

DAYANANDASAGAR COLLEGE OF ARTS SCIENCE AND COMMERCE
 Shavige Malleshwara Hills, Kumarswamy Layout, Bangalore-560082
 Internal Quality Assurance Cell (IQAC) Cell

**CIL Training on Business Plan; Communication Skills;
 Personal Interview**

Department: 3rd Sem MBA

Date: 2/01/2019
 3/01/2019
 4/01/2019

Sl. No.	Particulars	Event related Details			
1.	Event*	Workshop			
2.	Title of the Event	CIL Training on Business Plan; Communication Skills; Personal Interview			
3.	Date	2/01/2019 3/01/2019 4/01/2019			
4.	Time	9 am to 4 pm			
5.	Venue	CIL, 4 th Floor, CD Sagar Building, DSI			
6.	Resource Person 1 Details** (Profile to be enclosed)	Mr Ganesh Dutta Communication Trainer (Profile enclosed)			
7.	Topics Covered	Communication Skills, Personal Interview			
8.	Resource Person 2 Details** (Profile to be enclosed)	Mr Deepshik Shekhar Free-lance Soft Skills Trainer (Profile enclosed)			
9.	Topics Covered	Enhancing communication skills, Facing interviews, Writing Business plans			
10.	No. Faculty Participants (Enclose a copy of names with signatures)	Internal:	NIL	External:	NIL
11.	No. Student Participants (Enclose a copy of names with signatures)	Internal:	107	External:	NIL

Sl. No.	Particulars	Event related Details
12.	Faculty Coordinator/s	Ms. Asra Ahmed
13.	Student Coordinator/s	Ms. Priyanka
14.	Total Expenditure (Details to be enclosed)	NA
15.	Sponsors and Amount (if any)	NA
16.	Agenda of the Event (Enclose a copy)	NA
17.	Report uploaded on college website? If yes, give details:	No
18.	Report sent to media? If yes, give details:	No
19.	Report uploaded in Social Media? If yes, give details:	No
20.	Certificates Printed? (Enclose a copy***)	Yes
21.	Feedback Collected? (Enclose a copy***)	No
22.	Summary of the Event (Minimum 100 words)	This workshop was conducted for 3rd semester MBA students and was organised by CIL. This session will take a closer look at the components of a business plan. Participants will also review their pre-assignment, which asked them to identify the fundamental elements of their business: the company's values, vision, and mission. The final portion of the course will cover writing the executive summary, making a strong presentation, and putting the finishing touches on the plan. Participants will also have some time to work on their own business plan. At the end of the course, students will have an opportunity to ask questions and fill out an action plan.
23.	Photographs of the Event (Attached)	Yes

Notes:

* Seminar / Workshop / Symposium / Conference / Cultural Fest / Quiz / Sports / Literature Fest, etc.

** Name / Organization / Designation / Area of Expertise

*** Format Copy need to be attached and hard copy need to be filed

PS: Whichever column is not applicable, write as NA.


Event Coordinator


IQAC Coordinator


Principal

10.	Business Plan; Communication Skills; Personal Interview	2/01/2019 3/01/2019 4/01/2019	Mr Ganesht Dutta and / Mr Deepshik Shekhar	3 rd Semester MBA Students
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Description of the Event:

What is a Business Plan for?

To begin the course, participants will consider the purpose of a business plan as well as supporting plans.

A General Business Plan Framework

This session will take a closer look at the components of a business plan. Participants will also review their pre-assignment, which asked them to identify the fundamental elements of their business: the company's values, vision, and mission.

Identifying Your Audience

Next, participants will learn how to identify their audience. We will also share some basic writing rules and explore how to use them to connect with the audience.

Gathering and Analyzing Information

In this session, participants will learn how to gather, read, and analyze information for their business plan.

Defining Your Company

This session focuses on the business elements that need to be defined in the business plan, including the USP (Unique Selling Proposition), company description, product and service descriptions, market analysis, and operations plan.

Getting to Work

At the end of the first day, participants will have an opportunity to start working on their business plan.

Creating a Marketing Strategy

The second day of the course will focus on the elements of a marketing strategy, including competitive analysis, distribution channel analysis, marketing plans, and social media.

Creating the Sales Plan

Next, participants will learn about building their sales force and the sales cycle.

Developing Financial Projections

This session will introduce participants to accounting terminology, generally accepted accounting principles, and financial reports. Participants will also learn how to bring everything together to create financial projections.

