



Metric 1.3.2

Percentage of students undertaking project work/field work/ internship

LIST OF SUPPORTING DOCUMENTS

Sr. No.	Documents
1.	Summary of students undertaking Summer Internship Project
2.	Syllabus of Summer Internship Project
3.	List of Students undertaking Summer Internship Project
4.	Certificate of Completion of Summer Internship Project
5.	Sample Summer Internship Project Report



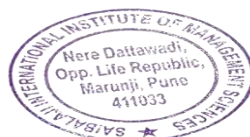
Director
Sai Balaji Educational Society's
Sai Balaji International Institute
of Management Sciences
Pune



Summary of students undertaking Summer Internship Project as per Specialization for Academic Year 2022-23

(Data for the latest completed Academic Year)

Sr. No.	Specialization	Number of Students
1.	Marketing Management	87
2.	Financial Management	62
3.	Human Resource Management	24
4.	Operations & Supply Chain Management	05
5.	Business Analytics	01
	Total	179



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Master of Business Administration (MBA) –Syllabus 2019 Pattern (revised)

2 year, 4 Semester Full time Programme
Choice Based Credit System (CBCS) and Grading System
Outcome Based Education Pattern

MBA I effective from AY 2022-23

MBA II effective from AY 2022-23

1.0 Preamble: The revised MBA Curriculum 2022 finetunes the MBA 2019 Pattern which was built upon the Choice Based Credit System (CBCS) and Grading System and the Outcome Based Education. The MBA Curriculum 2022 also incorporates several aspects of NEP.

2.0 Definitions:

2.1 Outcome Based Education:

2.1.1 Outcome Based Education (OBE) Approach: Outcomes are about performance, and this implies:

- There must be a performer – the student (learner), not only the teacher
- There must be something performable (thus demonstrable or assessable) to perform
- The focus is on the performance, not the activity or task to be performed

2.1.2 Programme Educational Objectives (PEOs): Programme Educational Objectives are a set of broad future-focused student performance outcomes that explicitly identify what students will be able to do with what they have learned, and what they will be like after they leave school and are living full and productive lives. Thus PEOs are what the programme is preparing graduates for in their career and professional life (to attain within a few years after graduation¹).

2.1.3 Graduate Attributes (GAs): Graduate Attributes (GAs) are the qualities, knowledge and capabilities that students are encouraged to take responsibility for developing throughout their studies and are the defining characteristics of the students passing out of the MBA program. These attributes include, but go beyond, the disciplinary expertise or technical knowledge.

2.1.4 Programme Outcomes (POs): Programme Outcomes are a set of narrow statements that describes what students (learners) of the programme are expected to know and be able to perform or attain by the time of graduation.

2.1.5 Programme Specific Outcomes (PSOs): Programme Outcomes are a set of narrow statements that describes what students (learners) of a particular specialization of the programme are expected to know and be able to perform or attain by the time of graduation. PSOs are also a function of the various course combinations offered by the Institute.

2.1.6 Learning Outcomes: A learning outcome is what a student CAN DO as a result of a learning experience. It describes a specific task that he/she is able to perform at a given level of competence under a certain situation. The three broad types of learning outcomes are:

- Disciplinary knowledge and skills
- Generic skills
- Attitudes and values

2.1.7 Course Outcomes (COs): A set of specific statements that describes the complex performances a student should be capable of as a result of learning experiences within a course.

2.1.8 Teaching and Learning Activities (TLAs): The set of pedagogical tools and techniques or the teaching and learning activities that aim to help students to attain the intended learning outcomes and engage them in these learning activities through the teaching process.

2.1.9 Assessment: It is the process of collecting, recording, scoring, describing and interpreting information about learning

2.1.10 Outcome Based Assessment (OBA): An assessment system that asks course teachers to first identify what it is that we expect students to be able to do once they have completed a course or program. It then asks course teachers to provide evidence that they are able to do so. In other words, how will each learning outcome be assessed? What evidence of student learning is most relevant for each learning outcome and what standard or criteria will be used to evaluate that evidence? Assessment is therefore a key part of outcome-based education and used to determine whether or not a qualification has been achieved.

2.1.11 Rubric (Assessment Rubric): A rubric for assessment, also called a scoring guide, is a tool used to interpret and grade students on any kind of work against criteria and standards.

2.2 Academic credit: An academic credit is a unit by which the course work (theory/ practical/ training) is measured. Each course may be allotted credits in proportion to the time expected to be devoted by the student for that course. Thus, it determines the number of hours of instructions required per week

¹ Graduation refers to passing out of the MBA programme. Graduation does NOT refer to 10+2+3/4 degree e



5. It is NOT MANDATORY for a learner to opt for Alternative Study Credit Courses. However, Faculty members may advise a student to enroll for Alternative Study Credit Course(s) after a methodical assessment of the relevant competencies of the student.
6. Institutes may stipulate additional criteria for students desirous to take up Alternative Study Credit Courses.
7. A MINIMUM of 60% of the total credits earned by a learner through ASCC shall either be from MOOCs or from Professional Certification Programmes.
8. Thus a learner may skip all Generic Elective (GE - IL) courses and skip all Subject Elective (SE - IL) courses and earn the required 22 credits entirely through ASCC.
9. The same TYPE of ASCC can be opted for multiple number of times. Norms for the same are prescribed in the relevant section later in this syllabus document. For e.g. A student may undertake 11 "Professional Certification Programs" and earn 22 credits or complete 11 MOOCs and earn 22 Credits.
10. ASCC shall be executed in online study mode / field work or project mode / certification mode.
11. A faculty guide shall be assigned for such courses. The faculty shall oversee the progress of the learner as well as evaluate the learner for 50 marks / 2 credits.
12. The learner shall select the ASCC that he/she desires to opt for and submit an outline of the proposed study relevant to the course. The faculty guide shall approve the proposal after considering the nature of the work, learning effort required, desired outcomes and comprehensive coverage of the topic.
13. There is no defined syllabus for the ASCC courses. Institutes shall define the syllabus and announce the same on the website.
14. Since ASCC is a guided self study course 40 - 45 hours of work shall be equivalent to one credit. The faculty shall oversee the progress of the learner as well as evaluate the learner for 50 marks / 2 credits.
15. The start date of the ASCC such as Professional Certifications shall be after the admission date for the MBA programme and the end date of the ASCC shall be within 6 months of the start date of the ASCC, but before the completion of Sem IV.
16. The list of ASCC is provided in Annexure I.

5.7 Combination of Options: A learner may opt for any combination of earning the 22 credits assigned to Generic Elective (GE - IL) courses and Subject Elective (SE - IL) courses through

- e) Generic Elective (GE - IL) courses
- f) Subject Elective (SE - IL) courses
- g) Open Elective Courses
- h) Major + Minor specialization combination
- i) Foundation Courses
- j) Enrichment Courses
- k) Alternative Study Credit Courses

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

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

The SIP may or may not have a Functional Focus, i.e. the student may take up a SIP in his/her intended area of specialization or in any other functional area of management. Ideally the SIP should exhibit a cross-functional orientation.

SIP can be carried out in a

1. Corporate Entity
2. NGO
3. SME
4. Government Undertaking
5. Cooperative Sector.

SIP may be

1. a research project – based on primary / secondary data
2. may be an operational assignment involving working by the student on a given task/assignment/project/ etc. in an organization / industry.

It is expected that the SIP shall sensitize the students to the demands of the workplace and apply conceptual knowledge in practice..



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

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

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

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

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

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

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

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

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

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

1. Clear and concise objectives
2. Clear methodology, articulated using technical terms indicating all steps and tools
3. Citation of substantial current and good quality literature
4. Application of concepts learned in Sem I and II
5. Understanding of the organization and business environment
6. Benchmarks used / Assumptions made
7. Technical Writing & Documentation Skills
8. Interpretation of results and justification thereof and validity of the results presented
9. Utility of the project to the organization
10. Comprehensiveness and stakeholder relevance of the learning experience

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

7.0 Formative Assessment (FA) / Concurrent Assessment (CA)




Director
Sai Balaji International Institute of
Management Sciences, Pune





List of the Students undertaking Summer Internship Project for Academic Year 2022-23

(Data for the latest completed Academic Year)

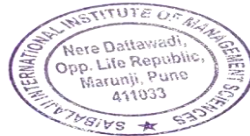
Sr. No.	Name of the Student
1	Agarkar Sushrut Tushar
2	Agashe Sanket Prasad
3	Arpan Neogi
4	Azaharul Islam
5	Bandal Akshata Shrirang Sheetal
6	Baswaraj Jaihind Birajdar
7	Bhoyar Payal Digambar
8	Hrishikesh Bhaskar Mehare
9	Kulkarni Sumedh Ramakant
10	Narkhede Shrish Mahesh
11	Pratik Devidas Ahire
12	Rakshe Mayur Dipak
13	Raskar Rushikesh Rajendra
14	Tripathi Mudrika Shyamlal
15	Abhishek Panchariya
16	Aditi Chafle
17	Aditya Mohan Kadam
18	Akshay Ajay Maslekar
19	Akshay Subhash Gadhe
20	Amanagi Lavanya Pradeep
21	Anamika
22	Anurag Kumar Annu
23	Avanee Shukla
24	Bagul Manish Vijay
25	Bhadade Piyush Mohan
26	Bhavarth Harsh
27	Dhonde Shubham Ankush

28	Diware Rajendra Rambhau
29	Dofe Akshata Dilip
30	Gejas Ashok Wanjari
31	Gitesh Uttam Ghosh
32	Harshika Harigovinda Watthighare
33	Ishwar Vilas Nirmal
34	Jadhav Atish Dhanraj
35	Janjal Ajay Bhanudas
36	Jumde Atharv Vijay
37	Jyoti Sharma
38	Kad Nayan Madhukar
39	Karale Ishwar Shivshankar
40	Karan Mahesh Patil
41	Katre Bhushan Surajlal
42	Kunal Parag Wankhade
43	Mahadik Aniket Vinayak
44	Mahale Saurabh Vilas
45	Mane Vikram Vijay
46	Manish Prabhakar
47	Manthan Gajanan Moyje
48	Mapari Ankit Pradip
49	Meshram Kalpesh Shamrao
50	More Shreya Shrikant Shraddha
51	Navin Pradip Wankhade
52	Nikita Rupsen Saudagare
53	Patil Nitin Anil
54	Patil Pratik Digambar
55	Pavan Shuddhodhan Ingle
56	Phansekar Suyog Sunil
57	Pise Saurabh Pravinarao
58	Pramod Dadasaheb Patil
59	Pranit Ganpat Langote
60	Pranjali Ramrao Jadhav
61	Priyanka Pradeepsingh Chauhan
62	Raipurkar Sanket Mukund
63	Raipurkar Yash Ramesh
64	Rathod Ishwar Parshram
65	Ravi Kumar
66	Rudrani Raju Sapate
67	Sahil Kshirsagar Sakhare
68	Saket Raju Lamture
69	Sakshi Jitendra Sardar
70	Sanchita Chandrabhan Mohadikar
71	Saumya Chaturvedi

72	Shikalgar Saddam Abdul
73	Shreyash Pradip Darve
74	Sonali Anantrao Sarwade
75	Songire Rohit Pradip
76	Swati Suman Sahoo
77	Tanya Priyadarshini
78	Tejas Diliprao Padoliya
79	Tushar Chauhan
80	Vaishnav Ravindra Kolhe
81	Vishe Snehal Arun Kavita
82	Vivek Shantaram Gadling
83	Vivekanand Dnyaneshwar Jadhav
84	Abhishek Mohanty
85	Hrikesh Sunil Mane
86	Prakash Singh Chauhan
87	Shivshankar Janardhan Lahudkar
88	Birnale Ganesh Kashinath
89	Chavhan Rakesh Maruti
90	Ilhe Shubham Dinkar
91	Joshi Pratibha Kamalakar
92	Maske Poonam Bhagwandas
93	Mohammad Iqbal Mohammad Salim Sahiggra
94	Nadar Vijay Rajkumar
95	Nikhil Sunil Songire
96	Padile Sanyam Balaji
97	Pooja Ghanshyam Sharma
98	Sahil Dwivedi
99	Samiksha Tarun Tembhurne
100	Satyajit Sanjay Shinde
101	Shipra Kushwaha
102	Yadav Avadhut Udayrao
103	Aditya Dnyandeo Lahudkar
104	Aditya Prakash
105	Aishwarya Lalesh Sawaji
106	Alok Raj
107	Anshul Rajendra Ramteke
108	Atharva Ravindra Mahalle
109	Bhalekar Sanket Krishna
110	Doiphode Chetan Ganesh
111	Fartade Aniket Rupchand
112	Harish Kumar Verma
113	Harsh Pal
114	Himanshu Bhandarkar

