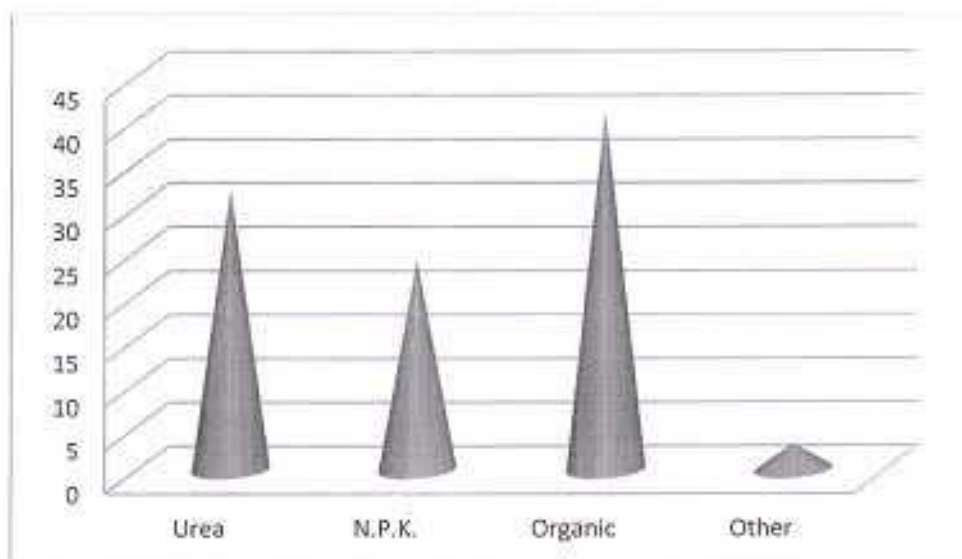
Out of the 100 respondents (farmer) there all are using fertilizer either it is organic or a chemical fertilizer.





### 5. Which fertilizers do you use?

	Frequency	Percent	Valid Percent	Cumulative Percent
Urea	32	32.0	32.0	32.0
N.P.K	24	24.0	24.0	56.0
Organic	41	41.0	41.0	97.0
Other	3	3.0	3.0	100.0
Total	100	100.0	100.0	



H0- There is no significance relationship between organic fertilizer and farmer usage.

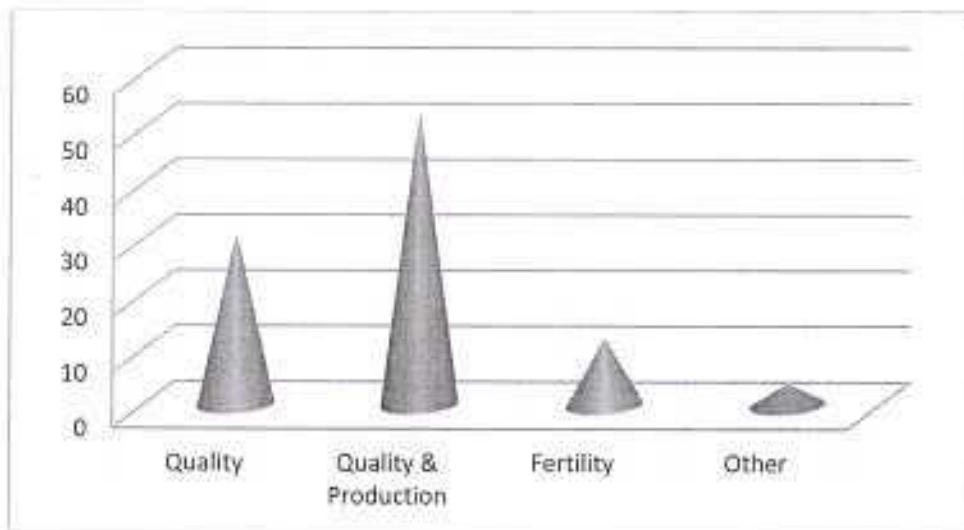
H1-There is significance relationship between organic fertilizer and farmer usage.

Out of the 100 farmer 41% farmer using organic fertiliser 32% using urea and 24% using N.P.K and remaining all are using other fertiliser. So we can say that the first preference in fertiliser is organic.



