

2.3 Student centric methods, such as experiential learning, participative learning and problem solving methodologies are used for enhancing learning experiences and teachers use ICT- enabled tools including online resources for effective teaching and learning process.

Date: - 07/02/2022

DIGITAL MARKETING ICT PROGRAMME



Date: - 09/04/2021

ICT/COMPUTING SKILLS

ACCELERATE THE STARTUP TALK ICT PROGRAMME



Workshop on Soft skill and Personality Development

Date: - 05th September 2017.

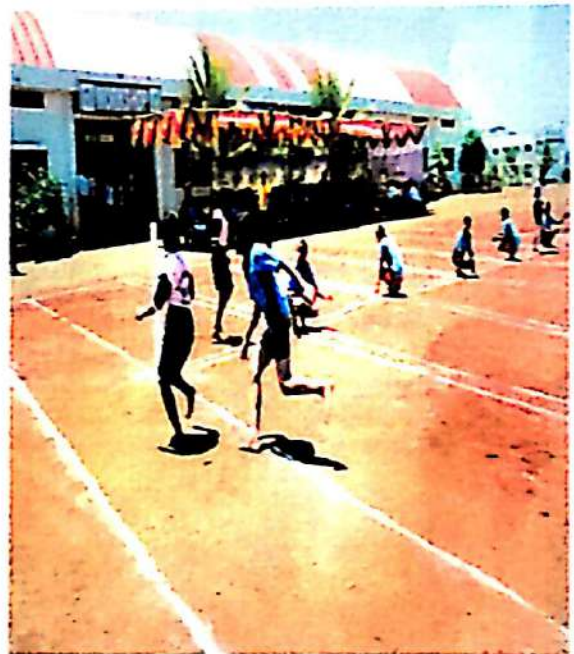
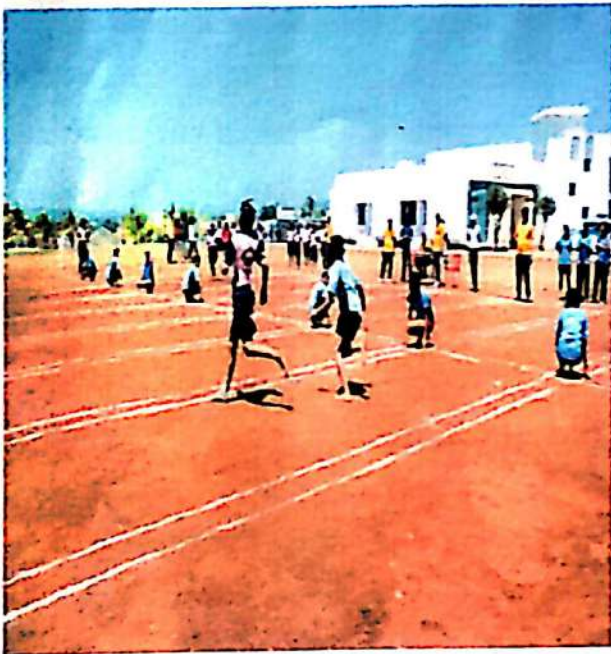


Date:-11/09/2017

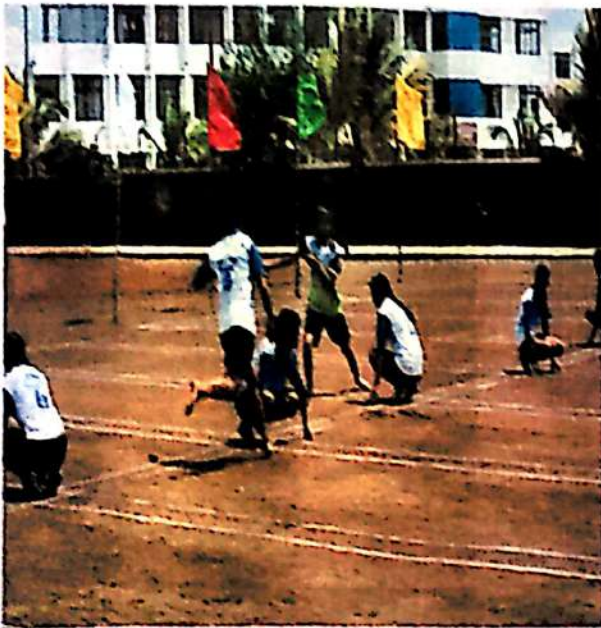
COMMUNICATION SKILLS DEVELOPMENT PROGRAMME



SHIVAJI UNIVERSITY, KOLHAPUR.
SANGLI ZONAL KHO-KHO (W) TOURNAMENT
Date: 12 Sep. 2018
VENKATESHWARA INSTITUTE OF MANAGEMENT (M.B.A)
TAL-WALWA DIST. - SANGALI



SHIVAJI UNIVERSITY, KOLHAPUR.
SANGLI ZONAL KHO-KHO (W) TOURNAMENT
Date: 11 Sep. 2019
VENKATESHWARA INSTITUTE OF MANAGEMENT (M.B.A)
TAL-WALWA DIST. - SANGALI





Shri Venkateshwara Shikshan Sanstha's

VENKATESHWARA INSTITUTE OF MANAGEMENT (M.B.A.)