115	Jadhav Gaurav Sunil
116	Kadam Vishal Dadasaheb
117	Kajol Jagdish Choudhari
118	Kamble Nilesh Sunil
119	Kamble Vivek Shivaji
120	Khushboo Harish Thawani
121	Kolhe Roshani Balasaheb
122	Kumawat Pushpendra Laxmi Narayan
123	Lahamge Meghana Arun
124	Mahankale Akshada Vijay
125	Mahima Ajay Chouksey
126	Malgaya Prafull Laxminarayan
127	Manas Behere
128	Megha Motiram Raut
129	Mishra Anagh Jitendra
130	Mohit Vilas Barad
131	Mulla Moin Ashpak
132	Nandraj Rajendra Gaikwad
133	Nehete Abhishek Anil
134	Nikhil Yuvraj Khamankar
135	Pallavi Mohanrao Tayde
136	Prajwal Yogeshwarrao Takarkhede
137	Prasad Vitthalrao Birajdar
138	Radhika Rajesh Biyani
139	Rathod Vedant Vikas
140	Roshan Kumar
141	Rushikesh Ramkrushna Thakare
142	Satao Ashish Nivrutti
143	Shaikh Kaif Arif
144	Shinde Pornima Dattarao
145	Sulgudle Prathviraj Baswaraj
146	Suyash Shrikrishna Shirole
147	Tattapure Abhijeet Sadashiv
148	Vivek Upadhyay
149	Jayant Mishra
150	Ashutosh Rout
151	Bhagat Tanay Sanjay
152	Indrajit Janardan Kadam
153	Langhi Vijay Vasant
154	Palve Dnyaneshwar Navnath
155	Shivani Manish Lonkar
156	Tabade Anand Kalyan
157	Vengal Saikumar Satish

158	Aishwarya Mohan Dayma
159	Aishwarya Suresh Rao Bagde
160	Dhuri Apiya Ashok
161	Gade Utkarsh Balu
162	Gaikwad Snehal Bhimrao
163	Himanshu Prakash Sakhare
164	Kajal Dinesh Dhapke
165	Nimmy Mathew Vennamattathil
166	Pawar Kalyani Arun
167	Ravina Vishwas Rao Wagh
168	Redij Chinmay Ashutosh Apurva
169	Rupal Rajendra Meshram
170	Shivani Singh
171	Snehal Vinod Tale
172	Barbee Bhowmik
173	Shivani Basweshwar Patil
174	Atul Singh
175	Nalawade Akshay Anil
176	Rohit Mahadeo Dhakre
177	Shrutika Sainath Bondarde
178	Wayadande Ashish Ganapati
179	Anilkumar Namdeorao Chavhan




Director
Sai Balaji Education Society's
Sai Balaji International Institute
of Management Sciences
Pune



Certificate of Completion of Summer Internship Project for Academic Year 2022-23

(Data for the latest completed Academic Year)

Sr. No.	Name of the Student	Specialization	Title of the Project	Name of the Company
1	Agarkar Sushrut Tushar	Mkt.	Study of Branding Strategy of Talentserve Organization	Talent Serve Pvt. Ltd. Mumbai
2	Agashe Sanket Prasad	Mkt.	Promotion of School Bus	Force Motors Ltd. Pune
3	Arpan Neogi	Mkt.	A Study of Customer Satisfaction on Talent Serve India Pvt. Ltd. In Pune	Talent Serve Pvt. Ltd. Mumbai
4	Azaharul Islam	Mkt.	To Study Customer Acquisition Process for Talentserve India Pvt. Ltd. In Pune City	Talent Serve Pvt. Ltd. Mumbai
5	Bandal Akshata Shrirang Sheetal	Mkt.	Sales Management From Company Perspective	Talent Serve Pvt. Ltd. Mumbai
6	Baswaraj Jaihind Birajdar	Mkt.	A Study on Product Management of Amul GCMMF	Amul (GCMMF) Pune
7	Bhoyar Payal Digambar	Mkt.	Study on Satisfaction Level of Customers of Indiamart	Temple Connect, Bangalore
8	Hrishikesh Bhaskar Mehare	Mkt.	Easy Digital UPI Payments Through Gateways Like Phonepe	Phonepe, Pune
9	Kulkarni Sumedh Ramakant	Mkt.	Business Development and Market Research Process at Insights Scuccess Media & Technology Pvt. Ltd.	Insights Scuccess Media & Technology Pvt. Ltd. Pune
10	Narkhede Shrish Mahesh	Mkt.	Consumer Buying Behaviour Towards Life Insurance in Shriram Life Insurance	Shriram Life Insurance, Hyderabad
11	Pratik Devidas Ahire	Mkt.	The Study of Retail Sales, Marketing and Customer Buying Behaviour	Shoppers Stop, Pune
12	Rakshe Mayur Dipak	Mkt.	Market Research on Insurance Policy and Sales Promotion	Shriram Life Insurance, Hyderabad

13	Raskar Rushikesh Rajendra	Mkt.	Marketing Survey, Research & Consumer Buying Pattern of Dairy Industries	Amul (GCMMF) Pune
14	Tripathi Mudrika Shyamlal	Mkt.	A Study of Promotional Strategy of Agrovision Group, Pune	Agrovision Group, Pune
15	Abhishek Panchariya	Mkt.	A Study of Loyalty Programme	Shoppers Stop, Pune
16	Aditi Chafle	Mkt.	Customer Acquisition Through Personal Selling	Bynarc Systems Pvt. Ltd. Pune
17	Aditya Mohan Kadam	Mkt.	To Study Technological Intervention to Reframe the ITC Business	ITC Limited, Pune
18	Akshay Ajay Maslekar	Mkt.	Customer Preference and Criteria for Buying Property	Urban Cubes, Pune
19	Akshay Subhash Gadhe	Mkt.	The Study of Retail Sales, Marketing and Customer Buying Behaviour	Shoppers Stop, Pune
20	Amanagi Lavanya Pradeep	Mkt.	Technological Interventions to Reframe ITC Business	ITC Limited, Pune
21	Anamika	Mkt.	Understanding E-Commerce Operations for ITC Limited	ITC Limited, Pune
22	Anurag Kumar Annu	Mkt.	Customer Satisfaction at Shoppers Stop	Shoppers Stop, Pune
23	Avanee Shukla	Mkt.	To Study on Social Media Marketing and Impact on Decision Making	Car Udyog, Pune
24	Bagul Manish Vijay	Mkt.	A Study on Awareness and Preferences for Online Education for Courses with References to Maharashtra	Talent Serve Pvt. Ltd. Mumbai
25	Bhadade Piyush Mohan	Mkt.	Perceptions on Buying Behaviour of Customer for Real Estate Properties in Pune City	Shivay Realty, Pune
26	Bhavarth Harsh	Mkt.	To Understand and Analyse the Weighted and Numeric Distribution of Weikfield Core Category Product Against Its Competitirs Product	Weikfield Foods Pvt. Ltd. Pune
27	Dhonde Shubham Ankush	Mkt.	A Study of Digital Marketing Strategies of Eatsnow	Eats Now, Pune
28	Diware Rajendra Rambhau	Mkt.	Study of Market Research and Prospect Generation for Vereigen Media	Vereigen Media, Pune
29	Dofe Akshata Dilip	Mkt.	Detailed Market Research Report on United Kingdom Paint Market	Grand Insights Pvt. Ltd. Pune
30	Gejas Ashok Wanjari	Mkt.	The Role of Supplier Relation in An Organization	Kalyani Technoforge Ltd. Pune
31	Gitesh Uttam Ghosh	Mkt.	A Study of Market Research & Lead Generation for Force Motors Ltd.	Force Motors Ltd. Pune
32	Harshika Harigovinda Watthighare	Mkt.	A Study the Customer Perception Towards Renting House	Cosmotown Shelters LLP Pune

33	Ishwar Vilas Nirmal	Mkt.	Research on Brand Marketing Strategy Analysis and Design to Increase User Visibility & Engagement	Talent Serve Pvt. Ltd. Mumbai
34	Jadhav Atish Dhanraj	Mkt.	To Study the Factors Influencing Investment Decision of Investors	Motilal Oswal Financial Services Ltd. Mumbai
35	Janjal Ajay Bhanudas	Mkt.	Customer Relationship Management & Lead Generation	Cosmotown Shelters LLP Pune
36	Jumde Atharv Vijay	Mkt.	Online Visibility and Business Presence Through Business Directory Listings	Arnova Pvt. Ltd. New Delhi
37	Jyoti Sharma	Mkt.	To Study the Perception of Customer Towards the Travel Agency for Business Development	Round The World, Pune
38	Kad Nayan Madhukar	Mkt.	Identify Business Opportunities in Emerging Channels and Devise a Plan for Effective Serving	ITC Limited, Pune
39	Karale Ishwar Shivshankar	Mkt.	Study of Market Research and Lead Generation for Vereigen Media, Pune	Vereigen Media, Pune
40	Karan Mahesh Patil	Mkt.	A Study of Brand Marketing Strategies for Enhancement of User Engagement	Talent Serve Pvt. Ltd. Mumbai
41	Katre Bhushan Surajlal	Mkt.	Comparative Study Between Home Brand and Competitors Brand to Increase Customer Acquisition In Home Brand	Shoppers Stop, Pune
42	Kunal Parag Wankhade	Mkt.	A Study on Consumer Perception Towards Social Media Marketing In Talentserve	Talent Serve Pvt. Ltd. Mumbai
43	Mahadik Aniket Vinayak	Mkt.	Study of Market Research and Lead Generation for Carrier Midea India, Pune	Carrier Midea India Pvt. Ltd. Pune
44	Mahale Saurabh Vilas	Mkt.	Increasing PCP Through Put In Stockist	ITC Limited, Pune
45	Mane Vikram Vijay	Mkt.	Digital Marketing-The New Face of Marketing	Eats Now, Pune
46	Manish Prabhakar	Mkt.	Sales, Market Research and Development In Pune Region	Carrier Midea India Pvt. Ltd. Pune
47	Manthan Gajanan Moyje	Mkt.	To Study of Sales and Distribution Management to Understand Strategies for Marketing Services	Cleartax Pvt. Ltd. Bengaluru
48	Mapari Ankit Pradip	Mkt.	To Study of the Selling Strategy In Real Estate Market	Cosmotown Shelters LLP Pune
49	Meshram Kalpesh Shamrao	Mkt.	To Understand Customer Relationship Management In Edtech Firm	Internship Studio, Pune
50	More Shreya Shrikant Shraddha	Mkt.	A Study of Customers Preference and Perception Towards EdTech Companies	Talent Serve Pvt. Ltd. Mumbai
51	Navin Pradip Wankhade	Mkt.	To Study and Analyze Weighted and Numeric Distribution of Weikfield Top Category Products Against Competitors Product	Weikfield Foods Pvt. Ltd. Pune

52	Nikita Rupsen Saudagare	Mkt.	A Study on Customer Satisfaction Level At Amazon, Pune	Amazon, Pune
53	Patil Nitin Anil	Mkt.	Study of Consumer Buying Behaviour At Storia Foods & Beverages	Storia Foods & Beverages Pvt. Ltd. Pune
54	Patil Pratik Digambar	Mkt.	A Study of Market Research and Collecting Data for BDB India Pvt. Ltd.	BDB India Pvt. Ltd. Pune
55	Pavan Shuddhodhan Ingle	Mkt.	A Study of Market Research and Prospects Data Collection for Vereigen Media, Pune	Vereigen Media, Pune
56	Phansekar Suyog Sunil	Mkt.	A Study of Consumers Expectations & Perceptions Buying A Home	Vivanta Retailors, Pune
57	Pise Saurabh Pravinarao	Mkt.	Study to Understanding Extraordinary Consumer Buying Behaviour and Customer Satisfaction of Organised Retail Floor Plans	Shoppers Stop, Pune
58	Pramod Dadasaheb Patil	Mkt.	Study of the Vendor Awareness About Home Maintenance Services Platform	AYS Household Services, Pune
59	Pranit Ganpat Langote	Mkt.	To Study Technological Intervention to Reframe the ITC Business	ITC Limited, Pune
60	Pranjali Ramrao Jadhav	Mkt.	Study and Analyze the Market Segmentation of Supreme Industries Ltd.	The Supreme Industries Ltd. Pune
61	Priyanka Pradeepsingh Chauhan	Mkt.	A Study on Digital Marketing	Car Udyog, Pune
62	Raipurkar Sanket Mukund	Mkt.	A Study of Consumer Buying Behaviour of Customer for Real Estate Properties In Pune City	Yashoda Developes, Pune
63	Raipurkar Yash Ramesh	Mkt.	Perceptions on Buying Behaviour of Customer for Real Estate Properties in Pune City	Yashoda Developes, Pune
64	Rathod Ishwar Parshram	Mkt.	A Study on Customer Satisfaction of Online Magazine	Outlook Publishing India Pvt. Ltd. Pune
65	Ravi Kumar	Mkt.	Retail (A Study on Consumer Behaviour in Decathlon Sports)	Decathlon Sports India Pvt. Ltd. Bangalore
66	Rudrani Raju Sapate	Mkt.	Analysis of Customer & Retailers Complaints In Storia	Storia Foods & Beverages Pvt. Ltd. Pune
67	Sahil Kshirsagar Sakhare	Mkt.	Study of Investors Behaviour for Financial Market	Angel Broking Pvt. Ltd. Mumbai
68	Saket Raju Lamture	Mkt.	Handling Retailers Complains and Working on Their Business Development	Storia Foods & Beverages Pvt. Ltd. Pune
69	Sakshi Jitendra Sardar	Mkt.	Study the Effect of Content Creation and Content Marketing	39 Solutions, Mumbai
70	Sanchita Chandrabhan Mohadikar	Mkt.	A Study of Marketing Management for Business Development	Talent Serve Pvt. Ltd. Mumbai
71	Saumya Chaturvedi	Mkt.	A Study of Consumers Expectations & Perceptions Buying A Home	Vivanta Retailors, Pune

