Summer Internship - Batch 20 - 22

Sr. No.	Roll No	Name	Course	Specialisation	Summer Internship Company	Duration	Summer Internship Project (SIP)
1	MBA20B01	Aarya Sharma	MBA	Marketing	Pladis Global	2 Months	Project Title: Understanding the availability and market demand of Mc Vities along with competitor analysis in General Trade of Guwahati region key learnings: 1.Studied the SKUs of Mc Vitie's. 2.Learned the DB and retail margins, trade schemes and various services provided to the distributor. 3.Appointment of distributor 4.Beat map coverage 5.ROI calculation 6.Promotional activities by MC Vitie's 7.Visibility of products 8.Selling, Negotiation, Influencing skills 9.Competitor analysis
2	MBA20C01	Abhishek Kumar	MBA	Marketing	Esaplling Private Ltd.	2 Months	Project Title: Customer Segmentation analysis for E-two wheeler in Delhi-NCR Region key learnings: 1.Data collection 2.Cold calling 3. Selling process & cycle 4.Lead Generation 5.Product presentation to E-vehicle dealers and distributors. 6.Communication flow 7.Identifying potential prospects and explaining about two-wheeler and three-wheeler electric vehicle. 8.Excel 9.Negotiation Skill 10.Work with Honesty & Dignity
3	MBA20A01	Abhitosh Kumar	MBA	Marketing	AGOL Worldwide India Pvt. Ltd	2 Months	Project Title: Digital Marketing as a Emerging Tool in Supply Chain Management key learnings: 1. Importance of data in building up a business. 2. Different ways of connecting with different firms as a supplier & carry out business further. 3. How to register our business as a third party with other logistics firms. 4. Role of generic email IDs and normal email ID's from a business point of view. 5. Extracting data from different sources, such as- LinkedIn, cargoyellowpages.com, official website 6. Importance of good & Healthy relationship with other logistics firms and businesses. 7. Different modes of logistics & how they are being carried out. 8. How Time Critical Delivery is carried out & different from normal delivery. 9. What are AOG & Semi-Conductors and how such deliveries are carried out during the critical time. 10. How to accumulate all the extracted data & then mail merge it.
4	MBA20D02	Ajinkya Bhagwan Sonune	MBA	Marketing	Care Health Insurance	2 Months	Project title: Project On Marketing Of Care Health Insurance And Understanding Customer Perception Towards Health Insurance In India Key learnings: Consumer Behaviour ⬜ Selling & Negotiation Skills ⬜ Insurance Industry

5	MBA20C69	Akshat Chauhan	MBA	Marketing	Dialogues Media	2 Months	Project Title: Adoption of Robotics Classroom Learning in secondar education & students and teachers perception towards Robotics Education. key learnings: 1. Learnt about different marketing research technique and their application. 2. learnt about way to collect primary data like through focus group discussion and questionnaire. 3. learnt about the proper pitiching method to contact with different school and to tell them about the product. 4. learnt more and more about the wig industry in india and also about the future of e- commerce sites in india. 5. learnt how to construct BCG matrix and product lifecycle in excel.
6	MBA20C04	Aman Saxena	MBA	Marketing	Keeros Foods Pvt Ltd	2 Months	Project Title: sales potential of keeroes rosted super snacks key learnings: 1. Learnt about Creating new SKU's 2. Learnt about sales forecasting 3. Learnt logistics management 4. Learnt Retail promotional activity 5. How to calculate Margin for the retailer.
7	MBA20C68	Amit Rakesh Singh	MBA	Marketing	The bigg ant	2 Months	Project Title: EVOLVING OPPORTUNITIES AND TRENDS IN THE PET INDUSTRY -AN ANALYTICAL STUDY ON PET PRODUCTS key learnings: 1.Data extraction of vendors and research about pet services 2.Lead generation by calling vendors and listing services on website .Business Development 3.New market Business 4.Presentation skill 5.excel spreadsheet 6.Customer engagement
8	MBA20B07	Anam Naz	MBA	Marketing	Chromatus Consultancy	2 Months	Project Title: To study the impact and contribution of social media platforms on tourism destination selection key learnings: 1.Data Estimation 2. Data Analysis 3. SPSS Tool 4. Validation 5. Data collection 6. Industry overview 7. Report Writing
9	MBA20D04	Aniket Pophale	MBA	Marketing	Care Health Insurance and ten	2 Months	Project Titled : "Customer Perception towards Health Insurance and its Impact on Economy" Learnings: Consumer Behaviour Selling & Negotiation Skills Insurance Industry

10	MBA20A65	Anjali Kumari	MBA	Marketing	Outlook Publishing (India) Pvt.	2 Months	Project Title: study of factors that influence consumer behaviour for outlook magazine in printing industry key learnings: Generated lead and achieved sales target well before the target date. • Floated a questionnaire to 200 magazine readers and analyze the data received. • Devised model to rank Outlook Group and its competitor on the basis of it content, quality and accessibility • Prepared a digital Audit Report of Raheja Group Company and its competitors • Prepared a digital media plan to increase online presence of the com
11	MBA20A10	Ankit Das	MBA	Marketing	BTW Group of companies	2 Months	Project Title: A Study of Digital marketing activity regarding how to grow the business key learnings: Gmail Account opening. Website audit. Social Media Marketing, SEo Social Bookmarking, Classified Ads, Business Image Submission, Content writing, Document Submission, Business Video Creation. and data Research & Extraction
12	MBA20B10	Anuj Kumar Mishra	MBA	Marketing	Walplast Products Pvt Ltd	2 Months	Project Title: Dealers Perception towards the White & Grey Cement products of Walplast in Delhi Region. key learnings: Understood the need of dealer/re-tailer/wholesaler. 2.Understand about WSP, RSP & bag packages. 3.Understand about walputti and tile-adhesive. 4.Understand about lead generation & proper presentation. 5. Understand about building builder & painter perception.
13	MBA20D05	Anuja Venketrao Gatthawar	MBA	Marketing	Sureti IMF Pvt. Ltd.	2 Months	Project title: Analysis of Customers Attitude and Satisfaction Level Towards Investment in Insurance Services Done at Sureti Insurance Marketing Pvt. Ltd Key learnings: ⮚ Working Experience with the Insurance Marketing Firm was good as each type of insurance was present according to the need of the customer. ⮚ My work was to expand the customer base with potential clients ⮚ Interview the prospective clients to get the data about the financial resources and discussing the existing coverage ⮚ Developing the marketing strategies to compete with other companies and sell the insurance.
14	MBA20C07	Ashutosh	MBA	Marketing	Xanadu Realty	2 Months	Project Title: Consumer perception towards NA Plot in Urban & Rural area with special reference to Mahashtra State. key learnings: *Arranging and scheduling virtual tour presentation with the client. *Connecting and following-up with potential customers and breifing them about the project *Connecting with different channel partners for sourcing purpose. *Advertisement and marketing of project
15	MBA20D06	Ayush Agrawal	MBA	Marketing	Agri to Agro Pvt Ltd	2 Months	Project title: IMPACT OF ORGANIC FERTILIZERS ON AGRICULTURE. Key learnings: • Found distributors who deal in organic fertilizers. • Promoted company's product to distributors and FPOs. • Did the market survey for organic fertilizers. • Provided valuable feedback to the company

16	MBA20A14	Bipin Kumar Yadav	MBA	Marketing	The Green Snack Co.	2 Months	Project Title: Study on E-commerce during Covid Pandemic Period in India key learnings: 1. Learnt how to do convert customers from Abandoned Cart List. 2. How to have a good CRM through online marketing. 3. Campaign handling of new product launch on E-commerce platform. 4. Key Operation activity from product is ordered and till its get delivered to customers.
17	MBA20B19	Deepjyoti Chowdhury	MBA	Marketing	ITC Ltd.	2 Months	Project Title: A study on finding optional business opportunity for ITC Cigarettes in Guwahati region key learnings: About ITC Cigarettes and its SKUs • About different pricing of Cigarettes to different channels • About Numeric and Weighted distribution • About AVF (Availability, Visibility and Freshness) of Cigarettes • About visibility for better brand recall • About different segments of Cigarettes depending on the length of the sticks. • About the HoReCa channel of Guwahati • About the sales and distribution channel of ITC Cigarettes • How to make a beat plan for effective transportation • About Different channels of Cigarettes
18	MBA20B23	Dipayan Deb	MBA	Marketing	Speedlabs	2 Months	Project title: "Understanding the customer behaviour in hospitality services as Business Development Initiator" Key learnings: Proactively participated in cab aggregator segment of the company, and generated over 33 new leads within a week. • Generated 127 new Leads and generated revenue in the company.
19	MBA20C16	Dipti Kumari	MBA	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: Consumer buying behaviour towards dukes confecttionary products key learnings: 1. About company product and its promotion. 2. dukes india strategies for launching theie product on social media. 3.ATL & BTL Activities. 4. microsite devlopment. 5. content tracking of dukes india and its competitors. 6. search enging optimization. 7. social media marketing. 8. pay per clicks. 9. buyer persona. 10.google ads.
20	MBA20A20	Garima Kumari	MBA	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: Impact of pandemic in residential realestate market in India key learnings: 1. Successfully able to generate highest number of leads for affordable and luxury segment portfolio 2. Identify potential customers through cold callings and proactively taking follow up with positive prospects 3. Responsible for conducting video conferencing, site visits and walk- ins with positive prospects for particular projects located in Pune region only 4.Successfully build good relationship with clients and communicate effectively with the client for maximum VC and Visits 5. Learnt to pitch and manage HNI clients, understand the requirement and negotiate while closer of deal. 6. Develop high quality sales video for different product. 7. Understand the buying behaviour process and customer journy in the real estate sector 8. Understood the real estate market operations and learnt to maintain and manage MIS. 9. Build effective communication and time management skills. 10. Build effective team management and coordination skills while working with pre-sales and closer teams.

21	MBA20D12	Harshal Sanjay Kulkarni	MBA	Marketing	Care Health Insurance	2 Months	Project title: Project on Marketing Analysis of Health Insurance Sector in India Comparative analysis of Star Health, HDFC Ergo and Care health Key learnings: Consumer Behaviour ⬜ Selling & Negotiation Skills ⬜ Insurance Industry
22	MBA20A22	Hritwaj Kulshreshtha	MBA	Marketing	Lodha Group	2 Months	Project Title: Analysis of consumer behaviour towards real estate property key learnings: 1. Learnt about Real Estate sector and its products 2 Managing and working with CPs 3. convincing clients for site visits 4. understand the working of a professional corporate structure 5. understanding client perspectives.
23	MBA20C22	Jaimin Patel	MBA	Marketing	Esaplling Private Ltd.	2 Months	Project Title: A Study on ERP Sysytem opportunity respect to Orisa & Gujarat key learnings: 1.Direct marketing techniques 2. Sales pitching skills 3. Customer follow-ups skills 4. Personal selling techniques 5. B2B selling procedure 6. Consumer behavior towards ERP solution 7. To understand Culture value through talking with different state people like Orissa, Gujarat, Assam, Delhi, Maharashtra etc. 8. Learn about benefits of the ERP and what are the challenges faced by the SMEs owners while implementing ERP in their firm 9. Learn about different company ERP software and their features and compare to Impetech ERP with others
24	MBA20A24	Jayesh Porwal	MBA	Marketing	PropEdge Realty	2 Months	Project Title: CONSUMER BUYING BEHAVIOUR TOWRDS RESEDENTIAL PROPERTIES IN PUNE REGION key learnings: *Arranging and scheduling virtual tour presentation with the client. *Connecting and following-up with potential customers and breifing them about the project *Connecting with different channel partners for sourcing purpose. *Advertisement and marketing of project * Maintiaing the date wise follow-up remarks and calling on the specified date
25	MBA20A26	Kautuk Chavhan	MBA	Marketing	Shelke Beverages Pvt.Ltd	2 Months	Project Title: Analyze and determine customer buying behavior for the Ayuhealth (water base beverage) & juice of oxycool brand. key learnings: 1. Work closely on demand estimation and NPD. 2. Identify and onbord distribution and vend on pune region. 3. Marketing strategies for General trade and modern trade.

26	MBA20A27	Kautuk Raj	MBA	Marketing	KASTURI HOUSING	2 Months	Project Title: Study on Current Situation, Problems and Development Plan for Real Estate Assets key learnings: 1.Sales Planning and Forecasting 2.Business Development 3.New market Business 4.Presentation skill 5.excel spreadsheet 6.Customer engagement 7.Negotional skill 8.Product knowledge 9.Lead generation 10.Planning and Recruitment
27	MBA20A66	Khushboo Singh	MBA	Marketing	Chromatus Consultancy	2 Months	Project Title: To measure the effect of COVID-19 on Brand Media strategy of FMCG industry key learnings: 1. Google Ads Optimization 2. SEO optimization 3. Social Media Analysis 4. Vendor & Customer Management 5. Facebook Ads 6. Competitor Analysis 7. Secondary Research 8.Regional Analysis for market reserach Excel
28	MBA20C23	Kritika Jaiswal	MBA	Marketing	Keeros Foods Pvt Ltd	2 Months	Project Title: study of Retailers Perception towards Direct - to- Retailer sales channel in nagpur city key learnings: 1. Creating new sku. 2. sales forecasting 3. Learnt about logistics management 4. promotional activity 5. Learnt to calculate Margin for retailers. 6. Developed negotiation skills 7. Learnt to communicate and deal with the retailers 8. Gained Knowledge about Channel Sales 9. Got to know about direct to retailer sales channel 10. Market Mapping
29	MBA20A30	Manalisa Kumar	MBA	Marketing	Chromatus Consultancy	2 Months	Project Title: Consumer Behaviour towards Genetically Modified Food by using Factor Analysis key learnings: 1. Data Analysis 2. Data estimation 3. Spss 4. Data Validation 5. Data collection 6. Industry overview 7. Market estimation 8. Regional Analysis 9. Key players Analysis 10. Toc & Report Writing

30	MBA20B36	Manprit Kaur	MBA	Marketing	GCMMF AMUL	2 Months	Project Title: To explore the opportunities in HORECA segment and devise strategy to increase sales, product penetration and range selling. key learnings: 1. Appointment of new distributor 2. ROI calculation 3. Working of HoReCa segment and it's buying behaviour
31	MBA20C70	Mayank Singh	MBA	Marketing	Sureti IMF Pvt. Ltd.	2 Months	Project title: A Study on performance of Insurance Industry in India" Key learnings: ⬜ To promote insurance products and services to targeted customers. ⬜ To sell insurance products and services to targeted customers. ⬜ To provide financial advisory services to targeted customers. ⬜ To provide customer support and services to targeted customers. ⬜ To generate successful leads for the company and generate profitable transactions.
32	MBA20C67	Mirza Ibrar Ahmed	MBA	Marketing	Re/Max V21 Realty Plus	2 Months	Project title: To study the Consumer Buying Behaviour in Real Estate residential flat with reference to Pune" Key learnings: • Presenting real estate products to potential investors and end-users. • Worked on the project with most reputed developers like Godrej, VTP and Kohinoor • Develop and manage relationships with builders, investors, and Customers. • After initial discussion organized site visit for 20 hot leads. • Organized and coordinated promotional events for developers from East Pune
33	MBA20C25	Mohd Aqil Ansari	MBA	Marketing	SKILLEDGE	2 Months	Project Title: Study the Impact of social media on business performance key learnings: 1.Worked on the Competitor benchmarking for the company. 2 Worked on the bookmarking and submission on various directories. 3 Making Creatives for different social media activities and posts. 4 Operational support to all the verticals of the organization. 5 Running Ad campaigns on social media for various products and activities. 6 Social media content for the subject insights for short creatives and campaigns. 7 Social media and website analysis for the company. 8 Youtube channel setup and designing of the youtube channel banner and other related activities.
34	MBA20D14	Mohit Dodke	MBA	Marketing	BTW Group of companies	2 Months	Project title: "using digital marketing tools & techniques to increase site visits of 'PEC Attestation' & 'PEC Translation' websites" Key learnings: 1. Social bookmarking 2. Social media marketing 3. Classified ads 4. Content writing 5. Image & Video advertisement

35	MBA20A34	Mrinal Johari	MBA	Marketing	Chromatus Consultancy	2 Months	Project Title: Impact of covid on OTT plateform and its Future key learnings: 1.Conducting deep-dive research on Impact of Covid on OTT 2.Studied research outcomes 3.Built client segment reports and Swot analysis 4.SEO audit 5.Classified ads and social bookmarking 6.Data Collection by secondary and primary research 7.Deep knowledge of secondary research 8.Different method of data collection 9.All the terminology of marketing research 10.LinkedIn analysis.
36	MBA20D15	Mukul Mathpal	MBA	Marketing	Care Health Insurance	2 Months	Project title: Project On Marketing Of Care Health Insurance And Understanding Customer Perception Towards Health Insurance In India Key learnings: Consumer Behaviour ⬛ Selling & Negotiation Skills ⬛ Insurance Industry
37	MBA20A38	Padmashree Dalke	MBA	Marketing	Raheja Solar Food Processing	2 Months	Project Title: To Study the impact of solar food processing on the increasing income of the farmers of India key learnings: 1) Provided front-end website development using Wix and styled interactive, mobile-friendly website. 2) Conducted testing and review of website design for responsiveness, clarity and effectiveness. 3) Carried out market research and designed creative digital post promotions for marketing purposes.
38	MBA20A39	Parveen Pawar	MBA	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project title: Uderstanding the Brand awarness of customer in Cal Metro Key learnings: 1. Learned how to create new Distributor 2. To calculate Margin for the retailer, distributor and wholeseller 3.How we can forecast Sales and achieve target.
39	MBA20D16	Prasanna Rebhankar	MBA	Marketing	The Bigg Ant	2 Months	Key Learnings: Did the vendor acquisition, data collection and research part for company. ⬛ I have also given valuable feedback to company ⬛ Did profiling of the vendors and understood the business model of these vendors ⬛ Studied selling style of each vendors
40	MBA20C33	Raghav Bansal	MBA	Marketing	Edusaksham	2 Months	Project Title: A study of Perception and Attitude of Indian Consumers Toward Online Education key learnings: 1.Part Of the Core Management Team 2. Learned the LMS of the company 3. Cold calling Approach 4. Trained New Employees 5. Handled Market Research and done on competitors 6. Audit the Discussion between the student and teacher 7. Register teacher and Student and help the both to understand LMS 8. Bring New Trainers for the company

