

WINTER INTERNSHIP BATCH 20 - 22

Sr No	Students Name	Course	Company Name	Duration	Winter Internship Company
1	Rahul Kumar	MBA	GRANT THORNTON	30 Days	Project Title: Understanding investor's behavior towards investment securities Key Learnings: 1. how to properly coordinate with customers 2. Time punctuality 3. how to do on field marketing
2	Shekhar Singh	MBA	Nj weath	30 Days	Project Title: How to become successful mutual funds distributor with using NJ platform Key Learnings: 1) Nj weath & why Nj weath is unique of how it is one of the largest network of financial product distribution. 2) we learn about recruitment how to talk a distributor Nj's products service and mainly mutual funds. 3) Also learn about support provide by Nj & understood how to talk ememat account thorough e-wealth.
3	Prakhar Agarwal	MBA	DCB bank	30 Days	Project Title: overview of products of DCB Bank Key Learnings: 1. how to properly coordinate with customers 2. Time punctuality 3. how to do on field marketing
4	Parveen Pawar	MBA	Tenhard pvt ltd	30 Days	Project Title: Digital marketing Key Learnings: How to do sales Digital marketing Working ethics
5	Abhishek Kumar	MBA	Aditya Birla Fashion & Retail Ltd.	30 Days	Project Title: Green card Reward Program at Pantaloons Key Learnings: 1. Opening and Closing of store & handling of CSD 2. Commercial word related to bank 3. WaB Business 4. Visual Merchandising
6	Kapil Kailas Shendre	MBA	Loud mic house	30 Days	Project Title: A study of social media strategies for b2b marketing in small start ups Key Learnings: 1) How to attract the targeted customer. 2) Strategies to research the marketing things required. 3) how to create content for marketing through creative skills .

7	Roushni Dutta	MBA	Fresco Organic	30 Days	<p>Project Title: Creating a dummy career website page for Fresco Organic</p> <p>Key Learnings: 1. Team work- We were a group of 10 people divided into 3 groups for different roles but worked together when needed. 2. Improvement in writing skill- Writing content for the company has helped improve my writing and communication skills. 3. Research - Had to research on various companies and products and services for the company.</p>
8	Soumya Sakshi	MBA	Collegedunia	30 Days	<p>Project Title: Effectiveness of E- recruitment in social media</p> <p>Key Learnings: • Worked on end to end recruitment process. • On-boarding and Hr documentation. • Closely worked with the HR Department and was able to closed more than 10 positions across different roles during my internship</p>
9	Abhitosh Kumar	MBA	Laziz Tandoori	30 Days	<p>Project Title: Sales & Marketing for Laziz Tandoori</p> <p>Key Learnings: 1. never be afraid of introducing something new into the market 2. How food business is runned and what are its different segments. 3. Market is segmented into different categories, find up your category and target them rather then focusing on everyone.</p>
10	Riti Biswas	MBA	Impals Marcom LLP	30 Days	<p>Project Title: A study of effective human resource management process in any organization</p> <p>Key Learnings: 1. Adaptability 2. Accountability 3. Various new management and human resource related terms and keywords</p>
11	Sourjya Dipta Datta	MBA	Xanadu Realty Pvt Ltd	30 Days	<p>Project Title: A Study on Consumer Behaviour and Perception towards Real Estate during Covid-19</p> <p>Key Learnings: 1. Learnt how the real estate sector, Channel Partner Firms and developers operate from the bottom up perspective. 2. Understood developers products and Became a Property Consultant suggesting and recommending Projects and locations as per their requirements. 3. Learnt how to create report, record and analyse consumer responses. For future insights.</p>
12	Sourav Datta	MBA	Skill Beyond Boundaries	30 Days	<p>Project Title: The scope of digital skill exchange platform in IT-ITES sector in Maharashtra, India</p> <p>Key Learnings: 1) Market research- secondary data research, Data segregation as per data points, Analyze data & gain insight on data, Aligning information collected with insight requirement by sales team, 2) Sales support, Knowledge of human capital requirements for IT-ITES sector, 3) Various sources of secondary data research for human capital requirements</p>

13	Ankit Das	MBA	ABFRL - Pantaloons	30 Days	<p>Project Title: A study of impact of the visual merchandising on customer buying behaviour at Pantaloons, Burdwan</p> <p>Key Learnings: Team work Work Ethics Adaptability</p>
14	Sania Jaiswal	MBA	Grant Thornton	30 Days	<p>Project Title: How US taxation do filing</p> <p>Key Learnings: 1)Learn about US taxation and how to file. 2)How to work in corporate sector. 3) Team and time management</p>
15	Shreevidya Gayapu	MBA	Shapoorji pallonji real estate	30 Days	<p>Project Title: Location advantages and infrastructure development</p> <p>Key Learnings: Grip on excel , customer handling, data entry</p>
16	Mayank Singh	MBA	Re/Max v22	30 Days	<p>Project Title: Study on consumer behavior in buying residential properties in pune</p> <p>Key Learnings: 1. Consumer behavior 2. target customer 3. market research</p>
17	Mrinal Johari	MBA	Xanadu Realty	30 Days	<p>Project Title: A study of consumer behavior and satisfaction towards real estate products with special reference to Xanadu realty in Thane</p> <p>Key Learnings: Terminology of real estate Customer relationship</p>
18	Vrushil Thakkar	MBA	Godrej properties	30 Days	<p>Project Title: Research into channel partner's perception towards Real Estate and Godrej properties in Delhi.</p> <p>Key Learnings: Convincing power, talk to channel partner and real estate company work</p>
19	Khushboo Singh	MBA	One Earth Hotels	30 Days	<p>Project Title: Understanding the customer behavior and perceptions of F&B and residential accommodation with respect to one earth hotels.</p> <p>Key Learnings: 1. Understand the marketing strategy for promotion of new business unit 2.learnt brand awareness through digital platform</p>

20	Anam Naz	MBA	Talent Thrust Consultant	30 Days	Project Title: Recruitment Key Learnings: Enhanced Communication Skills Patience Confidence
21	Manalisa Kumar	MBA	Pantaloons	30 Days	Project Title: Impact of COVID-19 on consumer buying behaviour Key Learnings: 1. Selling 2. Communication 3. Team-work 4. Planning
22	Akshat Chauhan	MBA	Tenhard India	30 Days	Project Title: Importance of Customer Relationship Management in digital Magazine /E-â€™ Media industry. Key Learnings: 1. Helps to expand professional network and interaction experience. 2. Helps to learn strategies to promote a product on various social media sites. 3. Helps to develop different sales strategies for different customers. 4. Helps to understand whether to focus on which content while writing blogs. 5. Helps to generate proper convincing skills and segmentation strategies.
23	Sharmi Dey	MBA	Xanadu Realty	30 Days	Project Title: A study of Consumers Perception towards buying Residential Properties in India. Key Learnings: 1. How to pitch and negotiate with the customer about the product. 2. Consumers Behavior towards buying residential property through tele-calling 3. Time Management & Work Ethics
24	Manprit Kaur	MBA	GCMMF (AMUL)	30 Days	Project Title: To study the distribution channel & sales process of dairy & fresh products of Amul Key Learnings: Promotion and placement of dairy and fresh product of Amul Product matrix(stock keeping unit matrix) How to book the order at Amul DMS Application&Amul track app (SFA) Competitive analysis of food FMCG companies Increased the retail penetration Understanding the distribution structure of FMCG sector & GCMMF AMUL Ground level experience for sales and market survey of retail outlets and MFS
25	Spandan Datta	MBA	Dukes India	30 Days	Project Title: Business Model & Digital Engagement Analysis of Dukes India Key Learnings: 1) Competitor analysis across product categories , 2) Product ideation & launch planning, 3) ATL, TTL & BTL activity planning

26	Rohan Kumar Sharma	MBA	XANADU REALTY	30 Days	<p>Project Title: Problems & Challenges faced by Real Estate Industry with special reference to Xanadu Realty.</p> <p>Key Learnings: 1. REAL ESTATE PROPERTY 2. CUSTOMER PITCHING & CONVINCING 3. LEAD GENERATION</p>
27	Soumak Ganguly	MBA	Reliance Trends	30 Days	<p>Project Title: OPTIMIZATION OF FULFILMENT OF THE PROCESS OF JIO-MART</p> <p>Key Learnings: 1. LEARNED HOW TO LEAD FLOOR STAFF 2. LEARNED HOW TO SOLVE DIFFERENT PROBLEM FACED BY THE CUSTOMER 3. LEARNED HOW TO MANAGE WAREHOUSE 4. LEARNED HOW TO MAINTAIN KPIs</p>
28	Vasudev Bhayani	MBA	AMUL	30 Days	<p>Project Title: DISTRIBUTION GAP FILLING AT AMUL IN INDORE REGION</p> <p>Key Learnings: Ground level working experience Understand Retailers mindset How to make SKU MATRIX of modern outlet</p>
29	Yash Bhalerao	MBA	Dukes India	30 Days	<p>Project Title: To study the awareness and perception of customers and consumers with respect to launch of new products by Dukes India</p> <p>Key Learnings: 1. Get to know about the ATL Marketing and BTL Marketing/Activities. 2. Get to know how to launch a product. 3. Get to learn about digital surfing. 4. Get to learn about FMCG Culture.</p>
30	Sanglap Gharai	MBA	RELIANCE TRENDS	30 Days	<p>Project Title: Consumer Behavior And Lost Opportunity Analysis In Retail</p> <p>Key Learnings: 1. Selling of product, Push Selling , Cross Selling 2. Visual Merchandise 3. Team Work and work ethics in an organization</p>
31	Dipti Kumari	MBA	Godrej Property Limited	30 Days	<p>Project Title: The influence of online marketing on real estate</p> <p>Key Learnings: Communication skills Team Work Sales and marketing</p>

32	Raghav Bansal	MBA	RELIANCE SECURITIES LIMITED	30 Days	<p>Project Title: A Study on Investors perception and Behaviour towards investment in Capital Market</p> <p>Key Learnings: Knowledge about Financial Market Leaned Marketing by Opening Demat Account and helped People to understand the financial Market Client handling</p>
33	Mouli Kapoor	MBA	Tenhard india	30 Days	<p>Project Title: To study the problems faced by HR recruiters while hiring interns</p> <p>Key Learnings: * How to recruit * How to stay assertive * How to handle interviews</p>
34	Jaimin Patel	MBA	TenhardIndai Pvt. Ltd	30 Days	<p>Project Title: Digital and social media marketing and sales marketing</p> <p>Key Learnings: 1.Digital and social media marketing 2. Deal with customer 3. What customer wants after paying amounts</p>
35	Vidushi Jain	MBA	Hexanika	30 Days	<p>Project Title: Study of Fair Lending Solutions of Hexanika</p> <p>Key Learnings: â€ Analyzing expenses in burn sheet. â€ Created User guide for HMDA reporting. â€ Got to know about the Fair lending solutions of Hexanika.</p>
36	Muskan Ahuja	MBA	Remax V21 Realty plus	30 Days	<p>Project Title: Consumer buying behavior towards emerging trend in real estate with respect to pune and mumbai</p> <p>Key Learnings: 1)Knowledge regarding sector and the company. 2)Enhancement of communication skills. 3)Information regarding buying behavior pattern of potential customers.</p>
37	Anubhav Saxena	MBA	Finoability	30 Days	<p>Project Title: Analyses of selected pharmaceuticals company.</p> <p>Key Learnings: 1. Always invest for long term in stock market and it helps in compounding the money. 2. When to buy and when to sell the stocks in share market 3. How the circuit is applied in stock market</p>