## 6. Why do you use fertilizer?

	Frequency	Percent	Valid Percent	Cumulative Percent
Quality	31	31.0	31.0	31.0
Quality & Production	53	53.0	53.0	84.0
Fertility	12	12.0	12.0	96.0
Other	4	4.0	4.0	100.0
Total	100	100.0	100.0	

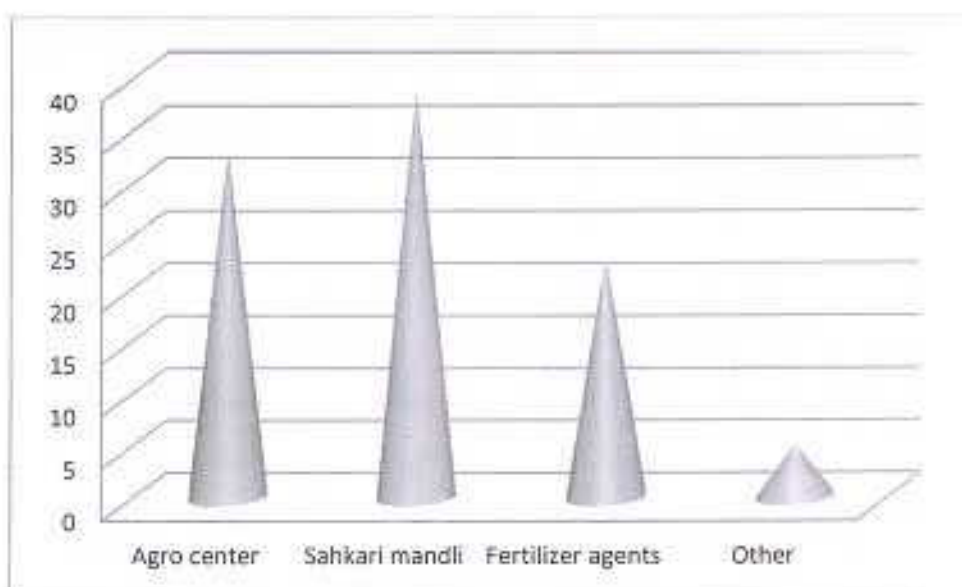


As per the above table there are 53% of farmer using fertilizer for the quality and production and 31% using for the good quality of crop.



7. From where you purchase the fertilizer

	Frequency	Percent	Valid Percent	Cumulative Percent
Agro center	33	33.0	33.0	33.0
Sahkarimandli	39	39.0	39.0	72.0
Fertilizer agents	23	23.0	23.0	95.0
Other	5	5.0	5.0	100.0
Total	100	100.0	100.0	



As per above chart 39% farmer purchase fertilizer for sahkari mandala because of availability and remaining 33% purchase from agro center ,the first preference is sahkari mandali.

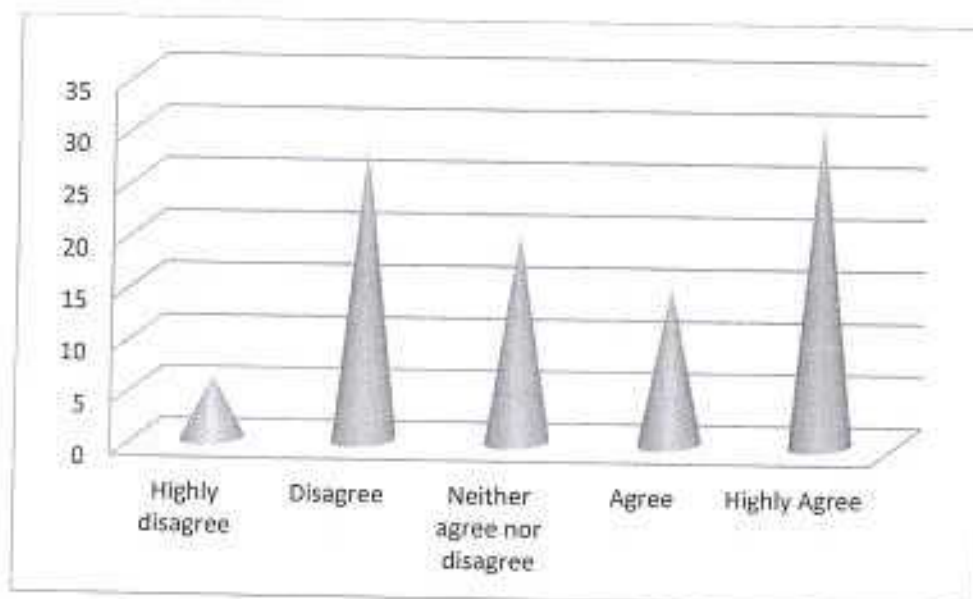




8. Give your answer using following scale.

A. I prefer fertilizer because I get good quality.

	Frequency	Percent	Valid Percent	Cumulative Percent
Highly disagree	6	6.0	6.0	6.0
Disagree	28	28.0	28.0	34.0
Neither agree nor disagree	20	20.0	20.0	54.0
Agree	15	15.0	15.0	69.0
Highly Agree	31	31.0	31.0	100.0
Total	100	100.0	100.0	