72	Shikalgar Saddam Abdul	Mkt.	Study Market Research to Understand Total Fleet Potential in India	BDB India Pvt. Ltd. Pune
73	Shreyash Pradip Darve	Mkt.	A Study of Market Research and Collecting Data	Force Motors Ltd. Pune
74	Sonali Anantrao Sarwade	Mkt.	Lead Generation and Business Development	Motilal Oswal Financial Services Ltd. Mumbai
75	Songire Rohit Pradip	Mkt.	Retail (A Study on Consumer Behaviour in Decathlon Sports)	Decathlon Sports India Pvt. Ltd. Bangalore
76	Swati Suman Sahoo	Mkt.	Analysis of Customer & Retailers Complaints In Storia	Storia Foods & Beverages Pvt. Ltd. Pune
77	Tanya Priyadarshini	Mkt.	Study of Investors Behaviour for Financial Market	Angel Broking Pvt. Ltd. Mumbai
78	Tejas Diliprao Padoliya	Mkt.	Handling Retailers Complains and Working on Their Business Development	Storia Foods & Beverages Pvt. Ltd. Pune
79	Tushar Chauhan	Mkt.	Study the Effect of Content Creation and Content Marketing	39 Solutions, Mumbai
80	Vaishnav Ravindra Kolhe	Mkt.	A Study of Marketing Management for Business Development	Talent Serve Pvt. Ltd. Mumbai
81	Vishe Snehal Arun Kavita	Mkt.	A Study of Consumers Expectations & Perceptions Buying A Home	Vivanta Retailors, Pune
82	Vivek Shantaram Gadling	Mkt.	Study Market Research to Understand Total Fleet Potential in India	BDB India Pvt. Ltd. Pune
83	Vivekanand Dnyaneshwar Jadhav	Mkt.	A Study of Market Research and Collecting Data	Force Motors Ltd. Pune
84	Abhishek Mohanty	Mkt.	Visual Merchandising	Big Bazaar, Pune
85	Hriakesh Sunil Mane	Mkt.	A Study on Sales of Branded High Speed Diesel(HSD), Motor Spirit(MS), and Xtra Petroleum(XP)	Trimurti Petroleum, Kasegaon Dist Sangli
86	Prakash Singh Chauhan	Mkt.	A Study on Awareness and Preferences for Online Courses By Talentserve	Talent Serve Pvt. Ltd. Mumbai
87	Shivshankar Janardhan Lahudkar	Mkt.	Study on Awareness and Acceptance Level of D-Mat A/C Among Working Professionals	Elleweiss Broking Ltd. Pune
88	Birnale Ganesh Kashinath	Fin.	A Study of Costing & Cost Reduction with Letech Pvt. Ltd.	Letech Lights (OPC) Pvt. Ltd. Pune
89	Chavhan Rakesh Maruti	Fin.	An Analysis of Consumer Buying Behaviour Towards Life Insurance	Shriram Life Insurance, Hyderabad
90	Ilhe Shubham Dinkar	Fin.	A Study of Accounts and Taxation	Yogesh Kulkarni & Company, Pune
91	Joshi Pratibha Kamalakar	Fin.	A Study of Financial Planning and Wealth Management	Prime Wealth, Pune

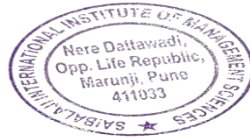
92	Maske Poonam Bhagwandas	Fin.	Recording of Journal Entries In Tally ERP Software	Arvind Bhosale & Associates, Pune
93	Mohammad Iqbal Mohammad Salim Sahiggra	Fin.	An Fundamental Study of Auditing & Accounting In Umrani & Co.	Umrani & Company, Pune
94	Nadar Vijay Rajkumar	Fin.	A Study of Cash Flow Management of Annu Enterprise, Gujrat	Annu Enterprise Ankleshwar (Gujrat)
95	Nikhil Sunil Songire	Fin.	A Study & Optimisation Process of Filling Income Tax Returns	Hari Darakh & Associates, Aurangabad
96	Padile Sanyam Balaji	Fin.	Study of Working Process and General Banking Operations	Rajarshi Shahu Sahakari Bank Ltd. Pune
97	Pooja Ghanshyam Sharma	Fin.	An Analysis of Receipts, Accounting, Reconciliation and Payment of Student Accommodation	Amber Internet Solutions Pvt. Ltd. Pune
98	Sahil Dwivedi	Fin.	Study on Business Tax Services (US Taxation)	Deloitte Tax Services India Pvt. Ltd. Hyderabad
99	Samiksha Tarun Tembhurne	Fin.	An Analytical Study of Accounting & Taxation	Nahata & Associates, Pune
100	Satyajit Sanjay Shinde	Fin.	Study on Customer Preference Towards Systematic Investment Plan	Mutual Globe, Delhi
101	Shipra Kushwaha	Fin.	Fundamental Analysis and Technical Analysis of Financial Services Sector	N.N.E.E.L'S. Invest Surat.
102	Yadav Avadhut Udayrao	Fin.	A Study of Market Research Methodology & Business Development Carried out at Insights Success Media Tech. Pvt. Ltd.	Insights Scuccess Media & Technology Pvt. Ltd. Pune
103	Aditya Dnyandeo Lahudkar	Fin.	A Study on Commodities Market and Portfolio	KSN Credence Commodities Trading Pvt. Ltd. Lucknow (U.P.)
104	Aditya Prakash	Fin.	Study of Basic Stock Market Operation	Motilal Oswal Financial Services Ltd. Mumbai
105	Aishwarya Lalesh Sawaji	Fin.	Study of Company Incorporation Process	M. Borar & Company, Pune
106	Alok Raj	Fin.	Study on Maintaning and Recording of Data Entry	Fine Frozen Foods, Hyderabad
107	Anshul Rajendra Ramteke	Fin.	Brief Study on Commodity Markets- Silver MIC & Gold Guinea	KSN Credence Commodities Trading Pvt. Ltd. Lucknow (U.P.)
108	Atharva Ravindra Mahalle	Fin.	A Study of Accounting Practices Through Taaly ERP 9	O. A. Dewani & Company, Pune
109	Bhalekar Sanket Krishna	Fin.	A Study on Goods and Services Tax	S. Surana & Company, Pune
110	Doiphode Chetan Ganesh	Fin.	A Study on Income Tax Payrers Towards Electronic Filling	Tanishka Consultancy Services, Pune

111	Fartade Aniket Rupchand	Fin.	Consumer Buying Behaviour Towards Life Insurance in Shriram Life Insurance	Shriram Life Insurance, Hyderabad
112	Harish Kumar Verma	Fin.	Introductory Study of Mutual Funds	R.G. Wealth Management, Pune
113	Harsh Pal	Fin.	An Analytical Study of Income Tax and E-Filing	Shubham Arun and Company, Pune
114	Himanshu Bhandarkar	Fin.	Taxation and Accounting	Saurabh Manglani & Associates, Balaghat (M.P.)
115	Jadhav Gaurav Sunil	Fin.	Impact of GST on Service Sector	R.M.D. & Associates, Nashik
116	Kadam Vishal Dadasaheb	Fin.	A Study of Identifying Avenues to the Clients	R.G. Wealth Management, Pune
117	Kajol Jagdish Choudhari	Fin.	A Study of Basic of Demat, Stock Market and Mutual Fund	S. K. Trader, Nagpur
118	Kamble Nilesh Sunil	Fin.	A Study on the Analysis of Financial Advisors Responses With Reference to Investment in Mutual Fund	NJ India Invest Pvt. Ltd. Surat (Gujarat)
119	Kamble Vivek Shivaji	Fin.	Income Tax Planning With Respect To Individual Assessee	Chingale & Associates, Pune
120	Khushboo Harish Thawani	Fin.	An Analytical Study on Partnership In U.S. Taxation	Deloitte Tax Services India Pvt. Ltd. Hyderabad
121	Kolhe Roshani Balasaheb	Fin.	Income Tax Returns E-Filing	D. V. Satbhai & Co. Pune
122	Kumawat Pushpendra Laxmi Narayan	Fin.	Study on Portfolio Management and Investment	Goaler Finance, Gurgaon (Haryana)
123	Lahamge Meghana Arun	Fin.	A Study on Scope of Investment in Mutual Funds	NJ India Invest Pvt. Ltd. Surat (Gujarat)
124	Mahankale Akshada Vijay	Fin.	Examining the Factors and Issues Leading to non Filing of Returns Under GST	Aman Javheri & Associates, Pune
125	Mahima Ajay Chouksey	Fin.	Study of Income Tax Return Filing Procedure	P. C. Patil & Associates, Pune
126	Malgaya Prafull Laxminarayan	Fin.	Systematic Investment Planning	NJ India Invest Pvt. Ltd. Surat (Gujarat)
127	Manas Behere	Fin.	A Study on Consumer Buying Behaviour Towards Residential Properties In Indore	Vaishnavi Enterprises Recaim, Indore
128	Megha Motiram Raut	Fin.	A Study of Procedure of Filing Income Tax Return	M. Borar & Company, Pune
129	Mishra Anagh Jitendra	Fin.	Understanding U.S. Tax	Deloitte Tax Services India Pvt. Ltd. Hyderabad

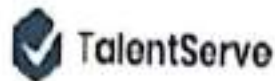
130	Mohit Vilas Barad	Fin.	A Study on Technical Analysis of Selected Stocks	Equivalue Search, Kolkata
131	Mulla Moin Ashpak	Fin.	Income Tax Planning With Respect To Individual Assessee	K. S. Babariya & Associates, Pune
132	Nandraj Rajendra Gaikwad	Fin.	A Study of Perception of the Investors Towards Shriram Life Insurance Products	Shriram Life Insurance, Hyderabad
133	Nehete Abhishek Anil	Fin.	A Comparative Study on Car Loan	Kia Motors, Jalgaon
134	Nikhil Yuvraj Khamankar	Fin.	An Analytical Study of Auditing, Taxation & Accounting	Chingale & Associates, Pune
135	Pallavi Mohanrao Tayde	Fin.	A Study on Consumer Perception Towards Vehicle Insurance	Vibgyor Advicorp Pvt. Ltd. Mumbai
136	Prajwal Yogeshwarrao Takarkhede	Fin.	A Study of Equity Research	Equivalue Search, Kolkata
137	Prasad Vitthalrao Birajdar	Fin.	A Study of GST Registration and Filling Process	Yogesh Kulkarni & Company, Pune
138	Radhika Rajesh Biyani	Fin.	A Study of GST Return Filling Process	M. Borar & Company, Pune
139	Rathod Vedant Vikas	Fin.	A Study & Optimisation Process of Filling Income Tax Returns	Ankush A. Jain Associates, Shirpur Dist. Dhule
140	Roshan Kumar	Fin.	A Study of Demat Account Opening Procedure	Goaler Finance, Gurgaon (Haryana)
141	Rushikesh Ramkrushna Thakare	Fin.	A Study & Optimisation Process of Filling Income Tax Returns	Arvind Bhosale & Associates, Pune
142	Satao Ashish Nivrutti	Fin.	A Study of Using Tally Software for Recording and Analyzing Accounting Data with respect to GST	Arvind Bhosale & Associates, Pune
143	Shaikh Kaif Arif	Fin.	A Study of Income Tax Reurn & Accounting Entries in Tally ERP Software	Mansinghani Kulkarni & Associates, Nashik
144	Shinde Pornima Dattarao	Fin.	Investors Perception Towards Investment in Mutual Fund	NJ India Invest Pvt. Ltd. Surat (Gujarat)
145	Sulgudle Prathviraj Baswaraj	Fin.	A Study on Customer Satisfaction Towards Investing in Life Insurance	Shriram Life Insurance, Hyderabad
146	Suyash Shrikrishna Shirole	Fin.	An Analytical Study of Insurance and Loans with Respect to Vibgyor Advisors Pvt. Ltd.	Vibgyor Advicorp Pvt. Ltd. Mumbai
147	Tattapure Abhijeet Sadashiv	Fin.	A Study on Goods and Services Tax	Jaju Soni & Associates, Latur
148	Vivek Upadhyay	Fin.	Investment and Risk Management Portfolio	Goaler Finance, Gurgaon (Haryana)
149	Jayant Mishra	Fin.	A Study of G.S.T. Process	Parth Jhalani & Company, Ratlam (M.P.)