38	Ritesh Kiran Waghulde	MBA	Shalin Chemical	30 Days	<p>Project Title: Consumer behaviour towards the use of household cleaning products & hygiene products.</p> <p>Key Learnings: 1) How to Do Marketing of Companies Products. 2) How to Communicate with People. 3) What are the Things Involved in Manufacturing of Companies Products.</p>
39	Srivarshini Toleti	MBA	Re/max V21	30 Days	<p>Project Title: To study the effect of personal finance to understand purchasing behaviour</p> <p>Key Learnings: 1) finance- understanding of financing structure of consumers in real estate 2) communication- pitching client to townships and properties through various discounts and offers on their budget 3) improvement in MS excel skills</p>
40	Rohit Singh	MBA	Ashore Systems	30 Days	<p>Project Title: Consumer Perception towards Telemarketing</p> <p>Key Learnings: 1) Time Management. 2) Able to perform under any given challenges or conditions (Work from home). 3) Able to sharpen my skills (MS Excel, Communication)</p>
41	Akash Chouhan	MBA	GlobeFlex Research India Pvt. Ltd.	30 Days	<p>Project Title: Corporate Governance practices in Hongkong listed companies</p> <p>Key Learnings: Critical Analysis, Reading and Understanding Annual Reports of companies Data collection, classification and Summarization Few tools of Advanced Excel</p>
42	Subhasree Bhattacharyya	MBA	GlobeFlex Research India limited	30 Days	<p>Project Title: Analysing Financial Reports of Hong Kong Retail Industry to study the Corporate governance practices of the companies</p> <p>Key Learnings: 1. Analysing Annual Reports for Equity Research 2. Working on Advance excel (Pivot Analysis, Power query) 3. Presentation in front of the Director of GlobeFlex Research India limited</p>
43	Dravish Jain	MBA	Globeflex research india limited	30 Days	<p>Project Title: Corporate governance in hong kong based companies</p> <p>Key Learnings: 1. Importance of corporate governance 2. Understanding of corporate culture 3. Knows how to create mastersheet in excel</p>
44	Harsh Raj Singh	MBA	Globeflex Research India Pvt. Ltd.	30 Days	<p>Project Title: Analysing Corporate Governance aspect of Hong Kong listed companies</p> <p>Key Learnings: 1. We learned why corporate governance plays a major role in the company 2. We understood various parameters for analysing the company's corporate governance 3. We understood the work culture and hierarchy of operations in a equity research firm</p>

45	Bipin Kumar Yadav	MBA	Reliance Trends	30 Days	<p>Project Title: Consumer buying behaviour towards retail stores post covid 19</p> <p>Key Learnings: 1.)How to complete the target with the available resources. 2.)How to increase the sale during covid 19 Pandemic. 3.) Being the cluster of the organisation how will you manage the organisation and reach out at maximum profit.</p>
46	Anubhav Gupta	MBA	Godrej Properties	30 Days	<p>Project Title: A study to understand how to deal with a property agents.</p> <p>Key Learnings: 1. How to make them comfortable and familiar with our products. 2. Give them each and every information about our product. 3. If they show interest then how to arrange a meeting with clients and superior authority.</p>
47	Faizan Karamat	MBA	Fresco organic	30 Days	<p>Project Title: To study on green marketing at fresco organic</p> <p>Key Learnings: 1. Learned about social media marketing 2. Learned about organic industry 2. Learned how to research by primary data.</p>
48	Priyanka Kumari Singh	MBA	Pantaloons	30 Days	<p>Project Title: Customer Satisfaction & Customer Service at Pantaloons</p> <p>Key Learnings: Customer Surveying Skill Product Knowledge Observation Skill</p>
49	Navnit Kumar Pandey	MBA	Grant thornton	30 Days	<p>Project Title: A Study on comparison of US tax filling method and Indian tax filling Method</p> <p>Key Learnings: US taxation, tax returns filling process, learned how to use different types of tax filling software like CCH, bluebean etc</p>
50	Shruti Ghosh	MBA	Skill Beyond Boundaries	30 Days	<p>Project Title: Study on the Role and Importance of Human Capital in an organization</p> <p>Key Learnings: 1. Learnt how to gather relevant data according to the task given. 2. Learnt how to analyze data. 3. Learnt what businesses need and seek in terms of categories skills that are required , their human capital</p>
51	Saptarshi Banerjee	MBA	MINUTES OF ENTERTAINMENT PVT. LTD.	30 Days	<p>Project Title: How Targeted Sponsored Ads on Social Media are Effecting Common People</p> <p>Key Learnings: 1) How adds are targeted to find potential customer 2) How to deal and convince clients to take the services offered by a new comparatively unknown company 3) How to manage properly in the chaotic situation in any startup 4) Lead Generation and Cnvertion.</p>

52	Deepjyoti Chowdhury	MBA	GCMMF: Amul	30 Days	<p>Project Title: A comparative study on P's of marketing for two distributors</p> <p>Key Learnings: 1. Understanding the retail penetration of both the distributors 2. Understanding the distribution channel of Amul 3. Understanding the market demand for both the distributors</p>
53	Shail Kumari Goswami	MBA	Godrej properties limited	30 Days	<p>Project Title: Buying behaviour in purchasing residential flats in delhi with special reference to Godrej Properties limited</p> <p>Key Learnings: 1. Project management 2. Time management 3. Pitching for the product</p>
54	Kautuk Raj	MBA	Tenhard India pvt ltd	30 Days	<p>Project Title: Role of E-commerce And Crm , Survey of customer perception and viability of E-magazine</p> <p>Key Learnings: Communication skills , client management and relationship management , puctual</p>
55	Sudhanshu Singh	MBA	Godrej Properties limited	30 Days	<p>Project Title: Mumbai Channel partners behaviour towards marketing strategies for residential flats in Delhi NCR location</p> <p>Key Learnings: Communication skills Customer handling Sales pitch</p>
56	Kritika Jaiswal	MBA	Return On Web	30 Days	<p>Project Title: A detailed study of Off page SEO activities</p> <p>Key Learnings: 1. Learnt how to handle pressure 2. Problem solving skills 3. To manage things on time</p>
57	Aman Saxena	MBA	Kajaria Ceramics Ltd	30 Days	<p>Project Title: To study the retail and channel marketing strategies adopted by the company</p> <p>Key Learnings: Customer Dealing Interaction with new peoples Disciplined life</p>
58	Hritwaj	MBA	Skill Beyond Boundaries	30 Days	<p>Project Title: A study of B2B marketing strategies and changing client perception in covid times with special reference to SBB.</p> <p>Key Learnings: Customer Dealing Interaction with new peoples Disciplined life</p>

59	Shruti Biswas	MBA	Reliance Trends	30 Days	<p>Project Title: A study on strategy formulation to understand customer experience management and buying behavior pattern in the New Normal Era.</p> <p>Key Learnings: 1. Convincing skills 2. Problem solving skills 3. Lead generation</p>
60	Surjanu Roy	MBA	Xanadu Realty	30 Days	<p>Project Title: Effects of Covid 19 on Consumer Behaviour Towards Real Estate</p> <p>Key Learnings: 1. Understood how to approach consumers and make a pitch to different individuals based on their mindset 2. Understood how to solve queries and handle grievances of the clients 3. Understood how to turn prospects into customers and maintain a long-term relationship with them and learned time management and importance of not only making new customers but holding on to the existing ones</p>
61	Abishay Martin	MBA	Aditiya Birla Group(Pantaloons)	30 Days	<p>Project Title: Understanding the perception and the satisfaction that customers had towards pantaloons</p> <p>Key Learnings: Handling customer and their queries, how to communicate effectively, first hand exposure to the retail industry</p>
62	Sneha Sachdeva	MBA	Xanadu realty private limited	30 Days	<p>Project Title: Impact of RERA on real estate developers</p> <p>Key Learnings: How to communicate with customers and convince them. It also helps to acquire a good working knowledge of other relevant communities and neighborhoods before you deal with clients. Following up every lead is crucial in achieving success.</p>
63	Yash Dave	MBA	Reliance Securities	30 Days	<p>Project Title: Study on Investors Behavior towards Financial Instruments</p> <p>Key Learnings: 1) About Financial Market (Primary Market, Secondary Market, Share Market, Process of Investing in Securities) 2) Lead generation in financial market. 3) Different types of investor's behavior</p>
64	Nimay Joshi	MBA	GRANT THORNTON	30 Days	<p>Project Title: Filing of Individual Income Tax returns of US clients</p> <p>Key Learnings: 1. Provisions related to taxation & income tax returns filing procedure of US 2. Time Management 3. Professionalism</p>
65	Lina Roy	MBA	GlobeFlex Research India Private Limited.	30 Days	<p>Project Title: A Study of Impact of Corporate Governance Analysis on Investors Profile with the special reference to HongKong listed companies: Media & Entertainment Industry.</p> <p>Key Learnings: 1. Learned how to collect Data as well as Data Relevancy. 2. Learned how to Analyze data. 3. Communication Skill/ Excel Skill/ Learned about Corporate Governance.</p>

66	Debasish Deb	MBA	Grant Thornton	30 Days	<p>Project Title: Taxation System of USA vs India</p> <p>Key Learnings: 1) Communication Skills were improved 2) More Knowledge about the domain 3) Good understanding of US taxation</p>
67	Harsh Gupta	MBA	Reliance Securities Limited	30 Days	<p>Project Title: Fundamental and Technical Analysis of Selected Stocks</p> <p>Key Learnings: 1. How to achieve our targets in a given time frame no matter how tough is the situations. 2. I have gained a lot of knowledge on Stock market, basics of finance and different different types of financial products. 3. How to interact and work under an highly professional person & apart from that we also learnt how to deal with our clients and convince them to get associated with reliance securities.</p>
68	Tarun Singh	MBA	Reliance Securities Limited	30 Days	<p>Project Title: Fundamental and Technical Analysis of Selected Stocks</p> <p>Key Learnings: 1. How to achieve our targets in a given time frame no matter how tough is the situations. 2. I have gained a lot of knowledge on Stock market, basics of finance and different different types of financial products. 3. How to interact and work under an highly professional person & apart from that we also learnt how to deal with our clients and convince them to get associated with reliance securities.</p>
69	Poorva Watve	MBA	Perfect plan B	30 Days	<p>Project Title: A study on online content as a factor influencing consumer perception in e learning industry.</p> <p>Key Learnings: 1. Different forms of content writing. 2. Content specific writing. 3. Keywords and SEO ranking.</p>
70	Vaishnavi Bonde	MBA	AMUL	30 Days	<p>Project Title: MAP COMPETITORS ICE-CREAM OUTLET AND INCREASE RETAIL PENETRATION OF AMUL ICE-CREAM IN NAGPUR MARKET</p> <p>Key Learnings: 1. How to convince customers and retailers. 2. Second learning is being responsible about your work. 3. How to communicate with retailers.</p>
71	Anjali Kumari	MBA	Laziz tandoori restaurant	30 Days	<p>Project Title: Sales and marketing for the new peoduct</p> <p>Key Learnings: 1. developmnt of communication skill. 2. handling customer queries . 3. convincing skill.</p>

72	Shubham Kumar	MBA	Sattviko	30 Days	<p>Project Title: To study branding strategies adopted by Sattviko company</p> <p>Key Learnings:</p> <ol style="list-style-type: none"> 1. How to convince people for your product or service 2. How to build up a Facebook community of your company and how to handle it properly 3. How to grow business through social media marketing 4. How creating some events can help a company in its growth
73	Swarna Raj Agarwal	MBA	AMUL	30 Days	<p>Project Title: Study on market analysis of products & sales development specially in MFS & brand awareness of newly launched products of GCMMF (Amul)</p> <p>Key Learnings:</p> <ol style="list-style-type: none"> 1. Learned how to conduct surveys, research activities & make strategies to grab the potential market, 2. Developed my communicational & convincing skills & also learned to get the work done within deadlines, 3. Gained skills to organize, create & present huge data sheets in MS excel & word
74	Aarya Sharma	MBA	GCMMF: AMUL	30 Days	<p>Project Title: "A study on changes in consumption of Amul products post COVID-19 in MFS and institutions"</p> <p>Key Learnings:</p> <ol style="list-style-type: none"> 1. Understanding the consumption of Amul products post lockdown. 2. Understanding the share of competitive brands in MFS 3. Understanding the level of satisfaction of the retailers with the distributors
75	Jayesh Porwal	MBA	DCB Bank	30 Days	<p>Project Title: Overview of DCB product's and managing customer perception</p> <p>Key Learnings:</p> <ol style="list-style-type: none"> 1. Time Management 2. Communication Skills 3. Team work