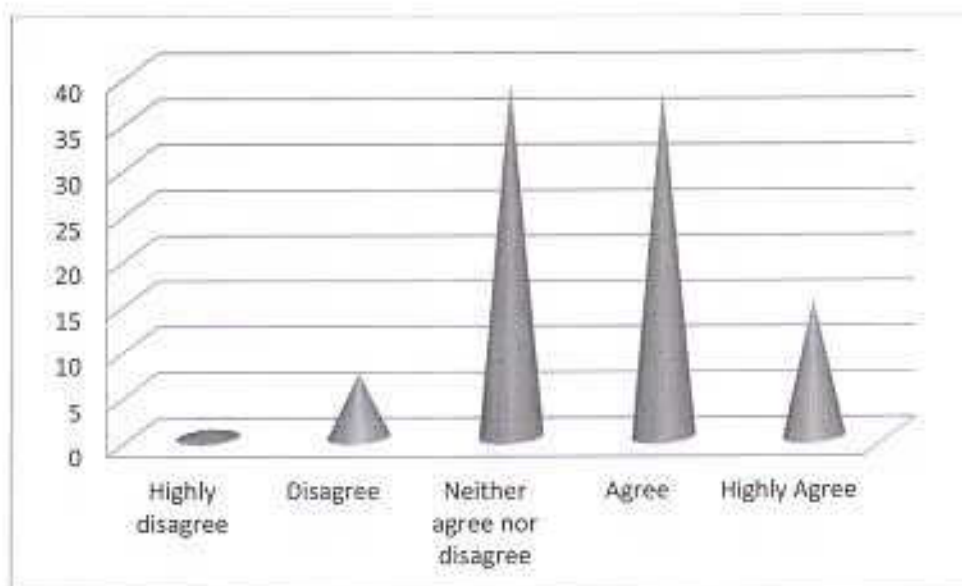


After above measured statistics and we find that the respondents are prefer fertilizer because they get good quality. And this frequency is about 31% of total respondents which is highest as compare to others.



**B. Use fertilizer because for best production.**

	Frequency	Percent	Valid Percent	Cumulative Percent
Highly disagree	1	1.0	1.0	1.0
Disagree	7	7.0	7.0	8.0
Neither agree nor disagree	37	37.0	37.0	45.0
Agree	40	40.0	40.0	85.0
Highly Agree	15	15.0	15.0	100.0
Total	100	100.0	100.0	

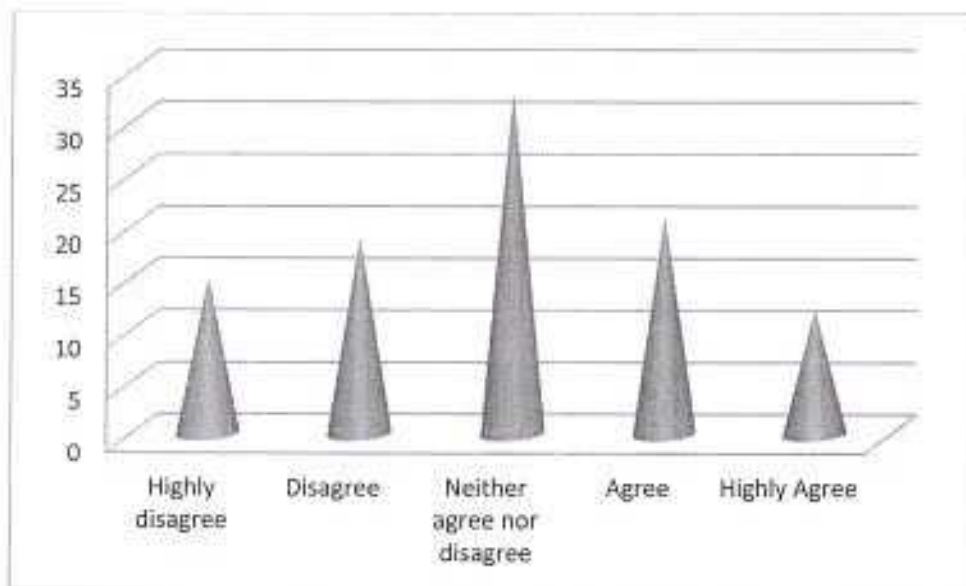


After above measured statistics and we find that the respondents are Use fertilizer because for best production. And this frequency is about 40% of total respondents which is highest as compare to others.