150	Ashutosh Rout	H.R.	Recruitment Process In Key Account	Le Human Resources Services Pvt. Ltd. Pune
151	Bhagat Tanay Sanjay	H.R.	End to End Recruitment	Sayaji Hotels Limited, Pune
152	Indrajit Janardan Kadam	H.R.	To Study of Payroll Management System	Radiant Guard Services Pvt. Ltd. Pune
153	Langhi Vijay Vasant	H.R.	A Study on Human Resource Management At Urban Cubes Pvt. Ltd.	Urban Cubes, Pune
154	Palve Dnyaneshwar Navnath	H.R.	To Study the Flexi Blue Employee Stipend and Wages	Tata Motors Passanger Vehicles Ltd. Pune
155	Shivani Manish Lonkar	H.R.	To Study the Effectiveness of Recruitment and Selection System At KSB	KSB Pumps Ltd. Pune
156	Tabade Anand Kalyan	H.R.	A Project on Evaluating HR Policies Effectiveness With Reference to Inspire Designs & Branding Services	Inspire Design & Branding Services Pvt. Ltd. Pune
157	Vengal Saikumar Satish	H.R.	To Study the Impact of Recruitment, Training and Development Through Social Media	Riser Techub Pvt. Ltd. Pune
158	Aishwarya Mohan Dayma	H.R.	Policies and Practices in Talent Acquisition	Reliance Jio Infocomm Ltd. Ahmadabad (Gujarat)
159	Aishwarya Sureshrao Bagde	H.R.	Scientific Screening in a Recruitment Firm	Ubiquitous Pharmaceutical Pvt. Ltd. Pune
160	Dhuri Apiya Ashok	H.R.	Human Resources Recruitment of Pragati Engineering	Pragati Engineering, Pune
161	Gade Utkarsh Balu	H.R.	Employee Unannounced Absenteeism	Raymond Ltd. Jalgaon
162	Gaikwad Snehal Bhimrao	H.R.	To Calculate Employee Satisfaction Index	Rubicon Industries, Aurangabad
163	Himanshu Prakash Sakhare	H.R.	Recruitment and Selection Process in Information Technology	Capgemini Technology Services India Ltd. Pune
164	Kajal Dinesh Dhapke	H.R.	A Study of Recruitment and Selection Process in HCL Technologies, Nagpur	HCL Technologies, Nagpur
165	Nimmy Mathew Vennamattathil	H.R.	Policies and Practices in Talent Acquisition	Reliance Jio Infocomm Ltd. Ahmadabad (Gujarat)
166	Pawar Kalyani Arun	H.R.	Employee Absenteeism	Raymond Ltd. Jalgaon
167	Ravina Vishwasrao Wagh	H.R.	A Study of Talent Acquisition Process	Capgemini Technology Services India Ltd. Pune
168	Redij Chinmay Ashutosh Apurva	H.R.	Analysis of Employees Overall Satisfaction At Shoppers Stop	Shoppers Stop, Pune
169	Rupal Rajendra Meshram	H.R.	Recruitment and Selection Process in I.T. Industry	WNS Global Services Pvt. Ltd. Mumbai
170	Shivani Singh	H.R.	Study on Multiskilling of Employees & Cost Effectiveness, Its Benefits & Data Analysis	Exide Industries Ltd. Pune

171	Snehal Vinod Tale	H.R.	An Analytical Study of Employees Satisfaction	Ubiquitous Pharmaceutical Pvt. Ltd. Pune
172	Barbee Bhowmik	H.R.	Competancy Mapping	WNS Global Services Pvt. Ltd. Mumbai
173	Shivani Basweshwar Patil	H.R.	Recruitment and Selection Process	Shoppers Stop, Pune
174	Atul Singh	Ope.	Material Management	TTD Logistics Pvt. Ltd. Pune
175	Nalawade Akshay Anil	Ope.	To Study Operations In Logistics Segment	TTD Logistics Pvt. Ltd. Pune
176	Rohit Mahadeo Dhakre	Ope.	To Study Logistics Management of B2C Segment	TTD Logistics Pvt. Ltd. Pune
177	Shrutika Sainath Bondarde	Ope.	Community and Network Engagement	Nblink Pvt. Ltd. New Delhi
178	Wayadande Ashish Ganapati	Ope.	Study of Material Storage Layout and Inventory Management	Mayur Engineers, Pune
179	Anilkumar Namdeorao Chavhan	B.A.	A Study on Financial Performance of Wipro Limited	Lones Lang Lasalle Property Consultants (India) Pvt. Ltd. Pune



Director
Sai Balaji Education Society's
Sai Balaji International Institute
of Management Services
Pune



CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Sushrut Tushar Agarkar

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**


GROUP CEO





Date: 31.03.2023

TO WHOM SO EVER IT MAY CONCERN

This is to certify that **Mr. Sanket Agashe**, student of M.B.A. (Marketing) from Saibalaji International Institute of Management Sciences, Pune has successfully completed his 3 months internship in our Sales & Marketing department from 02/05/2022 to 30/07/2022.

The title of his project was "Promotion of School BUS".

During the above period, we found him sincere and hardworking.

We wish him all the best in his future endeavours.

For FORCE MOTORS LTD.


Business Manager
(Region-Pune)

FORCE MOTORS LIMITED

CIN : L34102PN1058PLC011172

Regd. Office : Mumbai-Pune Road, Akurdi, PUNE - 411 035, INDIA. Tel : (+91) 20 27476381

Visit us at : www.forcemotors.com





CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Arpan Neogi

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**



GROUP CEO



CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Azaharul Islam

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of 24 May, 2022 to 23 July, 2022


GROUP CEO





CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Akshata shrirang bandal

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer internship programme as a
Marketing/ Business Development & General Management
with us for a period of 24 May, 2022 to 23 July, 2022

GROUP CEO



Certificate of Internship

This is presented to

— Mr. Baswaraj Birajdar —

a student of

Saibalaji International Institute of Management Sciences, Pune

in recognition of completion of training on the topic

Product Management of AMUL GCMMF

for completing the 2 month/s internship

from 07/06/2022 to 07/08/2022, and he/she worked at

GCMMF. We wish him/hér every success in life.



BRANCH MANAGER





Date: 02-09-2022

INTERNSHIP COMPLETION CERTIFICATE

To Whomsoever It May Concern

This is to certify that Payal Bhojar has successfully completed a Remote Training and Internship at Temple Connect for the duration of eight weeks from 15/06/2022 to 15/08/2022. During this period, She completed her project on satisfaction level of customers of Indiamart at Temple Connect. We take this opportunity to thank Ms. Payal and wish her all the best for her future.

Kartik Srinivasa
Human Resources Manager

Certificate OF APPRECIATION

PROUDLY PRESENTED TO:

Hrishikesh Bhaskar Mehare

Sai Balaji International Institute of Management Science, Pune

Has completed Summer Internship Programme as Sales executive in Business 2 Business Sales
with us for a period of 1 May, 2022 to 31 July, 2022.

Director

Aniket Nayghare



Internship Certificate

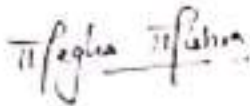
Date: - 16th July 2022

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Sumedh Kulkarni** student of MBA at Sai Balaji Education Society (SBES) has completed his internship program at Insights Success Media & Technology Pvt. Ltd. worked on a project on "**Business Development and Market Research process at Insights Success Media & Technology Pvt. Ltd.**" from 16th May 2022 to 16th July 2022.

During this period, he successfully completed the work assigned to him. He has been sincere, hardworking, and punctual in his work.

We wish him a good and prosperous career in the future.



Sincerely,

Megha Mishra | Sr. Vice President Operations

Insights Success Media & Technology Pvt. Ltd.

Office-22, 1st Floor, Rainbow Plaza, Shivaj Chowk, Pimple Saudagar,
Maharashtra Pune-411017

Email ID: hr@insightsuccess.com

Mob No. : +91 7410033802

Website: www.insightsuccess.com



CERTIFICATE OF COMPLETION

This is to certify that **Mr. Shrish Mahesh Narkhede** from **Sai Balaji international institute of management sciences , Pune** has completed The Internship Program with Shriram Life Insurance Company – Digital SO Channel from 10-05-2022 to 15-07-2022.

During this Internship Program, his performance was satisfactory and best to the industry. he is found to be committed to the assignment and tasks assigned and has shown a desire to learn and complete the task systematically.

We wish him all the success in future endeavours.

For Shriram Life Insurance Company,



Ipsita Tambat,
Area Head (West) - DSO Channel
Shriram Life Insurance Company Limited

Shriram Life Insurance Company Limited

Plot No. 31 & 32, 5th & 6th Floor, Ramky Selenium,
Beside Andhra Bank Training Center, Financial District,
Gachibowli, Hyderabad - 500 032, Telangana State
Phone: 91 40 2300 9400 (Board) Web: www.shriramlife.com
CIN: U56010TG2005PLC045616

associated with  **Sanlam** group

CERTIFICATE FROM COMPANY

SHOPPERS STOP

3rd July 2022

Internship Certificate

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Pratik Ahire student of Sal Balaji Education Society (SBES), has successfully completed his internship project on "Study of Retail Sales, Marketing & Customer Buying Behavior" at Shoppers Stop Magarpatta Store Pune.

As an intern, he carried out the project at Shoppers Stop, Magarpatta Pune during 3rd May 2022 to 3rd July 2022 .

In the span of the project duration he has been found to be sincere, hardworking and very good at understanding business aspects.

We wish him a bright future ahead.

For


For Shoppers Stop Ltd.,



Neha kukkal

Customer Care Associate & Unit HR Head

Shoppers Stop Limited
G-29 & F-16, Seasons Mall, Magarpatta city, Hadapsar, Pune - 411 013. T + 020 67239501
Registered & Service Office - Umang Tower, 5th Floor, Mindspace, Off. Link Road, Malad (West), Mumbai - 400 054, Maharashtra.
T + 022 42451000, F + 022 20808077, DIN : 157900MH1997PS108798. E-mail us at customercare@shoppersstop.com.,
Toll free No.: T + 1-800-419-6648.

CERTIFICATE OF COMPLETION

This is to certify that **Mr. Mayur Dipak Rakshe** from **Sai Balaji international institute of management sciences , Pune** has completed The Internship Program with Shriram Life Insurance Company – Digital SO Channel from 10-05-2022 to 15-07-2022.

During this Internship Program, his performance was satisfactory and best to the industry. he is found to be committed to the assignment and tasks assigned and has shown a desire to learn and complete the task systematically.

We wish him all the success in future endeavours.

For Shriram Life Insurance Company,



Ipsita Tambat,
Area Head (West) - DSO Channel
Shriram Life Insurance Company Limited



Certificate of Internship

This is presented to

— Mr. Rushikesh Raskar —

a student of

Saibalaji International Institute of Management Science,
Pune, in recognition of completion of training on the topic
Marketing Survey, Research & Consumer Buying Pattern of AMUL GCMMF

for completing the 2 month/s internship

from 07/06/2022 to 07/08/2022, and he/she worked at
GCMMF. We wish him/her every success in life.

A handwritten signature in black ink, appearing to be "R. Raskar".

BRANCH MANAGER





CERTIFICATE OF ACHIEVEMENT

Mudrika Tripathi

Sai Balaji International Institute of Management Science, Pune

Has completed Summer Internship Programme as a Study of Promotional Strategy of Agrovision group pure Business to Business sales
us for a period of 1 June 2022 to 31 August, 2022

Director

Shyam Rathi





LETECH
LIGHTS

**LETECH LIGHTS (OPC) PRIVATE
LIMITED**

CIN: U40106PN2019OPC182285

RHI, Richmand Park, Opp Orchid
School, Near Shakti Sports, Baner,
Pune, Maharashtra, India Pin: 411045

Email: info@letech.co.in
Website: www.letech.co.in
Contact No: 9579307062

Date: 23rd March 2023

Ganesh Kashinath Birnale

Subject: Certificate of Internship

Dear Ganesh,

In reference to your application, we would like to congratulate you on completion of internship with LETech based at Baner, Pune. **Ganesh** is student of **SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES**, Savitribai Phule, Pune. Your internship in the field of finance effective started form 15th May 2022 for a period of 2 months.

During the period of his internship program with he had been exposed to various processes and found hardworking and sincere.

Again, congratulations and wish you success in your life and career.

Yours sincerely,



Poonam Muley

Director

9579307062

Email: letechlightsopc@gmail.com

info@letech.co.in



CERTIFICATE OF COMPLETION

This is to certify that **Mr. Rakesh Maruti Chavhan** from **Sai Balaji international institute of management sciences , Pune** has completed The Internship Program with Shriram Life Insurance Company – Digital SO Channel from 10-05-2022 to 15-07-2022.