76	Suman Roy	MBA	Tenhard India private limited	30 Days	<p>Project Title: study on customer relationship to the e-learning and the impact of e-learning and related marketing strategies.</p> <p>Key Learnings: 1. The first thing I understood while working was identifying the Business need or in Marketing terms, what is the Value you are creating for your consumer through your product. This can be applicable across products. From common salt to an Air Conditioner, everything provides some value to the consumer. 2. Understanding the consumer is the next key aspect. During my internship, I did this by interviewing consumers, calling up all my relatives and friends who I thought were potential consumers, asking questions, making notes, and sharing it with my mentors and peers refining and redefining the values the consumer was seeking. The best way to do this is go where the consumer normally shops (it is offline) and observe. I analyse each category of products and its helped me a lot during this internship. I Try to finding out about product placement, visibility, and their performance. Try to analyse the why and how. 3. Apart from this, there is an arsenal of frameworks, qualitative and quantitative tools which Marketing provides, which will help to an extent in an internship. However, I found that most problems could be solved intuitively. A lot can be learnt from competition as well. It is important to define your target segment and see who your competitors are. Several times it could be products which are not direct competitors but ones which could be substitutes.</p>
77	Sourav Maity	MBA	Tenhard India Pvt Ltd	30 Days	<p>Project Title: To understand the existing market penetration of Tenhard India inorder to increase sales and Revenue generation</p> <p>Key Learnings: Identify Potential Customer Segmenting them according to their need Convincing or briefing them about the product Finally conversing into sales</p>
78	Alok Shukla	MBA	Shriram Life Insurance	30 Days	<p>Project Title: "To understand the consumers perspective towards life insurance in MP region"</p> <p>Key Learnings: 1) Consumers perspective towards Life Insurance. 2) Customer handling and lead generation. 3) Reasons behind not purchasing life insurance by the customer.</p>
79	Diksha Govindani	MBA	Dukes India	30 Days	<p>Project Title: To study the effectiveness of online marketing to integrated marketing</p> <p>Key Learnings:</p>
80	Garima Kumari	MBA	Fresco Organic Pvt Ltd	30 Days	<p>Project Title: A study on the drivers and major constraints of the organic farming market</p> <p>Key Learnings: 1.Increase efficiency to analyzed data 2.Able to conduct, Design secondary and primary research papers. 3. Able to understand and analyzed competition, pricing policy, method of marketing and distribution of organic farming</p>

81	Ridhima Mehta	MBA	Tenhard India Pvt Ltd	30 Days	<p>Project Title: Consumer Behavior towards e-reading</p> <p>Key Learnings: 1)I worked in the company as a marketing and sales intern at Tenhard India Pvt. Ltd. I had daily interactions with customers. I had to generate leads through various online and offline mode. Had to call the customers and convince them to buy the subscription. 2)Understanding customers- I came across different kind of people in the internship with their different demand, need and nature, which helped me to develop the ability to understand of customer. 3)People management- I have been tasked with numerous calling to become more familiar having phone conversations. The real lesson learned here is that practice makes perfect and the more you do it, the more that you will be comfortable talking to a complete stranger.</p>
82	Kautuk Chavhan	MBA	Relience securities	30 Days	<p>Project Title: Study on investor perception towards sharemarket.</p> <p>Key Learnings: 1.Confidence and learning skill. 2.Communication and listening skills. 3.sales and negotiation skills. 4. Ability to analyze the research information and ability to explain complex information clearly and simply.</p>
83	Mohd Aqil Ansari	MBA	Shoppers Stop	30 Days	<p>Project Title: A study on Customer Satisfaction level of First Citizen and Black Card Holders of Shoppers Stop.</p> <p>Key Learnings: Three major learnings of EIP are :</p> <p>1. Customer Interaction through tele calling and Instore customer visits which helped me to gain confidence while pitching product and in Customer assistance. 2. Learning of activities like Tag removals, Changing room setup, Brands arrangements, Display functions, Color blocking, Spacing of the display, type of product manufacturing and origin of the product, types of fabric, their quality aspects, how to use the fabric etc. 3. Other learnings includes CSD management, Billing procedure, Stock management, Shrinkage Management, Floor management, Staff management, RBI management and Amazon and SFS procedure of Shoppers Stop.</p>
84	Shrestha Mitra	MBA	Xanadu Realty	30 Days	<p>Project Title: Study of Customer Behaviour in Buying Residential Properties in Thane</p> <p>Key Learnings: Customer interaction; How to pitch and negotiate with customers about the residential product via tele calling; Understanding behaviour of customers according to their requirements and answering any kind of doubts regarding the</p>
85	Akriti Tiwari	MBA	Perfect Plan B	30 Days	<p>Project Title: customer perception towards E-learning courses during and post covid-19 by Perfect Plan B</p> <p>Key Learnings: 1.How to write professional blog and what are the different types of blogs. 2. How to run ads in social media. How to create traffic on website and other social media platforms 3. Analysis of market and how to attract customers to our page, how to connect with the customers through your strategies</p>

86	Padmashree Dalke	MBA	10Dem	30 Days	<p>Project Title: The study of social media marketing for recruitment marketing.</p> <p>Key Learnings: 1. Effectively and efficiently reach the correct target audience to minimise cost and increase revenue through social media and advertisement tools. 2. Creative use various voice over and editing tools to make corporate videos. 3. Successful learning and usage of editing tools like Canva and photoshop to make posters and ads that are more appealing to the audience.</p>
87	Saksham Kumar Jha	MBA	GRANT THORNTON	30 Days	<p>Project Title: The study of social media marketing for recruitment marketing.</p> <p>Key Learnings: 1. Effectively and efficiently reach the correct target audience to minimise cost and increase revenue through social media and advertisement tools. 2. Creative use various voice over and editing tools to make corporate videos. 3. Successful learning and usage of editing tools like Canva and photoshop to make posters and ads that are more appealing to the audience.</p>
88	Nayanshree Tambe	MBA	SURETI IMF Pvt. Ltd	30 Days	<p>Project Title: Analyzing customer awareness and acceptance level in insurance services</p> <p>Key Learnings: Importance of organization goals Patience â HR practices Situation handling â Employee Lifecycle Customers need and want</p>
89	Roshan Devendra Singh	MBA	SURETI IMF MKT LTD	30 Days	<p>Project Title: Analysis of Customers attitude and satisfaction level towards investment in insurance services.</p> <p>Key Learnings: 1 How to generate lead. 2 HOW TO SELL PRODUCT. 3 THE WAY OF HANDLING CUSTOMER AND ALSO TO SOLVE CUSTOMERS PROBLEM.</p>
90	Sobita Jaiswal	MBA	Fresco Organic	30 Days	<p>Project Title: Study of consumer perception and behaviour towards organic food in digital era.</p> <p>Key Learnings: 1. Optimizing Content and writing content. 2. Effective social media strategies for promotion. 3. Ideating, creating and posting content to different social media platforms.</p>

91	Anahita Kampani	MBA	Getmyuni	30 Days	<p>Project Title: Audience perception towards admissions category for edutech startups</p> <p>Key Learnings: 1. On- page and Off-page Seo 2. Keyword research 3. Content development and marketing strategies</p>
92	Mirza Ibrar Ahmed	MBA	Tata Motors	30 Days	<p>Project Title: Sales Promotion of TATA Motors</p> <p>Key Learnings: 1= How a Customer behave while making a purchase. 2= How to act and work in a team. 3=how to pitch customer in different way. 4= How Chanel of Distribution Actually work.</p>
93	Vartika Saxena	MBA	Xanadu Realty Pvt Ltd	30 Days	<p>Project Title: Understanding dynamic sales pitch based on consumer behavior in real estate</p> <p>Key Learnings: Knowledge about real estate sector Professional communication skills Marketing strategy applied in convincing clients</p>
94	Bhargabi Samanta Polley	MBA	DCB BANK	30 Days	<p>Project Title: HR practices of Banking sector in India</p> <p>Key Learnings: 1) Improved communication Skills 2) Acquired knowledge about Recruitment and Selection process of an organization (DCB BANK) 3) Improved problem solving skills</p>
95	Anuj Kumar Mishra	MBA	NJ India investing Pvt Ltd	30 Days	<p>Project Title: How NJ build Financial advisor or distributor in India?</p> <p>Key Learnings: NJ wealth, cold calling, patience</p>
96	Shivani Singh	MBA	Collegedunia web pvt. Ltd.	30 Days	<p>Project Title: To study Employee Job Satisfaction with Special reference to Service Industry.</p> <p>Key Learnings: 1.Learned google sheets, drive, forms and some other writing tools (for example. Small SEO tools). 2.Learned to communicate and write formal mails. 3.Was assigned with module and experienced handling my own dashboard. 4.Trained some freelancers. 5.Learned how educational portals like collegedunia, shiksha.com etc work. 6.Got some basic knowledge on SEO.</p>
97	Manisha Bajpai	MBA	Kolte Patil developers ltd	30 Days	<p>Project Title: Consumer buying behavior in purchasing residential flats in pune with reference to kolte Patil developers ltd</p> <p>Key Learnings: *I have learnt different strategies of selling . *As I m interested in the field of HR , so I observed how hr policies are framed and how to implement them. * How to deal with conflicts at workforce.</p>

98	Twinkle Saxena	MBA	Tenhard India Pvt Ltd	30 Days	Project Title: Consumer Perception towards e reading Key Learnings: Lead Research Team Management Data tracking
99	Upasana Konwar	MBA	Duke's India	30 Days	Project Title: Analyse and design digital marketing and branding strategies of Dukes India Key Learnings: Firstly, this internship was an opportunity for me to get the real experience of working environment in corporates. Secondly, I have learned how to use social media handles for business purpose. Thirdly, I have learned how to target audience through digital marketing.
100	Ashutosh	MBA	Synkom Technology Pvt Ltd	30 Days	Project Title: Generating leads B2B in synkom technology Key Learnings: Data Collection, Converting prospects into potentials Customers , Organisational culture
101	Dipayan Deb	MBA	Pitasys Software pvt ltd.	30 Days	Project Title: Understanding the Consumer Behaviour in hospitality services as Business Development Initiator Key Learnings: . Soft skills development . Lead generation . Client grievance handling
102	Bhavika vasant patil	Plain MBA	Reliance Securities	30 Days	Project Title: Understanding investor's behavior towards investment securities Key Learnings: 1. Improve communication skills 2. Get to know about financial sector and equity instruments 3. Learn how to open Demat Account and Improved marketing strategy applied for convincing the client
103	Amit Rakesh Singh	MBA	Pantaloons	30 Days	Project Title: Increase the customer base through different social media platforms Key Learnings: Customer service Market research and overview Promoting the brand Pantaloons
104	prasanna rebhankar	MBA	RELIANCE TRENDS	30 Days	Project Title: CONSUMER BEHAVIOUR Key Learnings: SUPERVISING THE SALES TEAM HANDLING STORE HOUSE HANDLING CUSTOMER SERVICE

105	Rutuja Kisan Phadol	MBA	Relive solution Pvt ltd	30 Days	Project Title: A study of social media strategies for b2b marketing in small start ups Key Learnings: Real property Legal description Fair housing laws
106	Anuja Venketrao gatthawar	Plain MBA	KRG Strategy Consultant Private Limited	30 Days	Project Title: "Analytical Comparison of Traditional Marketing to Digital Marketing" Key Learnings: 1.SEO 2. Content Marketing 3. Soft Skill
107	Abhishek Sandeep Desai	MBA	Tenhard India Pvt Ltd	30 Days	Project Title: A Study on CRM, Role of E-Commerce and Related Marketing Strategies. Key Learnings: Sales Digital marketing Role of a HR in an organisation
108	Ambikakumari Patra	MBA	Remax V21 Reality	30 Days	Project Title: Impact of technology on Real Estate. Key Learnings: 1. Customer Handling 2. Customer Profiling 3. Communicating with the clients more confidently and understanding their needs.
109	Bhushan Bhisikar	Plain MBA	Re/Max v21	30 Days	Project Title: Study on consumer behavior in buying residential properties in pune Key Learnings: 1. Consumer behavior 2. target customer 3. market research
110	Disha Navalkar	MBA	Remaxv21 realty Plus	30 Days	Project Title: Consumer buying behaviour towards residential properties in real estate with respect to Pune. Key Learnings: 1. Lead generation 2. Competitor analysis 3. Learned to convince and negotiate
111	Jare Swapnil Namdev	Plain MBA	XANADU	30 Days	Project Title: To study the branding and promotional strategy adopted by real estate developers. Key Learnings: 1. Gained Communication skills, Better understanding about google sheets and excel. 2. Anova & SPSS software, Learned real estate sector and their factors. 3. Sales pitch and customer requirements when investigation on a property.