### C. Regular use of fertilizer increases land fertility.

	Frequency	Percent	Valid Percent	Cumulative Percent
Highly disagree	15	15.0	15.0	15.0
Disagree	19	19.0	19.0	34.0
Neither agree nor disagree	33	33.0	33.0	67.0
Agree	21	21.0	21.0	88.0
Highly Agree	12	12.0	12.0	100.0
Total	100	100.0	100.0	



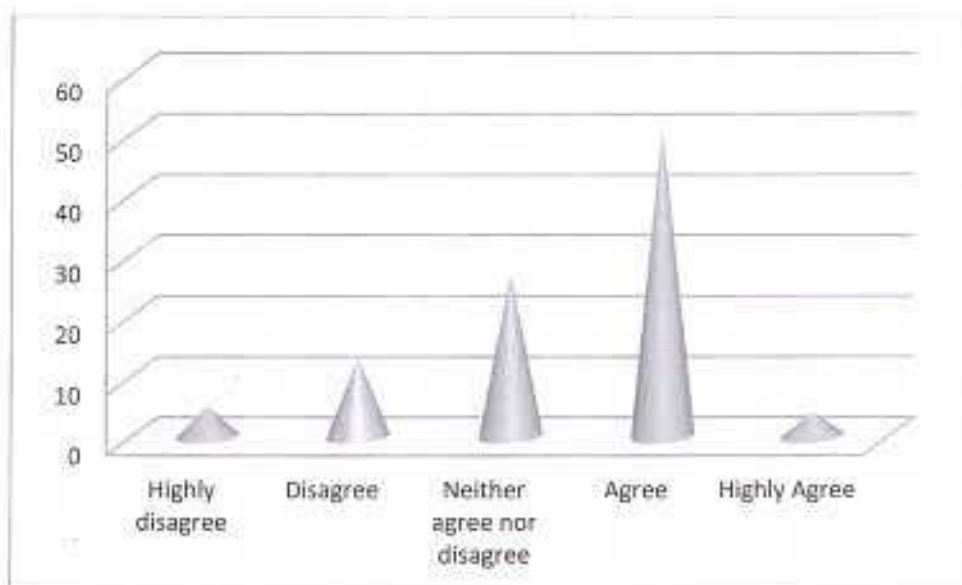
After above measured statistics and we find that the respondents are moderately believe that Regular use of fertilizer increases land fertility. And this frequency is about 33% of total respondents which is highest as compare to other parameters.





**D. The price of fertilizer is convenient for me.**

	Frequency	Percent	Valid Percent	Cumulative Percent
Highly disagree	5	5.0	5.0	5.0
Disagree	13	13.0	13.0	18.0
Neither agree nor disagree	27	27.0	27.0	45.0
Agree	51	51.0	51.0	96.0
Highly Agree	4	4.0	4.0	100.0
Total	100	100.0	100.0	

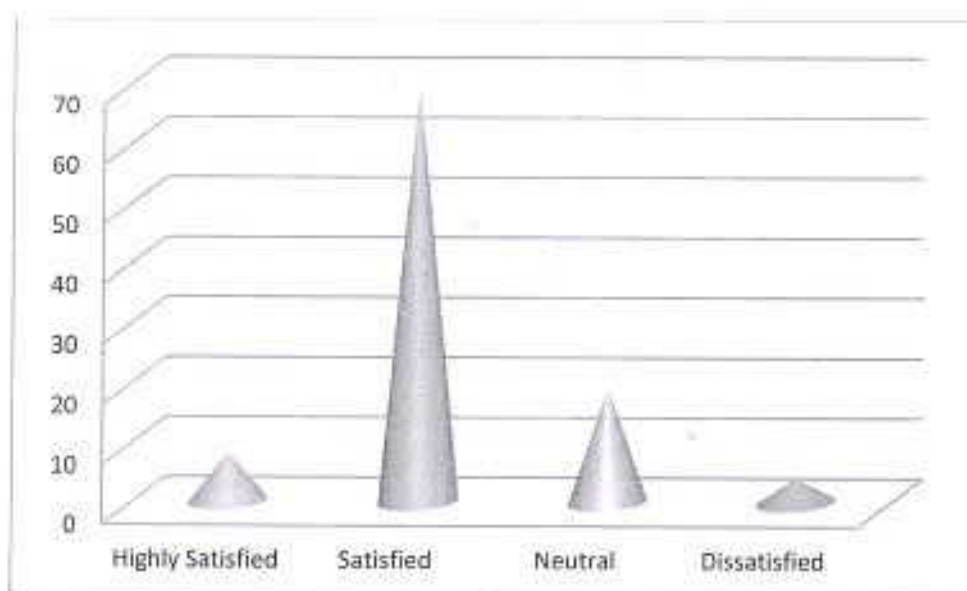


After above measured statistics and we find that the respondents are agree on The price of fertilizer is convenient for them. And this frequency is about 51% of total respondents which is highest as compare to other parameters.



9. Give overall Rating of Your Experience of using fertilizer?

	Frequency	Percent	Valid Percent	Cumulative Percent
Highly Satisfied	8	8.0	8.0	8.0
Satisfied	69	69.0	69.0	77.0
Neutral	19	19.0	19.0	96.0
Dissatisfied	4	4.0	4.0	100.0
Total	100	100.0	100.0	



After above measured statistics and we find that the respondents are satisfied with overall rating of fertilizers. And this frequency is about 69% of total respondents which is highest as compare to other parameters.