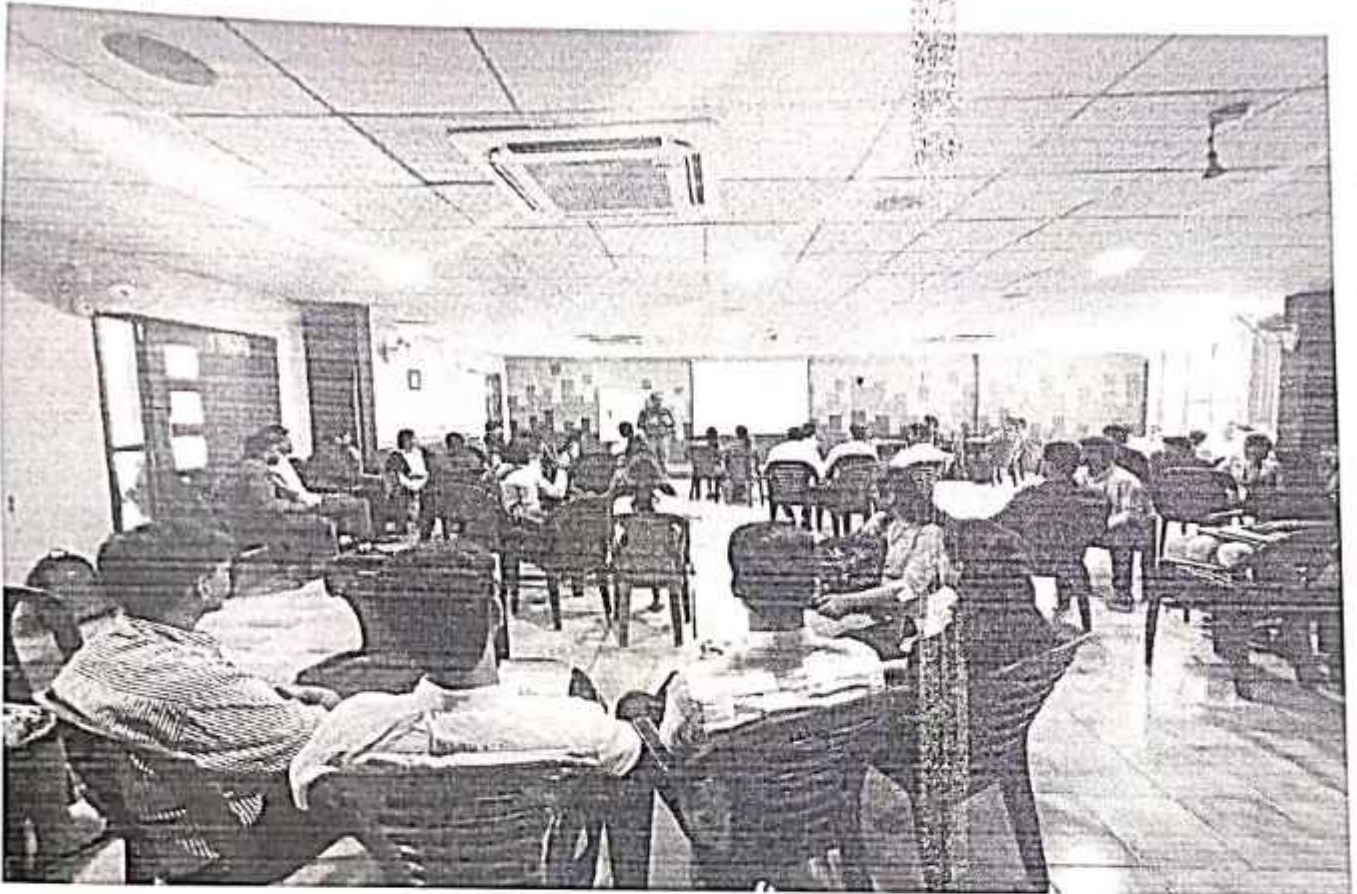
Putting It All Together

The final portion of the course will cover writing the executive summary, making a strong presentation, and putting the finishing touches on the plan. Participants will also have some time to work on their own business plan.

Workshop Wrap-Up

At the end of the course, students will have an opportunity to ask questions and fill out an action plan.