112	Rutuja Deepak Nile	Plain MBA	Fresco organic	30 Days	<p>Project Title: Customer perception towards organic products</p> <p>Key Learnings: How company do B2B sales How to list our product on E-commerce sites Learn about the steps of organic farming</p>
113	Somit Balasaheb Ballal	MBA	Aditya Birla pantaloons	30 Days	<p>Project Title: Consumer buying behaviour towards pantaloons</p> <p>Key Learnings: Team Management KPI PI</p>
114	Ayush Agrawal	MBA	Reliance securities	30 Days	<p>Project Title: Consumer perception towards share market and Thier fake believe towards share market</p> <p>Key Learnings: 1.Information about financial instruments and share market. 2 convince and interact with client 3.how investment and what parameter should check before investment and how to open a demart account</p>
115	Swapnil Karajanagi	MBA	Sureti Insurance Marketing PVT. LTD	30 Days	<p>Project Title: Analyzing customer awareness and acceptance level in insurance services</p> <p>Key Learnings: 1) Promotion of product through digital marketing 2) How to accept rejections 3) Sales Pitching skills</p>
116	Mohit Dodke	Plain MBA	RE/MAX V21	30 Days	<p>Project Title: CONSUMER BUYING BEHAVIOR TOWARDS THE EMERGING TREND IN REAL WITH RESPECT TO PUNE AND MUMBAI(THANE)</p> <p>Key Learnings: 1)TIME MANAGEMENT AND PATIENCE 2)CONSUMER BUYING BEHAVIOR 3)COMMUNICATION</p>
117	Shivam koul	MBA	Tenhard India Private limited.	30 Days	<p>Project Title: A study of sales generation using corporate promotional activities and online marketing strategies.</p> <p>Key Learnings: 1. Enhancement in my communication skills 2. Learned about human tendency and behaviour 3. It gave me basic knowledge of marketing and sales.</p>

118	Ajinkya Bhagwan Sonune	MBA	Xanadu realty	30 Days	<p>Project Title: Consumer perception and behaviour towards real estate</p> <p>Key Learnings: 1- learn about the real estate industry 2- customer pitching and convincing 3- communication skills</p>
119	Aniket Vijay Pophale	MBA	Swaraj Mazda limited	30 Days	<p>Project Title: A study of marketing and sales.strategy post covid w.r.t swaraj mazda</p> <p>Key Learnings: Communication skills sales pitching Lead generation</p>
120	Harshal Kulkarni	MBA	RELIANCE SECURITIES	30 Days	<p>Project Title: To Study Customer Satisfaction towards "RELIANCE" Mutual Funds</p> <p>Key Learnings: Basic Knowledge about the sector & company. Gained knowledge about financial market in brief. Learned about Derivatives market " Future & Option trading. Averaging of investment and Intraday squaring up.</p>
121	Mukul Mathpal	MBA	Reliance Trends	30 Days	<p>Project Title: Study of staffs behaviour towards customer.</p> <p>Key Learnings: 1.Learn how to deal with customer. 2.Observed how the store work in online. 3.Observed how the manager manage the entire store.</p>

WINTER INTERNSHIP BATCH 20 - 22

Sr No	Students Name	Course	Company Name	Duration	
1	Bijay Paul	PGDM	Reliance Trends	30 Days	<p>Project Title : A study about Retail, working process and customer service at Reliance Trends</p> <p>Key Learnings : Customer as first preference in retail. Teamwork. Customer convincing and target achieving.</p>
2	Minhans	PGDM	ABHISHEK SINGH & ASSOCIATES	30 Days	<p>Project Title : UNDERSTANDING THE SCOPE OF ACCOUNTING AND TAXATION</p> <p>Key Learnings : Principles and Practice of Accounting Business Laws & Business Correspondence Commercial Knowledge.</p>
3	Harshit Richhariya	PGDM	Wapking	30 Days	<p>Project Title : Franchisee distribution</p> <p>Key Learnings : 1.got to how about marketing 2.Got to know about franchisee distribution 3.learn how to deal with your customers in Size distribution and target segment</p>
4	Esika Jana	PGDM	Kashyap Enterprise	30 Days	<p>Project Title : A study on brief of effectiveness on Channel of distribution</p> <p>Key Learnings : Communication skill, Time management skill, Product Training, Soft skill, Market Information , Observation skill, Puntuality</p>
5	Rupal Kothari	PGDM	Godrej Properties Limited	30 Days	<p>Project Title : Competitors & customer study for new phase launch of group housing project at Okhla and Ashok Vihar, New Delhi</p> <p>Key Learnings : 1. Competitor Analysis 2. Customer Study 3. Promote the Product and Service</p>
6	Shivam Ranjeet Singh	PGDM	Reliance trend	30 Days	<p>Project Title : Operations and perceptions of customers in retails industry</p> <p>Key Learnings : Leadership development, customers behaviours demands</p>
7	Pratirup Biswas	PGDM	Just Franky's food private limited	30 Days	<p>Project Title : FACTORS AFFECTING INVESTOR'S DECISION WHILE INVESTING IN RESTAURANT FRANCHISE</p> <p>Key Learnings : Customer interaction, Negotiations with investors, Problem Solving</p>

8	Biswajit Das	PGDM	SG Academics	30 Days	Project Title : Marketing strategy of SG Academics Key Learnings : 1.channel development 2. relationship management 3. businesses area mapping
9	Aman Anand	PGDM	SG Academics	30 Days	Project Title : Marketing strategy of SG Academics Key Learnings : 1.channel development 2. relationship management 3. businesses area mapping
10	Lovy Choudhary	PGDM	Saatviko superfoods	30 Days	Project Title : Marketing strategies to develop Facebook community Key Learnings : I had the wonderful opportunity to observe and learn about consumer behaviour in regards to the value of superfoods. I gained a better understanding of content marketing. The internship project as a whole was a real challenge because we had to build communities through different collaborations.
11	Sanket Chandak	PGDM	Hexanika Pvt Ltd	30 Days	Project Title : Effect of recruitment, employee engagement and HR operations on an organization Key Learnings : 1. Practically learned about internal and external sourcing mix 2. got to know about Various Employee engagement activities and how to arrange them properly. 3. Learned briefly about things which are to be communicated during onboarding process with the newly joined candidate.
12	Rajarshi Roy	PGDM	Godrej	30 Days	Project Title : Effect of recruitment, employee engagement and HR operations on an organization Key Learnings : 1. Practically learned about internal and external sourcing mix 2. got to know about Various Employee engagement activities and how to arrange them properly. 3. Learned briefly about things which are to be communicated during onboarding process with the newly joined candidate.
13	Aman Kumar Kaushik	PGDM	Lokeshwar Mathur & Co.	30 Days	Project Title : GST, Financial Statement Analysis Key Learnings : 1. GST File submitting 2. GST Return filing 3. ITR Return filing
14	Vishal Singh Bhoj	PGDM	Lokeshwar Mathur & Co.	30 Days	Project Title : GST, financialstatement analysis. Key Learnings : 1.GST file submitting 2. GST return filing 3.ITR return filing

15	Krunal Nimbalkar	PGDM	Tenhard India Private Limited	30 Days	Project Title : Sales Generating Strategies for Tenhard india using Corporate Promotional Activities & Online Internet Marketing. Key Learnings : 1.Identifying customer and converting them into your consumer is only one thing a salesperson need. 2.Correct way of teaching is not to tell customer what we have but to ask and present what they need.
16	Shishir Kumar Jha	PGDM	XANADU REALITY	30 Days	Project Title : Problems and challenges faced by the Real Estate sector. Key Learnings : 1-Customer handling and dealing. 2-Wherever you work make sure you have product knowledge and do competitir analysis to make sure you deal with customers effeciently.
17	Sonu Sanskriti	PGDM	XANADU Reality	30 Days	Project Title : Consumer buying behaviour towards real estate in reference to XANADU Reality Key Learnings : 1-Customer handling and dealing. 2-Wherever you work make sure you have product knowledge and do competitir analysis to make sure you deal with customers effeciently.
18	Forum Shah	PGDM	SATS Ltd.	30 Days	Project Title : Country risk report for SATS HQ Key Learnings : Team Risk management importance, time management, work ethics
19	Shashank Singh	PGDM	RE/MAX V21 REALITY PLUS	30 Days	Project Title : The study of Property Appreciation at West Pune Key Learnings : 1) Learnt to convince the prospective clients for the visit 2) Got to know about the different builders 3) learnt the terminologies and promotion schemes of the company
20	Purva Pungalia	PGDM	RE/MAX V21 REALITY PLUS	30 Days	Project Title : The study of Property Appreciation at West Pune Key Learnings : 1) Learnt to convince the prospective clients for the visit 2) Got to know about the different builders 3) learnt the terminologies and promotion schemes of the company
21	Vaishnavi Vasani	PGDM	Xanadu reality	30 Days	Project Title : To study the consumer behaviour in flat segment post lockdown with reference to xanadu reality Key Learnings : How to deal with the customer , how to make non interested person to interested person to buy our product , how to talk with customer in polite way

22	Shweta Prakash	PGDM	Xanadu Realty	30 Days	<p>Project Title : To study about consumer behaviour in real estate sector post covid 19</p> <p>Key Learnings : Patience is the key in sales Pitch should be different with every customer as every customer is different Building relation with customer is crucial in sales as they are first humans then customer and builds trust factor.</p>
23	Bishal Mondal	PGDM	Tenhards India private limited	30 Days	<p>Project Title : Consumer behaviour from online e-magazine</p> <p>Key Learnings : Understanding Customer chooses, Improve customer demand, and how to convert customer from othes etc</p>
24	Disha Dubey	PGDM	Tenhard India Pvt. Ltd.	30 Days	<p>Project Title : Sales Generating Strategies for TENHARD India Using Corporate Promotional Activities and Online Internet</p> <p>Key Learnings : 1. Understanding the Financial Performance of the organization. 2. Understanding the Personal selling process adopted and relate it with classroom learning. 3. Understand the Product mix of the company with respect to various regions.</p>
25	Shemphanglin Syiemlieh	PGDM	Godrej properties	30 Days	<p>Project Title : Consumer buying behaviour towards emerging trends in real estate</p> <p>Key Learnings : -Analytical skills, -Communication skills, -Time-management</p>
26	Anjali	PGDM	JME	30 Days	<p>Project Title : sales</p> <p>Key Learnings : sales leadership , market knowlegde and also a research project under HRM HOD</p>
27	Himanshi	PGDM	Tenhard India Pvt. Ltd.	30 Days	<p>Project Title : Importance of Customer Relationship Management in digital Magazine Industry.</p> <p>Key Learnings : Professional Network Convincing skills Building Brand Equity Handling Team</p>
28	Simran Tiwari	PGDM	JME	30 Days	<p>Project Title : sales</p> <p>Key Learnings : sales leadership , market knowlegde and also a research project under HRM HOD</p>

29	Trini Halder	PGDM	Tenhard India Pvt Ltd	30 Days	Project Title : Survey on Consumer Feedback regarding E-Content Key Learnings : -Analytical skills, -Communication skills, -Time-management
30	Saloni Boob	PGDM	Godrej properties	30 Days	Project Title : Consumer buying behaviour towards emerging trends in real estate Key Learnings : -Analytical skills, -Communication skills, -Time-management
31	Riya Bag	PGDM	Kashyap enterprise	30 Days	Project Title : A project report on to understand the selection and appointment process of distributor and factors influencing both consumer and distributor decision making process studied in Jamshedpur Key Learnings : 1. Negotiation skills 2. Adaptability skills 3. Responsibility
32	Surbhi Kumari	PGDM	Fresco organic	30 Days	Project Title : Organic research Key Learnings : Learn about digital marketing, seo, research Get to about organic market Learn about content writing
33	Dheeraj Nagar	PGDM	Codegnan IT Solutions	30 Days	Project Title : To study the trend in performance of Indian Edutech Companies Key Learnings : 1. Negotiation skills 2. Communication skills 3. Came to know about Edtech Sector
34	Virendra Singh Chouhan	PGDM	Shoppers Stop	30 Days	Project Title : Retail Sales Operations & Study of Consumer Behavior, E Commerce website of Shoppers Stop Key Learnings : Retail Sales, Communication with customers, Paid promotion offers
35	Krishna Sharma	PGDM	Re/Max V21 Realty Plus	30 Days	Project Title : Factors affecting consumer behaviour in real estate Key Learnings : 1. Maintaing customer relationship. 2. Sales tactics. 3. Data analysis.