During this Internship Program, his performance was satisfactory and best to the industry, he is found to be committed to the assignment and tasks assigned and has shown a desire to learn and complete the task systematically.

We wish him all the success in future endeavours.

For Shriram Life Insurance Company,



Ipsita Tambat,
Area Head (West) - DSO Channel
Shriram Life Insurance Company Limited

Shriram Life Insurance Company Limited

Plot No. 31 & 32, 5th & 6th Floor, Ramky Selenium,
Beside Andhra Bank Training Center, Financial District,
Jachibowli, Hyderabad - 500 032, Telangana State
Phone: 91 40 2300 9400 (Board) Web: www.shriramlife.com
DIN: U68010TG2005PLC045616



M/s. Yogesh Kulkarni & Co.

Office No.: 113, E Wing, World of Mother,

Akurdi, Pune - 411035.

Phone No.: +91 7219768129

Email: cakulkarniyogesh@gmail.com

CERTIFICATE OF INTERNSHIP

This is to certify that Mr. Shubham Dinkar Ilhe, student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES, PUNE has successfully completed SUMMER INTERNSHIP in the field of finance from 20 April 2022 to 20 June 2022 under the guidance of CA YOGESH KULKARNI.

During the period of his internship program with us he had been exposed to different process was found punctual, hard-working and inquisitive.

We wish him every success in his life career.

For Yogesh Kulkarni & Co.

Chartered Accountants

Proprietor



FRN: 156492W

Membership No.: 607941

Date: 21/06/2022

Place: Pune

CERTIFICATE

OF INTERNSHIP



This certificate is presented to:

PRATIBHA KAMLAKAR JOSHI

For completing here Internship in 'Financial
Planning and Investment Management'
successfully for a tenure of 80 days.



Alok Dubey

Alok Dubey
Director

Yashodhan Tak

Yashodhan Tak
Senior Advisor





ARVIND BHOSALE & ASSOCIATES

Chartered Accountants

CERTIFICATE OF INTERNSHIP

This is to certified that Ms. Poonam Bhagwandas Maske student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCE, PUNE has successfully completed summer internship in the field of finance from 1st April 2022 to 30 June 2022 under the guidance of CA Arvind Bhosale.

During the period of her internship program with us she had been exposed to different process was found punctual, hard-working and inquisitive.

We wish her every success in her life career.

For ARVIND BHOSALE & ASSOCIATES

Chartered Accountant

CA Arvind Bhosale



Place: Pune

Date: 30/6/2022





UMRANI & COMPANY
Chartered Accountants

101, 1st floor, Boarded Complex,
Nr. Alpna Theatre, Mana Path,
PUNE - 411 002.
Ph. 9119 40565 4, M. 98814 45654,
e mail - accounts@umrani.ca.com

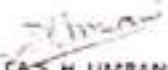
CERTIFICATE OF INTERNSHIP

This is to certify that Mr. MOHAMMAD IQBAL MOHAMMAD SAHIB KHAN student of BBA (H) studies in SABALAN INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES, PUNE has successfully completed SUMMER INTERNSHIP in the field of finance from 15 April 2022 to 15 June 2022 under the guidance of CA. S. H. UMRANI.

During the period of his internship program with us he had been exposed to different process was found punctual, hardworking and inquisitive.

We wish him every success in his life career.

FOR UMRANI AND COMPANY,
Chartered Accountants


CA S. H. UMRANI
Proprietor



Place: Pune

Date: 16/06/2022



श्री
ANNU ENTERPRISE

Govt. Approved Electrical Contractor & Mechanical Works

(M) 94268 89622
(O) 02646 -252252
annuenterprise.ank@gmail.com

OFF. : 301, Centre Square, Bh. Sardar Patel Complex, G.I.D.C., Ankleshwar - 393 002.

DATE: - 30/07/2022

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Nadar Vijay Rajkumar**, A Student of "**Sai Balaji International Institute of Management Science**", Pune has successfully completed "**2 months summer internship**" in the field of **FINANCE** from **10th MAY, 2022** to **10th JULY, 2022** in our company on "**A STUDY OF CASH FLOW MANAGEMENT OF ANNU ENTERPRISE**" With us. The project has been done as per the requirement of Masters of Business Administration (MBA).

All necessary detail providing from our side is for his project purpose only.

We wish him the very best in all his future endeavours.

Thanking you,

With regards



ANNU ENTERPRISE

Services :

- ✦ HT/LT Breaker, Panel Maintenance & Retrofitting
- ✦ HT/LT DG Erection with structure & Chimney
- ✦ Sales & Service of All Electrical Goods
- ✦ HT/LT Panel & Relay Testing & Calibration



HARI DARAKH & ASSOCIATES

Chartered Accountants

Office : 120, 121, First Floor, Eldora Building, Golden City Centre, Beside Prozone Mall,
Aurangabad. Ph.: 8149612996, 8007722333 Email: caharidarakh@gmail.com

CERTIFICATE OF INTERNSHIP

This is to certified that Mr. Nikhil Sunil Songire student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCE, PUNE has successfully completed summer internship in the field of finance from 1st June 2022 to 31st August 2022 under the guidance of CA Hari R. Darakh.

During the period of his internship program with us he had been exposed to different process was found punctual, hard-working and inquisitive.

We wish him every success in his life career.

For
Hari Darakh & Associates,
Chartered Accountants

CA Hari R. Darakh
Proprietor



M. No. 173302; FRN No. 143329W

Date: 02/02/2023

Place: Aurangabad



Rajarshi Shahu Sahakari Bank Ltd. Pune

Head Office : 597, Shukrwar Path, Shahu Complex, Shivaji Road, Pune 411 002
Tel : +91-20-2443 5385 Fax : +91-20- 2443 2657

Ref.RSSB/KHEDI/S/22-23

Date: 21.07.2022

This is to certify that **Mr. Sanyam Balaji Padlle** pursuing MBA from Saibalaji international institute of management sciences, Pune has successfully completed the project report in our organization on the topic- **STUDY OF WORKING PROCESS AND GENERAL BANKING OPERATIONS** in Rajarshi Shahu Sahakari Bank Ltd, pune for 2 months. During this project tenure in the organization, we found him hardworking and sincere person and his behavior and conduct was Good.



Acting Branch Manager
Mr. Sudhir Tukaram Himane
Rajarshi Shahu Bank Bank Ltd, Pune
Khedshivapur Branch

EXPERIENCE LETTER

Pooja Sharma

Date: 15th September 2022

This is to certify that Ms. Pooja Sharma has completed her tenure with **amber**. She was working with our organization in the following capacity:

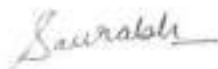
Job title: Finance & Accounts Intern

Start date: 24th May 2022

End date: 24th August 2022

During her tenure, her contributions to the organization were integral to the growth and influenced a positive impact and outlook with our clients. We wish her all the best for her future endeavors.

Yours sincerely,



Saurabh Goel

CEO & Co- Founder,

Amber Internet Solutions Private Limited.

Deloitte.

Deloitte Tax Services India Private Limited
Opposite MMRKola Tech Park, 10th Floor,
Survey No. 41, Gachibowli Village, Rang
Reddy, Hyderabad, Telangana - 500032

Tel: +91 040 67821000
www.deloitte.com

July 21, 2022

To Whom It May Concern

This is to certify that **Mr. Sahil Dwivedi** was on a fixed term Internship from **May 30, 2022** to **July 8, 2022**. He has successfully completed his Internship in "TAX".

We wish him all the best in his future endeavors.

Deloitte Tax Services India Private Limited

SUBBARAO Digitally signed by
SUBBARAO KARNAM
KARNAM ANIL KUMAR
ANIL KUMAR Date: 2022.07.22
12:18:49 +05'30'

Authorized Signatory

This document is digitally signed and does not require company seal.

Certificate from the company

M/s.
NAHATA
ASSOCIATES
TAX CONSULTANT
11/1, Mahaveer Nagar, 2nd Floor,
K. J. Somaiya Institute of Management Studies,
K. J. Somaiya Institute of Management Studies,
K. J. Somaiya Institute of Management Studies,
NAHATA DHIRAJ M.
PROPRIETOR

Certificate of Internship

This is to certify that Miss Samiksha Tarun Tembhurne student of (MBA) studies SaiBalaji International Institute Of Management Sciences has conducted Summer Internship in the field of Accounts & Taxation under me from 1st June, 2022 to 1st August, 2022.

During the period of her internship program with me she has been exposed to different process was found progressive.

I wish her every success in her life career.



M/S
M/S NAHATA ASSOCIATES
(TAX CONSULTANTS)
SM Nahata
NAHATA DHIRAJ M.
PROPRIETOR

DATE : 03/AUGUST/2022

NAHATA DHIRAJ
(PROPRIETOR)

INTERNSHIP CERTIFICATE



MUTUAL GLOBE

INTERNSHIP COMPLETION CERTIFICATE

Satyajit Sanjay Shinde

The student of MBA of SaiBalaji international institute of management science, Pune has successfully completed his/her Internship with Mutual Globe under mentorship of **CA Manoj Shrivastava**, from 07th September 2022 to 07th November 2022 on a project titled "**Study on Customer Preference Towards Systematic Investment Plan**"

CA Manoj Shrivastava
CEO Mutual Globe
(A division of LWM Services Pvt Ltd)



Date: 15th July 2022

CERTIFICATE OF INTERNSHIP

This is to certify that Shipra Kushwaha done an Internship at NNEELL'S INVEST from 15 May 2022 to 15th July 2022 in Finance under the guidance of Neel Patel.

We found him/her to be a self-starter who is motivated, duty bound, and hard working. He/She worked sincerely on his/her projects and assignments and his/her performance was par excellence.

We wish him/her best of luck for the future.

For NNEELL'S INVEST



Neel Patel

CERTIFICATE

 **Human Resources Services Pvt. Ltd.**

16/2, 'Pragati', Madhuban Colony, Lane no. 4, Shitole Nagar, Sangvi, Pune - 411027
Landline - 020 - 6050 5020, Mobile - 91 - 9822077137.



Date: 04th February 2023

TO WHOM SO EVER IT MAY CONCERN

This is to certify that **Mr. Ashutosh Rout** has done her internship from Le Human Resources Services Pvt Ltd. From 05th December 2022 to 04th February 2023.

He has worked on recruitment process in Key accounts vertical of our company. As a part of team, he has worked on requirements of various clients.

During his internship, he used his various skills with a self-motivated attitude to learn new things. His performance met our expectations.

We wish him best luck for his future endeavors!

Warm Regards

Swati Joshi
Head HR

06/08/2022

TO WHOM SO EVER IT MAY CONCERN

This is to certify that **Mr.Tanay Bhagat** is relieved from Industrial Training Program with effect from the closing hours of 06/08/2022.

Details about his Training Program with us are given below:

Designation	: Industrial Trainee
Name of Institute	: Sai Balaji International Institute of Management Science
Department	: Human Resources
Location	: SHL-Pune
Date of joining	: 01/06/2022
Date of Relieving	: 06/08/2022
Duration	: 66 Days

During his stint with us he had an excellent track record and we found him to be sincere, dedicated and hard working in his duties.

We wish him all success in future endeavors.

For **SAYAJI HOTELS LTD.**

Authorized Signatory





Radiant Guard Services Pvt. Ltd.



TO WHOM SO EVER IT MAY CONCERN

This is to certify that **Mr. Indrajit Janardhan Kadam** has completed his training in HR Department with Radinat Guard Services Pvt Ltd. from 01st September 2022 to 28th February 2023 as a "**HR Trainee**".

We found his sincere, hardworking, and dedicated towards his work.

We wish his best of luck for his future endeavours.

For Radiant Guard Services Pvt Ltd

HR Head



Place : PUNE

Date : 28.02.2023

Regd Office - Office No. 816, Clover Hills Plaza, NIBM Undri Road, Kondhwa, Pune - 411048
CIN : U74920PN2009PTC133504 • GST : 27AAECR2832A1ZT
Cell : 9156453001 / 9156453002 • E-mail : info@radiantguards.com





URBAN CUBES

Beyond Assets ...

Invoice No :

Date :

INTERNSHIP CERTIFICATION

Date -17th AUG 2022

TO WHOM IT MAY CONCERN

This is to certify that **Mr. VIJAY VASANT LANGHI** student of MBA at Sai Balaji Education Society (SBES) has completed the internship program at **URBAN CUBES REAL ESTATE** in (HUMAN RESOURCE) and worked on a project of "A study on human resource management at urban cubes pvt Ltd".

Mr. Vijay Vasant Langhi started joining the program from JUN 16, 2022 until, 16 AUG, 2022

During his stay in the company as an Intern, he displays enthusiasm, leadership, self-discipline, and self-motivation.