Photographs:



Students developing Business plans



Mr. Ganesh Dutta interacting with the students



Students working in teams

DEEPSHIK SHEKHAR: Bachelors of Engineering

Associated with Currently : Seventh Sense People Development Solutions

- Builds training sessions with uniqueness and creativity
- Very friendly and approachable
- Carries immense energy to the class which is transferred to the students throughout the training

Work Experience:

- Working as a Communication and Soft skills Trainer with **Seventh Sense People**

Development Solutions Pvt Ltd

Focus as a Trainer:

- **Soft Skills:**
 - o Personality development
 - o Public Speaking
 - o Dressing and Grooming
 - o Corporate Etiquettes
 - o Leadership Skills
 - o Group Discussion
 - o Creative Thinking
 - o Presentation Skills
 - o Goal Setting
 - o Team Building and Interpersonal Skills
 - o Interview Skills & Interview Questions
 - **Verbal Ability**
 - o Tenses
 - o Subject Verb Agreement
 - o Synonyms and Antonyms
 - o Reading Comprehension
 - o Closet Test
 - o Communication Enhancement and all the other Verbal Ability Modules
- Training experience spans organizations:

- RNSIT, Bangalore
- RVCE, Bangalore
- VVIT, Bangalore
- Alpha College, Bangalore
- Adithya College, Bangalore
- Oxford College of Engineering, Bangalore.
- Reva College, Bangalore
- Vignan University, Guntur

Area of Training Expertise: Verbal & Placement Trainer

Years of Experience: 3 years

GaneshDutta

A Communication Trainer with more than 5 years of experience in Pre-process Coaching, New Joiner, orientation programs and Conduct Public speaking/ Presentation Skills Program. Primary role involves in Training participants on Soft skills, Accent, Cultural sensitivity, Understanding of Telephone etiquette, Customer service concepts and selling skills. Provide coaching and support to all departments based on business needs. Develop and maintain all company training material, Provide feedback to the trainees in a timely manner. Provide coaching and support to all departments based on business needs. Deliver Learning and Development Module - Presentation Skills, Time and Stress Management, Conflict Management and Team Building.

Skills & Expertise

Social Media Marketing
Customer Service
Public Speaking
Advertising
Training
Management
Leadership
Coaching
Personal Development
Selling
Business Development

DAYANANDA SAGAR COLLEGE OF ARTS, SCIENCE AND COMMERCE
CENTRE FOR INNOVATION AND LEADERSHIP

Department: Master of Business Administration
 Batch: 2017 - 2019

Unit: II Semester / Section: 'A'
 Date: 21/7/2019

epkcs/ps

Sl. No.	NAME IN CAPITAL LETTERS	SIGNATURE	
		09.07.19 - 11.07.19	12.07.19 - 14.07.19
1	SINDUJA KUNDLIKAR		
2	RIKAWAN RAKHAWAN		
3	SRINIVAS GONDJI		
4	A. NAMARANI		
5	SIBADHA THIGINI		
6	POOJA N.S		
7	Abhaya M. LADHIA		
8	MARSHAL S.S		
9	SHANMUGAMMA. U		
X 10	NIKITA		
X 11	SHREYA SHET		
X 12	ABHILASH KUMAR K K		
X 13	MONISH C.S		
X 14	SANJAY KUMAR		
15	BANANI S. SHETTY		
16	S. Indroja		
17	NEHA CHANCHAL		
18	Swathi Sumania		
X 19	ASAM. G. VERNERAR		
20	KARTHIK. BAGALKOT		
21	KANVA B		
22	NAVYA SHREE .K.		
23	PRAFUL G. KALGHATE		
24	RASHITHA. R. GONDJI		
X 25	MOHAMMED ISHAQUE		



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Setting Bench Mark

DAYANANDA SAGAR COLLEGE OF ARTS, SCIENCE AND COMMERCE
CENTRE FOR INNOVATION AND LEADERSHIP

Department: Master of Business Administration Unit: II Semester / Section: 3 'A'
 Batch: 2017 - 2019 Date: 7/1/2019