36	Himanshu Kumar Sinha	PGDM	Wrapking	30 Days	Project Title : To study and analyze consumer behavior of retail sector. Key Learnings : 1. Professional Communication 2. Making connections with people 3. Taking criticism
37	Debjit Mondal	PGDM	Shriram life Insurance Company	30 Days	Project Title : Scope of selling life insurance through an online portal Key Learnings : 1.Human life value 2.With growing asset, risk factor should be also be balanced 3.Mindset of Indian customers towards life Insurance.
38	Pawrokh Dass	PGDM	Collegedunia.com	30 Days	Project Title : Making a zillion colleges under one roof of Collegedunia.com Key Learnings : Vocabulary Multitasking, Research
39	Prerna Dixit	PGDM	Hexanika	30 Days	Project Title : A Study on HR Functions - Talent acquisition, Employee Engagement and Performance Appraisal System among employees in Hexanika Key Learnings : 1) Performed the recruitment process. 2) Performed many Employee Engagement activities and learnt how to deal with the employees. 3) Coordinated in the Performance appraisal Feedback Evaluations and learnt about Human Resource Management Software.
40	Gaurav Rajendra Chavan	PGDM	Minutes of Entertainment Pvt.Ltd	30 Days	Project Title : Impact of Business Owners Decisions on Social Media Marketing Key Learnings : 1. How to do market research according to sectors. 2. Way of pitching as per clients. 3. Social Media Marketing concepts.
41	Subhankar Mukherjee	PGDM	Shriram General Llife Insurance	30 Days	Project Title : Comparative analysis of different insurance products in the insurance sector Key Learnings : The first thing and the most important thing that I learn from wip that is teamwork how to work in a team secondly work work ethics time management .
42	Ankit Shah	PGDM	Reliance Trends	30 Days	Project Title : Impact of consumer buying behaviour on the retail sector Key Learnings : 1.basic of excel. 2.basic key points of SAP(inward and outward) 3.basic knowledge of Rpos.

43	Mili Kanoo	PGDM	Fresco organic	30 Days	Project Title : Effect of SEO and Social Media post on brand value of a company Key Learnings : Designing attractive promotional material, Doing research for the company
44	Patel Dipakkumar	PGDM	Kolte Patil Developer Ltd.	30 Days	Project Title : Sales and marketing Key Learnings : Customer profiling Closing SFDC AND MIS portal handling Product pitching
45	Souvik Lakshman	PGDM	Godrej properties	30 Days	Project Title : CONSUMER BUYING BEHAVIOUR TOWARDS GODREJ PROPERTIES IN REAL ESTATE Key Learnings : Analytics skill , Customer dealing, Punctuality
46	Somdyuti Ghosh	PGDM	XANADU REALTY PVT LIMITED	30 Days	Project Title : A study to understand Consumer Behavior of people on the REAL ESTATE sector (RAUNAK GROUP) Key Learnings : 1.Patience is the key in this work. 2.Build relation with customers and try to connect with them. 3.Educating the customers about the product is very important.
47	Avinash Kumar	PGDM	KASHYAP ENTERPRISES LIMITED	30 Days	Project Title : A study to understand Consumer Behavior of people on the REAL ESTATE sector (RAUNAK GROUP) Key Learnings : 1).Feeling level has to be corrected before fixing the level of dealing, 2) Recreation, 3) sincere intent
48	Shivangni Kalar	PGDM	Tenhard	30 Days	Project Title : Sales Generating Strategies for Tenhard india using Corporate Promotional Activities & Online Internet Marketing Key Learnings : 1) Got to know about consumer buying behaviour 2) Learner about E- media sector 3) Learner soft - skills
49	Anukriti Gupta	PGDM	Synkom technologies private limited	30 Days	Project Title : to study the effectiveness of Data in service sector with reference to Synkom Tech.Pvt. Ltd. Key Learnings :

50	Biswajit Saha	PGDM	SATTVIKO	30 Days	Project Title : A Project on spreading awareness about Sattviko Superfood through Social Media campaign Key Learnings : 1. Work with your audience in mind. 2. Know your customers. 3. Keep experimenting with new marketing techniques.
51	Kirti Raj	PGDM	GetMyUni pvt. Ltd.	30 Days	Project Title : A study on awareness of getmyuni educational services Key Learnings : SEO ANALYSIS CONTENT MARKETING CONTENT CREATION
52	Abhishek Kumar Singh	PGDM	Reliance trends	30 Days	Project Title : A study on strategy formulation to understand customer experience management and buying behavior pattern during the pandemic Key Learnings : Enhance my communication skills, negotiation skills and analysing skills.
53	Ashish Raj	PGDM	Amul	30 Days	Project Title : Study on Distribution Gap filling Key Learnings : Ground level experience for sales and Market survey of Retail outlets and to fill the distribution gap in the market of Indore, Distribution channel, To prepare SKU Matrix
54	Shreya Shukla	PGDM	Xanadu company	30 Days	Project Title : Impact on premium flats post covid Key Learnings : 1. Lead life cycle management 2.Script writing and development 3. Selling techniques
55	Shreyansh Chauhan	PGDM	Godrej Properties	30 Days	Project Title : Study of consumer behavior in real estate sector Key Learnings : workings of real estate company How to pitch and contact to customers and business partners various soft skills like; team work adaptability and problem solving
56	Anand Diwedi	PGDM	Tenhard India Pvt.Ltd	30 Days	Project Title : Consumer buying behaviour of Tenhard's Magazines Key Learnings : Communication skill Interpersonal skills Team Work

57	Arunima Mahindar	PGDM	Knowledge Resource Group (KRG)	30 Days	Project Title : Worked as digital marketing intern Key Learnings : 1. Email marketing 2. Making poster for informing the customers 3. How to attract viewers with Facebook /LinkedIn posts.
58	Diptangsu Sil	PGDM	AllMiles	30 Days	Project Title : The Study on Competitive Analysis of AllMiles with Other Ride-Sharing Brands in Goa Region Key Learnings : 1. Ride-sharing business is on the rise 2. Ride-sharing business has huge potential in Indian Market, along with hotel & tourism services 3. Customers prefer an all-in-one ride-sharing app rather than an app where one needs to fill up each detail at a time
59	Samiksha Tiwari	PGDM	Polysol Infotech Pvt. LTD	30 Days	Project Title : Client satisfaction in digital marketing agencies Key Learnings : 1)Creating designing and using hashtags in social media post 2)optimizing content and tracking user traffic 3)geaphic designing and infographic
60	Kritika Kashyap	PGDM	Indian Railways	30 Days	Project Title : To study the functionality of various departments of Accounts dept of East Central Railway Key Learnings : 1. Understanding of all the works being performed under different sections of Accounts dept. 2. Shift of Indian Railways from paperwork to digital platforms and functionality of those platforms. 3. Budget grants under different demands, heads & sub heads as per the nature of expenditure provided by the Central Government.
61	Nivedita	PGDM	Fresco Organic	30 Days	Project Title : Consumers perception between Organic foods and Conventional foods Key Learnings : 1) I learnt how to manage people even though you don't know them properly. 2)Most important thing is team work, as we will have our work connected to each others, once the research team work is done then only we can proceed our doings. so how work to be done interdependently. 3) And also punctuality and patience too, which almost everyday we have to show during the working hours as well as after the working hours.
62	Ankita Sen Gupta	PGDM	Shriram Life Insurance	30 Days	Project Title : Perception towards Insurance company Key Learnings : 1. How to negotiate people 2. How to find the target customer 3. How to communicate people and sell your product
63	Subhadip Karmakar	PGDM	Dukes India	30 Days	Project Title : Consumer Buying Behaviour for Dukes Wafers Key Learnings : Poster Making Product Promotion Innovative advertising making

64	Abhinav Mishra	PGDM	GODREJ PROPERTIES	30 Days	Project Title : Understanding channel expansion and consumer behaviour with affordable segment Key Learnings : 1)channel expansion 2) customer calling 3) MIS
65	Gaurav Tripathi	PGDM	FRESCO ORGANIC	30 Days	Project Title : INDUSTRY ANALYSIS AND MARKET GROWTH OF ORGANIC FRUITS AND VEGETABLES Key Learnings : 1. Problem solving skills 2. Teamwork 3. communication skills
66	Rittika Dey	PGDM	Skill Beyond Boundaries	30 Days	Project Title : Problems faced by IT Startups. Key Learnings : 1. Data Mining 2. Better Communication and understood the convincing methods. 3. Major role in HR collaboration.
67	Preksha Birla	PGDM	Anand Rathi	30 Days	Project Title : Benefits of filing ITR Key Learnings : 1. Work ethics 2. Adaptability 3. Responsibility 4. Time Management
68	Samiksha Sakshi	PGDM	Tenhard India Pvt. Ltd.	30 Days	Project Title : Sales generating strategies for Tenhard India using promotional activities and online Internet marketing Key Learnings : 1.) How to convince customer even if product is not that good 2.) Marketing strategy like how to promote the product to attract more and more customers. 3.) Market and competitor's analysis for product pricing.
69	Vibhore Gupta	PGDM	Globeflex Research India Pvt Ltd	30 Days	Project Title : Corporate governance practices in Hong Kong listed companies: Consumer staples Key Learnings : 1. Advanced Excel skills. 2. Analytical skills. 3. Communication skills.
70	Suryansh Agarwal	PGDM	Globeflex Research India Pvt Ltd	30 Days	Project Title : CORPORATE GOVERNANCE PRACTICES IN HONGKONG LISTED COMPANIES: CONSUMER SERVICES Key Learnings : 1. Importance of corporate governance 2. role of director under corporate governance 3. Reason why consumer services sector don't have many companies in green flag. 4. Types of auditor opinion

71	Prashank Jain	PGDM	Reliance Securities	30 Days	<p>Project Title : A study on consumer behavior/ perception about trading in the share market with respect to India</p> <p>Key Learnings : It has helped me to gain confidence while working in the corporate world. Gained a lot of knowledge about share market. Learned how to convince people.</p>
72	Riya Gupta	PGDM	Re/max v21 realty plus	30 Days	<p>Project Title : Impact of technology in real estate</p> <p>Key Learnings : 1. Corporate culture : The Internship went about as a hotspot on behalf of me to accumulate experiences within the corporate world. It had been an honest learning experience for an internee like me. 2. Good pitching skills to convince clients to show not only interest in respective project but also ready to visit at site and buy that. 3. <u>How to Building a trust and connection with clients. By just talking to them over mobile phone and understand</u></p>
73	Sushmita Jangid	PGDM	Shriram Life insurance	30 Days	<p>Project Title : Customer prospective towards life insurance as investment.</p> <p>Key Learnings : 1. Insights of insurance sector, it's different departments and different terminology used in insurance. 2. Insurance is the no risk investment option with a benefit of tax saving. 3. Only 3.30% of population is insured under life insurance so there is huge market to grow and penetrate.</p>
74	Kiran Kudiya	PGDM	Grant Thornton	30 Days	<p>Project Title : Reforms in IRS</p> <p>Key Learnings : Taxation</p>
75	Sristi Saraf	PGDM	Kashyap enterprises	30 Days	<p>Project Title : Understanding of market and supply chain</p> <p>Key Learnings : UNDERSTANDING OF MARKET & CONSUMER BEHAVIOUR COMPETITOR ANALYSIS USING FINANCIAL RATIOS EFFECTIVE DEALING WITH RETAILERS & DISTRIBUTORS WHICH IMPROVED COMMUNICATION</p>
76	Kaushal Bhawsingka	PGDM	GLOBEFLEX RESEARCH INDIA PVT. LTD.	30 Days	<p>Project Title : CORPORATE GOVERNANCE PRACTICES IN THE HONG KONG LISTED COMPANIES: DIVERSIFIED FINANCIALS</p> <p>Key Learnings : DATA COLLECTION DATA ANALYSIS PRESENTATION</p>
77	Bhaskar Mondal	PGDM	GLOBEFLEX RESEARCH PVT LTD	30 Days	<p>Project Title : Analyzing Financial Datas of Hongkong Based const. and Engrn. industry</p> <p>Key Learnings : I find that How company recruit female Directors in their company How company following ESG and Corporate Governance Ethics</p>