41	MBA20C65	Ridhima Mehta	MBA	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: CONSUMER BUYING BEHAVIOUR TOWARDS EMERGING TRENDS IN REAL ESTATE WITH RESPECT TO PUNE key learnings: 1. Prospecting and approaching the clients for site visits and video presentations of the projects. 2. Identified and presented real estate products to potential investors and end users. 3. Organised and coordinated promotional events for developers from East Pune.
42	MBA20B51	Rohan Kumar Sharma	MBA	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: To Study Effectiveness of Distribution for Dukes Brand " key learnings: 1. Learned how to create new Distributor. 2. To calculate Margin for the retailer, distributor and wholeseller. 3.How we can forecast Sales and achieve target. 4. Sales generated of 35,000 5. EMINO (NEW PRODUCT LAUNCH) sold 20 box. 6. Learned Promotional and sales strategies of Duke's. 7. Learned the availability of products., 8. Handled Market Research . In which learned where they work and they don't perform.
43	MBA20D18	Rutuja Phadol	MBA	Marketing	The Bigg Ant	2 Months	Project title: Key learnings: • Worked on Business development by convinced several service providers to get registered on the Bigg Ant website. ⬛ Learned content writing by designing the web pages of the website including the 'about us' page, product specifications, etc. ⬛ Practiced data collection related to the service providers all over India. ⬛ Lead generation on social media platforms
44	MBA20C39	Sanglap Gharai	MBA	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: Impact of Effective Distribution Management in market penetration of Dukes Emino & Biscuits Product key learnings: 1. Learn how to convince retailers and pitch for new product. 2. Competitor analysis. 3. the role social media marketing in fmcg and how to increase social media engagement. 4. Campaign designing , poster designing , making impactfull tag line for product. 5. New product development. 6. To set MRP of a new product and make distribution channel for that. 7. promotional strategies used by Dukes to promote their product. 8. Worked on E commerce for Dukes.
45	MBA20B55	Saptarshi Banerjee	MBA	Marketing	Harley Davidson India	2 Months	Project Title: Study on Landscape of SDV in Indian Automobile Sector key learnings: 1) Learning about the basics of Project Management , New Product Development , Marketing and Branding Techniques 2) Analyzing the Macro and Micro Economic factors (India's GDP, Per Capita GDP , Disposable Income etc) effecting the Indian Automobile Sector specially the Midsized Segment 3) SWOT Analysis and STP of the Automobile Sector specially the upper sub-segment of the Midsized Segment 4) Competitive Analysis(analytics) of Direct and Indirect Competitors (Sales data , 4 P analysis - Product,Price,Place,Promotion) 5) Visiting showrooms of KTM and Royal Enfield in Pune for Survey and understanding the CRM,dealership structure etc 6) Launch Strategy of the new vehicle (4Ps) 7) Marketing pitch of the new Small Displacement Vehicle

46	MBA20A49	Shail Kumari Goswami	MBA	Marketing	KASTURI HOUSING	2 Months	Project Title: To study the behaviour of channel partners towards their marketing approach in luxury projects and lead generation with special reference to Kasturi Housing key learnings: 1. Channel partner sourcing for findings leads in real estate sector with the help of MAHA RERA 2. Pitching and convincing to get the channel partners empaneled with the company 3. Project analysis and learnt how to generate revenue via channel partners
47	MBA20A50	Sharmi Dey	MBA	Marketing	Dialogues Media	2 Months	Project Title: To study the impact of Covid- 19 pandemic on MSME sector in the state of West Bengal(India) key learnings: 1. Preparing and analyzation of reports of different topics related to market research. 2. How to conduct primary and secondary market survey through the Survey CTO app. 3. Pitching and convencing customers through tele-calling for installation of application called Uphold.
48	MBA20D19	Shivam Koul	MBA	Marketing	BTW Group of companies	2 Months	Project title: using digital marketing tools & techniques to increase site visits of 'PEC Attestation' & 'PEC Translation' websites" Key learnings: 1. Social bookmarking 2. Social media marketing 3. Classified ads 4. Content writing 5. Image & Video advertisement
49	MBA20A53	Shrestha Mitra	MBA	Marketing	SKILLEDGE	2 Months	Project Title: A study of Consumer perception in buying Online Courses during Pandemic situation key learnings: 1. Knowledge about the company and my 3 assigned products. 2. Knew about outbound calling. 3. Learnt how to understand the right customer and pitch the right product. 4. Way of pitching was different because the products were for both students (grads and post grads) and working professionals with an average work ex. Of 1.5 years. 5.Learnt how to manage the client when we actually don't have the satisfactory answer. 6. Have learnt to stay connected with the clients, take follow-ups regularly and clear their doubts if required. 7. Gradually, learnt how to close a customer/lead and have closed 14 leads till now. Writing: 8.Understood the importance of keywords in writing blog and YouTube video description. 9.Learnt using a Headline Analyzer tool – to analyse the SEO score of the headlines of the write-ups. 10.Mail writing skill (like subscription mail)

50	MBA20A54	Shruti Biswas	MBA	Marketing	Lodha Group	2 Months	Project Title: A study on consumer perception and expectations while buying a house key learnings: 1. Gained B2B work experience with big AOP signed channel partners like PropertyPistol, Harmony, Craft. 2. Learned strategic selling of properties 3, Learned unique ways of brand positioning. 4. Understood various ways of repositioning an existing brand before a customer as well as channel partner. 5. Learned all pitching techniques to catalyze sales. 6. Gained the experience of sales forecasting 7. Understood brokerage breakage slabs and it's importance 8. Gained experience in training new channel partners and assisting them in product development understanding. 9. Assisted the channel partners to broaden their base digitally to increase customer user base and increase penetration in different markets. 10. Learned the techniques of gate crashing and onboarding the channel partners and activating them at the earliest.
51	MBA20C41	shubham kumar	MBA	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: Emerging trending keywords key learnings: 1) Content marketing analysis and Infographics design. 2) Competitor analysis and suggestions. 3) Google ads campaign and Keyword mining
52	MBA20B59	Sneha Sachdeva	MBA	Marketing	NEXT PATH SERVICES	2 Months	Project Title: Eruptive Technologies and Automation of Teaching & Learning, Academic Administration and Research- Role of Educational Technologies key learnings: 1. Prospecting and approaching schools in Maharashtra for learning management system of POWERSCHOOL APPLICATION TOOL. 2. Analyze and understand advanced technologies used by various schools in Maharashtra. 3. Market potential analysis for POWERSCHOOL for online platform they are using during covid-19.
53	MBA20C47	Soumak Ganguly	MBA	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: Uderstanding the Brand awarness of customer in Cal Metro key learnings: 1. Learned how to create new Distributor 2. To calculate Margin for the retailer, distributor and wholeseller 3.How we can forecast Sales and achieve target.

54	MBA20C50	Sourav Datta	MBA	Marketing	Britannia Industries Ltd	2 Months	Project Title: To Study the Impact of Numeric Distribution and Per Dealer Offtake on Market Share of Buiscuit Companies in Orissa Region. key learnings: Trade marketing/sales development: 1) Channel, category & brand wise market analysis 2) Identifying market trends 3) Mapping company strength & weaknesses according to market trends 4) Decision making to sales spend (in terms of schemes, offers etc.) according to priority decided 5) Creating scientific model with appropriate algorithm in excel to streamline & smooth the decision making in terms of where to spend & how much budget to allocate. Product marketing: 1) Designing marketing collaterals 2) Desktop research, analysis & recommend the market potential for next 10 years 3) Align the vision & mission strategy for the strategic business unit 4) Marketing strategy (pricing/promotion/product features) development for next 4 years for identified business units 5) Plan & proposal creation for made strategies 6) Business unit website review, analysis, competitive benchmarking & recommendation
55	MBA20B60	Sourav Maity	MBA	Marketing	Remax Property Unlimited	2 Months	Project Title: To Study the Impact of Customer Engagement in Real Estate Sector. key learnings: 1. Presenting real estate product to investors and end users. 2. Supporting the team for site visits and for virtual tour. 3. Building and maintaining relationship with various channel partners to maximize sales. 4. Managing channel partners to generating leads. 5. Developing and maintaining relationship with potential investors and end users. 6. Staying up to date with product and market knowledge, presentation skills
56	MBA20B65	Sourjya Dipta Datta	MBA	Marketing	Anmol Feeds Pvt Ltd	2 Months	Project Title: A Study to understand customers buying behaviour of processed and unprocessed treats and snacks for their pets key learnings: 1)QPS 2) Packaging 3) SKU Mapping 4) Product Placement 5)Visual Merchandising 6)Brand Reputation Estimation Using Excel 7)Channel Descision 8) Tertiary Sales Strategizing 9) Beat Planning
57	MBA20C81	Spandan Datta	MBA	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: To Analyse " Effect of offers and Visibility on Consumer Buying Behaviour towards Dukes Products in Modern Trade. key learnings: Selling process, Sales Management, Distribution management, Sales planning and Forecasting, CRM in sales, New Market development, Visual mechandising, BTL activities, Product knowledge,Competitior Product knowledge,Margin Calculation,Excel spredsheet skills,Analystical skills,Presentation skills

58	MBA20A57	Sudhanshu Singh	MBA	Marketing	Kasturi Housing	2 Months	Project Title: Study the Channel partner effectiveness in customer sourcing towards premium housing segment with reference to Kasturi Housing. key learnings: 1. Channel partner sourcing for findings leads. 2. Pitching and convincing to get the channel partners empaneled with the company 3. Project analysis and learnt how to generate revenue via channel partners 4. Project pitching to the channel partners 5. Analyzed the competitors of Kasturi housing 6. Studied the Pune real estate market especially West Pune region 7. Learnt how to source data from MAHA RERA website 8. Analyzed the Pune corporations under real estate sector like PMC, PCMC
59	MBA20C52	Suman Roy	MBA	Marketing	Remax Property Unlimited	2 Months	Project Title: Competitive Analysis of Standalone and Complex Property an Consumer Busying Behaviour in Kolkata Region. key learnings: Learned to generate leads through different social media platforms. Learned to Support the team for site visits and closures. learned to Develop and manage relationships with builders, investors, and end-customers.
60	MBA20C53	Surjanu Roy	MBA	Marketing	Lodha Group	2 Months	Project Title: " To Study Consumer Perception and Buying Behaviour for the purchase of Residential Apartments" key learnings: 1. Delivering targeted top line as per the projects business plan by meeting sales targets 2. Projection & maintenance of a luxury real estate brand attitude & delivering positive customer experience to a distinguished client base comprising of influential names in Mumbai 3. Proposing & implementing sales promotion activities for the project 4. Participating in negotiations & bringing deals to a closure 5.Staying up-to-date with product & market knowledge 6.Consistently identify and qualify leads in designated markets through B2B and B2C sales calls. Leverage on a strong network of Channel Partners (CP) and existing customers to achieve set targets. 7.Actively follow through on potential customers based on their specific requirements. Possess in-depth product knowledge."
61	MBA20D22	Swapnil Karajanagi	MBA	Marketing	Agri to Agro Pvt Ltd	2 Months	Project title: IMPACT OF ORGANIC FERTILIZERS ON AGRICULTURE. Key learnings: • Found distributors who deal in organic fertilizers. • Promoted company's product to distributors and FPOs. • Did the market survey for organic fertilizers. • Provided valuable feedback to the company
62	MBA20A58	Swarna Raj Agarwal	MBA	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: Study of panetration strategy of food product and personal care product in southern region special referance to Hyderabad. key learnings: 1.Intercommunicational & interpersonal skills 2.Convincing skills 3.ROI calculation 4.Sales Forecasting 5.Margin & Schemes (markup & markdown) calculation 6.GST bill calculation 7.Reports making skills 8.MS Powerpoint & Excel skills 9.People Management 10.Data analysis skills

63	MBA20C54	Twinkle Saxena	MBA	Marketing	Xanadu Realty	2 Months	Project Title: A Study on Investors Behaviour towards the NA Land Properties with special ref to Outskirts Pune. key learnings: 1. Presenting real estate product to investors and end users. 2. Supporting the team for site visits and for virtual tour. 3. Building and maintaining relationship with various channel partners to maximize sales. 4. Managing channel partners to generating leads. 5. Developing and maintaining relationship with potential investors and end users. 6. Staying up to date with product and market knowledge, presentation skills
64	MBA20C76	Upasana Konwar	MBA	Marketing	Xanadu Realty	2 Months	Project title: Analysis of the consumer buying behaviour towards real-estate and expectation while buying a property (Land) with reference to NA plots project for Xanadu Reality Key learnings: • Identified potential customers interested in NA land from Mumbai, Pune region • Prospecting and approaching the clients for site visit and video presentation of the project • After initial discussion successfully organized site visits for 30+ hot leads • Assisted quality customer service, timely advice, and proven ability to take initiative in closing the deal for worth Rs.45+ lakh • Develop and manage relationship with channel partners and end-customers • Coordinated with the team members throughout the internship to convince the end users for the application booking and closing the deal.
65	MBA20C57	Vaishnavi Bonde	MBA	Marketing	Outlook Publishing (India) Pvt.	2 Months	Project Title: The study of customer preferance for choosing a particular magzine of Outlook key learnings: 1) Analysed strategies used by Outlook to maintain Customer Life Cycle and it's competitors. 2) Analysed Loyalty program for existing customers to retain them. 3) Analysed product and brand positioning of Outlook group and promote the brand.
66	MBA20B63	Vasudev Bhayani	MBA	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: Study The Distribution channel and consumer buying behaviour in confectionary product key learnings: 1.How to plan a ideal beat 2.Convinced retailers to your are help in boost their sales 3.Generate sales of 1,76,046 4.Calculate margin of distributor and retailers 5.In one territory how much distributor required as company new in that territory 6.Competitor analysis 7. Sales forecast for particular areas 8.Launch new product like EMINO evaluate its performance 9. Retailers engagement 10.With help of star product how we can sell our law demand product.
67	MBA20A73	Vrushil Thakkar	MBA	Marketing	Chromatus Consultancy	2 Months	Project Title: Study of the Change in strategic management of companies with reference to pre and post covid Era key learnings: 1. Part in Live project of company in research of customer perception 2.Learned the Swot analysis 3.Regional analysis 4. Writing Press release 5.Segmentation 6.Qualitative Data analysis 7.Secondary research 8.Pestel Analysis 9. porter's five forces 10.DROC(Drivers, restraint Opportunity and Challenges) 11. Email Sales Pitch 12. Designing The Questionnaire 13. Market Estimation

68	MBA20A63	Yash Bhalerao	MBA	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: Analysing Perception of Retailers Towards Dukes Product special referance to Indore city key learnings: 1.Understood the concept of business with channel partners, I worked with distributors and learned about infrastructure used and how they maintain inventory. 2. Planning and implementation, I learned about beat plans through which salesmen follow. 3. Learn how to work on a Sales force Automation (SFA) application. (BIZOM). 4. Importance of SCM in business, I learned about supply chains, how they manage all distributor points and how they supply their product to the distributors in traditional trade. 5. Understood the margin of distributor, wholesaler and retailer 6. Personal selling skills, 7. Influencing skills, 8. Negotiation skills, 9. Listening skills, 10. Analytical skills, 11. Problem solving skills, 12. Communication skills.
69	MBA20B03	Abishay Martin	MBA	HR	MOENTEK Pvt. Ltd	2 Months	Project Title : As study of challenges of wfh home practices and impact on employee motivation Key Learnings : 1.Sourcing and Screening candidates according to various profiles, 2.CondutingPreliminary interviews, conducting Communication test "Conducted Preliminary interviews 3.Sourcing and Screening according to the profiles given " 4.Conducted Preliminary interviews, conducted communication test 5.Job Posting on indeed, 6.Conducting preliminary interview for various job roles" 7.Conducting Preliminary Interviews and gathering info of candidates
70	MBA20A05	Akriti Tiwari	MBA	HR	Sodexo India	2 Months	Project Title : A study of impact of wfh on the evaluation of L&D modules with special reference to Sodexo. Key Learnings : 1.Introduction to the training module OSMA. Preparation of excel sheet wise and traing wise 2.Introduction to online training programs. 3.Preparation of PPT and video contents. 4.Validation to translation files. English to hindi training scripts. 5.Preparation of videos on various topics, Email etiquettes, how to avoid procrastination, how to be a team player, how to have effective communication. 6.Video content for training event on how to manage effective task list using outlook
71	MBA20B06	Anahita Kampani	MBA	HR	Esaplling Private Ltd.	2 Months	Project Title : Impact of virtual performance management system towards employee retention in SME Companies. Key Learnings : Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard
72	MBA20B13	Bhargabi Samanta Polley	MBA	HR	Walplast Products Pvt Ltd	2 Months	Project Title : A study of influnce of pandemic covid 19 on the virtual emoloyee management practices Key Learnings : 1.Recruitment Strategies 2.Interacting with candidates, Documentation process 3.Hr documentation-joining docs, salary negotiation, calling 4.Interacting with candidates, screening and sourcing 5.recrutiement strategies, 6.Employee tracker creation 7.Posting job on portals, 8.Handling basic rounds of interviews, scheduling interviews 9.Conducting Aptitude Tests on the Candidates, Calling, Sourcing and screening

73	MBA20A31	Manisha Bajpai	MBA	HR	Opulence business solutions	2 Months	**Project Title :** Effect of employee engagement activities post covid on employee performance **Key Learnings :** Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard
74	MBA20B38	Mouli Kapoor	MBA	HR	Esaplling Private Ltd.	2 Months	**Project Title :** Positive engagement: From employee engagement to workplace happiness **Key Learnings :** Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard
75	MBA20A40	Poorva Watve	MBA	HR	Outlook Publishing (India) Pvt.	2 Months	**Project Title :** Investigating the nexus between high performance work practices and Performance with special reference to outlook. **Key Learnings :** 1.Product learning, lead generation, Product mix ,Cold Calling , Negotiation Cold calling, negotiation, Pitching products to customers, 2."Appraisal strategies research Introduction, why is it important Impact etc" 3."Recruitment process what is Workforce planning 4.How to model an effective recruitment strategy 5.Sourcing mix Why is staffing necessary " 6."Recruitment process what is Workforce planning 7.How to model an effective recruitment strategy Sourcing mix Why is staffing necessary ?"
76	MBA20A46	Riti Biswas	MBA	HR	Anmol Feeds Pvt Ltd	2 Months	**Project Title :** Motivators, playing a major role on performance management **Key Learnings :** 1) Sourcing from various job portals 2) Scheduling interviews for various posts 3) Conducting interviews for the profiles 4) Send rejection mail to the candidates who are not selected 5) Drafting Incentive pay policy for the company 6) Acquired knowledge about implementation of Balance score card in PMS system 7) Conducting training for the sales executive 8) Filing of various documents of newly joined employees 9) Worked on end to end recruitment process. 10) Formulation of KRA for the employees. 11) Draft a policy for incentive process
77	MBA20B53	Roushni Dutta	MBA	HR	Fortune Business Insights Pvt.	2 Months	**Project Title :** Recruitment strategy adoption post covid for MSME's in India **Key Learnings :** 1. Learnt job posting and creating job advertisement 2. Understood various features of LinkedIn and forwarded connection requests for headhunting 3. Shortlisting and screening resumes 4. Conducting preliminary round of interview 5. Scheduling interviews and making calendar invites 6. Planning employee engagement activities 7. Coordinating with vendors for price quotations 8. Maintaining database for all profiles for which hiring was going on
78	MBA20B58	Shivani Singh	MBA	HR	HCL Technologies.	2 Months	Project entitled "A Study of Recruitment and Sourcing in HCL Technologies". **Key Learnings :** Handling End-to-end Recruitment Process for their HCL First Career Program. ⬛ Screening resumes and shortlisting pool of applicants. ⬛ Conducting preliminary rounds of job interviews and assisting in the interview process. ⬛ Taking Interviews and Screening the candidates via telephonic interviews. ⬛ Briefing the applicants on the roles and responsibilities of the current organization. ⬛ Scheduling and conducting Aptitude tests (versant/CoCube) on MS Teams. ⬛ Scheduling Technical Interviews on MS Teams and assisting the panelists with the interviews. ⬛ Preparing the Offer letters for the selected candidates. ⬛ Handling documentation and onboardings of the hired candidates.