Sl. No.	NAME (IN CAPITAL LETTERS)	SIGNATURE	
		09.30 AM - 12.30 PM	1.30 PM - 04.30 PM
26	PAGHAYENDRA B.P	Paghayendra	Paghayendra
27	CHITNAM B. S	Chitnam	Chitnam
28	RAKESH S. D	Rakesh	Rakesh
29	MADHUSUDHAN V	Madhusudan	Madhusudan
30	Bhuvan Kumar K	Bhuvan	Bhuvan
31	NAGARAJAN NAGARAJAN N	Nagarajan	Nagarajan
32	Mohammed Iffat	Iffat	Iffat
33	SUMA. P	Suma	Suma
34	A-SHWINI VERNEKAR	Ashwini	Ashwini
X35	VISHWAS ALAGAWADI	Vishwas	Vishwas
36	AESHAY SIMHA. K	Aeshay	Aeshay
37	VINAY N	Vinay	Vinay
38	RABI KUMAR	Rabi Kumar	Rabi Kumar
39	ARSHIYA KHANAM A	Arshiya	Arshiya
40	ARATHI. H.	Arathi	Arathi
41	SATHVIK M.L	Sathvik	Sathvik
42	SOMANNA. MC	Soman	Soman
43	MOHAMMED SHABAZ	Shabaz	Shabaz
44	BHARATH INANI	Bharath	Absent
45	NAVYA SHREE K	Navya	
46	AJAY P. VERNEKAR	Ajay	Ajay
47	RUPAL	Rupal	
48			
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Setting Bench Mark

DAYANANDA SAGAR COLLEGE OF ARTS, SCIENCE AND COMMERCE
CENTRE FOR INNOVATION AND LEADERSHIP

Department: Master of Business Administration
 Batch: 2017 - 2019

Unit: II

Semester / Section: 3 'B'

Date: 17/1/2019

B.P.L.S.P.I.

Sl. No.	NAME (IN CAPITAL LETTERS)	SIGNATURE	
		10:30 AM - 12:00 PM	1:00 PM - 04:30 PM
1	MOHAMMED ALEEM. N	<i>[Signature]</i>	<i>[Signature]</i>
2	GAYATHRI A S	<i>[Signature]</i>	<i>[Signature]</i>
3	SOPIYANNA C K	<i>[Signature]</i>	<i>[Signature]</i>
4	SRI ANIL S R G	<i>[Signature]</i>	<i>[Signature]</i>
5	MADHURA K M	<i>[Signature]</i>	<i>[Signature]</i>
6	KADURKA S SUDHE	<i>[Signature]</i>	<i>[Signature]</i>
7	PADMA P S	<i>[Signature]</i>	<i>[Signature]</i>
8	SANJANA JAIN B N	<i>[Signature]</i>	<i>[Signature]</i>
9	POOJA G KOTHAN	<i>[Signature]</i>	<i>[Signature]</i>
10	VARSHA R KAMURTHI	<i>[Signature]</i>	<i>[Signature]</i>
11	ASHWINI R.	<i>[Signature]</i>	<i>[Signature]</i>
12	SHREYA S. NAIK	<i>[Signature]</i>	<i>[Signature]</i>
13	SYED SHIBAN A S	<i>[Signature]</i>	<i>[Signature]</i>
14	NAMITH NAVEEN CHANDRA	<i>[Signature]</i>	<i>[Signature]</i>
15	PRUTHVI RAJ H H	<i>[Signature]</i>	<i>[Signature]</i>
16	ANU H SATHI	<i>[Signature]</i>	<i>[Signature]</i>
17	TATA HARISH	<i>[Signature]</i>	<i>[Signature]</i>
18	KARTIK S N	<i>[Signature]</i>	<i>[Signature]</i>
19	VISHAL RAI	<i>[Signature]</i>	<i>[Signature]</i>
20	K. ANILKESH BRASHARAN	<i>[Signature]</i>	<i>[Signature]</i>
21	MIGHA R	<i>[Signature]</i>	<i>[Signature]</i>
22	SHAMITHA RANI T C	<i>[Signature]</i>	<i>[Signature]</i>
23	POONAM S RAJAN	<i>[Signature]</i>	<i>[Signature]</i>
24	MONICA. N	<i>[Signature]</i>	<i>[Signature]</i>
25	NAYANA H. Y	<i>[Signature]</i>	<i>[Signature]</i>



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Creating Better Alternatives