We are lucky to have him as one of our interns before and we would like to wish him all the best.



MR. MAYUR YADHAV

Founder and CEO

URBAN CUBES PVT LTD

Add : Office No. 405, Whitfield, Near Bhumkar Chowk, Wakad, Pune - 411 057
Mob.: 8530827766 Email Id.: mayur.urbancubes@gmail.com



HR / 2022 / 99999643

08.11.2022

CERTIFICATE

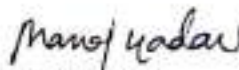
This is to certify that **Mr.Dnyaneshwar Navnath Palve** a student of **Sai Balaji International Institute of Management & Sciences, Pune** has successfully completed his Project at **TATA Motors Passenger Vehicles Ltd Pune** from **02.09.2022** to **02.11.2022**.

During the above period, he was engaged in our **"Employee Relations"** department where he carried out a project titled:

"To study the Flexi Blue Collar Employee Stipend & Wages"

The candidate was found to be enthusiastic and observant during his short stint in **TATA Motors Passenger Vehicles Ltd Pune**. His performance has been assessed as **Excellent**.

TATA Motors Passenger Vehicles Limited Pune


Manoj Yadav
DGM, HR-Skill Development
TMPV Pune



TATA MOTORS PASSENGER VEHICLES LIMITED

A subsidiary of Tata Motors Limited

(Formerly known as TMS Business Analytics Services Limited)

Sector No. 14, IIR, MIDC, Chakan, Pune 411012

tel:91 20 6633 1111 email:temp@tata-motors.com www.tatamotors.com CIN:272003MGT020191200000

Registered Office: Floor 3 & 4 Plot 18, Narauli, Mahajya, Madhanshety Marg, ESI, East, Mumbai-400017



Internship Completion Certificate

KSB HRD0001INT005
Date - Monday, July 11, 2022

To whomsoever it may concern

This is to certify that **Ms. Shivani Lonkar** from **Sai Balaji International Institute of Management & Science, Pune**, has successfully completed her internship at **ITD, Pimpri location, Pune**

Internship Details are as follows:

- Duration - May 04, 2022 to July 04, 2022
- Project Title - Recruitment & Selection
- Department - HR & OD
- Objective - To evaluating the effectiveness of different recruiting and sourcing techniques and sources for job applicants

During the internship candidate has demonstrated her skills with self-motivation to learn new techniques. The overall performance was satisfactory.

The project assigned was completed on time.

We wish, all the best in all future endeavours.

From KSB Limited

Yogesh Khatale
Manager-HR & OD

HRD/164

Head Office: KSB Limited, Mahalaxmi, Pune Road, Pimpri, Pune - 411 018 (India)
Tel: +91 20 2741 1000 Fax: +91 20 2741 4992 Web: www.ksb.com
Regional Office: Office No. 201, Sunand & Sagar, LBS Marg, Wakholi Road, Mahalaxmi, Pune - 411 004 Tel: 020 2742 1599
Branches: Chennai • Kolkata • Mumbai • Noida • Cochin • Bangalore • Hyderabad

Inspire Designs & Branding Services Pvt. Ltd.



4C, Devgiri, Kothrud Industrial Estate, Kothrud, Pune - 411038.

☎ 91 20 2546 5170,

✉ info@inspiregroup.in, www.inspiregroup.in

01/01/2023

CERTIFICATE

This is to certify that Mr. Anand Kalyan Tabade has completed the project report with us for his project report work on "**A Project on evaluating HR POLICIES effectiveness with reference to Inspire designs & Branding Services**" in fulfilment for the completion his course with SBES Sai Balaji International Institute of Management Sciences on "Human Resource Management" as prescribed by SPPU, PUNE.

This Project report is the record of authentic work carried out by him with guidance from our relevant department from dated 24/10/2022 to 30/12/2022.

For **Inspire Designs & Branding Services Pvt. Ltd.**

A handwritten signature in black ink, appearing to read "Sanjay Kulkarni", is written over a light pink horizontal background band.

Sanjay Kulkarni

Group CEO

Property and Confidential

This document is a property material of Inspire Designs & Branding Services Pvt. Ltd, prepared for the client. By having access to this document you agree to maintain strict confidentiality regarding the content. Disclosure of the same to any person /agency, would be considered a violation of confidentiality.



Date: 08th August 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr.Saikumar Saish Vengal from Sai Balaji International Institute of Management Sciences,Pune has completed a project titled "To study the impact of recruitment and training and development through social media platforms" from 28th may 2022 to 28th july 2022.

We wish him all the best for the future.



Authorized Signatory



WORK COMPLETION CERTIFICATE

To whom it may concern

This is certify that **ANILKUMAR NAMDEORAO CHAVHAN** (Sai Balaji International Institute of Management Science, Pune) has summer internship in the Business Analytics Department.

To work is completed on **31.07.2022** successfully.

Thanking you and assuring you for our best service always.

Name of Work/Project: **Summer Internship**

Work Period: **01.06.2022 to 31.07.2022**



Thanks & Regards

Jones Lang LaSalle Property Consultants (India) Pvt. Ltd



*Achieve
Ambitions*



06/08/2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Abhishek Panchariya** has completed his Internship with **Shoppers Stop Ltd** in the period from 03rd May 2022 to 03rd July 2022 in Sales & Marketing. The topic of the Project was "Loyalty Programme" at Shoppers Stop Ltd.

He has completed the project in stipulated period of time, as per the organization's requirement.

In the span of the project duration he has been found to be sincere, hardworking and very good at understanding business aspects.

Wishing him all the Best for his future Assignments.

For
SHOPPERS' STOP LTD



VANDANA
Customer Care Associate &
Unit HR Head, Pune



Bynarc Systems Private Limited
Formerly known as VishuMangal Technologies Pvt Ltd

10th August, 2022

TO WHOM IT MAY CONCERN

This is to certify that Ms. Aditi Challe has successfully completed her Internship with Bynarc Systems Private Limited as Intern- Business Development, from 09th June, 2022 to 09th August 2022.

Besides managing assignments, she has also maintained an outstanding professional demeanor and showcased excellent moral character throughout the internship period.

We hereby certify that the candidate's overall work is good to the best of our knowledge.

Wishing the candidate all the best for her future endeavors!

For Bynarc Systems

Suman Padhy
HR Manager

info@bynarc.in

020 25040707

www.bynarc.in

Office No. 202, Fortune Business House, Next to YASHADA, Sakal Nagar, Aundh, Pune, Maharashtra 411007





ITC Limited
Office No. 001 & 002,
Ground Floor, Postage - P1,
Hospipeta City, Madhavaram,
E. Zone - 411013, India
M : + 91 (0) 20 6648 2600
Fax : + 91 (0) 20 6648 2700

Date: 13th August 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Aditya Mohan Kadam from SaiBalaji Group of Institutes, has completed a Project titled, "Technological intervention to re-frame the ITC business" for a period starting from 01st June 2022 to 30th July 2022.

We wish him all the best for the future.

For ITC Ltd

Authorized Signatory



URBAN CUBES

"Beyond Assets ..."

Invoice No :

Date :

INTERNSHIP CERTIFICATION

Date - 25th July 2022

To whom it may concern

This is to certify that Mr. AKSHAY AJAY MASLEKAR student of MBA at Sai Balaji Education Society (SBES) has completed the internship program at **URBAN CUBES REAL ESTATE** in (sales & marketing) and worked on a project of

"CUSTOMER PREFERENCE AND CRITERIA FOR BUYING PROPERTY".

Mr. Akshay Maslekar started joining the program from Tuesday, May 24, 2022 until, July 24, 2022

During his stay in the company as an Intern, he displays enthusiasm, leadership, self-discipline, and self-motivation.

We are lucky to have him as one of our interns before and we would like to wish him all the best.



MR. Mayur Yadhav

Founder and CEO

Urban Cubes PVT LTD

Mayur

Add : Office No. 405, Whitfield Near Bhumkar Chowk, Wakad, Pune - 411 057

Mob. : 8530827766 Email id : mayur.urbancubes@gmail.com

3rd July 2022

Internship Certificate

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Akshay Gadhe student of Sai Balaji Education Society (SBES), has successfully completed his internship project on "Study of Retail Sales, Marketing & Customer Buying Behavior" at Shoppers Stop Magarpatta Store Pune.

As an intern, he carried out the project at Shoppers Stop, Magarpatta Pune during 3rd May 2022 to 3rd July 2022 .

In the span of the project duration he has been found to be sincere, hardworking and very good at understanding business aspects.

We wish him a bright future ahead.

For
P. Khosla



For Shoppers Stop Ltd.,

Neha kukkal

Customer Care Associate & Unit HR Head

Shoppers Stop Limited

G-29 & F-16, Seasons Mall, Magarpatta city, Hadapsar, Pune - 411 013. T + 020 67238601

Registered & Service Office - Umang Tower, 5th Floor, Mindspace, Off. Link Road, Malad (West), Mumbai - 400 064, Maharashtra,
T + 022 42497000, F + 022 28808877. CIN : L51900MH1997PLC108798. E-mail us at customercare@shoppersstop.com.,
Toll Free No.: T + 1-800-479-6648.





ITC Limited
Office No. 001 & 002,
Ground Floor, Pentagon - P1,
Mangalore City, Mangalore,
Karnataka - 575 001, India.
Tel. + 91 (0) 20 6648 2400
Fax + 91 (0) 20 6648 2700

Date: 13th August 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Lavanya Pradeep Amanagi from SBIIMS, has completed a Project titled, "Technological intervention to re-frame the itc business" for a period starting from 30th May 2022 to 30th July 2022.

We wish him all the best for the future.

For ITC Ltd

Authorized Signatory





ITC Limited
Office No. 001 & 002,
Ground Floor, Peninsula - P1,
Mumbai City, Maharashtra,
Pune - 411013, India.
Tel. + 91 (0) 20 6648 2600
Fax. + 91 (0) 20 6648 2700

Date – 26th July 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Anamika from Sai Balaji International Institute of Management Sciences, Pune has completed a project titled "Understanding E-commerce Operations" for a period starting from 16th May 2022 to 16th July 2022.

We wish her all the best for the future.

For ITC Ltd.

Authorized Signatory



3rd July 2022**Internship Certificate****TO WHOMSOEVER IT MAY CONCERN**

This is to certify that Mr. Anurag Kumar Annu student of SaiBalaji International Institute of Management Sciences has successfully completed his internship in Sales and Marketing, Project titled "Customer Satisfaction" at Shoppers Stop Aundh Store, Pune.

As an intern, he carried out the project at Shoppers Stop, Aundh Pune during 3rd May 2022 to 3rd July 2022.

In the span of the project duration he has been found to be sincere, hardworking and very good at understanding business aspects.

We wish him a bright future ahead.



For Shoppers Stop Ltd,
SHOPPERS' STOP LTD.
 Near to West End Sector 2 (Reliance Mart),
 Near Pratiksha,
 Pune, Maharashtra
Gyanu Pratap Singh
Customer Care Associate & Unit Head
Aundh Store, Pune.

CARUDYOG

— INDIA'S FASTEST GROWING AUTOMOBILE COMPANY —

Internship Certificate

We are glad to inform you that **Ms. Avanee Shukla** student of Saibalaji International Institute of Management Sciences from SPPU University has successfully completed her internship at **CarUdyog** from **9th May 2022 to 20th August 2022**. During her internship, she was exposed to the various activities in our Digital Marketing Department.

We found her extremely inquisitive & hard working. She was very much interested to learn the functions of our core division & also to put her efforts & get in to the depth of the subject to understand it better.

Her association with us was very fruitful & we wish her all the best in her future endeavours.
Thank you!

 **CARUDYOG**



UJWAL BHUTADA
CEO & FOUNDER, CARUDYOG

DOC: 20 Oct 2022

www.carudyog.com



CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Manish Vijay Bagul

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**



GROUP CEO

SHIVAY REALTY

Address : 202, Nisarg Plaza, Wakad Hinjawadi Road, Wakad, Pune-411057.

Date – 25-08-2022

TO WHOMSOEVER IT MAY CONCERN

This is certify that Mr. Piyush Bhadade from Sai Balaji International Institute of Managment Sciences, Pune has successfully completed Summer Internship in our "Shivay Realty", Pune as marketing and Sales Intern.

He has completed his training under guidance and supervision from 1st June 2022 to 14th August 2022.

We wish him all the success in future.

Authorised Signatory,

SHIVAY REALTY

S. Santopal
Proprietor

For,
Shivay Realty



Weikfield Foods Pvt. Ltd.

3A, Vascon Weikfield Chambers,
Weikfield IT Citi Infopark,
Shri Satpal Malhotra Marg,
Nagar Road, Pune 411 014,
Maharashtra, India

Tel: +91 - 20 - 66478300

E-mail: weikfield@weikfield.com



29.07.2022

TO WHOMSOEVER, IT MAY CONCERN

This is to certify that Mr. Bhavarth Harsh from Sai Balaji International Institute of Management Sciences studying MBA has successfully completed his two monthly projects on "To Understand and Analyse Weighted and Numeric Distribution of Weikfield Core Category products against a competitor's product." From 16/05/2022 to 16/07/2022 in our company.