79	MBA20C46	Sobita Jaiswal	MBA	HR	Opulence Business Solutions	2 Months	Project Title : Integration of Artificial Intelligence in Talent Acquisition during and Post Pandemic. Key Learnings : Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard
80	MBA20C48	Soumya Sakshi	MBA	HR	Infostretch	2 Months	Project Title : The role of artificial intelligence in evolving the workforce Key Learnings : • Worked on reward & recognition program, papered final presentation & share it with HRBP team. • Worked on Monthly Company Newsletter & shared across the company • Worked on monthly Employee Engagement activity, have design & implement 2 activities. • Working on Employee Life Cycle Survey & creating dashboard for the same • Being Part the On-boarding process taking feedback & handing their quires. • Prepare Monday Motivation quotes for the company & share it across the company
81	MBA20A60	Tarun Singh	MBA	HR	Outlook Publishing (India) Pvt.	2 Months	Project Title : Investigating the nexus between high performance work practices and Performance with special reference to outlook. Key Learnings : 1.Product learning, lead generation, Product mix ,Cold Calling , Negotiation Cold calling, negotiation, Pitching products to customers, 2."Appraisal strategies research Introduction, why is it important Impact etc" 3."Recruitment process what is Workforce planning 4.How to model an effective recruitment strategy 5.Sourcing mix Why is staffing necessary " 6."Recruitment process what is Workforce planning 7.How to model an effective recruitment strategy Sourcing mix Why is staffing necessary ?"
82	MBA20D01	Abhishek Sandeep Desai	MBA	Finance	Plutus Business Advisory	2 Months	Project Title: Valuation of gaming industry - An analytical study Key Learnings: Financial products, financial markets, wealth management
83	MBA20A04	Akash Chouhan	MBA	Finance	Wheaton Advisors Private Ltd	2 Months	Project Title: To study the process of equity research by analysing business model & Financial Statements Key Learnings: I learnt how entities do business. Drawing insightes from their business model. Learnt new financial terms & preparing Financial Modeling on PEPSICO and AMAZON.
84	MBA20B05	Alok Shukla	MBA	Finance	Reliance Securities	2 Months	Project Title: To understand Customers perception towards Financial Market in India Key Learnings: Gained learnings related with the financial market of India and about financial instruments offered. Learnt managing the grievances and finding the solution and also pitching them.
85	MBA20D03	Ambika kumari Patra	MBA	Finance	Growth Arrow	2 Months	Project Title: EQUITY MARKET ANALYSIS- TO ANALYSE STOCKS FOR BETTER Key Learnings: FSA, Company Research, Industry Research, Financial Modelling
86	MBA20B08	Anubhav Gupta	MBA	Finance	Growth Arrow	2 Months	Project Title: To Study Short Term Movements in Stocks Across the Sectors Key Learnings: Got learnings on stock market and forex market. Get to know about the stocks how they are being traded into the market and utilize the training into buying and selling of stocks,
87	MBA20B09	Anubhav Saxena	MBA	Finance	Factsheet Inc.	2 Months	Project Title: Fundamental research of companies from automobile industry Key Learnings: FSA, Company Research, Industry Research, Financial Modelling

88	MBA20D07	Bhavika Vasant Patil	MBA	Finance	Plutus Business Advisory	2 Months	Project title: Market Research Services And Investment Research Services. Key learnings: ⬛ Study on seed funding series, financial modelling and valuation. ⬛ Study on pre money vs post money valuation, up round vs flat round vs down round, co sale rights. ⬛ Study on information rights, pay to play, liquidation preference, redemption rights. ⬛ Worked on HNIs of Mau, Jaunpur, Greater Noida and Mirzapur.
89	MBA20D08	Bhushan Bhisikar	MBA	Finance	Growth Arrow	2 Months	Project title: active learning guide to new comers and investors Key learnings: Learned Equity analysis ⬛Intraday strategy development ⬛Stock selection for intraday trading
90	MBA20B18	Debasish Deb	MBA	Finance	Opulence Business Solutions P	2 Months	Project Title: Impact of Mergers and Acquisition in Banking Industry Key Learnings: FSA, Company Research, Industry Research, Financial Modelling
91	MBA20C15	Diksha Govindani	MBA	Finance	RELIANCE SECURITIES	2 Months	Project Title: Comparitive study of Reliance Life insurance with other private insurance companies Key Learnings: FSA, Company Research, Industry Research, Financial Modelling
92	MBA20D10	Disha Navalkar	MBA	Finance	Growth Arrow	2 Months	Project Title: Equity analysis using Upstox Key Learnings: 1. Gaining practical knowledge of stock market. 2. Learning skills required for trading
93	MBA20C17	Dravish Jain	MBA	Finance	Wheaton Advisors Private Ltd	2 Months	Project Title: To analyse the perception of an investor behind buying, selling and holding a stock Key Learnings: FSA, Company Research, Industry Research, Financial Modelling
94	MBA20B68	Faizan Karamat	MBA	Finance	Growth Arrow	2 Months	Project Title: Fundamental research on potential companies for investment in oil and gas industry. Key Learnings: FSA, Company Research, Industry Research, Financial Modelling
95	MBA20B27	Harsh Gupta	MBA	Finance	Opulence Business Solutions P	2 Months	Project Title: An overview of B2B e-commerce platform and to study its role in B2B market of goods and services Key Learnings: Got to know about pe funds hedge funds, learnt about buy side and sell side, traditional pe fund
96	MBA20B28	Harsh Raj Singh	MBA	Finance	Wheaton Advisors Private Ltd	2 Months	Project Title: Fundamental Analysis of companies ensuring rationale investment decision Key Learnings: FSA, Company Research, Industry Research, Financial Modelling
97	MBA20A29	Lina Roy	MBA	Finance	Opulence Business Solutions P	2 Months	Project Title: An overview of B2B e-commerce platform and to study its role in B2B market of goods and services Key Learnings: FSA, Company Research, Industry Research, Financial Modelling
98	MBA20A67	Muskan Ahuja	MBA	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for Investment from Indian FMCG Industry. Key Learnings: 1).Gathering of companies data , presenting and forecasting i. 2)Clear understanding of Fundamental and technical analysis 3) Will able to create equity reserch report . 4) Engaged with excel shortcuts and new formulas.

99	MBA20C27	Navnit Kumar Pandey	MBA	Finance	Growth Arrow	2 Months	Project Title: A Study on SEBI's new marging trading rules and it's impact on market Key Learnings: 1) Monitor trading performance 2) Trading systems and techniques 3) Research in trading area 4) Analyzing and creating new marketing making trading strategies
100	MBA20A68	Nayanshree Tambe	MBA	Finance	Spark Capital	2 Months	Project Title: Empirical Analysis of Commodity Spot Prices Key Learnings: worked over a valuation project to understand valuation and approaching investors for different clients and give them idea for private funding works
101	MBA20B41	Nimay Joshi	MBA	Finance	Opulence Business Solutions P	2 Months	Project Title: A study of Innovative Financial products and services offered by Investment banks Key Learnings: 1. Revenue Models. 2. Understanding a new business venture 3. Various types of revenue models in b2b business
102	MBA20A41	Prakhar Agarwal	MBA	Finance	Esaplling Private Ltd.	2 Months	Project Title: Study of rates offered by payment gateways and their users Key Learnings: 1. Data gathering and presentation for same 2. Assist with financial modeling 3. Various research releated to lauching new payment gateway
103	MBA20C32	Priyanka Kumari Singh	MBA	Finance	Growth Arrow	2 Months	Project Title: A survey of factors influencing individual investor behaviour during initial public offer Key Learnings: 1) Monitor trading performance 2) Trading systems and techniques 3) Research in trading area 4) Analyzing and creating new marketing making trading strategies
104	MBA20A44	Rahul Kumar	MBA	Finance	Ritika Securities	2 Months	Project title:in Ritika Securities: . Analysing stocks performance . Stock prediction on intraday transaction Key learnings: Worked in Growth Arrow Company: Financial service domain company ⮚ Worked in demat account ⮚ Study on advisory calls ⮚ Study on fibro levels and modern enterprise
105	MBA20A74	Ritesh Kiran Waghulde	MBA	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for Investment from Indian Automobile Industry. Key Learnings: 1.Clear understanding of Fundamental and technical analysis 2. Will able to create equity reserch report
106	MBA20B67	Rohit Singh	MBA	Finance	Factsheet Inc.	2 Months	Project Title: An Analysis of Automobile Industry Key Learnings: 1) Learnt processes such as linking and mapping. 2) how to source data from authentic sources. 3) Learnt how to form an equity research report. 4) learnt to make recommendations for investment.

107	MBA20A69	Roshan Singh	MBA	Finance	VIBGYOR ADVISORY	2 Months	Project title: "Effects of Fintech company in Indian retail market" Key learnings: Convincing and negotiating with clients. • Collaborating of channel partners with the company. • Competitor Analysis of Vibgyor Advisory. • Brand analysis. • Daily calling and meeting with clients
108	MBA20D17	Rutuja Deepak Nile	MBA	Finance	Growth Arrow	2 Months	Project title: An overview of Indian Financial Market" Key learnings: ⬜ Monitored trading performance ⬜ Learned trading systems and techniques ⬜ Paper trading training ⬜ Building quality relationships with industry participants
109	MBA20C37	Saksham Kumar Jha	MBA	Finance	Ritika Securities.	2 Months	Project Title: Impact of FII's in India Stock Market. Key Learnings: 1) Creation of portfolio 2) Measurement of portfolio performances 3)Macro -economic Analysis
110	MBA20A72	Sania Jaiswal	MBA	Finance	BTW Group of companies	2 Months	Project Title: All the new GST returns with the audit reports in details.And also find all the translation freelancing companies in India and there contact numbers. Key Learnings: 1) Preparing and Filling GSTRs 2) GST Audit process
111	MBA20A51	Shekhar Singh	MBA	Finance	Growth Arrow	2 Months	Project Title: An analysis on Equity share price behavior Key Learnings: An analysis on Equity share price behavior
112	MBA20C40	Shreevidya Gayapu	MBA	Finance	BTW Group of companies	2 Months	Project Title: All the new GST returns with the audit reports in details. And find all the translation freelancing companies in India and there contact numbers Key Learnings: 1. Knowledge about GST Calculations, type of GST, returns. 2. Rates and deduction of TDS with section wise. 3. Accounting of vouchers. 4. Finalization of books of accounts. 5. Tally software Knowledge basic to advanced. 6. Follow up with various clients for credit payment.
113	MBA20A55	Shruti Ghosh	MBA	Finance	Growth Arrow	2 Months	Project Title: Comparative evaluation strategies in mergers and acquisitions Key Learnings: learnt how to buy and sell stocks at right time using right tools of trading in stock market and learned about forex market.
114	MBA20D21	Somit Balasaheb Ballal	MBA	Finance	Plutus Business Advisory	2 Months	Project title: Market Research Services And Investment Research Services. Key learnings: ⬜ Study on seed funding series, financial modelling and valuation. ⬜ Study on pre money vs post money valuation, up round vs flat round vs down round, co sale rights. ⬜ Study on information rights, pay to play, liquidation preference, redemption rights. ⬜ Worked on HNIs of Mau, Jaunpur, Greater Noida and Mirzapur.

115	MBA20B61	Srivarshini Toleti	MBA	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for investment from Indian IT industry Key Learnings: 1. Learnt how to source data from various sources 2. Learnt financial statement linking and mapping 3. Learnt financial modeling and applying accounting fundamentals 4. Learnt how to present the equity research report and giving the investment recommendations for the companies. 5. Learnt about the industry performance and financial analysis of the companies 6. Learnt smart work and how to value the company
116	MBA20C51	Subhasree Bhattacharyya	MBA	Finance	Wheaton Advisors Private Ltd	2 Months	Project Title: Analysis of given companies to delineate their market performance for buy hold or selling Key Learnings: 1. Understanding Report analysis 2. Report writing techniques 3. Technical analysis
117	MBA20D23	Swapnil Namdev Jare	MBA	Finance	Growth Arrow	2 Months	Project title: To Study Short Term Movements in Stocks Across the Sectors Key learnings: Got learnings on stock market and forex market. Get to know about the stocks how they are being traded into the market and utilize the training into buying and selling of stocks,
118	MBA20C59	Vartika Saxena	MBA	Finance	Value Educators	2 Months	Project Title: Fundamental and Technical Analysis on Chemical industry Key Learnings: 1)Data collection from company's annual report 2)Allocation of company's financial report on excel 3)Clear understanding of technical analysis 4) Create equity research report
119	MBA20A61	Vidushi Jain	MBA	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for Investment from Indian Automobile Industry. Key Learnings: 1. Excellent excel skills, good command on functions & shortcuts. 2. Collecting data of different companies. 3. Doing proper maping and forecasting for upcoming years. 4. Preparing companies reports in such a way that it engages readers to actually read it.
120	MBA20A64	Yash Dave	MBA	Finance	Nord Drivesystems Pvt Ltd.	2 Months	Project Title: Study on Techniques of Inventory Management Key Learnings: 1. Learned and Understood the inventory valuation techniques of the manufacturing unit under SAP environment. 2. Learned Bloomberg Terminal and Its importance behind it.

Sl. No.	Roll NO	Name	Course	Specialisation	Summer Internship Company	Duration	Summer Internship Project (SIP)
							Summer Internship - Batch 20 - 22
1	DM20D01	Aasawari Avinash Gharat	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: Study of elements affecting supply chain of Outlook India and development of operations strategy key learnings: 1) Development of new supply chain 2) Using product process matrix to know the appropriate type of production 3) Operations Strategy Matrix to find out important aspects of the company to look at for improvement 4) Dyadic Triadic Relationships in business 5) Finding the Economic Order Quantity and Re-order point 6) Strategies in aggregate planning 7) Understanding the opportunities for in-house production and outsourcing 8) Elements of supply chain of a print media company 9) Understanding Business model of _Prism Cement 10) Types of strategies adopted by businesses such as Operational strategy, corporate strategy, retail strategy, supply strategy and distribution strategy.
2	DM20A02	Abhijeet Jha	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: To Study the Role of Channel Partners in the Real Estate Sector. key learnings: 1. By frequently doing cold calling, I learned to be more patient with my work. 2. I learned to communicate more effectively and in a precise manner. 3. I extensively learned the People Management Skills by effectively coordinating with my clients, guiding them towards virtual presentations, and giving follow-up calls on a frequent basis. 4. My Listening Skill has also improved from my SIP by doing cold calling daily and listening to different clients and their different preferences towards property buying. Few clients abused me for no reason and few of them just hung up the call abruptly. This process happens frequently and that helped me improve my listening skills. 5. One of the most important learnings from my SIP was Time Management Skills and that I learned by constantly being in touch with my leads and scheduling their virtual presentations on time. Then inviting them before time to join the VC on time. This process had helped me to improve my time management skills.
3	DM20E29	Abhijeet khulve	PGDM	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: A study on E-commerce and digital presence analysis of Patanjali Ayurved key learnings: 1.UX desigining of ecom applications. 2.Tech behind various ecom websites. 3.keyword management. 4. Customer journey experience of patanjali. 5. Keyword overlapping. 6. Development of ecom strategies. 7. Comparing parameters of websites like page opening time and load factor etc. 8. Promotion strategies in ecommerce. 9. Business model of ecom websites.
4	DM20E22	Abhinav Mishra	PGDM	Marketing	Esaplling Private Ltd.	2 Months	Project Title: A study on promotion of ERP system for SMEs. key learnings: a) ERP module: While doing the internship I explored learning the new front accounting software. b) IT sales: In the Internship we were selling the front accounting software to MSME. c) Problem Solving Skills in B2B : A new exposure doing business with B2B helped me understanding the ERP sales with good amount of adaptability and problem solving skills. d) MSME Performance: In this era of pandemic, I understood several potholes and challenges faced by MSME industry. e) User Experience – While calling in various states for ERP sales I acquired deep experience when communicated to different MSME owners about their opinions their way of managing the industry.