DAYANANDA SAGAR COLLEGE OF ARTS, SCIENCE AND COMMERCE
CENTRE FOR INNOVATION AND LEADERSHIP

Department: Master of Business Administration
 Batch: 2017 - 2019

Unit: _____ Semester / Section: 3 'D'
 Date: 4/11/2019

Day: 1

Sl. No.	NAME (IN CAPITAL LETTERS)	SIGNATURE	
		09:00 AM - 12:30 PM	1:30 PM - 04:30 PM
1	ABHISHEK R.V	<i>[Signature]</i>	<i>[Signature]</i>
2	SAILAKSHMI K.M	<i>[Signature]</i>	<i>[Signature]</i>
3	HARSHITA G JADHAVI	<i>[Signature]</i>	<i>[Signature]</i>
4	ANUP NAG S	<i>[Signature]</i>	<i>[Signature]</i>
5	VENKATESH K.A.	<i>[Signature]</i>	<i>[Signature]</i>
6	Aishwarya K. Pujar	<i>[Signature]</i>	<i>[Signature]</i>
7	Asha S	<i>[Signature]</i>	<i>[Signature]</i>
8	Asha Rani B.V	<i>[Signature]</i>	<i>[Signature]</i>
9 ✓	Usha S (A' Finance)	<i>[Signature]</i>	<i>[Signature]</i>
10	Komal.M	<i>[Signature]</i>	<i>[Signature]</i>
11	Shreeleekha A.E	<i>[Signature]</i>	<i>[Signature]</i>
12	Ashwini B.	<i>[Signature]</i>	<i>[Signature]</i>
13	Sheetal C	<i>[Signature]</i>	<i>[Signature]</i>
14 ✓	Suraj Uday Singh (sec-B)	<i>[Signature]</i>	<i>[Signature]</i>
15	Divya Lakshmi V.	<i>[Signature]</i>	<i>[Signature]</i>
16	JANSI J	<i>[Signature]</i>	<i>[Signature]</i>
17	Rudresh		
18	Shi Chiraa Ragh		
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DAYANANDA SAGAR COLLEGE OF ARTS, SCIENCE AND COMMERCE
CENTRE FOR INNOVATION AND LEADERSHIP

Department: Master of Business Administration
 Batch: 2017 - 2019

Unit: II Semester / Section: 3 'C'
 Date: 4/1/2019

Sl. No.	NAME (IN CAPITAL LETTERS)	SIGNATURE	
		09:30 AM - 12:30 PM	1:30 PM - 04:30 PM
26	Santhika G.A	<i>Santhika</i>	<i>Santhika</i>
27	Ajay Bichani	<i>Ajay Bichani</i>	<i>Ajay Bichani</i>
28	AMRITA.S	<i>Amrita</i>	<i>Amrita</i>
29	Shruti A.R.S	<i>Shruti A.R.S</i>	<i>Shruti A.R.S</i>
30	Nikitha.B	<i>Nikitha B</i>	<i>Nikitha B</i>
31	Shishiraa Raghunatha	<i>Shishiraa</i>	<i>Shishiraa</i>
32	Deevhan M. Nalini	<i>Deevhan</i>	<i>Deevhan</i>
33	HANOT KUMAR	<i>Hanot</i>	<i>Hanot</i>
34	KENFER. C KARTHICK	<i>Kenfer</i>	<i>Kenfer</i>
35	THEJOMAY.S	<i>Thejoma</i>	<i>Thejoma</i>
36	Megha. Salunke (Sec A)	<i>Megha</i>	<i>Megha</i>
37	Pavithra Itape	<i>Pavithra</i>	<i>Pavithra</i>
38	Bhavinthi Prajwal.G	<i>Bhavinthi</i>	<i>Bhavinthi</i>
39	Ritesh Shetty	<i>Ritesh</i>	<i>Ritesh</i>
40	Rahil. Shariff	<i>Rahil</i>	<i>Rahil</i>
41	BALAJI.P.V	<i>Balaji</i>	<i>Balaji</i>
42	B TARUN. S	<i>Tarun</i>	<i>Tarun</i>
43	GIKULA	<i>Gikula</i>	<i>Gikula</i>
44	KISHORE.S	<i>Kishore</i>	<i>Kishore</i>
45	Ashwith	<i>Ashwith</i>	<i>Ashwith</i>
46	Pooja AD	<i>Pooja</i>	<i>Pooja</i>
47	Chanyaporn J.	<i>Chanyaporn</i>	<i>Chanyaporn</i>
48	Rud		
49			
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DAYANANDA SAGAR COLLEGE OF ARTS, SCIENCE AND COMMERCE
CENTRE FOR INNOVATION AND LEADERSHIP