During the tenure of his internship, we found him hardworking and sincere.

We wish him all the best in his future endeavours.

For WeikField Foods Pvt. Ltd.

Ram Jadhav

GM- HR & Admin



CERTIFICATE OF APPRECIATION

PROUDLY PRESENTED TO

SHUBHAM ANKUSH DHONDE

Has successfully completed Summer Internship program as a Marketing/Business
Development with us for period of 20 May, 2022 to 19 July, 2022.

A handwritten signature in black ink, appearing to read 'Rajesh', written over a horizontal line.

GROUP CEO



LETTER OF INTERNSHIP

Date: 09/08/2022

This is to confirm that Mr. Rajendra Diware has successfully completed his 2 months of internship from 1st June 2022 to 30th July 2022.

In 2 months of internship duration, Rajendra worked on market research Survey campaigns, Contact discovery.

In the internship duration we found Rajendra to be very professional and ethical in his work practices.

We also found him to be good at maintaining quality and time management.

He has added values to multiple projects, and we strongly feel that he would bring quality work on the table.

We wish him all the best for his future endeavors.

Sonam Undale

Best Regards

Smart-Advise



301, Arissa Avenue, Kharadi
Pune.



www.smart-advise.com
sonam@smart-advise.com



78209946688

CERTIFICATE OF INTERNSHIP

Grand Insights Private Limited

CIN: U73200PN2020PTC189559

Registered Address: D-906,

The Address, Plot no.519-520, Nashik - Pune Hwy, Moshi,
Pune, Maharashtra, 412105



Date: 14-10-2022

To Whom It May Concern

This letter is to certify that **Ms. Akshata Dilip Dofe** has successfully completed her internship program of around Three Months with **Grand Insights, Pvt. Ltd.** Her internship tenure was from **11/07/2022** to **14/10/2022**. She was working with "**Market Research and Consulting Department**" and was actively & diligently involved in the syndicated and consulting projects and tasks assigned to her.

During the span, we found her punctual and hardworking person. Her learning powers are excellent and she picks up swiftly. Her feedback and evaluation proved that she learned keenly. Moreover, her interpersonal and communication skills are brilliant.

We wish her a bright future.

Sincerely,

Managing Director,

Grand Insights Pvt. Ltd.

Contact: +1 (925) 476-7203/ +91 7276314154

www.grandinsights.in



KALYANI TECHNOFORGE LIMITED



Date: 01.07.2022

This is to certify that Mr. Gejas Wanjari student of Sai Balaji International Institute of management Sciences, Pune has undergone Summer Internship in our company.

From: 01.05.2022 to 30.06.2022

His conduct during training was good.

For Kalyani Technoforge Ltd.



KALYANI

KALYANI TECHNOFORGE LIMITED

Kalyani corporate office, Pune, Mundhwa Industrial Area, Mundhwa, Pune, Maharashtra 410035





Date: 31.03.2023

TO WHOM SO EVER IT MAY CONCERN

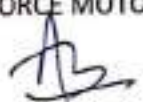
This is to certify that **Mr. Gitesh Ghosh**, student of M.B.A. (Marketing) from Saibalaji International Institute of Management Sciences, Pune has successfully completed his 3 months internship in our Sales & Marketing department from 02/05/2022 to 30/07/2022.

The title of his project was "Promotion of School BUS".

During the above period, we found him sincere and hardworking.

We wish him all the best in his future endeavours.

For FORCE MOTORS LTD.


Business Manager
(Region-Pune)

FORCE MOTORS LIMITED

CIN : L34102PN1958PLC011172

Regd. Office : Mumbai-Pune Road, Akurdi, PUNE - 411 035, INDIA. Tel. : (+91) 20 27476381
Visit us at : www.forcemotors.com





CERTIFICATE

OF INTERNSHIP

Proudly Present To

Harshika Watthighare

For outstanding work and dedication as a
Management Trainee during the month of June and July 2022

Anurag Singh

Cosmotown Shelters LLP



CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Ishwar Vilas Nirmal

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**

GROUP CEO

INTERNSHIP CERTIFICATE



MOTILAL OSWAL

Motilal Oswal Financial Services Limited
CIN: L67190MH2005PLC153297
Regd. Office: Motilal Oswal Tower,
Kohombikh Sagar Road, Opp. Parel ST Depot,
Prabhadevi, Mumbai - 400025
Board: +91-22-23954200 / 71934263
Fax: +91 2250362365

02-Aug-2022

Intern Code: 2944

TO WHOMSOEVER IT MAY CONCERN

Dear Associate,

This is to certify that Mr. Atish Dhanraj Jadhav has completed his Project Training on the project 'Understanding of retail segment - B&D'.

The tenure of the training was from 16-05-2022 to 16-07-2022.

During his aforesaid training period with us we found him a sincere and hard working person.

We wish him all the best for his future endeavors.

Thanking you,

For, Motilal Oswal Financial Services Limited.

Pragnesh C. Patel
Sr. Vice President - Human Resource



CERTIFICATE

OF INTERNSHIP

Proudly Present To

Ajay Bhanudas Janjal

For outstanding work and dedication as a
Management Trainee during the month of June and July 2022

Anurag Singh

Cosmotown Shelters LLP

Date: 30-Sep-2022

TO WHOMSOEVER IT MAY CONCERN

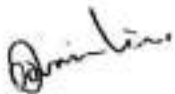
This is to certify that Mr. Atharv Junde has done his two months summer internship as a business development intern at our company.

He has worked on various day-to-day tasks assigned to him.

During his internship, he demonstrated his skills with self-motivation to learn new skills. He performed all the given tasks to his abilities.

We wish him all the best for his upcoming future.

Arnova Pty Ltd



Parminder Singh
Regional Director

Date: 09.07.2022

TO WHOM-SO-EVER IT MAY CONCERN

It is to certify that Ms. Jyoti Sharma has been serving in the organization since May 9th 2022 to July 9th 2022 as Sales Executive.

During this tenure of her work Ms. Jyoti Sharma remained involved in her work dedicated. We found her pretty active in whatever task we have provided her. She is a confident person. She is professionally sound, hard-working and a devoted staff. She has the motivation to take initiative tasks and we are gratified that she had been helpful in the advancement of our organization.

Moreover, I would like to reflect over her conduct during her stay with us. During her service she has been found sincere, reliable, trustworthy, sociable, pleasant and open to challenges. She has a genial temperament and can efficiently work in a team. All of our staff members are pleased with her and feels comfortable in teaming and coordinating with her for the realization of organizational goals and objectives.

We wish her all the best in her future endeavours.

For M/s. Round The World Tours & Travels

Authorised Signatory



ITC Limited
Office No. 991 & 992,
Ground Floor, Pentagon - P1,
Majestic City, Madhav,
Pune - 411033, India.
Tel: + 91 (0) 20 6648 1660
Fax: + 91 (0) 20 6648 1700

Date – 26th July 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Nayan Madhukar Kad from Sai Balaji International Institute of Management Sciences, Pune has completed a project titled "Identify Business Opportunities in Emerging Channels and Devise a Plan for Effective Servicing" for a period starting from 16th May 2022 to 16th July 2022.

We wish him all the best for the future.

For ITC Ltd.

Authorized Signatory

Registered Office : Virginia House, 37, J. L. Nehru Road, Kolkata 700 071, India.
FMCG • HOTELS • PAPER BOARDS & PACKAGING • AGRI-BUSINESS • INFORMATION TECHNOLOGY
Visit us at : www.itcportal.com • Corporate Identity Number: L16005WB1910PLC001985 • e-mail: endingvalue@itc.in





LETTER OF INTERNSHIP

Date: 09/08/2022

This is to confirm that Mr. Ishwar Karale has successfully completed his 2 months of internship from 1st June 2022 to 30th July 2022.

In 2 months of internship duration, Ishwar worked on market research Survey campaigns, Contact discovery.

In the internship duration we found Ishwar to be very professional and ethical in his work practices.

We also found him to be good at maintaining quality and time management.

He has added values to multiple projects, and we strongly feel that he would bring quality work on the table.

We wish him all the best for his future endeavors.

Sonam Undale

Best Regards

Smart-Advise



301, Arissa Avenue, Kharadi
Pune.

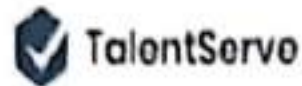


www.smart-advise.com
sonam@smart-advise.com



78209946688





CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Karan Mahesh Patil

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**



GROUP CEO

05/07/2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Bhushan Surajlal Katre** has completed his Internship with **Shoppers Stop Ltd** in the period from 03rd May 2022 to 03rd July 2022 in Sales & Marketing. The topic of the Project was "Comparative Study between Home Brand & Competitor Brand to increase Customer Acquisition in Home Brand" at Shoppers Stop Ltd.

He has completed the project in stipulated period of time, as per the organization's requirement.

In the span of the project duration he has been found to be sincere, hardworking and very good at understanding business aspects.

Wishing him all the Best for his future Assignments.

For
SHOPPERS' STOP LTD



VANDANA
Customer Care Associate &
Unit HR Head, Pune



CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Kunal Parag wankhade

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**



GROUP CEO



— CARRIER MIDEA INDIA —

Carrier Midea India Private Limited
Kedar Empire, 3rd Floor, Office No - 7
Opposite SMDT College
Near Paud Phata Bridge, Man Karve Road
Erandwane, Pune - 411008 (Maharashtra)
Phone : +91-020-65600711

Certificate of Internship

Date: 25-07-2022

This is to certify that Mr. Aniket Mahadik has successfully completed an internship with Carrier Midea from 21st May, 2022 to 21st July 2022.

During this his internship he was involved in various Sales & business development activities in our business development team. We found him to be a self-starter who is motivated, duty bound, and hard working. He worked sincerely on his projects and assignments and his performance was satisfactory.

I hereby certify Aniket's overall work good to the best of my knowledge.

We wish him best of luck for the future endeavors.

For Carrier Midea

Manager * Sales 




ITC Limited
Office No. 951 & 952,
Ground Floor, Park Road - 11,
Mysore City, Mysore,
Karnataka - 570 013, India
Tel : + 91 82 20 6648 2000
Fax : + 91 82 20 6644 2700

Date – 26th July 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Saurabh Vilas Mahale from Sai Balaji International Institute of Management Sciences, Pune has completed a project titled "Increasing PCP through Put in Stockist" for a period starting from 16th May 2022 to 16th July 2022.

We wish him all the best for the future.

For ITC Ltd.

Authorized Signatory

CERTIFICATE OF COMPLETION



CERTIFICATE OF APPRECIATION

PROUDLY PRESENTED TO

VIKRAM VIJAY MANE

Has successfully completed Summer Internship program as a Marketing/Business
Development with us for period of 20 May, 2022 to 19 July 2022

A handwritten signature in black ink, appearing to read 'Rajesh'.

GROUP CEO



EATS NOW
Chandra
HR Head



CARRIER MIDEA INDIA

Carrier Midea India Private Limited
Kedar Empire, 3rd Floor, Office No - 7
Opposite SNDT College
Near Paud Phata Bridge, Main Kerve Road
Erandwane, Pune - 411008 (Maharashtra)
Phone : +91-020-65600711

Certificate of Internship

Date: 25-07-2022

This is to certify that Mr. Manish Prabhakar has successfully completed an internship with Carrier Midea from 21st May, 2022 to 21st July 2022.

During this his internship he was involved in various Sales & business development activities in our business development team. We found him to be a self-starter who is motivated, duty bound, and hard working. He worked sincerely on his projects and assignments and his performance was satisfactory.

I hereby certify Manish's overall work good to the best of my knowledge.

We wish him best of luck for the future endeavors.

For Carrier Midea

Manager - Sales

CERTIFICATE

Clearsharp

CLEARSHARPTechnology PRIVATE LIMITED
CIN No. U72200DL2011PTC218497
2A, Ground Floor, AMR Tech Park Hosur Main Road
Hongesandra, Bengaluru - 560068
ashish@clearsharp.in
+91-99581-82248

Date: 14th November 2022

CERTIFICATE OF INTERNSHIP

This is to certify that **Manthan Gajanan Moyje** has completed Internship in our organization under the guidance of **Ashish Jaiswal**.

Duration: 18th May 2022 to 31st August 2022

During this tenure **Manthan Gajanan Moyje** exhibited enthusiasm to learn and was responsible towards the task assigned.

We thank you for your contributions to the organization and wish you the very best for your future endeavours.

For Clearsharp Technology Private Limited,

Ashish Kumar Jaiswal

Ashish Kumar Jaiswal,
Manager

Registered Office: X- 58, 2- Floor Loha Mandi, Naraina, New Delhi-110028



CERTIFICATE

OF INTERNSHIP

Proudly Present To

Ankit Pradip Mapari

For outstanding work and dedication as a
Management Trainee during the month of June and July 2022

Anurag Singh

Cosmotown Shelters LLP

Aniket Bihani

MVPM spark,

Baner,Pune.