5	DM20C01	Abhishek Gupta	PGDM	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: A study Consumer Buying Behaviour towards Residential Properties in Real Estate key learnings: 1. While communicating with clients I learnt how to maintain Customer Relationship. (fact) 2. I have improved my communication skills (fact) 3. My relationship and understanding with my external mentor who was very strict was good this helped me to work in a friendly environment. 4. I also acquired how Real Estate industry works and what are the important functioning required in this industry like working in Sunday is very important. 5. I learn how to talk with customers and convinced them to take on site visit 6. Learnt to stay in contact of a client and interested customer. A lead is never dead until its need and wants are fulfilled and i learnt a regular follow up is necessary. 7. Learnt that same pitch will not going to work on every customer and i have to change it according to the customer need and behaviour. 8. By taking a regular followup took the customer to visit the site and he got a token of GERA . I learnt from this that regular followup is necessary.
6	DM20D03	Abhishek Kumar Singh	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: "To study Consumer perception and Buying bheaviour towards Duke's products in Modern Trade key learnings: § Learn how to arrange a product in LIFO and FIFO method in Modern Trade. § In General Trade I learn what are the requirement needed for distributorship and also the percentage margin of distributor (6+1) § In Modern Trade how product is been received in store by matching the tally sheet with the code. § I also learned how to approach customer and sell the product. § For distributorship I interacted with 160 retailers shop and 24 Distributors and with that came to know what retailers thinks while selling a product.
7	DM20C02	Abhishek Sanjay Kulkarni	PGDM	Marketing	Sureti IMF Pvt. Ltd.	2 Months	Project Title: Comparative Analysis of Insurance Product in Insurance Sector Done at Sureti Insurance Marketing Pvt. Ltd. key learnings: 1. Get opportunity to work in multicultural environment with lots of opportunities for learning new skills and expanding a professional network. 2. Worked with India's best Health insurance company Care (formerly known as Religare health insurance company) and also with Star health insurance. 3. Worked with LIC which carries 66% market share of the Life insurance sector and also with ICICI Prudential life insurance. 4. Revenue Generation of 18,000 Premium was done by me by login in 2 policies of health and life insurance. 5. I was nominated as a Best Intern for sincere work in Digital Marketing and generating highest revenue in the internship period.
8	DM20D04	Abinash Swain	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: Study of elements affecting supply chain of Outlook India and development of operations strategy key learnings: 1.Learned and analyzed the elements of supply chain of Outlook India 2. Learned about dyadic & triadic relationships of the elements of supply chain of Outlook India 3. Learned supply strategies & purchase strategies adopted by Outlook India 4. Learned about EOQ and ROP calculation for an yearly batch of magazine production 5. Learned about how marketing, operation, finance, hr are internlinked with eachother.
9	DM20D07	Akanksha Chakraborty	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: Understand the consumer buying preference for subscribing the Outlook Magazine key learnings: • Convinced customers to buy the outlook magazine through Tele-calling, LinkedIn • Understand the elements of outlook, competitor analysis • Understand the supply chain, EOQ calculation, 4V of the Outlook Magazine • Implement a effective Aggregate Planning Process using Chase strategy, Level strategy & Mixed strategy • Supply strategies

10	DM20C03	Akarsh Pandey	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: A study on Inventory Management system in Outlook India. key learnings: 1) Development of new supply chain 2) Using product process matrix to know the appropriate type of production 3) Operations Strategy Matrix to find out important aspects of the company to look at for improvement 4) Dyadic Triadic Relationships in business 5) Finding the Economic Order Quantity and Re-order point 6) Strategies in aggregate planning 7) Understanding the opportunities for in-house production and outsourcing 8) Elements of supply chain of a print media company 9) Understanding Business model of _Prism Cement 10) Types of strategies adopted by businesses such as Operational strategy, corporate strategy, retail strategy, supply strategy and distribution strategy.
11	DM20E01	Aman Anand	PGDM	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: A study of Herbal & Ayurveda Products slaes through e-commerce Platforms in India with reference to Patanjali. key learnings: *Covered 35-40 outlets retail outlets on daily basis. *Added new outlets *How to calculate Roi of Distributor * Invoice making *Gst *Distribution channel
12	DM20A68	Aman Kumar Kaushik	PGDM	Marketing	Academic Research Project	2 Months	Project title: A study on Financial market mainly focused on money market. Key learnings: "Analyzing & Formulating Digital Marketing strategies B2B organizations". ⯈ Identified B2B marketing tactics and channels. ⯈ Learnt, about digital communication components. ⯈ Learnt, about how to optimize digital presence.
13	DM20C07	Ambay Chaudhary	PGDM	Marketing	WhiteHat Jr.	2 Months	Project Title: Analysing consumer & customer preferences towards out of school learning segment key learnings: Tele-Calling, Pre sales, Opening sales call, Dynamic Sales Pitch, Customer engagement, Objection handling, Fixing appointment for demo, Negotiation, Closing the sale, Target Market mapping, Process of lead generation, Point of sales, Post Sales CRM. Customer Trusr & Empathy
14	DM20C08	Amit Chakraborty	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A study on "Identifying the key factors driving the real estate market in India." key learnings: 1. Understand the respective RERA, 7/12 Extract. 2. I learnt how a project is pitched in the real estate industry and how to maintain professional relationships with prospects. 3. Learned how to do customer Profiling. 4. Learned how to maintain a MIS. 5. Led a team of 6 interns, I trained them and guided them throughout my internship. 6. My relationship and understanding with my senior sales manager was very professional. This helped me to work in a friendly environment. 7. I also acquired how the industry works and what are the important functions required in this industry like working on Sunday is very important to pursue the customer.

15	DM20D10	Amit Singha	PGDM	Marketing	Poshn and Ultramile Tires	2 Months	Project Title: A study on Indian tyre market and positioning of ULTRA MILE Tyres in Mumbai city region key learnings: Personal Selling B2B Sales Lead Generation Cold Calling Market Research
16	DM20D69	Animesh Parbat	PGDM	Marketing	SHK Polymer Industries	2 Months	Project Title: An empirical study of factors and perception towards pipe and polymer Industry. key learnings: 1 - Learned about this industry and future of this industry. For example this polymer industry US$177B big and itbis growing at a CAGR of 6%. 2- Learned about my company and prpducts of my company. For example my company produces PPR and HDPE pipes. If i talk bout the appliction of this pipe it i sthe best pipe compared to CPVC,UPVC,PVV. 3- Learned about the sales and distribution structure of this industry and how it works. Our main govt client is Indian arailway . So met with more than 20 seninor section engineer and helped the company to appoing distributor by meeting more than 300+ shops. 4- Learned about our organization structure, for ex. kolkata has one sales manager named soumyadeep bose whonis my mentor and we used to work under him. and he report to general manager. 5- Learned about research by conducting for them. Fo ex, i hd conduvted different statisyical research, chi square to understand whether demographical variables are critical or not. Discriminant analysis to understand disvriminatiom factor in buying behavior.
17	DM20E03	Anjali	PGDM	Marketing	Amrawati Residency Pvt. Ltd.	2 Months	Project Title: A study on understanding consumer buying behavior on Residential properties key learnings: 1. Learnt about competitor market 2. Various projects in Real estate 3. Which type of project mostly customer wants in affordable price 4. How to generate leads using various techniques 5. Understood RERA, Land measurement, type of residential property, Layout etc 6. Understood Mix land use projects 7. Maintain customer database 8. How to pitch with customers regarding the particular product, and recognize customers' needs.
18	DM20A05	Ankit Shah	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: A study of measuring the Brand awarness among customers towards Dukes Products with reference to Kolkata City. key learnings: -to comprehend the idea of business with wholesalers and retailers. -to figure out how to keep up with the stocks at wholesalers based on deals determined. -Arranging and execution in the beat allocated by covering around 40 retail outlets on daily basis. -Arranging a meetup with new clients for appointment of new wholesalers.
19	DM20E30	Anshul Singh	PGDM	Marketing	Shachi engineering	2 Months	Project Title: Study on "B2B buying behaviour in Process Plant and Equipment Industry" key learnings: 1) Get to know b2b behaviour in Process Plant and Equipment Industry. 2) Done Conceptual analysis of 31 countries along with their policy for buying machinery of shachi engineering. 3) Get a domain knowledge of the Prospect and how to make quotation of shachi product before you reach to them. 4) Analysis of b2b journal magazine and advantages of print media in this market. 5) Get a knowledge how to approach and which machinery is suitable for industries in Asia and Africa Market.

20	DM20B09	Anukriti Gupta	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: Analysis of FMCG sector in India with special reference to Dukes. key learnings: To understand the concept of business with Distributor, Customer. Apart from that learn how to maintain inventory at Distributor point on the basis of sales forecasting. • Planning and implementation in the beat by new techniques regularly and cover 40 retail outlets. • To take the order at retail outlets and demonstrate all over the products and booking the order at Bizom. • To understand margin of Distributor, Retailer and ROI calculations. • Importance of SCM in Business, I learned about supply chain how they manage all distributor and how they supply their products to the Distributor in General Trade.
21	DM20D63	Anurag Gehlot	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: To Study the Role of Channel Partners in the Real Estate Sector. key learnings: 1) During my time of internship in Xanadu, I learned how to handle rejections. 2) I also understood how to handle different kind of people with different kind of behaviour. 3) The one of the most important thing I learned to make new connections in my SIP. 4) I learned how to communicate more effectively and in precise manner. 5) I have also develop the state of being patience and calm.
22	DM20A63	Aritra Mishra	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A study on consumer behaviour towards buying of NA and Branded Plots at Karjat key learnings: 1. Learnt about the Real Estate Sector. 2. Learnt about the ongoing project we were working on. 3. Learnt how to create a pitch for customers. 4. Learnt how to generate leads from the channel partners. 5. Learnt maintaining relationships with CPs. 6. Learnt the process after pre-sales in real estate. 7. Analysed the customer buying pattern during covid situation. 8. Learnt about the competitors in our project location. 9. Learnt how to do closing on virtual platform.
23	DM20C73	Arun Shah	PGDM	Marketing	Keeros Foods Pvt Ltd	2 Months	Project Title: "Retailer Perception towards direct retailer to Sales Channel" key learnings: 1. Developed negotiation skills 2. How to communicate and deal with the retailers 3. Gained Knowledge about Channel Sales 4. I have learned how to talk to retailers, 5. learnt about how the direct to retailer sales channel works, & 6. learnt the how first impression is important
24	DM20E23	Arya Bhattacharjee	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: The study of customer preferance for choosing a particular magzine of Outlook. key learnings: 1. Studied about the customer relationship management of outlook 2. Studied about Product and Brand Management 3. Studied about selling style to each customer 4. Recommended different types of magazines to customers
25	DM20C11	Ashish Kumar Rai	PGDM	Marketing	Speedlabs	2 Months	Project title: "Understanding the customer behaviour in hospitality services as Business Development Initiator" Key learnings: Proactively participated in cab aggregator segment of the company, and generated over 33 new leads within a week. • Generated 127 new Leads and generated revenue in the company.

26	DM20A08	Ashish Raj	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: Distribution Channel and consumer Buying Behaviour of Dukes product in Patna Region key learnings: * Personal selling *To cover 40 retail outlets on daily basis and added new outlets as well. * Competitor Analysis *. Salesforce Automation * Margin policy * Expiry policy
27	DM20B12	Ashish Rana	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A study on consumer perception towards Branded / Luxurious Land /Plot during Covid. key learnings: 1. Learnt How to handle channel partners account and how to generate leads from them. 2. Learnt How to give training to Tellecallers and handle their potential lead. 3. Learnt how to make a good relationship with customer and CP. 4. Understood that same pitch doesn't Work on every customer. The pitch should be different according to the customer. 5. Understood that never get demotivated with rejection because it's a part of our work. 6. Learnt how to give Presentation infornt of clients so that they never feel bored. 7. we should be aware of thr product features and benefits very well 8. Always be punctual while on work and always try to improve your skills.
28	DM20B13	Avinash Kumar	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: Analysing Retailer preception in covid 19 pandemic - reference to snacka segment key learnings: Preparing Beat Plan, Product Pitching, Visual Merchandizing, Negotiation, Margin, Markup & Mark Down, Retailer Motivation, Return Policy, Credit Cycle, Onboarding new retail outlets, Sales Forecasting, Sales planning, Distributor Appointment, GMROI & ROI calculation.
29	DM20C12	Ayushi Kundu	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A study on "Challenges faced by the Channel Partners and Real Estate Sector during Covid pandamic key learnings: 1) Learnt how to maintain MIS 2) How to manage NRI clients. 3) I was leading a team of 2 telemarketers under me for our project, trained them and helped them during my internship tenure. 4) Managed 4 Channel Partners together. 5) I learnt how to pitch a product in the real estate market and maintaining cordial relationships with my mentor, team and handle the client grievances. 6) Came across various new terms related to real estate i.e. RERA,7/12, FSI etc.
30	DM20D17	Bishal Mondal	PGDM	Marketing	Amrawati Residency Pvt. Ltd.	2 Months	Project Title: A study on understanding consumer buying behavior on Residential properties key learnings: 1. Learnt about competitor market 2. Various projects in Real estate 3. Which type of project mostly customer wants in affordable price 4. How to generate leads using various techniques 5. Understood RERA, Land measurement, type of residential property, Layout etc 6. Understood Mix land use projects 7. Maintain customer database 8. How to pitch with customers regarding the particular product, and recognize customers' needs.
31	DM20A12	Bishwajeet Dutta	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A comparative study on the consumer buying behaviour towards the land and the pricing strategy of Mumbai region key learnings: real estate research/telecalling/Onboarding CP/training telecallers/Closing

32	DM20D18	Bishwajit Bhattacharjee	PGDM	Marketing	Reliance Securities	2 Months	Project Title: A empirical study on consumer risk appetite in investment market key learnings: Financial Services Product & Service Knowledge, Technical & Fundamental Analysis, Target Marget, Lead Generation, Point of Sales, Customer Acquisition & Retention techniques, Personal selling, Customer queries & Objectional handling,
33	DM20A13	Biswajit Das	PGDM	Marketing	Thememart Solution, SG Academics	2 Months	Project Title: a study of stratgies adopted by SG Academics in convincing students enrol in UG and PG cources from Rural West Bengal key learnings: Educational sales pitch/Admission coordination/Non compiance in reporting and mentoring
34	DM20C15	Biswajit Saha	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: A study to understand Retailer perception and Brand Awareness of Dukes India in Kolkata. key learnings: concept of business with channel partners,handle various complex issues at retailer,orders in General trade.,Understand the margin of distributor, wholesaler and retailer and the ROI calculation.Sales force Automation (SFA) application. (BIZOM),Beat planning
35	DM20A14	Chinmay Ranjan Barik	PGDM	Marketing	Shelke Beverages Pvt.Ltd	2 Months	Project Title: Analyze and determine customer buying behavior for the product Ayuhealth (water base beverage) & juice of oxycool brand. key learnings: 1. Appointing new retailers in pune area. 2. Personal selling 3. B2B Sales 4. Visiting the market every day to ensure sales & regularly check brand awareness, positioning. 5. Plan, Execute & promote the business and achieve the sales targets as per the business plan. 6. Marketing strategies for general trade and modern trade.
36	DM20D21	Devraj Singh	PGDM	Marketing	Remax Property Unlimited	2 Months	Project Title: A Study About An Impact Analysis Of RERA On Customer Buying Behaviour of Real Estate Sector in Kolkata". key learnings: Market reserach, PROJECT SITE resarch,Telecalling,Sales,closing real estate
37	DM20D22	Dheeraj Nagar	PGDM	Marketing	Helen O'Grady International	2 Months	Project Title: A study on influence of social networking sites has influnced the digital marketing strategies adopted by business key learnings: Content Writing, On Page & Off Page SEO, Search Engine Marketing, Pay Per Click, KPI, Blog Writing, Client Acquisition & Lead Generation using Digital Marketing., Business & Classified listing. Digital Marketing Analytics & ABM tools
38	DM20A45	Diksha Kumari	PGDM	Marketing	Unschool	2 Months	Project Title: To study the student's perception towards e-learning during Pandemic in India. key learnings: Pitching techniques,Branding & Promotion techniques,,Networking skills,Professional Communication,telecaling,edutech sales

39	DM20E26	Dimple Sachdeva	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: A study on Inventory Management system in Outlook India. key learnings: 1) Development of new supply chain 2) Using product process matrix to know the appropriate type of production 3) Operations Strategy Matrix to find out important aspects of the company to look at for improvement 4) Dyadic Triadic Relationships in business 5) Finding the Economic Order Quantity and Re-order point 6) Strategies in aggregate planning 7) Understanding the opportunities for in-house production and outsourcing 8) Elements of supply chain of a print media company 9) Understanding Business model of _Prism Cement 10) Types of strategies adopted by businesses such as Operational strategy, corporate strategy, retail strategy, supply strategy and distribution strategy.
40	DM20C17	Dipika Pasari	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A study on understanding consumer behavior and perception towards buying properties (Land / Plot / Apartment) key learnings: 1. Got insight about closing and sourcing work 2. Having interaction with 5000+ clients, I have learnt how to study the mindset of a client and then pitch accordingly 3. I learnt about real estate sector and certain terminologies. 4. After successfully closing 1 deal, i have understood that constant follow ups with the client is must. 5. I have also learnt about terms like NA plots, FSI, RERA, Application based process etc. 6. Having conducted 15+ VCs, I have also learnt how to close a deal. 7. I learnt about SMS/WhatsApp blast activity
41	DM20C18	Diptangsu Sil	PGDM	Marketing	Esaplling Private Ltd.	2 Months	Project Title: Competitor analysis of KrossMarks in 2 Wheeler & 3 wheeler EV market in India. key learnings: Data Collection Client Acquisition Product Demonstartion Meeting Deadlines
42	DM20B68	Disha Dubey	PGDM	Marketing	Amrawati Residency Pvt. Ltd.	2 Months	Project Title: Preparing Promotional Presentations, Monitoring Social Platforms, and Conducting Market Analysis"./A study on impact of use of social media campaign in Real estate sales with reference to Amravati Recendency/A study on understanding consumer behavior and perception towards real estate sales in Lucknow key learnings: secondary research in Real estate,Primary research on projects.Telecalling
43	DM20A17	Dona Roy	PGDM	Marketing	Poshn and Ultramile Tires	2 Months	Project Title: Analysis the retailer buying behaviour with special reference to energy drink. key learnings: Preparing Beat Plan, Product Pitching, Visual Merchandizing, Negotiation, Margin, Markup & Mark Down, Retailer Motivation, Return Policy, Credit Cycle, Onboarding new retail outlets, Sales Forecasting, Sales planning, Distributor Appointment, GMROI & ROI calculation.
44	DM20A18	Ekta Solanki	PGDM	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: A STUDY ON CONSUMER BUYING BEHAVIOUR TOWARDS EMERGING TRENDS IN REAL ESTATE WITH RESPECT TO PUNE key learnings: Presentation ttols training ppt,Telecalling,Channel partners data,event management proprety show, Project competion analysis, team skills,closing sales,handeling queries