## FINDINGS

- In research it is found that 90% customers are males here and 10 % customers are female.
- During research it is found that out of 100 respondents 46 are in the age group between 26-35.
- Out of the 100 respondents 74 respondents has income between 10000 to 20000 per month and 8 farmers who has below 10000 income. And remaining all are more than 20000 income.
- Out of the 100 respondents (farmer) there all are using fertilizer either it is organic or a chemical fertilizer.
- Out of the 100 farmer 41% farmer using organic fertiliser 32% using urea and 24% using n.p.k and remaining all are using other fertiliser. So we can say that the first preference in fertiliser is organic.
- As per the research there are 53% Of farmer using fertilizer for the quality and production and 31% using for the good quality of crop.
- As per research 39% farmer purchase fertilizer for sahkari mandala because of availability and remaining 33% purchase from agro center ,the first preference is sahkari mandali.
- During research measured statistics and we find that the respondents are satisfied with overall rating of fertilizers. And this frequency is about 69% of total respondents which is highest as compare to other parameters.





## CONCLUSION

According to the study done on the feedback of questionnaire, data interpretation and analysis are as follows-

The results shows that the zuari agro chemicals ltd tries to provide best quality fertilizer to farmers to increase their yield in both quality and quantity. Farmers are using both organic and chemical fertilizer but mostly they are using chemical fertilizer for quick result.

Urea of zuari company is most popular and trusted nitrogenous fertilizer among farmers. Urea is cheapest nitrogenous fertilizer as compare to other nitrogenous fertilizer. Because of side effect of chemical fertilizer farmers are using organic fertilizer.

Also tries to improve supply chain management of fertilizers so farmers can buy fertilizers as and when required, because supply of products is important practice for every company, otherwise customers can buy other companys products. The current transportation and logistic management of the company is sufficient and flexible enough.

The study has shown us that there is some obstacles during handling and storage of fertilizer products which creates hurdle in SCM therefore should be eradicated.



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- [WWW.WIKIPEDIA.ORG](http://WWW.WIKIPEDIA.ORG)
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- [WWW.GOOGLE.COM](http://WWW.GOOGLE.COM)



## ANNEXURE

I am student of 2<sup>nd</sup> Semester MBA programme from SPPU University, Pune. As part of our study curriculum, we are undertaking a project on "CONSUMER BUYING BEHAVIOR TOWARDS FERTILIZER WITH SPECIAL REFERENCE TO ZUARI AGRO CHEMICALS LTD" We also ensure you that the answer given by you will be kept confidential and use for academic purpose only.

**Name of Farmer**

.....

**Gender:-**

- Male
- Female

**1) What is your age?**

- a) Below 15
- b) 16 to 25
- c) 26 to 35
- d) More than 36

**2) What is your monthly income?**

- a) Below 10,000
- b) 10,001 to 20,000
- c) 30,001 to 30,000
- d) More than 30,000

**3) Do you use Fertilizer?**

- Yes
- No

**4) Which fertilizers do you use?**

- a) Urea
- b) N.P.K
- c) Organic
- d) Other

**5) Why do you use fertilizer?**





- a) Quality
- b) Quantity & production
- c) Fertility
- d) Other

**6) From where you purchase the fertilizer?**

- a) Agro center
- b) Sahkari mandli
- c) Fertilizer agents
- d) other

**7) Who influence to you in your purchase decision?**

- a) Self decision
- b) Friends & Relatives
- c) Advertisement
- d) Other

**8) Which fertilizer do you like most?**

- a) urea
- b) N.P.k
- c) Organic
- d) Other

**9) How much Price do you Spent on fertilizers?**

- a) Below 1,000
- b) 1,001 – 3,000
- c) 3,001 – 5,000
- d) Mora than5,001

**10) Give your answer using following scale.**

1= Highly disagree, 2= Disagree, 3= neither agree nor disagree, 4= agree, 5= Highly agree

A	I prefer fertilizer because I get good quality.	1	2	3	4	5
B	I use fertilizer because for best production.	1	2	3	4	5
C	Regular use of fertilizer increases land fertility.	1	2	3	4	5
D	The price of fertilizer is convenient for me.	1	2	3	4	5