78	Deepak Meena	PGDM	Re/max V21 Realty plus	30 Days	Project Title : To study Consumer Buying behavior during COVID pandemic in real Estate sector Key Learnings : Enhanced Pitching and communication Skills , Real Estate Terminologies and Real estate developers Project , Consumer Buying behavior during COVID
79	Swarnim Trivedi	PGDM	Utkarsh Singh & Associates	30 Days	Project Title : I worked for many projects (Eqra traders, Balaji enterprises, Anta foods, etc.) Key Learnings : 1) Learned about ITR filling of individuals 2) Learned about gst filling and registration 3) Helped in preparation working notes as well as financial statement of the firms
80	Yuvraj Lawande	PGDM	Pitasys	30 Days	Project Title : Understanding market potential of app-based taxi business in Pune Key Learnings : Understanding market potential of app-based taxi business. Market research of app based taxi companies like Ola and Uber. Understanding behaviour of drivers on new launch of app based taxi companies.
81	Animesh Srivastava	PGDM	GODREJ PROPERTIES	30 Days	Project Title : Effects of marketing and direct sales for Godrej properties Key Learnings : 1)HOW TO COMMUNICATE WITH THE CUSTOMERS. 2) HOW TO CONVINCE THE CUSTOMER TOWARDS DEAL. 3) GET DIFFERENT IDEAS OF DIFFERENT PEOPLE.
82	Wasim Akhtar	PGDM	Pantaloons	30 Days	Project Title : Stock Management and Warehouse Operations at Pantaloons Key Learnings : 1.management of stocks 2.stock checking using SAP
83	Sujata Karki	PGDM	Sureti IMF Pvt. Ltd.	30 Days	Project Title : Customer and Investment behaviour in Insurance Sector Key Learnings : 1. Learnt about different insurance policies 2. Developed patience in adverse situations 3. Polished my negotiation skills
84	Debolina Chakraborty	PGDM	Talent Thrust	30 Days	Project Title : Recruitment and Staffing Key Learnings : Convincing skills Searching for suitable profiles as per to the JD provided by the client company. Developing candidate tracker and scheduling interviews.

85	Saaransh Sharma	PGDM	Kolte Patil Developers Ltd	30 Days	Project Title : Buyer Behaviour in Purchasing Residential Flats in Pune with Special Reference to Kolte Patil Developers Ltd Key Learnings : 1. I learnt how to use and work on SFDC (Sales Force Data Center) 2. I learnt basic terminologies of the Real Estate Sector such as RERA, Sq mtrs and Sq ft conversions, etc. 3. I cracked 4 deals generating a revenue worth 2.5 crores for the company by which I learnt how to handle clients in this sector and applied different strategies to convert the sales.
86	Shashwat Godayal	PGDM	XANADU Realty	30 Days	Project Title : To study the consumer buying behaviour in real estate sector during the Covid-19 lockdown Key Learnings : 1) Delivering a customer exactly what he needs. 2) Before pitching a product, we should first do a complete homework on the target customer. 3) Key aspects of pre-sales job: Preparing, Presenting, Monitoring and Feedback.
87	Arun Shah	PGDM	Aditya Birla Fashion & Retail pvt Ltd- Pantaloons	30 Days	Project Title : Consumer Interaction & Consumer Services Key Learnings : 1-People were found to be a little dissatisfied with the ambience of Pantaloons as compared to some other outlets but mostly were overall satisfy 2-Majority of respondents were complaining About the variety of products, different sizes are not available, footwear needs improvement at Pantaloons 3-Ladies complaint about jeweler variety is not there ,there should have more variety
88	Prajwal Kumar Jaiswal	PGDM	Xanadu Realty	30 Days	Project Title : Competitive Analysis of Xanadu Realty with Others Developers and Channel Players Key Learnings : 1. Learned Probing Skills 2. Learned about consumer behavior 3. Learned to Analyze the Competitors
89	Nilotpaul Bhattacharjee	PGDM	Xanadu Realty	30 Days	Project Title : "A report on the current consumer behavior in the real estate sector post Covid-19" Key Learnings : 1. Staying updated with product knowledge and competitor's actions. 2. Carefully listening to what people are saying to understand their behaviour 3. Confidence is key when interacting with people and closing deals.
90	Jatinder Singh	PGDM	Sattviko pvt ltd	30 Days	Project Title : A study on Consumer Potential on Sattviko Products - Punjab Region Key Learnings : 1. In Managing an event sending reminders play a very crucial role in success of the event and also making sure that respondents have downloaded the app necessary to attend the event. 2. Community Building on Facebook requires implementation of STP precisely. 3. Customer Engagement is very necessary for customer retention and moreover customer delight.
91	Subhrant Shukla	PGDM	Re/max v 21	30 Days	Project Title : To study about the impact of RERA on customer buying behaviour of real estate sector in pune Key Learnings : Effective pitching, quality prospecting, attracting customers

92	Raghav Bhardwaj	PGDM	Reliance securities ltd.	30 Days	Project Title : Consumer behavior towards mutual funds and equity market Key Learnings : F&O Different kind of investment options Fundamental analysis
93	Yash Ramdeo	PGDM	S B L AND CO LLP	30 Days	Project Title : MCA-21 XBRL & INCOME TAX TDS Key Learnings : 1. How to develop complete personality of the professional and ways to handle stress 2. How to become multi- tasking, effective communicator 3. Analyse financial statements, projections and annual reports
94	Amit Shaw	PGDM	SURETI IMF PVT LTD.	30 Days	Project Title : A COMPARATIVE ANALYSIS OF DIFFERENT INSURANCE PRODUCTS IN THE INSURANCE SECTOR. Key Learnings : 1)TIME MANAGEMENT 2)NEGOTIATION 3)CONVINCING
95	Shubham Kothari	PGDM	Sureti IMF Pvt. Ltd.	30 Days	Project Title : Changing Trend in Life Insurance Policy Key Learnings : 1. Customers need and want 2. Marketing strategies 3. Market scenario and insights
96	Smriti Rangwani	PGDM	KRG Strategy Consultants Private Limited	30 Days	Project Title : To analyse the financial statements and offering our Virtual CFO services to our clients. Key Learnings : Time management Learn the financial statements How company reduces the cost of the clients
97	Anjali Soni	PGDM	Sureti IMF Pvt Ltd	30 Days	Project Title : Comparative Analysis of ULIPs and Mutual Funds Key Learnings : Insurance Industry, Communication Skills and Product Knowledge
98	Ayushi Pareek	PGDM	Motilal Oswal Financial Services Limited	30 Days	Project Title : Comparison of different mutual funds Key Learnings : 1. Learned the basic knowledge of mutual funds and its schemes. 2. Time management 3. Deal entries of physical form.

99	Parth Panchal	PGDM	Reliance securities	30 Days	Project Title : Intern Relationship Manager Key Learnings : 1. Fundamental analysis of Stock market 2. Technical analysis of Stock market 3. Customer behaviour towards Stock market
100	Saumya Singh	PGDM	Sattviko Superfoods	30 Days	Project Title : Importance of Superfoods in daily lives Key Learnings : * Work Ethics * Management skills * Collaborations skills * Work ethics
101	Binod Kumar Mahto	PGDM	Naveen Barnawal & Associate	30 Days	Project Title : Understanding the scope of Accounting Key Learnings : Accounting entries in tally To be punctual Basics of GST
102	Shantnu Kaushik	PGDM	Grant Thornton	30 Days	Project Title : US Taxation Key Learnings : Experience of Corporate world How to work hard and effectively Communication
103	Ankita Dubey	PGDM	RE/MAX V21 REALTY PLUS	30 Days	Project Title : THE IMPACT OF CHANGING ECONOMY ON REAL ESTATE INDUSTRY OF PUNE Key Learnings : 1) Interaction with the clients 2) Handling work load and working under pressure. 3) Handling customer queries.
104	Priya Jadeja	PGDM	G.B LADDHA & CO. LLP	30 Days	Project Title : Income tax and GST Key Learnings : 1. DATA COLLECTION 2.INTERACTION WITH CLIENTS 3. LEARNING VARIOUS DEDUCTIONS 4.TIME MANAGEMENT
105	Rahul Gupta	PGDM	Ashore System Pvt. Ltd.	30 Days	Project Title : Study Of MIS for helping company in decision-making. Key Learnings : 1) Work hard no matter how simple or difficult the task is. 2) Data Management. 3) Time Management.

106	Shahwar Qahir Ghalib	PGDM	Exposim	30 Days	Project Title : Customer experience on hybrid events. Key Learnings : 1) How a corporate company runs. 2) How to do a comparative market research.
107	Nidhi Sharma	PGDM	Godrej Orooerties	30 Days	Project Title : A Study on Channel Partner Satisfaction with respect to Godrej Properties Key Learnings : Improved my communication skills Learnt to deal with rejection Customer pitching
108	Anindya Kumar Das	PGDM	GODREJ PROPERTIES LIMITED	30 Days	Project Title : Understanding channel expansion and marketing strategies Key Learnings : 1. Communication skill 2. Time management 3. Negotiation skill
109	Nagendra Gupta	PGDM	Pantaloons	30 Days	Project Title : Sales comparison between NPT brands and PT brands Key Learnings : How retail works on front side. Leadership skill Convincing skill
110	Srayee Basu	PGDM	Pantaloons	30 Days	Project Title : Customer Service in Pantaloons Key Learnings : Customer Service. Customer Interaction. Customer Needs.
111	Chitranshi Rawat	PGDM	SURETI IMF, PVT LTD	30 Days	Project Title : HR policies in Insurance sector Key Learnings : 1) Handled Employee Retention strategies 2) Impact of Compensation on Employee Performance 3) Designed Medical benefits for Employees
112	Madhurima Mallick	PGDM	Pantaloons	30 Days	Project Title : Visual merchandising of a multibranded store Key Learnings : Discipline organization culture, customer interaction skill

113	Aasawari Avinash Gharat	PGDM	Ashore System Pvt Ltd.	30 Days	Project Title : Market research Key Learnings : 1. Proper Time Management 2. Helping Nature 3. Helped in learning advanced technology 4. Work under pressure
114	Akanksha Chakraborty	PGDM	Xanadu Realty	30 Days	Project Title : Understanding the consumer buying behavior in relation with the real estate industry Key Learnings : 1.How Channel Partner works 2. Deal with the customer by telecalling 3.Terms related to real estate industry.
115	Harshal Sanjay Bhalerao	PGDM	Tenhard India Pvt. Ltd	30 Days	Project Title : To Study the Consumer Buying Behavior for Books/Magazines in Digital Format. Key Learnings : 1) Sales Pitching Skills 2) Negotiation Skills 3) Communication Skills
116	Arzina Karim	PGDM	Shriram Life Insurance	30 Days	Project Title : An empirical study to measure impact of customer engagement activities on sales volume with reference to Shriram Life Insurance. Key Learnings : 1) Strategies to convince Customers with a Communication Skills 2) Working under Pressure by being responsible 3) Motivation - Time Management - Target Achievement: 5 sales & 6th is on process
117	Pallav Jyoti Pathak	PGDM	Tenhard India Pvt Ltd	30 Days	Project Title : Analyzing the potential of digital market of on- line books and magazines and boost sales of Tenhard India Pvt Ltd Key Learnings : 1) Identifying leads and converting them into sales 2)Have some innovative skills 3) Generating a leadership quality
118	Pooja Vyas	PGDM	Minutes of entertainment	30 Days	Project Title : Consumer behaviour towards digital marketing Key Learnings : 1) how to pitch customer 2) team work 3) customer relationship management
119	Akarsh Pandey	PGDM	Sureti IMF PVT LTD	30 Days	Project Title : How does bad settlement affects insurance company revenue Key Learnings : Influencing skill, selling technique, customer relation management