Department - Master of Business Administration
 Batch: 2017 - 2019

Unit: II

Semester / Section: 3 'C'
 Date: 4/1/2019

e/r c/r p/r

Sl. No.	NAME (IN CAPITAL LETTERS)	SIGNATURE	
		BY	FOR
1	SAADU U	[Signature]	[Signature]
2	M. MURTA	[Signature]	[Signature]
3	SWATHI M	[Signature]	[Signature]
4	CHITHRA A	[Signature]	[Signature]
5	Aditya Kestav Singh	[Signature]	[Signature]
6	Shantopand Lalit	[Signature]	[Signature]
7	Komal Mohadev	[Signature]	[Signature]
8	Rohand Alwar	[Signature]	[Signature]
9	Dimple H	[Signature]	[Signature]
10	Priyanka P	[Signature]	[Signature]
11	Anjali A	[Signature]	[Signature]
12	Rajni R	[Signature]	[Signature]
13	Rudresh H H	[Signature]	[Signature]
14	Divya	[Signature]	[Signature]
15	Yash Saran	[Signature]	[Signature]
16	Yash Tej	[Signature]	[Signature]
17	Poojita P V	[Signature]	[Signature]
18	Dr. Ishwaddin	[Signature]	[Signature]
19	Hambhan S	[Signature]	[Signature]
20	Ekta Chocka	[Signature]	[Signature]
21	Bhina AA	[Signature]	[Signature]
22	Saiful Hareesh	[Signature]	[Signature]
23	Sandeep P	[Signature]	[Signature]
24	Pavithra S	[Signature]	[Signature]
25	[Signature]	[Signature]	[Signature]



DAYANANDA SAGAR COLLEGE OF ARTS, SCIENCE AND COMMERCE
CENTRE FOR INNOVATION AND LEADERSHIP

Department: Master of Business Administration

Unit: II

Semester / Section: 3rd

Batch: 2017 - 2019

Date: 3/1/2019

Sl. No.	NAME (IN CAPITAL LETTERS)	SIGNATURE	
		09:30 AM - 12:30 PM	1:30 PM - 04:30 PM
26	S. Asif	<i>[Signature]</i>	<i>[Signature]</i>
X 27	K. MANJUNATH	<i>[Signature]</i>	<i>[Signature]</i>
28	XXXXXXXXXX		
29	ABHISHEK GOWDA	<i>[Signature]</i>	<i>[Signature]</i>
30	REENU EVANGELINE K.	<i>[Signature]</i>	<i>[Signature]</i>
31	SHARATH S.R.	<i>[Signature]</i>	<i>[Signature]</i>
X 32	L. D. PHANINDRA NAGU	<i>[Signature]</i>	<i>[Signature]</i>
X 33	Sambash S. Onte	<i>[Signature]</i>	<i>[Signature]</i>
X 34	NITHIN KUMAR M.	<i>[Signature]</i>	<i>[Signature]</i>
35	BHARATH M.	<i>[Signature]</i>	<i>[Signature]</i>
36	SHREEVEERARAJU	<i>[Signature]</i>	<i>[Signature]</i>
37	SHARATH G. (Sec 'A')	<i>[Signature]</i>	<i>[Signature]</i>
38	AKHIL K ANAND	<i>[Signature]</i>	<i>[Signature]</i>
Y39	DIWAKAR S.S (Sec A)	<i>[Signature]</i>	<i>[Signature]</i>
40	BHUVANA S	<i>[Signature]</i>	<i>[Signature]</i>
41	Hithaishree Yatheesh [Sec 'A']	<i>[Signature]</i>	<i>[Signature]</i>
42	Chaitrashree Hegde [Sec 'D']	<i>[Signature]</i>	<i>[Signature]</i>
43	RACHANA A [Sec 'D']	<i>[Signature]</i>	<i>[Signature]</i>
44	Giridaj Revankar [Sec 'C']	<i>[Signature]</i>	<i>[Signature]</i>
45	Mohammed Aftaab [Signature]	<i>[Signature]</i>	<i>[Signature]</i>
X 46	Musavath Athima	<i>[Signature]</i>	<i>[Signature]</i>
X 47	Divya A	<i>[Signature]</i>	<i>[Signature]</i>
X 48	YOGESHKUMAR	<i>[Signature]</i>	<i>[Signature]</i>
49	POGNAM PATIL		
50			



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