45	DM20A19	Gaurav Rajendra Chavan	PGDM	Marketing	Dialogues Media	2 Months	Project Title: To study the impact of Covid- 19 pandemic on MSME sector in the state of West Bengal(India) key learnings: Baics Of Market Research Data Collection Report Making Interview Skills
46	DM20E06	Gaurav Tripathi	PGDM	Marketing	Esaplling Private Ltd.	2 Months	Project Title: Analysis of consumer behaviour of service provider for onboarding. key learnings: 1. Lead Generation 2. Learnt On-Boarding process of Service providers. 3. Learnt how to pitch Dealer/ Distributors. 4. Learnt how to pitch Service vender. 5. Learnt how to negotiate with Service venders. 6. Learnt inbound and outbound calling. 7. Handling CRM portals and orders. 8. Understand the various issue regarding demand of own products. 9. Learn how to promote products and gives different type of attractive offers.
47	DM20A21	Gautam Kumar	PGDM	Marketing	Propelld	2 Months	Project Title: A study of access of education loan among students in India with reference to propelld key learnings: Client Acquisition Customer Follow up Negotiation Lead Generation Meeting Deadline
48	DM20D60	Geeta Shahi	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A study on understanding consumer behavior and perception towards buying properties (Land / Plot / Apartment) key learnings: 1. Cold calling 2. Negotiation skills 3. Dealing with customer and listening to their queries 4. How to contact with channeling partner 5. Managing channelling partner account 6. Imparting training to tellecallers 7. How to convince customers 8. Pitching products to customers 9. Flexibility in approach according to cutomers

49	DM20D79	Harshal Sanjay Bhalerao	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: To Understand and analyse Strategies adopted by Outlook India in regards to purchase and supply. key learnings: 1) Elements of supply chain of a print media company 2) Development of new supply chain 3) Using product process matrix to know the appropriate type of production 4) Operations Strategy Matrix to find out important aspects of the company to look at for improvement 5) Dyadic Triadic Relationships in business 6) Finding the Economic Order Quantity and Re-order point 7) Strategies in aggregate planning 8) Understanding the opportunities for in-house production and outsourcing 9) Types of strategies adopted by businesses such as Operational strategy, corporate strategy, retail strategy, supply strategy and distribution strategy.
50	DM20B64	Harshita Kesarwani	PGDM	Marketing	RELIANCE SECURITIES	2 Months	Project Title: A study on Factor affecting Investment patten of individuals in financial market key learnings: Financial Services Product & Service Knowledge, Technical & Fundamental Analysis, Target Marget, Lead Generation, Point of Sales, Customer Acquisition & Retention techniques, Personal selling, Customer queries & Objectional handling,
51	DM20C23	Jasim Uddin Mallick	PGDM	Marketing	SHK Polymer Industries	2 Months	Project Title: A Study on Purchasing Practicing of Govt. organization & Private Organization key learnings: 1. Working closely with the Manager or assigned staff member, and completing all allocated tasks 2. Attending and participating in meetings with sales manager 3. Observing and carrying out sales processes 4. Identifying potential weaknesses and offering improvement suggestions 5. Perform market analysis and research on competition 6. Support the marketing team in daily administrative tasks 7. Assist in marketing and advertising promotional activities in direct mail/WhatsApp SMS 8. Manage and update company database and customer relationship management systems
52	DM20C24	Jatinder Singh	PGDM	Marketing	Lodha group	2 Months	Project Title: " To Study Consumer Perception and Buying Behaviour for the purchase of Residential Apartments" key learnings: 1. I met with 52 new Channel Partners in 1st month of my SIP. 2. I called on 1650 leads given to me by my Channel Partner in the 2nd month of my SIP. 3. I activated 2 new Channel Partners into running digital marketing campaign for our product. 4. I learned about the importance of competitor analysis as it is much required when we meet Channel Partners and Customers. 5. I learned that in order to generate sales one must be good in both Sourcing and Closing.
53	DM20A25	Kirti Raj	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project title: Analysis of FMCG sector in India with special reference to Dukes.. key learnings: concept of business with channel partners,handle various complex issues at retailer,orders in General trade.,Understand the margin of distributor, wholesaler and retailer and the ROI calculation.Sales force Automation (SFA) application. (BIZOM),Beat planning

54	DM20A66	Krishna Sharma	PGDM	Marketing	Borges India	2 Months	Project Title: To study the Sales Potential of a premium FMCG brand (Borges) operating in a niche market. key learnings: - Amazon Marketing Services - Market Research - Sales pitch and sales deck - Personal selling - Channel marketing - Blog strategy - Influencer marketing
55	DM20B18	Krunal Nimbulkar	PGDM	Marketing	Absolute Reports	2 Months	Project Title: A Study on Low Speed Electric Vehicle Market key learnings: 1-Types of research report and what kind is suitable for what. Secondary research. 2-Article/Report writing (Industry overview, Segmentation, Regional analysis) in Automotive sector. 3- Contributed with 48 articles during the course of internship and it was published on the company's website 4- Market estimation and anticipation of market growth. 5-Data collection and data mining from various websites and news or articles. 6. Finding key market players. 7. Analysis of Key restrains, 8. Format of Articles.
56	DM20D28	Kuntal Biswas	PGDM	Marketing	Sureti IMF Pvt. Ltd.	2 Months	Project Title: A study on Consumer Perception and behaviour towards Health Insurance key learnings: 1. Company profile & achievements, products ,as well as brief explanation of different types of insurance policies and how it works. 2. I learnt about plan benefit & how health industry works with insurance companies. 3. I learnt modern insurance concept ,history of insurance in india , legal aspects of insurance,types of risk in insurance. 4. sales strategy used in insurances companies like funnel,pipeline of sales , master sales etc. 5. I learnt financial markets , brand marketing ,sales strategy , and the levels of selling, and pitching benefits. 6. I learnt FDI , insurance market size ,market development analysis. 7. Customer's need through cold calling (60-80 calls/ day). 8. i learnt about Global insurance . 9. Also i have done branding & promotion by making posters and videos through my social media handels. 10. I understood the funding responsibility concept and gave presentation on that infront of my external mentor.
57	DM20D29	Lovy Choudhary	PGDM	Marketing	Sparkz Unlimited	2 Months	Project Title: To analyze the Millennial Mind towards work preference. key learnings: 1. I was able to check if there are any major differences in choices and behaviour aspects amongst Millennial from my project named Inside the millennial mind. 2. I was able to understand how millennial are similar or different within different sub-groups. 3. I learnt how to design and conduct depth interviews in the corporate world. 4. I learnt how to analyze the data filled by respondents through the use of SPSS software. 5. As the main aim of my project was to get as many responds from the survey, so I was able to get them through social media like LinkedIn and WhatsApp main

58	DM20D30	Manas Das	PGDM	Marketing	Reliance Securities	2 Months	Project Title: A study on consumer behavior, perception and attitude towards investment in Mutual Fund and Stock Market key learnings: 1. I have learnt the basics of share market,financial market & also learned how to open demat account. 2. I have learned how to make fundamental analyshis on stock market shares.I learned how to analyze the factsheet of various banks by comparing various funds and according to it i had suggested my clients to invest in the best fund. 3. I also physically met many customers and gave details idea about how Mutual funds SIP works. 4. I have also learned about the derivative market and how it works. 5. I also did fundamental analysis of various companies and also get overview of tick pro app (Official trading app of Reliance). 6. I have learned about option contract.There are many aspects of sharemarket and option market is quite an unpopular aspect because people are not aware of it.I also learned the both positive and negetive side of it.I also Learned how to use put and close option. 7. I also did a competitor analysis on various retail broking companies to know the brokerage rates of various companies.
59	DM20E24	Mili Kanoo	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: Analyzing the supply gap & distribution issue of confectionary product in Asansol region with reference to Dukes. key learnings: * Data collection * Distributor appointment * Personal selling * Lead Generation * Product Visibility and SOS
60	DM20B22	Mohammad Danish	PGDM	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: Astudy on property Appreciation in West Pune with reference to Remax realty. key learnings: Presentation ttols training ppt,Telecalling,Channel partners data,event management proprety show, Project competion analysis, team skills,closing sales,handeling queries
61	DM20B23	Mohammed Sohel Ansari	PGDM	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: A STUDY ABOUT THE IMPACT OF RERA ON CUSTOMER BUYING BEHAVIOUR OF REAL ESTATE SECTOR IN PUNE key learnings: Presentation ttols training ppt,Telecalling,Channel partners data,event management proprety show, Project competion analysis, team skills,closing sales,handeling queries
62	DM20D34	Mrinmoy Sharma	PGDM	Marketing	Sureti IMF Pvt. Ltd.	2 Months	Project Title: A PROJECT REPORT ON RISK ANALYSIS AND RISK MANAGEMENT IN INVESTING IN INSURANCE POLICIES.. key learnings: product knowledge on health insurance/lic ,Tecalling/Tele sales
63	DM20C71	Nidhi Sharma	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: A study on NPS analysis of Outlook and its competitors key learnings: 1. Learnt and Understood various aspects of sales and marketing 2. Got to understand consumer behaviour 3. learnt about competitive analysis of outlook and its competitors 4. Learnt about buzz marketing, PR management, etc 5. Learnt about customer relationship management 6. Customer interaction, telemarketing and sales 7. Learnt about the various aspects of the digital audit report 8. Learnt about branding and its importance

64	DM20D66	Nikita Panwar	PGDM	Marketing	PropEdge Realty	2 Months	Project Title: An investigation on buying behavior of customer post lockdown in real estate mid term fragments flats. key learnings: 1- Channel Partners (CP) firm's work and Business Model 2- Convenience clients 3- Sourcing of deal 4- Pre sales approach 5- project knowledge 6- location knowledge 7- Closed deal 8- Understand real estate work 9- Identify & evaluated potential opportunities
65	DM20B27	Nilotpaul Bhattacharjee	PGDM	Marketing	K. Raheja Corp	2 Months	Project Title: key learnings: RERA, Lead Generation using SMM, Consumer Buying behavior factors, Pre-Sales Tele-Calling, Customer Engagement, Dynamic Sales Pitch & Convincing, Objection handling, Negotiation, Sales Closing. Database Management & Follow-up
66	DM20A29	Niranjana Garewal	PGDM	Marketing	Tenhard private limited	2 Months	Project Title: To understand consumer buying preference for e- newspaper and magazines . key learnings: ●Client Interaction. ● Techniques of direct marketing used by the company. ● Marketing strategies adopted by the company (market mapping) ● Data Mining. ● Sales Generating Strategies for Tenhard India Using Corporate and Promotional Activities & Online Internet Marketing at Tenhard India.
67	DM20A30	Nitesh Kumar Rungta	PGDM	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: Analysis of ayurveda products sales on different E-commerce platform with reference to Patanjali Ayurveda key learnings: 1.ux desigining of ecom applications. 2. Paid trafic 3. Paid promotion 4. Traffi. Share 5.Tech behind various ecom websites. 6.keyword management. 7. Customer journey experience of patanjali. 8. Keyword overlapping. 9. Development of ecom strategies.
68	DM20D39	Pallav Pathak	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: Analyzing the existing supply chain network of outlook India both national and international key learnings: 1) Development of new supply chain 2) Operations Strategy Matrix to find out important aspects of the company to look at for improvement 3) Dyadic Triadic Relationships in business 4) Finding the Economic Order Quantity and Re-order point 5) Strategies in aggregate planning 6) Processes of strategies adopted by businesses such as Operational strategy, corporate strategy, retail strategy, supply strategy and distribution strategy 7) Elements of supply chain of a print media company 8) Understanding Business model of Rajan Raheja Group company

69	DM20A31	Patel Dipakkumar	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: A study to determine the General trade retail penetration for Dukes Products and identify the market leader of FMCG in Ahmedabad Market in the month of June-July key learnings: concept of business with channel partners,handle various complex issues at retailer,orders in General trade.,Understand the margin of distributor, wholesaler and retailer and the ROI calculation.Sales force Automation (SFA) application. (BIZOM),Beat planning
70	DM20D40	Pooja Vyas	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: A study on Aggregate planning activity of Outlook India. key learnings: 1) Development of new supply chain 2) Using product process matrix to know the appropriate type of production 3) Operations Strategy Matrix to find out important aspects of the company to look at for improvement 4) Dyadic Triadic Relationships in business 5) Finding the Economic Order Quantity and Re-order point 6) Strategies in aggregate planning 7) Understanding the opportunities for in-house production and outsourcing 8) Elements of supply chain of a print media company 9) Understanding Business model of _Prism Cement 10) Types of strategies adopted by businesses such as Operational strategy, corporate strategy, retail strategy, supply strategy and distribution strategy.
71	DM20C31	Prajwal Kumar Jaiswal	PGDM	Marketing	Lodha Group	2 Months	Project Title: A study on Consumer Buying Behaviour towards Ready To Move In (RTMI) and under construction (UC) projects. key learnings: 1. Real estate Industry in Real World .2. Business Model of Lodha .3. Build your own channel partners and onboard them with the company .4. You need to be a Straegical person while talking with Channel Partners and With Customers also .5. Learned how Digital Marketing Campaigns Genrates Leads . .6. Cold Calling is the major component of any real company .7. You need to have detailed and precise product knowledge for selling any project .8. Objection Handling of Customers and Channel Partners are Very Important .9. Building Good Customer Relationships are very Important .10. You have to be a good observer while interacting with customer in closing table .11. Watched journey of customer from cold called to end booking .12. Good Communication skills are very important in real estate- any language .13. You should have to be disciplined all time .14. Learned how to built my own distribution channel with channels partners
72	DM20E25	Pranav Jayant Kulkarni	PGDM	Marketing	Sureti IMF Pvt. Ltd.	2 Months	Project Title: Analyzing customer awareness and acceptance level in insurance services done at Sureti Insurance Marketing Pvt. Ltd. key learnings: 1. Get opportunity to work in multicultural environment with lots of opportunities for learning new skills and expanding a professional network. 2. Worked with India's best Health insurance company Care (formerly known as Religare health insurance company) and also with Star health insurance. 3. Worked with LIC which carries 66% market share of the Life insurance sector and also with ICICI Prudential life insurance. 4. Revenue Generation of 18,000 Premium was done by me by login in 2 policies of health and life insurance. 5. I was nominated as a Best Intern for sincere work in Digital Marketing and generating highest revenue in the internship period.

73	DM20A60	Pratirup Biswas	PGDM	Marketing	Sellryt	2 Months	Project Title: A Study of assessing the influence of online review of product in making the purchase decision. key learnings: Product Listing on Ecommerce Sites like Amazon (USA, UK, Mexico, Canada), Walmart, eBay etc. ⏺ Single, Multiple or Bulk listing, variation creation and Match to Existing Listings on Amazon with the Add a Product Tool ⏺ Understanding Communication tools using for Client communication like Asana and Slack Also Understanding Product IDs and Amazon Fulfillment by Amazon (FBA) vs. FBM (Fulfillment by Merchant) ⏺ How the Amazon Payment Payout Process Works - How and When you Get Paid on Amazon and Ways to Advertise on Amazon - Sponsored Products, Deals, Coupons or Promotions and How to Set Up Coupons to Help Drive Traffic and Sales on Amazon
74	DM20D41	Pratyush Kumar Shahi	PGDM	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: A study penetration strategy for food and non food item in southern region with reference to Patanjali key learnings: Pestle swot prept,Market reseach for product supply,sales pitch to retailers,order taking
75	DM20E08	Priya Rai	PGDM	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: The study and analysis of the Property Appreciation in West Pune key learnings: 1.Worked on the project with most reputed developers like Shapoorji Pallonji, Kohinoor, GODREJ , Gera. 2. I learn how to talk with customers and convinced them to take on site visit. 3.I have learnt that how to prepare sourcing pitch and implement it during my call time. 4.While communicating with clients I learnt how to maintain Customer Relationship. 5.Calling to the prospect and lead generation. 6.I Learnt how to convince the clients and how to deal with their queries. 7.Learnt to stay in contact of a client and interested customer. A lead is never dead until its need and wants are fulfilled and i learnt a regular follow up is necessary. 8.Learnt the importance of patience and calmness while i'm calling because it will going to help me in long run.
76	DM20B31	Purva Pungalia	PGDM	Marketing	Allround Club	2 Months	Project Title: Impact of COVID 19 towards extra curricular activities. key learnings: ⏺Product Knowledge ⏺Lead generation ⏺Competitor analysis ⏺Objection handling ⏺Negotiation ⏺Follow ups
77	DM20A33	Rajat Rajput	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: A critical analysis of the various elements of supply chain networks in print media key learnings: 1. In-depth understanding of the product. 2. Prospecting in order to generate sales 3. Further developed my interpersonal skills 4. Developed a prospective customer's contact database and maintained follow-up procedures to new clients and initiated them under minimal supervision. 5. Commended constantly throughout internship for meeting sales goals and exceeding expectations in sales 6. Analysing the supply chain network of the company. 7. Aggregate Planning of the organisation. 8. Formulation of Economic order quantity of the products.