Gate no 2665, Peth naka, Tal.walwa, Dist Sangli.415407

Basic Course in English Language and Communication

(Certificate Course- 2021 - 2022)

This Certificate declares that Mr./Miss. Salunkhe Prajakta Sanil
successfully completed Certificate Course, '**Basic Course in English Language
and Communication**', conducted by
Venkateshwara Institute Of Management (M.B.A.) Peth,
with a passing score of Grade- B

Date- 05-07-2022

Director

Course Coordinator



Industrial Visits



Sd/-
IC DIRECTOR
Venkateshwara Institute of Management
Peth, Tal. Walwa, Dist. Sangli.

Group Discussion



Presentation



SJ
IC DIRECTOR
Venkateshwara Institute of Management
Peth, Tal. Walwa, Dist. Sangli.

Act Play



Role Play



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Peth, Tal. Watwa, Dist. Sangli.

Other Social Activities

Tree Plantation Program



Plastic free and clean Village program at Yelur



Youth Day



Voter Awareness



“Guidance and motivational Speech on Social Responsibility”



Ganpati Utsav Celebration




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Venkateshwara Institute of Management
Peth, Tal. Walwa, Dist. Sangli.

Case Study

1. Read the following case carefully and answer the questions given at the end of the case. 20

One Monday morning Sanjay Nagpal, a recent recruit from a reputed management institute in Manipal walked into the sales office at Chennai as a new sales trainee. Raghavan, the Zonal Sales Manager for a large computer hardware firm was there to greet him. Raghavan's job consisted of overseeing the work of sales officers, field executives and trainee salesmen numbering over 50 of three areas namely Chennai, Bangaluru and Cochin. The sales growth of computers, parts and other office equipment in his area was highly satisfactory, especially in recent years thanks to the developmental initiatives taken by respective State Governments in spreading computer in offices, schools, colleges, banks and other institutions.

Raghavan had collected several sales reports, catalogues and pamphlets describing in detail the types of office equipment sold by the company. After a pleasant chat about their backgrounds, Raghavan gave Sanjay the collected material and showed him to his assigned desk.

Thereafter Raghavan excused himself and did not return. Sanjay spent the whole day scanning the material and at 5 p.m. he picked up his things and went home.

Questions :

- a) What do you think about Raghavan's training programme ?
- b) What type of sales training programme would you suggest ?

P.1




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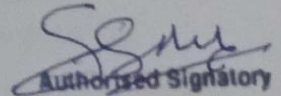
CERTIFICATE

This is to certify that **MISS. MAMATA NATHUVEL MORE** Student of Venkateshwara Institute of Management, Peth Naka has successfully completed in summer plant training project work in "A study on employee welfare facility" In our Sweet Confectionery Pvt. Ltd. For the period 6th Oct 2021 to 28th Nov 2021 for a partial requirement of Master of Business Administration (MBA).

During the training period, we found that she is sincere and her overall performance was satisfactory.

We wish her all success in the future and best luck.

For SWEET CONFECTIONERY PVT. LTD.


Authorized Signatory

Director

SWEET CONFECTIONERY PVT.LTD

Corporate Office: 504/505, Parmeshwari Centre, 18 Dalmia Estate, Off L.B.S. Road, Mulund(West), Mumbai-400 080, (India) Phone: +9122-61517100 Fax:+9122-61517122 E-Mail: info@sweetind.com / info@sweetindustries.j

Factory: Plot No.K-1, Sangli Miraj MIDC Area, Kupwad Block, Sangli-416 436, Maharashtra (India)
Phone: 0233-264 4513/613 2644496

Certificate of Internship

Date: 07/12/2021

TO WHOM SO EVER IT MAY CONCERN

This is to verify that **Payal Hauserao Patil** is a student of **Master of Business Administration**, (Specialization-**HR**) in **Shivaji University, Kolhapur Maharashtra** has completed **02 months** from (04 Oct- 2021 to 30 Nov- 2021) internship program at **Staffbloom Global Services Private Limited**.

She has worked for on a project titled '**A Study on Employee Motivation**'. As part of the project she has worked as HR Intern.

During the period of his internship program with us her performance was found **punctual, hardworking and inquisitive**.

We wish him all the best for his upcoming career. Kindly Regards,

For Staffbloom Global Services Pvt. Ltd

Sandeep Patil



Authorized Signatory