**11) Give overall Rating of Your Experience of using fertilizer?**

- Highly Satisfied
- Neutral
- Highly Dissatisfied
- Satisfied
- Dissatisfied



53	DMB1921005	Namrata Bansode	3. Human Resources Management (HRM)	Prof. Ashish Vyas	
54	DMB1921039	mayuri Ghosalkar	3. Human Resources Management (HRM)	Prof. Ashish Vyas	Exit interview
55	DMB1921072	Devdas Khade	2. Financial Management (FIN)	Dr Pravin Mahamuni	Ratio Analysis
56	DMB1921109	KARAN KALBHOR	1. Marketing Management (MKT)	Prof. Suresh Mehetre	Not approved
57	DMB1921096	MAHESH AJURE	1. Marketing Management (MKT)	Prof. Suresh Mehetre	Not approved
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60	DMB1921063	Dnyaneshwar Ghoke	4. Operations & Supply Chain Management (OS)	Dr Pravin Mahamuni	Pending
61	DMB 1921092	Rahul Chandanshive	1. Marketing Management (MKT)	Dr Rahul More	Study of customer satisfaction with special reference to mahalaxmi Automobile pvt ltd indapur pune
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72	DMB1921075	Onkar Kulkarni	5. Business Analytics (BA)	Dr Rahul More	Online essentials system
73	DMB1921099	Kuldip Tayade	1. Marketing Management (MKT)	Prof. Pandurang Patil	Customer buying behaviour towards four wheeler
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78	DMB1921087	Smruti Gade	3. Human Resources Management (HRM)	Prof. Ashish Vyas	Retention
79	DMB1921034	Pravin Mote	1. Marketing Management (MKT)	Prof. Pandurang Patil	Analysis of customer needs and market segmentation





80	DMB1921004	Vishakha Pradip Naikawadi	Not reported till date		
81	DMB1921025	Mate Jatin Devdas	Not reported till date		
82	DMB1921018	Paikrao Krishna Sopanrao	Not reported till date		
83	DMB1921001	Datakumar Ravi Suryawanshi	Not reported till date		
84	DMB1921011	Sayali Tulshiram Yele	Not reported till date		
85	DMB1921006	Dattatray Chagan Rathod	Not reported till date		
86	DMB1921040	Maral Sayali Rajendra	Not reported till date		
87	DMB1921029	Kadu Vidya Dhondiram	Not reported till date		
88	DMB1921041	More Ratan Vijay	Not reported till date		
89	DMB1921024	Mate Jayant Devdas	Not reported till date		
90	DMB1921102	Meerabai Pandharinath Lavate	Not reported till date		
91	DMB1921107	Mohol Arney Rajendra	Not reported till date		
92	DMB1921047	Wadje Sunil Devrao	Not reported till date		
93	DMB1921009	Sagar Bharat Nanaware	Not reported till date		
94	DMB1921037	Rushikesh Digambar Hoval	Not reported till date		
95	DMB1921048	Kajal Sharad Bathe	Not reported till date		
96	DMB1921086	Bhosale Nilesh Sahebrao	Not reported till date		
97	DMB1921093	Abhijit Sudhakar Khorgade	Not reported till date		
98	DMB1921098	Kadam Aditya Pratap	Not reported till date		
99	DMB1921104	Tushar Ravindra Udge	Not reported till date		
100	DMB1921105	Gade Shiwani Nitin	Not reported till date		
101	DMB1921062	Chirag Avinash Badhe	Not reported till date		
102	DMB1921074	Chaudhari Bhavnesh Laxman	Not reported till date		
103	DMB1921084	Aparna Ramesh Jadhav	Not reported till date		
104	DMB1921088	Shubham Dattatray Kasar	Not reported till date		
105	DMB1921095	Shekade Yogesh Subhash	Not reported till date		
106	DMB1921027	Vijay Machhindra Padir	Not reported till date		
107	DMB1921049	Rutuja Rajendra Bathe	Not reported till date		
108	DMB1921059	Vikram Chandrakant Urade	Not reported till date		





Company Name	Company Project/Desk Research	Will get certificate Yes/No from company	SIP work done in %	Remarks, If any
	Company Project	Yes	40%	
	Desk Research	No	40%	
	Company Project	No	50	
	Company Project	Yes	45%	
	Desk Research	No	60%	
	Desk Research	No		
	Desk Research	No	10%	
	Desk Research	Yes	20	
	Company Project	Yes	10	
	Company Project	Yes	80%	
	Desk Research	Yes	40%	
	Company Project	Yes	40	
	Desk Research	No	70%	
	Company Project	No	10%	
	Company Project	Yes	40%	
	Company Project	No	30%	
	Company Project	Yes	30	
	Desk Research	No	50%	
	Company Project	Yes	60%	
Life insurance corporation of India	Desk Research	No	70%	
Tokyo info solutions	Company Project	Yes	20	
Infosys Ltd	Company Project	No	60	
The Koparagoan people's cooperative Bank, koparagoan	Company Project	Yes	70 to 80%	