120	Suyog Mukund Dhongade	PGDM	Tenhard India Pvt. Ltd.	30 Days	Project Title : Using corporate promotional activities and online marketing as a medium to boost sales for Tenhard India Pvt Ltd. Key Learnings : Effective probing to customers Creating ideas for social media marketing Studying consumer buying behaviour for E- books
121	Rajat Rajput	PGDM	SML ISUZU	30 Days	Project Title : A study on Indian logistics Industry Key Learnings : Development of interpersonal skills Achieved experience in market research Gained knowledge regarding logistics Industry
122	Abinash Swain	PGDM	Shriram life insurance	30 Days	Project Title : SCOPE OF SELLING LIFE INSURANCE THROUGH AN ONLINE PORTAL Key Learnings : * Value of human life *Skill is more important * value of Brand
123	Arya Bhattacharjee	PGDM	Pantaloons	30 Days	Project Title : Store Management, Fashion & Retail Key Learnings : Customer Behavior Attending Customers Cash Billings
124	Dimple Sachdeva	PGDM	Sattviko Company	30 Days	Project Title : Growth of FMCG in web Platforms Key Learnings : 1. Teamwork Time Management 3. Collaboration
125	Sumon Ghosh	PGDM	Amul	30 Days	Project Title : Map competitor Ice-cream outlet and increase retail penetration of Amul Ice-cream in Nagpur Market Key Learnings : Sales pitch, Follow up, different schem offers by different companies.
126	Riya Kundu	PGDM	Sureti IMF Pvt Ltd	30 Days	Project Title : Marketing analysis Key Learnings : Communication with unknown person, know about policy, teamwork

127	Swati Singh	PGDM	Re/MAXV21Realty plus	30 Days	Project Title : Analysis of changing trends in Real Estate Market on Consumer with respect to Pune Key Learnings : 1. Built customer relationship management 2. Pitching strategy 3. How to deal with the client
128	Sayan Bhattacharjee	PGDM	Sattviko	30 Days	Project Title : #NAME? Key Learnings : 1.Consumer behavior 2. Company's position in the market 3. How they make strategies to increase sales
129	Pratyush Kumar Shahi	PGDM	Tenhard pvt. Lmt	30 Days	Project Title : Consumer buying behavior towards tenhard magazine and journal Key Learnings : Knowing the customer,
130	Nitesh Kumar Rungta	PGDM	Pantaloons	30 Days	Project Title : Comparison between shoppers Stop west side and pantaloons Key Learnings : 1. How to put hard tags. 2. Inward and outward of materials 3. Interact with customers
131	Abhijeet Khulve	PGDM	Exposim	30 Days	Project Title : Competetion in market Key Learnings : Market research Team work Flexibility
132	Amit Singha	PGDM	TENHARD INDIA PVT LTD	30 Days	Project Title : A STUDY ON CUSTOMER'S PERCEPTION TOWARDS DIGITAL BOOK LIBRARY Key Learnings : 1. Work ethics. 2. NETWORKING 3. PROBLEM SOLVING 4. TIME MANAGEMENT
133	Swagata Sadhukhan	PGDM	Xanadu realty Pvt Ltd	30 Days	Project Title : Understanding the customer behaviour of buying real estate with special reference to Thane location Key Learnings : Working of real estate sector Terminology Building connection Understanding the market

134	Dona Roy	PGDM	Collegedunia	30 Days	Project Title : Analysis of the Edtech sector in India as a content intern at Collegedunia Key Learnings : 1. Content Marketing 2. Data Analysis 3. Search Engine Optimization.
135	Nikita Panwar	PGDM	Xanadu realty	30 Days	Project Title : An investigation of customer conduct post lockdown in land industry in mid term fragments flats Key Learnings : How to talk with customers, how to deal with customers, how to decently speak with customers.
136	Gautam Kumar	PGDM	Aditya Birla-Pantaloons	30 Days	Project Title : Customer perception towards Pantaloons Key Learnings : 1. to know how to handle the customer 2. learn about the retail terms 3. how manager manage their employees
137	Tipbha Liting	PGDM	Aditya Birla-Pantaloons	30 Days	Project Title : Customer perception towards Pantaloons Key Learnings : 1. to know how to handle the customer 2. learn about the retail terms 3. how manager manage their employees
138	Vivek Chouhan	PGDM	Godrej properties ltd.	30 Days	Project Title : Role of channel partner in purchase of properties in south delhi. Key Learnings : Business model of real estate sector. Sourcing of new customer Project presentation Customer pitching Corporate exposure
139	Chinmay Ranjan Barik	PGDM	Godrej properties limited	30 Days	Project Title : Competitors & customer study for new phase launch of group housing project at Okhla and Ashok Vihar, New Delhi Key Learnings : 1. Customer analysis 2. Competitors analysis 3. Create Excel spreadsheets, detailed charts and and PowerPoint presentations.
140	Devraj Singh	PGDM	Tenhard India Private Limited	30 Days	Project Title : Maintaining CRM By Studying Consumer Buying Behavior Of Tenhard Magazine Key Learnings : 1.Generate proper convincing skills and segmentation strategies 2.Expand professional network and interaction experience 3.Work under Pressure

141	Sharyu Kadam	PGDM	Shriram life insurance	30 Days	Project Title : Introduction to bfsi sector and how the sales is going on digitally in COVID 19 Key Learnings : Detail of BFSI detail of sales and digital marketing Learn maximum corporate skills
142	Bhargav Raval	PGDM	WINWIN MARITIME LTD	30 Days	Project Title : A PROJECT REPORT ON to Understand the Secretarial compliance as per companies act 2013 and internal audit at winwin maritime ltd Key Learnings : EXCELLENT WORK EXPERIENCE I LEARN PROPER WORK MANAGEMENT FORM WINWIN MARITIME LTD I LEARN WAY OF PROVIDING SERVICE AND FILLING LEGAL WORKS
143	Pritam Acharyya	PGDM	AllMiles	30 Days	Project Title : Comprehension of the client conduct in hospitality services as Business Development Initiator Key Learnings : 1) Able to handle the work pressure 2) Time management 3) Acknowledgement of the hospitality sector and how the market operates at different levels.
144	Bishwajit Bhattacharjee	PGDM	REMAX V21 Realty Plus	30 Days	Project Title : A STUDY ABOUT AN IMPACT ANALYSIS OF RERA ON CUSTOMER BUYING BEHAVIOUR OF REAL ESTATE SECTOR IN PUNE Key Learnings : 1) Gained knowledge on Real Estate Sector. 2) Understood how to create market strategy in Real Estate sector in Pune. 3) Came across different sales techniques and understood how to pitch a client.
145	Sk Abdul Kader	PGDM	Reliance Security	30 Days	Project Title : CONSUMER PERCEPTION TOWARDS EQUITY MARKET Key Learnings : 1. I could understand about stock market. 2. Financial Statements of mutual fund 3. How to create a Demat account.
146	Manas Das	PGDM	Godrej Properties Limited	30 Days	Project Title : To Study and Research the consumer buying behaviour towards the gated community in India & Why gated community is better than builder floors in India. Key Learnings :
147	Shashi Kumar	PGDM	Kashyap enterprises	30 Days	Project Title : Area sales manager Key Learnings : Professional communication skills -Adaptability -problem solving skills

148	Harshita Kesarwani	PGDM	KRG strategy consultant pvt ltd	30 Days	Project Title : Pre and post union budget analysis 2021 Key Learnings : Economic research & analysis (analytical skill) Time management Presentation & reporting skill
149	Mohammed Sohel Ansari	PGDM	PANTALOONS (Aditya Birla Fashion & Retail Ltd)	30 Days	Project Title : Consumer Behavior and their impact on business on new introduction of home and saree section. Key Learnings : 1.Learnt how to create and build loyalty with customers. 2.Learnt how to influence the customers to buy the products. 3.To make brand awareness in mind of consumers.
150	Abhishek Gupta	PGDM	Tenhard India Private Limited	30 Days	Project Title : A project Consumer behaviour towards e-magazine industry Key Learnings : 1. Easy to start a new creative business project. 2. Easy to generate leads from the our own Network. 3. Digital marketing helps to sell products to the targeted market.
151	Saba Khan	PGDM	Skill Beyond Boundaries	30 Days	Project Title : Critical Analysis on the Impact of Content Marketing on business's growth digitally Key Learnings : Research Skills, Content Development and Writing Skills, Competitor Analysis Skills
152	Priya Rai	PGDM	Reliance securities	30 Days	Project Title : Consumer Perception towards Equity Market Key Learnings : Learnt company mangement and administration. Learnt about how to trade in equity market. Deal with different kind of customer & how to pitch them. Different behaviour and motivates of people While investing.
153	Mohamamd Danish Sheikh	PGDM	Tehnard India	30 Days	Project Title : Importance of CRM in digital magazines industry Key Learnings : 1. How to pich the customer. 2. How to communicate with them. 3. How to work in corporates
154	Ekta Solanki	PGDM	Synkom tech ltd	30 Days	Project Title : Generating lead B2B in synkom tech ltd. Key Learnings : Data collection Lead generation B2B Customer interaction

155	Vibhum Singh	PGDM	Godrej properties limited	30 Days	Project Title : AN OVERVIEW OF THE REAL ESTATE SECTOR AND UNDERSTANDING OF CONSUMER PERCEPTION TOWARDS SAFETY AND SECURITY POST COVID Key Learnings : 1) Competitors analysis 2)Market research 3)sales pitching
156	Shantanu Pradhan	PGDM	One Oak Realcon	30 Days	Project Title : A project report on Real estate Sector Key Learnings : 1. Objection Handling 2. Work Ethics 3. Time Management.
157	Ashmeet Kaur	PGDM	Grant Thornton	30 Days	Project Title : Overview of US taxation Key Learnings : US Taxation Collaboration Time Management
158	Ashish Singh	PGDM	Godrej Properties Limited	30 Days	Project Title : Impact of COVID-19 on Indian Real Estate Sector Key Learnings :
159	Himanshu Bucha	PGDM	CA Ravindra Chhajer & CO.	30 Days	Project Title : Understanding the Scope of Accounting and Taxation in a Organization Key Learnings : A Understood the Individual Perspective about paying Taxes and Filling Income Tax Return B. Communication C. Handling Pressure D. Accounting
160	Shristy Singh	PGDM	Xanadu Realty Ltd	30 Days	Project Title : A study on consumer buying behaviour towards residential property Key Learnings : Time management How to deal with individuals resistant on their decision How to analyse and make the sale
161	Anshul Singh	PGDM	Shriram Life	30 Days	Project Title : Study of Consumer behaviour in insurance industry Key Learnings : About BFSI SECTOR, Department in insurance industry, how to do Digital sales

162	Animesh Parbat	PGDM	Reckitt Benckiser	30 Days	Project Title : A comparative study on lizol Key Learnings :
163	Jasim Uddin Mallick	PGDM	AllMiles	30 Days	Project Title : A Study on Business Development for B2B Platform Key Learnings : interaction skill Approaching Skill Problem Solving Skill
164	Sudip Maity	PGDM	Shriram life insurance	30 Days	Project Title : people perception towards insurance policy Key Learnings : * Value of human life *Skill is more important * value of Brand
165	Sneha Bhowmick	PGDM	Tenhard India	30 Days	Project Title : To study the protential of Social Networking sites in order to increase subscribers of Tenhard India Key Learnings : 1.The company website is not phone optimised. 2.website of the company should have interesting books to attract proper customers. 3.website of the company is not working properly.
166	Reshma Khatun	PGDM	Reliance Security	30 Days	Project Title : CONSUMER PERCEPTION TOWARDS EQUITY MARKET Key Learnings : 1.I could understand the what is stock market. 2. Financial Statements of mutual fund. 3. How to create demat AC
167	Nidhi Sharma	PGDM	IMPALS Marcom	30 Days	Project Title : Detailed study of recruitment and selection process at Impals Marcom Key Learnings : 1) Learnt job responsibilities related to core recruitment sourcing, shortlisting (Indeed.com). 2) Learnt how to write an official job description that will attract the best suitable applicants for the client. Posted jobs to various premium job boards that increase the visibility of your ads, bringing you closer to qualified applicants. 3) Learnt to keep track of applications and candidates at a centralized location.
168	Vidhi Gulwani	PGDM	KRG strategy Consultant	30 Days	Project Title : Recruiting candidates for internship Key Learnings : 1.how to convence people 2. patience developed 3. Recruitment process