78	DM20D71	Reshma Khatun	PGDM	Marketing	SKILLEDGE	2 Months	Project Title: Analysing factor influencing consumer buying behaviour in Reskilliing & Upskilling EdTech market key learnings: Tele-Calling, Pre sales, Opening sales call, Dynamic Sales Pitch, Customer engagement, Objection handling, Fixing appointment for demo, Negotiation, Closing the sale, Target Market mapping, Process of lead generation, Point of sales, Post Sales CRM.
79	DM20D70	Riya Kundu	PGDM	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: Identifying the factors influencing in terms of making the purchase decision of herbal & ayurvedic product from e-commerce platform with reference to Patanjali Ayurveda key learnings: 1.segmentation of top e-commerce sites. 2. Feedback of customer and rateing. 3. Survey on public feedback 4. Call to action 5. Compare with patanjali and other sites 6. Improvement 7. Customer journey experience of patanjali Ayurved. 8.Development of E-commerce sites. 9.Promotion strategies in ecommerce.
80	DM20A36	Saaransh Sharma	PGDM	Marketing	Keeros Foods Pvt Ltd	2 Months	Project Title: Analysis the retailer buying behaviour with special reference to energy snacks segment using factor analysis key learnings: Preparing Beat Plan, Product Pitching, Visual Merchandizing, Negotiation, Margin, Markup & Mark Down, Retailer Motivation, Return Policy, Credit Cycle, Onboarding new retail outlets, Sales Forecasting, Sales planning, Distributor Appointment, GMROI & ROI calculation.
81	DM20A69	Saba Khan	PGDM	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: A study on the impact of digital technology on Real Estate Sector in Pune key learnings: Presentation ttols training ppt,Telecalling,Channel partners data,event management proprety show, Project competion analysis, team skills,closing sales,handeling queries
82	DM20E28	Sagar Sonawale	PGDM	Marketing	Sureti IMF Pvt. Ltd.	2 Months	Project Title: Analysis of Customers attitude and satisfaction level towards investment in insurance services done at Sureti Insurance Marketing Pvt. Ltd. key learnings: 1. Work in a multicultural environment with lots of opportunities for learning skills of Negotiation, convincing customers and generating awareness of insurance and expanding a professional network. 2. Worked with LIC which carries 66% market share of the Life insurance sector and also with ICICI Prudential life insurance. 3. Worked with India's best Health insurance company Care (formerly known as Religare health insurance company) and with Star Health Insurance. Got an opportunity to work with ICICI Lombard and United India General insurance companies. 4. Revenue Generation of Rs. 25,000 Premium collected by login in 6 policies of health insurance, life insurance and general insurance. 5. I was nominated as a Best Intern for sincere work in Digital Marketing and generating the highest revenue in the internship period.
83	DM20D48	Sankha Subhra Mandal	PGDM	Marketing	WhiteHat Jr.	2 Months	Project title: A Study on consumer perception towards Edtech industry and online classes for kids Key learnings: • Worked with Indian Railway Data Center • Monitored network infrastructure • Managed Cisco Switch and Router • Installed and configured different kind of HP server • Fixed remote zone issue through VNC, Any Desk, Team Viewer • Experienced in team handling • Prepared and maintained MIS report on daily basis

84	DM20B37	Sayan Bhattacharjee	PGDM	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: Analysis of ayurveda products sales on different E-commerce platform with reference to Patanjali Ayurveda key learnings: • Key word planning • SEO marketing • Social Media content analysis • Content Marketing • Competitor analysis
85	DM20D50	Shantanu Pradhan	PGDM	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: Factors influencing the purchase decision of residential flats in post covid environment with reference to Pune city. key learnings: 1. Objection Handling 2. Client Acquisition 3.Lead Generation 4. Negotiations 5. Sales Follow up.
86	DM20B39	Shashank Singh	PGDM	Marketing	Agri to Agro Pvt Ltd	2 Months	Project title: IMPACT OF ORGANIC FERTILIZERS ON AGRICULTURE. Key learnings: • Found distributors who deal in organic fertilizers. • Promoted company's product to distributors and FPOs. • Did the market survey for organic fertilizers. • Provided valuable feedback to the company
87	DM20C44	shashi kumar	PGDM	Marketing	Reliance Securities	2 Months	Project Title: A study on Financial market mainly focused on money market. key learnings: 1. Understand the BFSI sector and Indian Financial market. 2. Knowledge of product and service 3. Identift Target market,market size,market share, market potential. 4. Analyse Competitor analysis like zerodha , sherkhan, Angel Broking 5. Learnt Dynamic sales pitch and generates leads using various Technique. 6. Maintain Customer database,customer engagement ,CRM. 7. Learnt to pitch with customers and Followsups and closing Deals 8. Sales Planning and Forecasting.
88	DM20B40	Shashwat Godayal	PGDM	Marketing	Keeros Foods Pvt Ltd	2 Months	Project Title: Analysis the retailer buying behaviour with special reference to energy snacks segment using factor analysis key learnings: Preparing Beat Plan, Product Pitching, Visual Merchandizing, Negotiation, Margin, Markup & Mark Down, Retailer Motivation, Return Policy, Credit Cycle, Onboarding new retail outlets, Sales Forecasting, Sales planning, Distributor Appointment, GMROI & ROI calculation.
89	DM20E31	Shemphanglin Syiemlieh	PGDM	Marketing	Amrawati Residency Pvt. Ltd.	2 Months	Project Title: A study on understanding consumer buying behavior on Residential properties key learnings: 1. Learnt about competitor market 2. Various projects in Real estate 3. Which type of project mostly customer wants in affordable price 4. How to generate leads using various techniques 5. Understood RERA, Land measurement, type of residential property, Layout etc

90	DM20B43	Shishir Kumar Jha	PGDM	Marketing	Absolute Reports	2 Months	Project Title: A study of factors and perception towards the future of IOT Home automation market key learnings: 1-Learned how to do secondary research. 2-Article/Report writing (Industry overview, DRO, Segmentation, Regional analysis) in ICT sector 3- Contributed with 46 articles during the course of internship and it was published on the company's website 4- Market estimation and anticipation of market growth. 5-Data collection and data mining from various websites and news or articles.
91	DM20C45	Shivam Singh	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A analysis onconsumer buying behaviour of the land parcel and pricing strategy of non- agricultural land in mumbai region. key learnings: real estate research/telecalling/Onboarding CP/training telecallers/Closing
92	DM20E13	Shivam Singh (Ranjeet)	PGDM	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: A study on E-commerce and digital presence analysis of Patanjali Ayurved key learnings: 1.UX desigining of ecom applications. 2.Tech behind various ecom websites. 3.keyword management. 4. Customer journey experience of patanjali. 5. Keyword overlapping. 6. Development of ecom strategies. 7. Comparing parameters of websites like page opening time and load factor etc. 8. Promotion strategies in ecommerce. 9. Business model of ecom websites.
93	DM20C46	Shivangni Kalar	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: A Marketing analysis of FMCG Sector in India with special reference to Dukes, Parle and ITC key learnings: 1. Understood the concept of channel sales 2. Learnt how to convince coustomer 3. Understood about how to calculate margins 4. How to handle various complex issues at retailer as well as distributor point, many time faced challenges related to shortage of stock, Wrong order delivered or product is not delivered on time to retailer and damage of SKUs at retailer points, 5. Planning and implementation, I learned about beat plan through which salesman follow & also about the techniques of personal selling, 6.Importance of SCM in business, I learned about supply chain how they manage all distributors point and how they supply their product to the distributors in traditional trade 7.How to take orders from General trade. 8. Understood margin of distributor, wholesaler and retailer and the ROI calculation. 9 Learnt how to work on Sales force Automation (SFA) application. (BIZOM)
94	DM20D53	Shreya Shukla	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: A study on understanding consumer perception towards Dukes products. key learnings: To understand the concept of business with Distributor, Customer. Apart from that learn how to maintain inventory at Distributor point on the basis of sales forecasting. • Planning and implementation in the beat by new techniques regularly and cover 40 retail outlets. • To take the order at retail outlets and demonstrate all over the products and booking the order at Bizom. • To understand margin of Distributor, Retailer and ROI calculations. • Importance of SCM in Business, I learned about supply chain how they manage all distributor and how they supply their products to the Distributor in General Trade.

95	DM20A44	Shreyansh Chauhan	PGDM	Marketing	EduSaksham	2 Months	Project Title: Effectiveness of online marketing on integrated marketing communication in 21st century key learnings: Content Writing, On Page & Off Page SEO, Search Engine Marketing, Pay Per Click, KPI, Blog Writing, Client Acquisition & Lead Generation using Digital Marketing., Business & Classified listing. Digital Marketing Analytics & ABM tools
96	DM20C61	Shweta Prakash	PGDM	Marketing	Edusaksham	2 Months	Project Title: A Study on Student Perception towards Online Education"/ a Study on students perception on online education with refernce to Edusaaksham pan india key learnings: telecalling.Research skills,Edutech admin,onboarding teachers,training teachers
97	DM20D72	Sk Abdul Kader	PGDM	Marketing	RELIANCE SECURITIES	2 Months	Project Title: A study on Factor affecting Investment patten of individuals in financial market key learnings: Financial Services Product & Service Knowledge, Technical & Fundamental Analysis, Target Marget, Lead Generation, Point of Sales, Customer Acquisition & Retention techniques, Personal selling, Customer queries & Objectional handling,
98	DM20C49	Sneha Awasthi	PGDM	Marketing	Tenhard private limited	2 Months	Project Title: To understand consumer buying preference for e- newspaper and magazines . key learnings: ●Client Interaction. ● Techniques of direct marketing used by the company. ● Marketing strategies adopted by the company (market mapping) ● Data Mining. ● Sales Generating Strategies for Tenhard India Using Corporate and Promotional Activities & Online Internet Marketing at Tenhard India.
99	DM20C68	Sneha Bhowmick	PGDM	Marketing	SKILLEDGE	2 Months	Project Title: A study on Consumer perception and behaviour towards online certification courses during pandemic key learnings: 1. Learnt about product, company information, how to pitch and Started pitching people 2. Learnt how edutech industry is growing and showing impact even during the pandemic 3. Learnt time management 4. Learnt planning and scheduling the virtual sales calls 5.Learnt how to manage clients on call and pitch them accordingly. 6. Learnt about the needs and perception of the customer towards online education
100	DM20C50	Somdyuti Ghosh	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: A STUDY OF BRAND AWARENESS & PROMOTIONAL STRATEGIES OF DUKES in KOLKATA key learnings: concept of business with channel partners,handle various complex issues at retailer,orders in General trade.,Understand the margin of distributor, wholesaler and retailer and the ROI calculation.Sales force Automation (SFA) application. (BIZOM),Beat planning
101	DM20C51	Somesh Abhigyan	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A study on consumer behaviour towards buying land/plots during pandemic key learnings: 1. Having interaction with 5000+ clients, I have learnt how to study the mindset of a client and then pitch accordingly 2. I learnt about real estate sector in detail. 3. After successfully closing 1 deal, i have understood that constant follow ups with the client isa must. 4. I have also learnt about terms like NA plots, FSI, RERA, Application based process etc. 5. Having conducted 15+ VCs, I have also learnt how to close a deal.

102	DM20C52	Sonam Kumari	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A study on "Marketing Problems and challenges faced in real estate sector" key learnings: 1) Communication skill 2) Time management skill - How to manage time with multiple work. 3) Team Leader- How to work as a team leader, how to manage thing as a leader. 4) Team work - How to work in team , how team work plays an important role. 5) Patience and responsibilty
103	DM20B47	Sonu Sanskriti	PGDM	Marketing	Absolute Reports	2 Months	Project Title: Study on Global Washing Machine market key learnings: 1- Types of research report and it's suitablity. 2- What is secondary research. 3- DRO(Drivers, Restraints & Opportunity) for article. 4- Article/Report writing (Industry overview , Segmentation, Regional analysis) in consumer goods and FnB. 5- Contributed with 29 articles during the course of internship and it was published on the company's website 6- Market estimation and anticipation of market growth using MS Excel. 7-Data collection and data mining from various websites and news or articles. 8-Company profiling for LG, Haier, Siemens(washing Machine category)
104	DM20A61	Souvik Lakshman	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: A Study to identify retail and wholesale penetrations and index of customer satisfaction with resoect to dukes india kolkatta key learnings: concept of business with channel partners,handle various complex issues at retailer,orders in General trade.,Understand the margin of distributor, wholesaler and retailer and the ROI calculation.Sales force Automation (SFA) application. (BIZOM),Beat planning
105	DM20A48	Srijan kumar singh	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A analysis onconsumer buying behaviour of the land parcel and pricing strategy of non- agricultural land in mumbai region. key learnings: real estate research/telecalling/Onboarding CP/training telecallers/Closing
106	DM20B50	Subhadip Karmakar	PGDM	Marketing	Esaplling Private Ltd.	2 Months	Project title: A Study on ERP Sysytem application opportunity with respect to Orisa & Gujarat Key learnings: Data Collection Client Acquisition Product Demonstartion Meeting Deadlines

107	DM20A50	Subhankar Mukherjee	PGDM	Marketing	Dukes(Ravi foods Pvt ltd)	2 Months	Project Title: A study on consumer behaviour towards Waffy products by Dukes key learnings: 1.Understood the concept of business with channel partners, I worked with distributors and learned about infrastructure used and how they maintain inventory. 2. Planning and implementation, I learned about beat plans through which salesmen follow. 3. Learn how to work on a Sales force Automation (SFA) application. (BIZOM). 4. Importance of SCM in business, I learned about supply chains, how they manage all distributor points and how they supply their product to the distributors in traditional trade. 5. Understood the margin of distributor, wholesaler and retailer 6. Personal selling skills, 7. Influencing skills, 8. Negotiation skills, 9. Listening skills, 10. Analytical skills, 11. Problem solving skills, 12. Communication skills.
108	DM20D56	Subhrant Shukla	PGDM	Marketing	LODHA GROUP	2 Months	Project Title: Analysing the role of technological assistance-trends and practices in Real Estate key learnings: RERA, Lead Generation using SMM, Consumer Buying behavior factors, Pre-Sales Tele-Calling, Customer Engagement, Dynamic Sales Pitch & Convincing, Objection handling, Negotiation, Sales Closing. Database Management & Follow-up
109	DM20D73	Sudip Maity	PGDM	Marketing	SHK Polymer Industries	2 Months	Project Title: A study on "Marketing plan and product analysis for PPR Pipe for SHK Polymer Industries" key learnings: 1. Understanding how B2B marketing has evolved /Learning the role of a B2B marketer/A Maximizing the relationship between B2B marketers and sales. 2. Knowing which mistakes to avoid/Understanding the importance of objectives. 3. Understanding the Marketplace and Understanding your category/Identifying company competition/Anticipating future trends/Determining how to compete in your category. 4. Learning specific B2B elements in a marketing strategy/Developing buyer personas/personal selling. 5. Understanding the importance of customer relationship management (CRM)/Developing tactics.
110	DM20E15	Suman Sonar	PGDM	Marketing	WhiteHat Jr.	2 Months	Project Title: A Study on consumer perception towards Edtech industry and online classes for kids key learnings: 1. Learnt about the business model and product of the organisation 2. Learnt objection handling 3. Learnt time management 4. Learnt to convince a customer and turn them into potential lead 5. Learnt about a new AI sales assistant - SALESKEN 6. Learnt about the needs and perception of the customer towards online education 7. Learnt how edutech industry is growing and showing impact even during the pandemic 8. Got to know about the edutech industry closely
111	DM20A53	Sumon Ghosh	PGDM	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: A study on E-commerce and digital presence analysis of Patanjali Ayurved key learnings: 1.UX desigining of ecom applications. 2.Tech behind various ecom websites. 3.keyword management. 4. Customer journey experience of patanjali. 5. Keyword overlapping. 6. Development of ecom strategies. 7. Comparing parameters of websites like page opening time and load factor etc. 8. Promotion strategies in ecommerce. 9. Business model of ecom websites.