Shivsmit Urban Bank	Company Project	Yes	100%	
Dnyaneshwar sugar factory Bhenda.	Company Project	Yes	70%	
Mutual fund	Desk Research	No	90%	
M/S Patil Industrial Suppliers	Company Project	Yes	40	
Jk white cement	Company Project	No	50	
State Bank of India	Company Project	Yes	30-40%	
CA Institute	Company Project	Yes	50%	
Suzmek Automobiles Pvt Ltd.	Company Project	Yes	70%	
Shrinath Fabrication	Desk Research	No	10	
Emtec INC	Company Project	No	30	
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Thane janata sahakari bank pvt ltd	Desk Research	No	40%	
Shivsmit urban bank Pvt ltd	Company Project	Yes	50	
Shivsmit urban multisate nidhi bank ltd.	Company Project	Yes	50%	
Trimoorthy Autodeco Components Pvt Ltd.	Company Project	Yes	50%	
Amazon and Flipkart	Desk Research	No	40%	
Shivsmit bank	Company Project	No	10%	
Impact systems Pvt Ltd	Desk Research	No	10	
Pranav gases private limited	Desk Research	Yes	80%	
No	Desk Research	No	40%	
TeslaInd Pvt. Ltd.	Company Project	No	60	
Sahyadri Super speciality hospital	Company Project	Yes	40	
Brittania	Desk Research	No	0	
Naturalsugar	Company Project	No	0	
None	Desk Research	No	80%	
Asian Paints Ltd	Company Project	No	100	
Cooprative Bank	Company Project	No	10%	



Aura Multispeciality Hospital	Company Project	No	40	
Primus info tech pvt ltd	Company Project	Yes	10%	
Synergia foods llp	Company Project	Yes	40	
NA	Desk Research	No	0	
NA	Desk Research	No	0	
SBI bank	Desk Research	No	30	
ARAI	Company Project	No	20%	
Tata motors Ltd Pune	Company Project	No	0	
Panchil agro chemical pvt ltd	Company Project	No	60	
None	Desk Research	No	20%	
Panchshil Agrochemical and fertilizer	Company Project	No	60	
Parekar company	Desk Research	No	60%	
R m and company	Company Project	Yes	30%	
Innoplexus consultancy pvt. Ltd.	Company Project	Yes	60%	
DELVAL FLOW CONTROL PVT. LTD.	Desk Research	No	40	
Brintel	Company Project	Yes	10%	
Doing desk research due to covid	Desk Research	No	30%	
KARAD URBAN BANK	Desk Research	No	0	
Bajaj Finance lmt	Desk Research	No	20	
Tech logical solutions	Company Project	Yes	70	
MANRAJ MOTORS PVT. LTD.	Company Project	Yes	70	
SPECTRUM CONSULTANTS (RCC DESIGN)	Desk Research	No	25	
Malhar dairy products	Company Project	Yes	60	
Electronics India	Company Project	Yes	25%	
No	Desk Research	No	5	
Mahalaxmi Automotle Maruti Suzuki	Company Project	Yes	20	
Sky elevator Pvt.Ltd	Desk Research	No	20	









### SUMMER INTERNSHIP PROJECT

#### MBA SEM III - STUDENT UNDERTAKING - AY-2019-20

(About role and responsibilities to complete project)

I, Amit Ashok Bhosale, the undersigned, <sup>✓</sup>son/daughter of Mr. Ashok Bhosale, student of MBA-II 3<sup>rd</sup> 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 3<sup>rd</sup> semester** for the academic year 2019-20.

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: 03-07-2020

Place: pune



Signature of the student

Mr./Ms. Amit



**SUMMER INTERNSHIP PROJECT**  
**MBA SEM III - STUDENT UNDERTAKING -AY-2019-20**

(About role and responsibilities to complete project)

1. Sumed Akash Ganesh, the undersigned, son/daughter of Mr. Sumed Ganesh, student of **MBA-II 3<sup>rd</sup> 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 **3<sup>rd</sup> semester** for the academic year 2019-20.

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.

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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: 09-07-2020

Place: pune



Signature of the student

Mr./Ms. Ashish





**SUMMER INTERNSHIP PROJECT**  
**MBA SEM III - STUDENT UNDERTAKING -AY-2019-20**

(About role and responsibilities to complete project)

I, Tambe Shital harjant., the undersigned, son/daughter of Mr. Tambe harjant., student of **MBA-II 3<sup>rd</sup> 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 3<sup>rd</sup> semester** for the academic year 2019-20

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.
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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: 4 July 2020

Place: Pune



Signature of the student

Mr./Ms. Shital



**SUMMER INTERNSHIP PROJECT**  
**MBA SEM III - STUDENT UNDERTAKING -AY-2019-20**

(About role and responsibilities to complete project)

I, Pandit Nikhil Sharad, the undersigned, son/daughter of Mr. Pandit Sharad, student of **MBA-II 3<sup>rd</sup> 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 **3<sup>rd</sup> semester** for the academic year 2019-20.