169	Shradha Lawande	PGDM	Musubi management	30 Days	Project Title : 1- Design and implement recruitment process. 2- Draft policy 3- Work on employee engagement Key Learnings : 1- Learned about sourcing mix and it's importance. 2- Why Leave policy design is important. 3- Designing questionnaire for behaviour interview
170	Nilesh Sharma	PGDM	Reliance securities	30 Days	Project Title : Consumer behavior towards share market Key Learnings : 1.Learned about share market 3.Gained communication skills 4.Learned how to pitch the clients
171	Shambhavee Thakur	PGDM	Sureti IMF Pvt. Ltd.	30 Days	Project Title : A study on working capital management in selected Insurance companies Key Learnings : Selling Product details Time management skills
172	Sagar Bhagwan Sonawale	PGDM	RE/MAX V21	30 Days	Project Title : TO STUDY CONSUMERS REAL ESTATE INVESTMENTS & FINANCIAL SOURCES AVAILABLE IN PUNE REGION Key Learnings : 1)The trend in property purchasing is highly influenced by both micro and macro- economic factors. 2)The property appreciation has been constantly on the rise. 3)During the COVID pandemic period despite the economic slowdown and huge inventory overhang.
173	Kuntal Biswas	PGDM	TENHARD INDIA PVT.LTD	30 Days	Project Title : TO STUDY THE POTENTIAL OF SOCIAL NETWORKING SITES IN ORDER TO INCREASE SUBSCRIBERS OF TENHARD INDIA Key Learnings : 1. CONSUMER BEHAVIOUR 2. MARKET RESEARCH 3. PITCHIGN CUSTOMER TO SELL THE PRODUCT.
174	Pranav Kulkarni	PGDM	Re/max 21	30 Days	Project Title : The Study of The Property Appreciation In West Pune Key Learnings : 1)Interpersonal skills 2)Problem-solving skills 3)Teamwork
175	Mrinmoy Sharma	PGDM	Pantaloons (Aditya birla fashion)	30 Days	Project Title : A study on customer satisfaction by the services of Pantaloons Key Learnings : Teamwork Time management and dealing with customers

176	Abhishek Sanjay Kulkarni.	PGDM	Sattviko Superfoods	30 Days	Project Title : "Detail Analysis on creating Facebook Communities for Sattviko" Key Learnings : 1.Online Event arrangement skill 2.Co-ordination with team 3.Work from home 4.Social media use for Promotional activities
177	Sangita Ghosh	PGDM	Pantaloons	30 Days	Project Title : Talent management Key Learnings : 1)Communication between staff and managers. 2)onboarding new recruiters 3)Communication between employees and customers
178	Sakshi Agarwal	PGDM	Chai Sutta Bar	30 Days	Project Title : Hoe effectively recruitment and selection can be done in the organization Key Learnings : How recruitment process is done. which is best source to do recruitment. How offer letter , job description are prepared.
179	Meghna Sadhukhan	PGDM	Collegedunia.com	30 Days	Project Title : GROWTH OF EDUCATIONAL WEB PORTAL, REVIEW PLATFORM, AND AN EXTENSIVE SEARCH ENGINE Key Learnings : 1. Writing Skills 2. Vocabulary 3. Research Skills
180	Yashasvi Verma	PGDM	Shriram General Insurance	30 Days	Project Title : Customer attitude and buying behaviour towards life Insurance products of Shriram. Key Learnings : 1.perception of people towards Life Insurance policies in India 2.Consumer expectations in terms of returns given back. 3.Digitalisation of the BFSI sector is the future.
181	Sneha Awasthi	PGDM	Dukes India Pvt.limited	30 Days	Project Title : Distribution channel and consumer buying behaviour in confectionery product with respect to Dukes biscuits . Key Learnings : * Learnt how to create taglines *Learnt how to launch plans for brand launching *Learnt how to make posters for a special occasion .
182	Niranjana Garewal	PGDM	Momskart	30 Days	Project Title : Handmade Food Key Learnings : Digital Marketing learning Home Made food prepared by Moms Creating content.

183	Diksha Kumari	PGDM	Xanadu Realty Private Limited	30 Days	Project Title : To study the customers attitude towards promotional activities adopted by Hiranandani Group during Pandemic. Key Learnings : 1) Communicating and Convincing skills 2) Advance Excel and Powerpoint 3)Time Management, Team work & Problem solving skills
184	Mansi Rawat	PGDM	Rawat& Barthwal Company	30 Days	Project Title : Impact of GST on MSE Key Learnings : 1. Better communication skills 2. Improvement in IT skills 3. Discipline
185	Sneha Khandelwal	PGDM	Fresco organic	30 Days	Project Title : Impact of social media on consumer awareness while buying organic products. Key Learnings : 1. Grabbing the customer attention. 2. Teamwork 3. Had a creative intuition rather than a strict experience of learning.
186	Rishika Gupta	PGDM	Omni Astra Pvt Ltd	30 Days	Project Title : Importance of e-commerce with respect to eyewear market Key Learnings : Excel skills , communication skills , domain knowledge about how online cataloging is done on different online portal
187	Richa Kumari	PGDM	Kashyap Enterprises	30 Days	Project Title : To understand about different distributors and supply chain and to study product knowledge, product sale , customer need and data collection Key Learnings : 1. Understanding of market and how the supply chain works. 2. To know about the behaviour of consumer 3. Learned to build relations with retailers
188	Rishabh Roy Chowdhury	PGDM	Globeflex Research India Pvt. Ltd.	30 Days	Project Title : Research on Corporate Governance in Hong Kong Listed Ctor.ompanies- Material Sec Key Learnings : 1) Anual Reports analysis. 2) Corporate Governance. 3) Advance Excel skills.
189	Saransh Gupta	PGDM	Sats India	30 Days	Project Title : Country risk report Key Learnings : Risk management working , insight view of corporate and aviation sector,

190	Debjit Saha	PGDM	Reliance Securities	30 Days	Project Title : Consumer behavior towards investment in Mutual Funds & Stock Market Key Learnings : About capital market About SIP calculation Importance of capital market
191	Mayank Kohli	PGDM	Hexanika, Pune	30 Days	Project Title : To study Products & Service of Hexanika Financial Solutions Key Learnings : 1. Monthly Expense Tracker & Burn Rate Sheet. 2. Fair lending. 3. Quality Control & Employee Performance Evaluation Matrix.
192	Vishal Vyas	PGDM	Polysol Infotech Pvt Ltd	30 Days	Project Title : Analysis and understanding of factors used in competitive analysis in social media marketing Key Learnings : a How to take post training feedback through pulse survey b) how to organize on the job training C) practical exposure about importance of internal recruitment
193	Bhuwan Purohit	PGDM	SHREE cement Ltd Beawar	30 Days	Project Title : Competency based talent development Key Learnings : a How to take post training feedback through pulse survey b) how to organize on the job training C) practical exposure about importance of internal recruitment
194	Aayushi Mishra	PGDM	Tenhard India pvt LTD	30 Days	Project Title : To recruit candidates according to the job profile. Key Learnings : 1. Gained confidence. 2. Building business relations 3. Business communication
195	Sankha Subhra Mandal	PGDM	Aditya Birla Fashion and Retail Limited (Pantaloon)	30 Days	Project Title : Competitive Analysis Of Pantaloon. Key Learnings : How to Operate Point Of Sale (POS). Solved Customer's problem.
196	Suman Sonar	PGDM	Xanadu Realty	30 Days	Project Title : Consumer perception towards real estate industry. Key Learnings : 1.Learnt about the real estate industry. 2. Learnt about customer behaviour and their perception towards real estate industry. 3. Learnt about time management and communication skills.

197	Ambay Chaudhary	PGDM	Tenhard India Pvt. Ltd.	30 Days	Project Title : A Project on Competitive Analysis of Tenhard with other brand in Northern region. Key Learnings : 1. Sales lead generation 2. B2B lead generation 3. Social media Marketing
198	Srijan Kumar Singh	PGDM	Xanadu realty	30 Days	Project Title : Consumer behaviour towards realest are sector during pandemic Key Learnings : Customer dealing capacity, Problem solving capacity Team management
199	Bishwajeet Dutta	PGDM	Xanadu Realty	30 Days	Project Title : Consumer attitude towards the real estate market in Mumbai region Key Learnings : 1. Customer convincing skill 2. Leadership skill 3. Team Management skill
200	Ashish Rana	PGDM	XANADU	30 Days	Project Title : Impact on consumer on Real estate post Covid-19 Key Learnings : 1. Change the pitch according to the customer because same pitch won't work on every customer. 2. Rejection is a part of our work and never get demotivated from this rejections motivate us to do more hardwork and be the best in that field. 3. Calmness and patience is the key things in the real estate sector.
201	Anurag Gehlot	PGDM	Godrej Properties Limited	30 Days	Project Title : Consumer buying behavior towards residential poperties in real estate. Key Learnings : 1) Patience Handling different people with different behavior 3) Rejection
202	Geeta Shahi	PGDM	Shriram Life Insurance	30 Days	Project Title : Customer buying behaviour with life insurance product with reference to Shriram Life insurance Key Learnings : 1) Sales strategies & techniques 2) Customer approach techniques 3) understanding of insurance industry
203	Vishal Tiwari	PGDM	Xanadu Reality	30 Days	Project Title : Impact of work from home on real estate sector Key Learnings : 1- Creating long term value for our clients, helping them evolve & bringing them back to us with new challenges. 2-Voice is most critical tool in tele calling, Always be pleasant and smile should reflect from the phone when we speak. Speak clearly and don't get nervous. Showing courtesv to customers. asking permission to continue the

204	Amit Chakraborty	PGDM	Aditya Birla Fashion and Retail	30 Days	Project Title : A STUDY ON SALES PROMOTION ACTIVITIES OF ADITYA BIRLA FASHION & RETAIL LIMITED Key Learnings : Sales Customer Service, POS MACHINE, Inventory Management, Visual Merchandising
205	Abhijeet Jha	PGDM	The IMPALS	30 Days	Project Title : Customer Satisfaction towards Digital Marketing Agency Key Learnings : 1. Patience Persistence. 3. Determination.
206	Aritra Mishra	PGDM	Return on Web	30 Days	Project Title : Comprehensive analysis of the digital marketing trends in CBD Hemp & cannabis industry Key Learnings : Corporate work culture, Lead generation Development of Interpersonal skills
207	Tushar Bhatt	PGDM	RE-MAX V21 Realty Plus	30 Days	Project Title : Impact of work from home on Real Estate sector Key Learnings : 1) Importance of training and development of employees. 2) Adjusting pitching or communicating according to clients' behaviour. 3) How to handle rejections.
208	Sonam Kumari	PGDM	Sattviko	30 Days	Project Title : Research- a study on consumer behaviour on sattviko products. Key Learnings : Communication Time management Patience
209	Somesh Abhigyan	PGDM	Tenhard India Pvt Ltd	30 Days	Project Title : To study consumer buying behaviour for E-magazine Key Learnings : 1. The website of a company should be phone optimised to attract as well as to retain customers. 2. Startup should focus on creating their brand but revenue. 3. A pitch for customer should be designed according to the customer's mindset after knowing what they actually need from the service. "Don't sale your product/service, make customer feel the need of it and automatically the product will sale itself"
210	Dipika Pasari	PGDM	Sattviko	30 Days	Project Title : A Study On Consumer Preferences On Sattviko Products Key Learnings : 1. Learnt how we can generate leads and also how we should pitch and build relation with that particular customer. 2. As I was appointed as a lead of a group by my external mentor, i learnt actual leadership and how we have to work in a team and what kind of output a team can give. Leading a team was great experience and also learnt what responsibilities team leaders have to perform.

211	Swati Suman	PGDM	Godrej properties limited	30 Days	Project Title : Customer attitude and perception towards residential flats in South Delhi Key Learnings : Consumer behavior Rera policies Real estate sector
212	Ayushi Kundu	PGDM	Aditya Birla Fashion and Retail Pantaloons	30 Days	Project Title : Comparitive Analysis Between Pantaloons and Shoppers Stop Key Learnings : Enhanced my Communication skills Negotiation skills And Analyzing skills
213	Shivam Singh	PGDM	Xanadu Realty Pvt. Ltd.	30 Days	Project Title : Impact of pandemic on real estate sector Key Learnings : 1) Got a breif introduction about real estate basic terms and what Xanadu is all about. 2) The fear of talking to customers which was initially there, get totally vanished. Now feels confidence while talking to customers. Also communication level improved 3) Sometimes have to deal with rude and frustrated customers. Learnt how to be calm in those critical situation
214	Sumer Yadav	PGDM	Relive solution pvt ltd.	30 Days	Project Title : Consumers behaviour in real estate sector Key Learnings : Communication Presentation How to deal with customers
215	Ashish Kumar Rai	PGDM	Kashyap Enterprises	30 Days	Project Title : A study on general trade and channel distribution Key Learnings : Understanding the general trade Importance of competitor analysis Customer requirements