112	DM20B51	Surbhi Kumari	PGDM	Marketing	Bajaj allianz	2 Months	Project Title: An Analysis of content strategy of Bajaj Allianz for awareness creation key learnings: 1. Get opportunity to work in multicultural environment with lots of opportunities for learning new skills and expanding a professional network. 2.Nominated as a best intern for sincere work in digital marketing. 3.Analysed digital works done by the company. 4.Helped the marketing team to follow-up and improved the digital marketing strategy. 5.Writing contents for the company's blog or website. 6.Helped the marketing team. 7. Improved the digital marketing strategy. 8.Learned how to redact content, manage social media to improve the company's positioning on the internet. 9.Got opportunity to improve my language skills. 10. Improved my writing abilities.
113	DM20D80	Suyog Mukund Dhongade	PGDM	Marketing	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: Study of elements affecting supply chain of Outlook India and development of operations strategy key learnings: 1) Understanding the elements of Supply chain of Outlook India 2) Using product process matrix to know the appropriate type of production 3) Understanding the Factors affecting the operations decision of Globus Retail using Operations strategy matrix 4) Dyadic Triadic Relationships in business 5) Finding the Economic Order Quantity and Re-order point 6) Implementation of best effective strategy in aggregate planning 7) Understanding the opportunities for in-house production and outsourcing 8) Developing supply chain for a print media company 9) Types of strategies adopted by businesses such as Operational strategy, corporate strategy, retail strategy, supply strategy and distribution strategy.
114	DM20A54	Swagata Sadhukhan	PGDM	Marketing	Poshn	2 Months	Project Title: To understand consumer buying preference for juices . key learnings: 1. Vivid picture of how an organization works, flow of work, hierarchy, etc 2. Work of the sales team and the people associate with it. 3. Appointment of distributors, negotiations and payment methods. 4. Manufacturing, logistics movement, and distribution 5. How packaging, ingredients and other market players influence the product and what are the ways to overcome such shortcomings.
115	DM20D81	Swati Singh	PGDM	Marketing	Patanjali Ayurved Ltd.	2 Months	Project Title: Analysis of ayurveda products sales on different E-commerce platform with reference to Patanjali Ayurveda key learnings: • Key word planning • SEO marketing • Social Media content analysis • Content Marketing • Competitor analysis
116	DM20B53	Swati Suman	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: "A study to determine the factors influencing buying behavior for residential plots as a second home destination at Karjat, Maharashtra in the month of July- August". key learnings: real estate research/telecalling/Onboarding CP/training telecallers/Closing

117	DM20E32	Tipbha Liting	PGDM	Marketing	Propelld	2 Months	Project Title: University / College Education Loan- with or without Moratorium. key learnings: not coomuncated anything from sip/not reacheable/As a mentor learnings cannot be collated by me due to mentees non compliance
118	DM20A56	Trini Halder	PGDM	Marketing	Anmol Feeds Pvt Ltd	2 Months	Project Title: Identifying the online marketing metrics that significantly influences digital marketing key learnings: Content Writing, On Page & Off Page SEO, Search Engine Marketing, Pay Per Click, KPI, Blog Writing, Client Acquisition & Lead Generation using Digital Marketing., Business & Classified listing. Digital Marketing Analytics & ABM tools
119	DM20B55	Tushar Bhatt	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A comparative study on land appreciation in Lonavala, Karjat and Alibaug key learnings: 1. Learnt about the Real Estate Sector. 2. Learnt about the ongoing project we were working on. 3. Learnt how to create a pitch for customers. 4. Learnt how to generate leads from the channel partners. 5. Learnt maintaining relationships with CPs. 6. Learnt the process after pre-sales in real estate. 7. Analysed the customer buying pattern during covid situation. 8. Learnt about the competitors in our project location. 9. Learnt how to do closing on virtual platform.
120	DM20D57	Vaishnavi Vasani	PGDM	Marketing	Allround	2 Months	Project Title: A Study on current situation ,problems and development plan for real estate W.R.T. Runwal group key learnings: 1. Learnt How to handle channel partners account and how to generate leads from them. 2. Learnt How to give training to Tellecallers and handle their potential lead. 3. Learnt how to make a good relationship with customer and CP. 4. Understood that same pitch doesn't Work on every customer. The pitch should be different according to the customer. 5. Understood that never get demotivated with rejection because it's a part of our work. 6. Learnt how to give Presentation infornt of clients so that they never feel bored. 7. We should be aware of thr product features and benefits very well 8. Always be punctual while on work and always try to improve your skills.
121	DM20A58	Vibhum Singh	PGDM	Marketing	Re/Max V21 Realty Plus	2 Months	Project Title: A study of Consumer buying behavior towards emerging trends in real estate with respect to Pune key learnings: Pricing & Negotiation Sales Closing Customer Follow up Presentation Skill Lead Generation
122	DM20E21	Virendra Singh Chouhan	PGDM	Marketing	Plutus Business Advisory	2 Months	Project title: Analysis of consumer behaviour of service provider for onboarding. Key learnings: Identifying business with a turnover of 10 Cr to 1000 Cr as they are target customers for corporates. • Coordinating on organizing entrepreneurship events for students that are interested in becoming entrepreneurs. • Collaborating with various state governments to establish robust startup ecosystems in different states • State wise campus placements and directors' details mentioned in excel reports

123	DM20A65	Vishal Singh Bhoj	PGDM	Marketing	Academic Research Project	2 Months	Project title: Analysis the factors affecting consumer buying decision while purchasing earphones' Key learnings: To study the factors that influence consumer buying behavior with the help of exploratory research, and also determine the competitor's analysis and forecasting related to consumer perception on earphones
124	DM20C58	Vishal Tiwari	PGDM	Marketing	Xanadu Realty	2 Months	Project Title: A study on consumer behaviour towards real estate after pandemic key learnings: 1. While communicating with clients I learnt how to maintain Customer Relationship. (fact) 2. I have improved my communication skills (fact) 3. I also learnt how to lead employees in the industry as I managed 6 interns under me. 4. My relationship and understanding with my senior sales manager who was very strict was good this helped me to work in a friendly environment. 5. I also acquired how retail industry works and what are the important functioning required in this industry like working in Sunday is very important to pursue the customer.
125	DM20B56	Vishal Vyas	PGDM	Marketing	Esaplling Private Ltd.	2 Months	Project Title: A study of Automobile dealers service spare parts & its consumption pattern in Raipur Chhattisgarh. key learnings: 1. Personal selling 2. Market Research 3. Data management 4. Sales Follow up.
126	DM20B57	Vivek Chouhan	PGDM	Marketing	PropEdge Realty	2 Months	Project Title: A study on the impact of corona pandemic in real estate sector in india key learnings: real estate research/telecalling/Onboarding CP/training telecallers/Closing
127	DM20A59	Wasim Akhtar	PGDM	Marketing	Harley Davidson India	2 Months	Project Title: A study of mapping the online potential of Harley Davidson accessories products onto different online Portal. key learnings: •secondary data collection •data visualization & analysing •developing strategy •market research •meeting deadlines •finding new market place
128	DM20B59	Yashasvi Verma	PGDM	Marketing	Helen O'Grady International	2 Months	Project Title: A study on influence of social networking sites has influnced the digital marketing strategies adopted by business key learnings: Content Writing, On Page & Off Page SEO, Search Engine Marketing, Pay Per Click, KPI, Blog Writing, Client Acquisition & Lead Generation using Digital Marketing., Business & Classified listing. Digital Marketing Analytics & ABM tools
129	DM20C62	Aayushi Mishra	PGDM	HR	JLL, dubai	2 Months	Key Learnings : 1. In depth research and competitor analysis 2. Linkedin sourcing 3. Talent attraction stratergy development for the company

130	DM20E20	Anindya Kumar Das	PGDM	HR	Outlook	2 Months	**Project Title :** HR moving towards customer centricity **Key Learnings :** 1."Introduction to the company 'Outlook', understanding project details, product learning, cold calling lead generation, pitching to customers, negotiation with customers 2.Customer calling, lead generation Post the jd in Linkedin and generating the lead for hiring and also maintaining the data of all the candidate. 3.Screening the jd and call them for the first round of interview for the HR intern and final interview for Markerting and finance candidates
131	DM20D64	Ankita Sen Gupta	PGDM	HR	Esaplling Private Ltd.	2 Months	**Project Title :** A study of block chain based technology in selected recruitment Metrics in Industry 4.0 **Key Learnings :** 1.Data collection of consumer electronic service provider in the state of Odisha 2.Call all the service provider for providing the service (in Odisha) 3.Call all the service provider for providing the service (in Odisha) 4.Make a jd of sales executive and post on social media like facebook 5.Interview of candidate and screening of all the resume and job posting in facebook 2.1 Job posting, approaching candidates for training and placement program 2.2approaching candidates, handling interested candidates, taking feedbacks, conversion for premium training modules
132	DM20A09	Ashish Singh	PGDM	HR	SATS India	2 Months	**Project Title :** Perception of employees towards the impact of online training on training effectiveness. **Key Learnings :** 1. Assisted in formulation of all the policies regarding the code of conduct, working hours, conflict of interest, prevention of sexual harassment, whistleblower policy, leaves, duty travel, recruitment, dress code etc. 2. Assisted the head HR for recruitment for key roles like the Finance Controller, Company Secretary, Sales and marketing head for the SATS Bangalore Central Kitchen. 3. Involved in planning the onboarding for the new hires in the key roles. 4. Assisted in selecting the vendors for end to end labor law compliance services in Bangalore. 5. Assisted in the CTC designing for Finance Controller role, offer letter formulation and creation of various forms in the organization. 6. Formulated a proposal for the 'Seed Grant Proposal' regarding CSR activities for the upskilling of the women labor force in Bangalore and provide them a second chance at life.
133	DM20D15	Bhuwan Purohit	PGDM	HR	Welspun	2 Months	**Project title:** Framework development for analysis the impact of idea management on attrition or culture job satisafcation **Key learnings:** To make and implement Gender diversity strategies in the organization • To source potential candidates for the role of site engineers from various sourcing platform such as Naukri ,Linkdin and Monster . • Do Mind mapping for implementing Gender Diversity • Checking the labour laws which have to be considered during Implementing Gender Diversity
134	DM20A15	Chitranshi Rawat	PGDM	HR	Abzooba	2 Months	**Project Title :** 1.Employer branding strategies 2.A study of talent acquisition strategies in IT/ITES sector **Key Learnings :** 1.Involved in drafting whistle blower policy 2.Worked on Employee engagement strategies like activites for 15th august, engagement plan and quiz for fun Friday and banner on issues of virtual harrassment in workplace. 3. Drafted various letters like confirmation letter, acceptance letter, release letter, experience certificate. 4. Helped in modifying ppt for organization. 5. Working on compensatory and designation alignment of abzooba.
135	DM20A16	Debolina Chakraborty	PGDM	HR	Hr Cadre Consultants	2 Months	**Project Title :** "Recruitment and Selection" **Key Learnings :** 1) To manage multiple requirements and tasks at the same time. 2) Effective communication skills.Interpersonal skills.Excel skills.Negotiation skills.Management skills. 3) Social media hiring and several recruitement portals for effective sourcing. 4) Scheduling interviews as a part of recruitment process. 5) Conducting end to end recruitment process for hiring technical and non technical hiring. 6) Conducting preliminary interviews

136	DM20C21	Himanshi	PGDM	HR	Anand Rathi	2 Months	Project Title : A study of learning & development in BFSI sector with the use of AI technology Key Learnings : Reward and Recognition Employee Engagement Designing Company Calender Working on Onbording Process, Designing new Joining Kit, Making Anniversary Poster for employees, Connecting with them to inform them about Linkeldn Poster
137	DM20C28	Madhurima Mallick	PGDM	HR	Star Net Fx	2 Months	Project Title : Evaluation of Employee Branding of topmost hotels through online websites and social media Key Learnings : 1) Job posting effectiveness in social media for sourcing candidates 2) Screening process for hiring candidates for various profiles 3) Conducting preliminary interview and telephonic interview process 4) Final interview types and application techniques 5) Background verification process for the hires
138	DM20E18	Meghna Sadhukhan	PGDM	HR	SATS India	2 Months	Project Title : The efficacy of digital vs face-to-face training: Insights for a post-COVID world Key Learnings : Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard
139	DM20A28	Nagendra Gupta	PGDM	HR	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title : Communications opportunities and methods for engaging employees. Key Learnings : Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard
140	DM20B26	Nidhi Sharma	PGDM	HR	Sodexo India	2 Months	Project Title : Study of change in organisation culture and its impact on employee behavior in post pandemic Key Learnings : 1) Involved in the process of Social media hiring of Sodexo starting from competitors analysis , JD creation , Hiring posts creation with different tools like powtoon, Canva and PowerPoint and responding to the comments and queries of the job seekers . 2) Learnt how to do online hiring which is going to be important in coming time after the Covid 19 Pandamic. 3) Directly worked under HR head/HRBP of Sodexo so learnt how to communicate with corporate people. Learnt time management skill to meet the deadlines. 4) learnt to work on social media hiring for blue collar employees who are one of the key people of Sodexo company as it's a food industry. 5) tracking company Facebook page day to day basis and how to respond to the comments and messages especially when it is negative. 6) strategies for hiring on social media to attract more and more candidate.
141	DM20D38	Nivedita	PGDM	HR	Esaplling	2 Months	Project Title : AI interference in Recruitment and selection process Key Learnings : Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard
142	DM20E19	Pawrokh Dass	PGDM	HR	Dabur India Limited	2 Months	Project Title : The influence of COVID-19 on virtual Training and development Key Learnings : Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard
143	DM20D42	Prerna Dixit	PGDM	HR	Dabur India Limited	2 Months	Project Title : Developing PMS and Implementing it effectively in the company Key Learnings : Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard
144	DM20C38	Riya Bag	PGDM	HR	Axis Bank	2 Months	Project Title : Impact of Manpower Training and Development on Organizational performance Key Learnings : Recruitment and selection, Training and development, Performance management system, Compensation system, Employee beneftis, Employee engagement, HR Policies and procedures, Dashboard

145	DM20A37	Sakshi Agarwal	PGDM	HR	Anand Rathi	2 Months	Project Title : A study on factors that influence the loyalty of the employees. Key Learnings : 1. Effectively using the job portals like shine and naukri for sourcing of candidates. 2. Pictichng and creating interest among candidates for job position. 3. Conducting priliminary interview for initial screening 4. Screen resumes for resume shortlisting 5. End to end recruitment process for effective hiring 6. Interview scheduling for the various poisitions 7. Effective sourcing stategies for hiring activity 8. candidate relationship management for candidate experience
146	DM20B35	Sangita Ghosh	PGDM	HR	Talent Acquaintances	2 Months	Project Title : Role of emotional intelligence and work life balance in job stress Key Learnings : 1.Attendence of the Intern and review meet Attendance of the Intern and review meet 2.Attendence management 3.Creating evaluation sheet for intern 4.Creating the Dashboard for the interns 5.Creating the Criteria for LOR, PPO, best intern performances 2.1JD learning and Job Posting in social media- 1.Telecaller profile-content development. technical writing for Job postings 2.2Taking interview of the candidates 2.3Taking interview of the candidates, Meeting with all the team member. Discussion on Bitrix 24
147	DM20A62	Sharyu Kadam	PGDM	HR	Reliance retail	2 Months	Project Title : A study of practices in Corporate training and development for upskilling in pandemic Key Learnings : 1.Business and HR integration for learning and development 2.Vendor management- for Learning and development –SME 3.Skill statement preparations for various middle management positions 4.Caselet preparation for training modules 5.Training designs- courses and quizzes design for training modules 6.Competency directory preparations for Buyers & Merchandisers
148	DM20C47	Shradha Lawande	PGDM	HR	Sodexo	2 Months	Project Title : Framework development for analysis the impact of idea management on attrition or culture job satisafction Key Learnings : 1- Need and purpose of Implementing idea management in organisation. 2- How to measure success of implementing idea management system. 3- How is idea management system related to other HR functions such as recruitment, employer branding, attrition and retention
149	DM20B44	Shristy Singh	PGDM	HR	Shachi Engineering	2 Months	Project Title : Study of HR Automation in each vertical of HR Key Learnings : 1.Recruitment Dashboard 2.Learning on sourcing mix and recruitment process for a manufacturing company 3.Learning on the onboarding process for the company and how can we manage attrition with the same designing the onboarding steps to look into attrition considering online mode of communication 4.Onboarding Process and employee engagement activities to retain talents to the company during this time of pandemic
150	DM20C48	Simran Tiwari	PGDM	HR	Anand Rathi	2 Months	Project title: "Recruitment and Selection for ANAND RATHI shares and brokers ltd. " Key learnings: Worked on different job portals for the recruitment of candidates • Studied the whole recruitment and hiring process for the company • Worked on communication skills while recruiting the candidates for interviews. • Passive candidate search. • Candidate experience with team collaboration • Over view of recruitment process • Recruitment strategies during post pandemic (COVID -19)
151	DM20D82	Smriti Rangwani	PGDM	HR	MOENTEK Pvt. Ltd	2 Months	Project title: The influence of COVID-19 on virtual employee management practices by organizations Key learnings: • Job posting on various portals (LinkedIn, Indeed, Naukri) for various profile (Team Lead, Senior QA, Manual Testing QA, Data Analyst). • Screening the resume and mailed the JD to the candidate. • Called the candidates and collecting data (preliminary data) of the Candidate • Shortlisting the resume and called the candidate for Preliminary round of Interview. Taking feedback for the interview. • Final round of interview • Candidates onboarding process

152	DM20D54	Srayee Basu	PGDM	HR	Mudrabiz finance company	2 Months	Project Title : Study of Employee engagement practices to drive employee performance in Mudrabiz Key Learnings : 1.Product learning, Calling, Negotiation with Customers 2.Product Learning ,Pitching Product to Customer, 3.Negotiation with Customers, Calling 4. Preparation of ppt 2.1 "Job posting Approach candidate for training program" 2.2"Approaching candidates for training program 2.3Handling interested candidate, taking feedback" 2.4Job posting, telephonic interview
153	DM20C57	Vidhi Gulwani	PGDM	HR	Sodexo India	2 Months	Project Title : The impact of social media on employee branding Key Learnings : Employer branding strategies-Social media –FB page launch 2.Competitor page Analysis and Calendar of post 3.HR promotional activities 4.Designing Talent attraction strategies 5.Launching the Facebook page 6.HR portal promotion activities 7.Promotiona Poster designs and Employee concern handling mechanism 8.Launch of facebook-Extended Sip for 3 month 9.Facebook screening and interviewing
154	DM20A03	Amit Shaw	PGDM	Finance	Marwadi Shares And Finance Limited	2 Months	Project Title: Financial Analysis of Chemical Sector by using primary and secondary data - asian paint Key Learnings: 1. Sector and Company Analysis 2. Equity Research 3. Financial Modelling 4. Excell skills
155	DM20E09	Anand Diwedi	PGDM	Finance	Eros Now	2 Months	Key Learnings: ⯁ Reading companies financial data. ⯁ Understanding depreciation model of Media Industry ⯁ Understanding the trends in Media Industries.
156	DM20E16	Animesh Srivastava	PGDM	Finance	Growth Arrow	2 Months	Project Title: Analysing the movement in share price of Reliance limited by using secondary data Key Learnings: 1. Sector and Company Analysis 2. Equity Research 3. Financial Modelling 4. Excell skills
157	DM20B05	Anjali Soni	PGDM	Finance	The Money Roller	2 Months	Project Title: Research on Infrastructure sector and Ashoka Buildcon Company Key Learnings: How to analyze a company from top down approach and also based on relative valuation approach
158	DM20D11	Ankita Dubey	PGDM	Finance	Opulence Business Solutions Pvt. Ltd.	2 Months	Project Title: Investment opportunities for startup companies Key Learnings: 1. Company and Sector Research 2. Financial Modelling 3. Excell Skill. 4. Financial Management
159	DM20D61	Arunima Mahindar	PGDM	Finance	Eros Now	2 Months	Project title: Forecasting of Media & Entertainment Industry" Key learnings: Forecasting of Media & Entertainment Industry" ⯁ Reading Companies Financial Data. ⯁ Understanding Depreciation Model of Media & Entertainment Industry ⯁ Understanding the trends in Media Industries.
160	DM20A10	Ashmeet Kaur	PGDM	Finance	SATS India	2 Months	Project Title: FInacial Analysis of Automobile Sector using secondary data - Tata motors Key Learnings: 1. Budgeting 2. Accounting/Book keeping 3. Taxation (National & International) 4. Project Finance