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: 06/07/2020

Place: Pune



Signature of the student

Mr./Ms. [Signature]





**SUMMER INTERNSHIP PROJECT**  
**MBA SEM III - STUDENT UNDERTAKING -AY-2019-20**

(About role and responsibilities to complete project)

I Moyur Pramod Aher, the undersigned, son/daughter of Mr. pramod Aher, student of MBA-II 3<sup>rd</sup> 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 3<sup>rd</sup> semester** for the academic year 2019-20.

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9. **If I fail to perform any of above mentioned rules then I will be responsible for any losses.**

Date: 7 July 2020

Place: Pune



Signature of the student

Mr./Ms.





**SUMMER INTERNSHIP PROJECT  
 MBA SEM III - STUDENT UNDERTAKING -AY-2019-20**

(About role and responsibilities to complete project)

I, Game Priyanka Raju, the undersigned, son/daughter of Mr. Raju Game, student of **MBA-II 3<sup>rd</sup> 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 3<sup>rd</sup> semester** for the academic year 2019-20.

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9. **If I fail to perform any of above mentioned rules then I will be responsible for any losses.**

Date: 03-07-2020

Place: pune



Signature of the student

Mr./Ms. Priyanka



**SUMMER INTERNSHIP PROJECT**  
**MBA SEM III - STUDENT UNDERTAKING -AY-2019-20**

(About role and responsibilities to complete project)

1. Nitin Tanaji Sable., the undersigned, <sup>✓</sup>son/daughter of Mr. Tanaji Sable., student of **MBA-II 3<sup>rd</sup> 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 **3<sup>rd</sup> semester** for the academic year 2019-20.

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9. **If I fail to perform any of above mentioned rules then I will be responsible for any losses.**

Date: 03-07-2020

Place: Pune



Signature of the student

Mr./Ms.





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)

Name: Ganesh Dringale.

Enrollment No: 10

Class: ZIBACAR

Div: B

**SUMMER INTERNSHIP PROGRAM –AY-2019-20**  
**JOINING REPORT**

(To be submitted by \_\_\_\_\_ )

**I. Organizational Details:**

- Name of the Organization : NA
- Address of the Organization : NA
- Telephone Numbers : NA
- E-mail : NA
- Name & Designation of Head of the Organization: NA
- Amount of Stipend : NA
- Facilities available to the student: Internship Facility

**III. Project Details:**

Title of the project: Financial Ratio Analysis.

Area of the project: off line

Objectives of the project: i) Evaluate financial performance and health of the Company.  
ii) Identify areas of strength and weakness.  
iii) Provide insights into operational efficiency.







Zeal Education Society's

**Zeal Institute of Business Administration, Computer Application & Research  
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Description of the project in brief: Financial performance using various financial ratios. you'll be evaluating factors like profitability, liquidity, solvency and efficiency. The goal to gain insights into the company's financial health, identify strength and weakness and make data-driven recommendations for improvement

Name of the Student

Ganesh Driangate.

Faculty Guide Name:

Dr. Anil Pondaem.

Date:

04-july-2020





Zeal Education Society's

**Zeal Institute of Business Administration, Computer Application & Research  
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(Approved by A.I.C.T.E., New Delhi, Recognized by DTE, Govt. Maharashtra & Affiliated to Savitribai Phule Pune University)

Name: Sayali Rajurkar

Enrollment No: 23

Class: ZIBACAR

Div: B

**SUMMER INTERNSHIP PROGRAM -AY-2019-20**  
**JOINING REPORT**

(To be submitted by )

**I. Organizational Details:**

- Name of the Organization : N.A.
- Address of the Organization : N.A.
- Telephone Numbers : N.A.
- E-mail : N.A.
- Name & Designation of Head of the Organization: N.A.
- Amount of Stipend : N.A.
- Facilities available to the student: Internship Facility

**III. Project Details:**

Title of the project:

A study of camel Model in banking sector.

Area of the project: off line

Objectives of the project:

- ① Comprehensive understanding :- To provide a Thorough understanding of the camel model, including its components and Their significance in assessing the financial health
- ② Comparative Analysis :- To compare and evaluate the performance of different banks based on different banks based on Their camel ratings.





Zeal Education Society's

**Zeal Institute of Business Administration, Computer Application & Research  
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[Approved by A.I.C.T.E., New Delhi, Recognized by DTE, Govt. Maharashtra & Affiliated to Savitribai Phule Pune University]

**Description of the project in brief:**

The project entails a comprehensive examination of the camel model's application within the banking sector. It involves analyzing banks' financial health, risk management practices and regulatory compliance through the lens of components.

Name of the Student

Sayani Rajurkar

Faculty Guide Name:

Dr. Anil Ponam.

Date: 05/July/2020