161	DM20B65	Ayushi Pareek	PGDM	Finance	NORD Drivesystems Pvt Ltd	2 Months	Project Title: Study on Inventory management of Nord drive using secondary data Key Learnings: 1. Budgeting 2. Accounting/Book keeping 3. Taxation (National & International) 4. Project Finance
162	DM20C14	Bhargav Raval	PGDM	Finance	RELIANCE SMART MONEY	2 Months	Project title: Effectiveness of online marketing on integrated marketing communication in 21st century Key learnings: Content Writing, On Page & Off Page SEO, Search Engine Marketing, Pay Per Click, KPI, Blog Writing, Client Acquisition & Lead Generation using Digital Marketing., Business & Classified listing. Digital Marketing Analytics & ABM tools
163	DM20A11	Bhaskar Mondal	PGDM	Finance	Wheaton Advisors Private Ltd	2 Months	Project Title: Financial analysis (buy/sell side) and financial modelling of Brewerries by using secondary data - United spirits Key Learnings: 1. Sector and Company Analysis 2. Equity Research 3. Financial Modelling 4. Excell skills
164	DM20E17	Bijay Paul	PGDM	Finance	Plutus Business Advisory	2 Months	Project Title: Valuation of gaming industry - An analytical study Key Learnings: Financial products, financial markets, wealth management
165	DM20D16	Binod Kumar Mahto	PGDM	Finance	Opulence Business Solutions Pvt. Ltd.	2 Months	Project Title: Implication on angel taxation in India by using secondary data Key Learnings: 1. Company and Sector Research 2. Financial Modelling 3. Excell Skill. 4. Financial Management
166	DM20B15	Debjit Saha	PGDM	Finance	Ventura Securities Ltd.	2 Months	Project Title: Key Learnings: 1. Sector and Company Analysis 2. Equity Research 3. Financial Modelling 4. Excell skills
167	DM20D20	Deepak Meena	PGDM	Finance	Growth Arrow	2 Months	Project Title: Analysis of Investment Behaviour with Reference to Retail Investors Key Learnings: Financial modeling and analysis of a company based on relative valuation and on dcf valuation
168	DM20D67	Esika Jana	PGDM	Finance	Growth Arrow	2 Months	Project title: Sentimental Analysis on fresh / perishable product purchase using online platform Key learnings: Research Report writing, Data Analysis – Qualitative & Quantitative, Questionnaire design & data collection technique, Research Proposal writing, Data Mining Techniques, Secondary & Primary Data analysis
169	DM20C66	Harshit Richhariya	PGDM	Finance	Plutus Business Advisory	2 Months	Project title: Financial modelling and valuation for early stages startup's by using primary data Key learnings: ⦁ Research on multiple small scale industry of UP ⦁ Transaction advisory to small scale industry ⦁ Financial instrument for startups models, Financial instrument for SMEs model

170	DM20D26	Himanshu Bucha	PGDM	Finance	SATS India	2 Months	Project title: Study of innovative financial products and services offered by investment banks. Key learnings: 1. Financial Statement Analysis 2. Equity Research Analysis of FMCG sector 3. Identifying opportunities of Investments in this sector where returns can be maximised. 4. Reviewing what are the recent scenario of FMCG sector and knowing about the future.
171	DM20C25	Kaushal Bhawsingka	PGDM	Finance	Wheaton Advisors Private Ltd	2 Months	Project Title: Finding Quality stocks for investment Key Learnings: dcf valuation of a company and financial modeling of a company
172	DM20B17	Kiran Kudiya	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Equity Analysis of potential companies for investment from Hotel Industry. Key Learnings: Financial analysis of company and create financial models of a company
173	DM20C27	Kritika Kashyap	PGDM	Finance	Esaplling Private Ltd.	2 Months	Project title: Competitor analysis of KrossMarks in 2 Wheeler & 3 wheeler EV market in India. Key learnings: Data Collection Client Acquisition Product Demonstartion Meeting Deadlines
174	DM20D59	Mansi Rawat	PGDM	Finance	Value Educators	2 Months	Project Title: Financial analysis of Chemical sector using primary and secondary data - Sudarsan Chemicals Key Learnings: 1. Sector and Company Analysis 2. Equity Research 3. Financial Modelling 4. Excell skills
175	DM20A27	Mayank Kohli	PGDM	Finance	Ventura Securities Ltd.	2 Months	Project Title: Research on Chemical Sector Key Learnings: analyze and select a stock from a sector and do a complete analysis of the company
176	DM20D32	Minhans	PGDM	Finance	Esaplling Private Ltd.	2 Months	Project title: Competitor analysis of KrossMarks in 2 Wheeler & 3 wheeler EV market in India. Key learnings: Data Collection Client Acquisition Product Demonstartion Meeting Deadlines
177	DM20E07	Nilesh Sharma	PGDM	Finance	Spark Capital Advisors (India) Pvt. Ltd.	2 Months	Project title: "Understanding General insurance and a Competitor Analysis of General insurance Company and Making an Investment Thesis" Key learnings: ⮚ Reading news related to Insurance sector and publishing it on the website for Investors ⮚ Collecting the primary data of all the Insurance Company ⮚ Preparation of financial Model based on the Primary Data Collected ⮚ Preparation of Financial Models Based on the Public Discloser ⮚ Analysis of Volatility and Algo & Non-Algo of BSE and NSE and Preparing Models based on it ⮚ Creating epitome of Quarterly reports presented by the Insurance Companies

178	DM20C63	Parth Panchal	PGDM	Finance	Opulence Business Solutions Pvt. Ltd.	2 Months	Project Title: Usage of technology in in analysing the consumer behaviour towards loan in NBFC`s by using primary and secondary data Key Learnings: 1. Company and Sector Research 2. Financial Modelling 3. Excell Skill. 4. Financial Management
179	DM20C32	Prashank Jain	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for investment from Indian Pharmaceutical industry Key Learnings: Financial analysis of company and create financial models of a company
180	DM20B30	Preksha Birla	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for investment from Indian FMCG industry Key Learnings: Financial analysis of company and create financial models of a company
181	DM20C33	Pritam Acharyya	PGDM	Finance	Growth Arrow	2 Months	Project title: "Investment strategies based on technical analysis of companies" Key learnings: Research and technical analysis of mid cap companies. ⦿ Studying and forecasting the performance of companies based on technical methods, candlesticks. ⦿ Recommending investment strategies and suggesting stock selection parameters.
182	DM20C34	Priya Jadeja	PGDM	Finance	Opulence Business Solutions Pvt. Ltd.	2 Months	Project Title: Usage of technology in analysing the consumer behaviour towards shot term advances in NBFC`s by using primary and secondary data Key Learnings: 1. Company and Sector Research 2. Financial Modelling 3. Excell Skill. 4. Financial Management
183	DM20A32	Raghav Bhardwaj	PGDM	Finance	Marwadi Shares And Finance Limited	2 Months	Project Title: Research on Cabel & Wire Sector Key Learnings: Financial analysis of company and create financial models of a company
184	DM20C67	Rahul Gupta	PGDM	Finance	Opulence Business Solutions Pvt. Ltd.	2 Months	Project Title: Study on Venture Capitals in India and their impact on Startup across the Country Key Learnings: 1) Prepared research reports on Udaan business model & Revenue model. 2) Prepared subscription-based Revenue model & Income statement of 10xBrandUp. 3) Prepared PPT on 10x Brand Up for pitching. 4)Researched on Feasibility for fintech VC & Challenges faced by traditional VC's and its solutions. 5) Drafted Pitch - Mails to Buy-side & Sell-side while raising VC fund. 6) Researched on technology related problems of MSME and its solutions. 7)Researched on Aim to target MSMEs in India & its growth potential.
185	DM20C36	Richa Kumari	PGDM	Finance	Value Educators	2 Months	Project Title: Study on Pharmaceutical Industry in India Key Learnings: 1. Financial Statement Analysis of Pharma Company 2. Study of Pharma Sector 3. About Formulations and Biologics and their performance under pharma industry. 4. Ratio Analysis
186	DM20B32	Rishabh Roy Chowdhury	PGDM	Finance	Ventura Securities Ltd.	2 Months	Project Title: Research on Chemical Sector Key Learnings: Financial analysis of company and create financial models of a company

187	DM20C37	Rishika Gupta	PGDM	Finance	Value Educators	2 Months	Project Title: Study on Agrochemical Industry in India Key Learnings: 1. Financial Statement analysis 2. Study of Agrochemical Industry 3. Industry Analysis and Ratio Analysis
188	DM20B61	Rittika Dey	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for Investment from Pharmaceutical Industry Key Learnings: analyze and select a stock from a sector and do a complete analysis of the company
189	DM20B33	Riya Gupta	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for investment from Indian Rubber Industry Key Learnings: 1. Equity research report for Rubber Industry 2. Financial Analysis of domestic and international companies 3. Creating Excel dashboards 4. Preparation of how to create template, and collection of data both in 10K and 10K form. Made report for Walmart INC
190	DM20A64	Rupal Kothari	PGDM	Finance	Authbridge Research Service Pvt. Ltd	2 Months	Project Title : "Role of Collection Department in Financing" Key Learnings: ⯀ Responsible for managing and collection all the outstanding accounts receivables form clients and customers. ⯀ Identifying accounts with overdue payments and keeping records of the amount owed. ⯀ Reviewing records for accuracy and handling disputes to make sure that account information is entered and maintained appropriately
191	DM20D47	Saloni Boob	PGDM	Finance	Axis Bank	2 Months	Project Title "Impact of Digitalization on Banking Services." Key learnings: ⯀ Basic Knowledge of banking during the internship of 60 days. ⯀ Briefing the customer how to use mobile banking. ⯀ Digital mode of payments (RTGS and NEFT). ⯀ Digital Re-KYC process of customers. ⯀ Basic Knowledge of Insurance Products.
192	DM20C41	Samiksha Sakshi	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for investment from automobile industry Key Learnings: Financial analysis of company and create financial models of a company
193	DM20B70	Samiksha Tiwari	PGDM	Finance	Esaplling Private Ltd.	2 Months	Project Title: COmparitive Analysis of Indian Income TAx and US Income tax for all income groups Key Learnings: 1. Updating the ERP of the company referring to the bank statements. 2. Provide support for annual budgeting process and general accounting. 3. Assist with financial modeling. 4. Help with accounts receivable management.
194	DM20B36	Saransh Gupta	PGDM	Finance	Ventura Securities Ltd.	2 Months	Project Title: Research on Chemical Sector Key Learnings: analyze and select a stock from a sector and do a complete analysis of the company
195	DM20D49	Saumya Singh	PGDM	Finance	Opulence Business Solutions Pvt. Ltd.	2 Months	Project Title: Research in investment banking Key Learnings: Interaction with clients and how to provide best offers based on their needs

196	DM20C70	Shahwar Qahir Ghalib	PGDM	Finance	Opulence Business Solutions Pvt. Ltd.	2 Months	Project Title: Fund rasing in India and its implications for companies Key Learnings: • Revenue recognition Model based on subscription plan and how a subscription plan is generated. • Learnt about company's B2B business model and sources by which revenue is recognised by Peels Work Pvt. Ltd. • Challenges faced by traditional VC's and its solutions. • Feasibility for fintech VC. • How to Draft Pitch - Mails to Buy-side & Sell-side while acting as a platform while raising VC fund.
197	DM20B38	Shambhavee Thakur	PGDM	Finance	Spark Capital Advisors (India) Pvt. Ltd.	2 Months	Project title: Investment opportunities for startup companies Key learnings: Research on different Consumer Durables companies. ▢ Analyzed Financial Statements of Companies such as Voltas, Havells, Blue Star etc. ▢ Updated financial models and other data sheets of the companies. ▢ Attended and summarized quarterly investor conference calls held by management of companies.
198	DM20C64	Shantnu Kaushik	PGDM	Finance	Opulence Business Solutions Pvt. Ltd.	2 Months	Project Title: Study of innovative financial products and services offered by investment banks. Key Learnings: 1. Understanding of the formation of Investment Bank. 2. Researched on the sources of funds for Investment Bank. 3. Worked on innovative products and services offered by Investment Banks. 4. Researched on the problems and solution for Modern Investment Banks. 5. Promoted to Assistant Point of Contact (APOC) on one Project. 6. Auditing the work done on the NBFC and prepared roadmap ahead for the project with POC.
199	DM20A70	Shubham Kothari	PGDM	Finance	Maxim Research	2 Months	Project Title: Study of Gold bullion and its business in India Key Learnings: 1. Financial Statement Analysis 2. Equity Research Analysis of FMCG sector 3. Identifying opportunities of Investments in this sector where returns can be maximised. 4. Reviewing what are the recent scenario of FMCG sector and knowing about the future.
200	DM20B46	Sneha Khandelwal	PGDM	Finance	Value Educators	2 Months	Project Title: Study of Indian pharma industry with respect to Laurus labs. Key Learnings: 1. Analysis of the Indian Pharmaceutical industry. 2. Financial and Ratio Analysis of Laurus Lab 3. Worked on different segments of Laurus labs and competitor analysis 4. Researched on API sector of Laurus labs.
201	DM20C60	Sristi Saraf	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Analysis of Investment Industry in INdia with special reference to debt market Key Learnings: 1. Preparing research report of Page Industries (Textile sector). 2. Extensive financial modelling developing Excel Templates and dashboards. 3.Collecting data from financial statements of various foreign & Indian companies. 4. Forecasting the data by adding growth rate. 5. Matching balance sheet by making changes in Cash Flow Statement.
202	DM20A51	Sujata Karki	PGDM	Finance	Hexanika	2 Months	Project Title: Competitor analysis of CRA Key Learnings: 1. Analysis of the functioning of CRA using smart join. 2. Checked on the current product and its updates. 3.Updated the user manual with all the necessary updates.

203	DM20A52	Sumer Yadav	PGDM	Finance	Opulence Business Solutions Pvt. Ltd.	2 Months	Project Title: Analysis of IPO launched in India from 2015 Key Learnings: 1.Study of Venture capital in India/Global. 2.Products of Venture Capital. 3.How to merge Venture Capital and Fintech "Challenges and problems, Solutions." 4.Research on LP's (Sell side). 5.Sent mails for pitching.
204	DM20B52	Suryansh Agarwal	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for investment from Cement industry. Key Learnings: Financial analysis of company and create financial models of a company
205	DM20B63	Sushmita Jangid	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Equity analysis of potential companies for investment from Indian FMCG industry Key Learnings: Financial analysis of company and create financial models of a company
206	DM20C56	Swarnim Trivedi	PGDM	Finance	Growth Arrow	2 Months	Project Title: Evaluation of startup FInancing trough angel investors in Venture capital in India Key Learnings: 1. Analysis of Equity markets 2.Understanding of basics of Stock Market 3.Understanding of derivative market 4.Understanding of candle stick pattern, oscillators, RSI Indicators and Moving Average. 5.Applying Technical indicators for market buying and selling decisions
207	DM20A57	Vibhore Gupta	PGDM	Finance	Factsheet Inc.	2 Months	Project Title: Comparitive Analysis of Housing Finance Companies in India and US Key Learnings: 1. Analysed Repco Home Finance, Can Financial Homes and LIC Housing Finance 2.Learnt preparing financial model for both Foreign and Indian companies. 3.Did Data collection of many companies for research model both in quarterly and annually manner. 4.Did Research on three companies large, mid. and small capital company from Housing Finance industry 5.Prepared the research report for Housing Finance Companies.
208	DM20C59	Yash Ramdeo	PGDM	Finance	Marwadi Shares And Finance Limited	2 Months	Project Title: Analysis of Banking Sector in India with special reference to Credit cards and transactions Key Learnings: 1.) Banking Equity Sectory Analysis maine on the basis of Credit card. 2) Research on Maruti Suzuki company about their Performance sales in different variants of cars. 3) Preparation of Insights on the basis of dirfferent parameters like Market capitalisation, Sales, & Net Profit 4.) Preperation Of IPO reports and recommendation given to Subscribe or not to subscribe.
209	DM20D68	Yuvraj Lawande	PGDM	Finance	Growth Arrow	2 Months	Project Title: Evaluation of startup FInancing trough angel investors in Venture capital in India Key Learnings: 1. Understanding the purpose for the formation of Investment Banks. 2. Researched on the various financing tools for Investment Banks. 3. Did Forex exchange virtual trading on fidelis capital market 4. Did comparison on Private & Public Financing. 5. Importance of Investment banks in Mergers & Acquisitions (M&A).
210	DM20D19	Debjit Mondal	PGDM	Business Analytics	Chromatus Consultancy	2 Months	Project Title: To study the impact and contribution of social media platforms on tourism destination selection key learnings: 1.Data Estimation 2. Data Analysis 3. SPSS Tool

211	DM20D65	Forum Shah	PGDM	Business Analytics	AGOL Worldwide India Pvt. Ltd	2 Months	Project Title : "A bibliometric analysis of research on applications of IoT in Logistics Key learnings: The challenges; enablers & Success Factors" ⬜ Performed Vendor/Supplier Registration of 200 companies (mainly for IOR and OBC services) ⬜ Contributed in business generation via a LinkedIn tool to scrape the web for contact details of top management of logistics and freight forwarders companies, internationally (1500+ leads extracted)
212	DM20D27	Himanshu Kumar Sinha	PGDM	Business Analytics	Chromatus Consultancy	2 Months	Project title: Sentimental Analysis on fresh / perishable product purchase using online platform Key learnings: Research Report writing, Data Analysis – Qualitative & Quantitative, Questionnaire design & data collection technique, Research Proposal writing, Data Mining Techniques, Secondary & Primary Data analysis
213	DM20D14	Arzina Karim	PGDM	Business Analytics	Outlook Publishing (India) Pvt. Ltd.	2 Months	Project Title: A study on Inventory Management system in Outlook India. key learnings: 1) Development of new supply chain 2) Using product process matrix to know the appropriate type of production 3) Operations Strategy Matrix to find out important aspects of the company to look at for improvement 4) Dyadic Triadic Relationships in business 5) Finding the Economic Order Quantity and Re-order point 6) Strategies in aggregate planning 7) Understanding the opportunities for in-house production and outsourcing 8) Elements of supply chain of a print media company 9) Understanding Business model of _Prism Cement 10) Types of strategies adopted by businesses such as Operational strategy, corporate strategy, retail strategy, supply strategy and distribution strategy.