**internship
studio**

Date- 30th July 2022

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Kalpesh Meshram** has successfully completed his internship in the field of **Sales & Marketing** at **Internship Studio**, from 13th May 2022 to 13th July 2022 under the guidance of Mr. Aniket Bihani.

His internship activities includes learning and understanding of Cold-Calling, Team Management Negotiation skills and Customer Relationship management.

During the period of his internship program with us, he had been exposed to different processes and was found diligent, hardworking and inquisitive.

We wish him every success in his life and career.



Pooja Sewlani,
Sr.HR Executive,
Internship Studio

CERTIFICATE FROM THE COMPANY



CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Shreya Shrikant More

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**

GROUP CEO

Weikfield Foods Pvt. Ltd.

Weikfield Estate, Gat No. 485,
Lonikand, Nagar Road,
Taluka Haveli, Dist. Pune- 412216,
Maharashtra, India.

Tel: +91 - 20 - 66322300

E-mail: weikfield@weikfield.com



10-Oct-22

TO WHOMSOEVER, IT MAY CONCERN

This is to certify that Mr. Navin Pradip Wankhade from Sai Balaji International Institute of Management Science studying MBA has successfully completed his two monthly projects on "To Study and Analyze Weighted and Numeric Distribution of Weikfield Top Category products against a Competitor's product." From 22- Jun- 22 to 22- Aug- 22 in our company. _

During the tenure of his internship, we found him hardworking and sincere.

We wish him all the best in his future endeavours.

For WeikField Foods Pvt. Ltd.


Ram Jadhav

GM- HR & Admin



CERTIFICATE OF INTERNSHIP

Date: 05 August 2022

Re: Nikita Saudagare

This is to certified that **Ms. Nikita Rupsen Saudagare** has successfully completed summer internship in the field of Marketing at Amazon Development Centre (India) Private Limited from 1st May 2022 to 30 July 2022 under the guidance of Soumya V.

During the period of her internship program with us she had been exposed to different process was found punctual, hard-working and inquisitive.

We wish her every success in her life career.

On behalf of
Amazon Development Centre (India) Private Limited

Kind Regards,

Soumya V
Team Leader, Employee Services



**CERTIFICATE
OF INTERNSHIP**

This is to certify that

Nitin Patil

has successfully completed his two months **Sales Internship** at **Storia Foods and Beverages Pvt. Ltd., Pune from May 2022 to July 2022.**

During his internship he has demonstrated his skills with precision and was always self-motivated to learn new skills. His performance exceeded our expectations and he was able to complete the project on time.

We wish him all the best for his upcoming career.



Vishal Shah

Vishal Shah
Founder & Managing Director

Venkat Raman Ojha

Venkat Raman Ojha
Vice President - Sales

Shailaja Nambiar

Shailaja Nambiar
Sr. Manager Human Resources

Certificate from the company

BDB India Private Limited

CIN : U24000MH2013PTC145908
P-104 Pentagon-1 • Magarpatta City • Hadapsar • Pune 411 013 • India
Tel : +91-20-3056 0700 • Fax : +91-20-3056 0732
Email : info@bdbipl.com • Website : www.bdbipl.com



TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Pratik Patil, a student of MBA (Major in Marketing), Sai Balaji International Institute of Management Studies, Pune has successfully completed his 03 months summer internship program in the Industrial Market Research division of our company for a period starting from 27th June, 2022 to 30th September 2022.

As a part of his project, he has worked on the study of "Market Research to understand total fleet potential in India" at BDB India Private Limited.

During the summer internship program, we found him to be enthusiastic, result oriented, sincere and hard working.

We wish him all the very best in his future endeavors.

Yours truly,

Date: 4th October 2022


Jui Patil
Human Resource Department

LETTER OF INTERNSHIP

Date: 09/08/2022

This is to confirm that Mr. Pavan Ingle has successfully completed his 2 months of internship from 1st June 2022 to 30th July 2022.

In 2 months of internship duration, Pavan worked on market research Survey campaigns, Contact discovery.

In the internship duration we found Pavan to be very professional and ethical in his work practices.

We also found him to be good at maintaining quality and time management.

He has added values to multiple projects, and we strongly feel that he would bring quality work on the table.

We wish him all the best for his future endeavors.

Sonam Urdale

Best Regards

Smart-Advise



301, Arissa Avenue, Kharadi
Pune.



www.smart-advise.com
sonam@smart-advise.com



78209946688

Company certificate

Certificate Of Appreciation



Dear Mr./Ms. Suyog Phansekar

Vivanta Realtors admires your contribution & dedication.

Your efforts and hardwork motivated our many employees , we value your contribution of 60 days at vivanta realtors (property management company) we are pleased that you we're integral part of this journey.

Keep Growing In Life

Date of Issue :- 27/08/2022


Sumit Mandal
Founder

RERA No. A52100024427

Wakad, Pune 411057.



05/07/2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Saurabh Pravinrao Pise** has completed his Internship with **Shoppers Stop Ltd** in the period from 03rd May 2022 to 03rd July 2022 in Sales & Marketing. The topic of the Project was "Study to Understand Consumer Buying Behaviour & Customer Satisfaction of Organized Retail Floor Plans" at Shoppers Stop Ltd.

He has completed the project in stipulated period of time, as per the organization's requirement.

In the span of the project duration he has been found to be sincere, hardworking and very good at understanding business aspects.

Wishing him all the Best for his future Assignments.

For
SHOPPERS' STOP LTD


VANDANA

**Customer Care Associate &
Unit HR Head, Pune**



COMPANY CERTIFICATE

This is to certify that Mr. PRAMOD D. PATIL student of MBA Marketing from SBIIMS, Pune has satisfactorily completed his/her project work entitled "Promoting the Services of AYS Limited, Pune" in BUSINESS DEVELOPMENT Department of AYS Pvt.Ltd. Pune from 15th of May 2022 to 15th of July 2022.

Authorized Signature

A handwritten signature in black ink, appearing to read 'Aniket Kadam', is written over a horizontal line.

Mr. Aniket Kadam (Founder | Partner, AYS) .



ITC Limited
Office No. 001 & 002,
Ground Floor, Pentagon - P1,
Magarpatta City, Hadapsar,
Pune - 411013, India.
Tel.: + 91 (0) 20 6648 2600
Fax: + 91 (0) 20 6648 2700

Date: 13th August 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Pranit Ganpat Langote from SBIIMS, has completed a Project titled, "Technological intervention to re-frame the ITC business" for a period starting from 1st June 2022 to 30th July 2022.

We wish him all the best for the future.

For ITC Ltd

Authorized Signatory

Date :- 3rd JULY 22

To Whomsoever, It May Concern

This is to certify that Ms. Pranjali Ramrao Jadhav from Sai Balaji International Institute of Management Science, Pune studying MBA has successfully completed her two month Internship in the Supreme Industries Ltd. and submitted the project on Study and Analyse the Market Segmentation of Supreme Industries Ltd. From 3rd may 22 to 5th July 22 in our company.

During the tenure of his internship, we found him hardworking and siencere.

We wish her all the best in his future endeavours.

For Supreme Industries Ltd.



Rahul Gaikwad

(Assistant General Manager)



The Supreme Industries Limited

AT & Post : Kanhe, Taluka : Maval,
Dist. Pune - 412 106.
Maharashtra, INDIA.

(02114) 255288,307300

(02114) 255380

info@supreme.co.in

www.supreme.co.in

CIN : L35920MH1942PLC003554



CARUDYOG

— INDIA'S FASTEST GROWING AUTOMOBILE COMPANY —

Internship Certificate

We are glad to inform you that **Ms. Priyanka Chauhan** student of Saibalaji International Institute of Management Sciences from SPPU University has successfully completed her internship at **Carudyog** from **9th May 2022 to 20th August 2022**. During her internship, she was exposed to the various activities in our Digital Marketing Department.

We found her extremely inquisitive & hard working. She was very much interested to learn the functions of our core division & also to put her efforts & get in to the depth of the subject to understand it better.

Her association with us was very fruitful & we wish her all the best in her future endeavours.
Thank you!



CARUDYOG



UJWAL BHUTADA
CEO & FOUNDER, CARUDYOG

DOC: 20 Oct 2022

www.carudyog.com

Date:-25-08-2022

TO WHOMSOEVER IT MAY CONCERN

This is certified that Mr. Sanket Raipurkar from Sai Balaji International Institute of Management sciences, Pune has successfully completed Summer Internship in our "Yashoda Developers", Pune as marketing and sales Intern.

He has completed his training under guidance and supervision from 1st June 2022 to 14th August 2022.

We wish him all the success in future,

For, Yashoda Developers,



Authorised signatory.



Date:-25-08-2022

TO WHOMSOEVER IT MAY CONCERN

This is certified that Mr. Yash Raipurkar from Sai Balaji International Institute of Management sciences, Pune has successfully completed Summer Internship in our "Yashoda Developers", Pune as marketing and sales Intern.

He has completed his training under guidance and supervision from 1st June 2022 to 14th August 2022.

We wish him all the success in future.

For, Yashoda Developers,



Authorised signatory.





Certificate of Completion

This is to certify that Mr. Ishwar Rathod, a student at Sai Balaji International Institute of Management Sciences (SBIIMS), Pune has completed a summer internship with us for the period 15 May 2022 to 15 July 2023.

He has shown an eagerness to learn, understand and cope with work. He has learned much to keep her in good stead for future assignments in life.

We wish him all the best.

Ashish Gupta

A handwritten signature in black ink, appearing to read "Ashish".

Outlook Group

Pune Maharashtra (411006)

July 15, 2023

**Outlook Publishing India Pvt Ltd, AB -10, Nagar Rd, Yerawada, Pune, Maharashtra
411006**



Date :04-08-2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. RAVI KUMAR has completed internship at Decathlon Sports India Pvt Ltd, Haryana from 28-05-2022 to 31-07-2022 on "RETAIL" under the guidance of ANJUL PUNIA

During the period of his internship programme with us, we found he was punctual, hardworking and inquisitive.

We wish him all the very best for his future endeavours.

For Decathlon Sports India Pvt Ltd

Authorised Signatory



DECATHLON SPORTS INDIA PVT. LTD.

Survey No 78/10, A2 0 Chakkajala Village, Bellary Road, Bangalore - 562157

Mobile: +91 - 7676799989, www.decathlon.in

CIN: U72200KA2004F1C033018



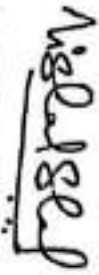

CERTIFICATE
OF INTERNSHIP


This is to certify that

Rudrani Sapate

has successfully completed her two months **Sales Internship** at
Storia Foods and Beverages Pvt. Ltd., Pune from May 2022 to July 2022.

During her internship she has demonstrated her skills with precision and was
always self-motivated to learn new skills. her performance exceeded our
expectations and she was able to complete the project on time.
We wish her all the best for her upcoming career.



Vishal Shah
Founder & Managing Director



Venkat Raman Ojha
Vice President - Sales



Shallaja Nambiar
Sr. Manager Human Resources

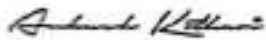
SIP
OF
CHANGE

CERTIFICATE OF INTERNSHIP

Date: 25/08/2022

This is to certify that SAHL KSHIRSAGAR SAKHARE , a student of SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES, PUNE, pursuing MBA (Marketing) has successfully completed an Internship in Marketing with Sub-Broker of Angel Broking, Delhi from 07th June 2022 to 07th August 2022. During the internship he demonstrated good proofreading skills with a self motivated attitude to learn new things.

We wish him all the best for his future endeavors.



Ankush Kothari
Sub-Broker, Angel Broking




CERTIFICATE
OF INTERNSHIP


This is to certify that

Saket Lamture

has successfully completed his two months **Sales Internship** at
Storia Foods and Beverages Pvt. Ltd., Pune from **May 2022** to **July 2022**.

During his internship he has demonstrated his skills with precision and was
always self-motivated to learn new skills. His performance exceeded our
expectations and he was able to complete the project on time.

We wish him all the best for his upcoming career.



Vishal Shah
Founder & Managing Director



Venkat Raman Ojha
Vice President - Sales



Shailaja Nambiar
Sr. Manager Human Resources

SIP
OF
CHANGE

c



This is to certify that

Sakshi Sardar

participated in the internship project for

'Content Writing'

By 39 Solutions conducted from 16th June, 2022 to 14th August, 2022.

Her contributions were in carrying out primary market research, internet research, business strategies and marketing plan recommendation for blogs and content for engagement for future development and growth of the business.

A handwritten signature in black ink, appearing to read 'BS' with a flourish underneath.

Dr Basesh V. Gala

(Founder & MD - 39 Solutions)

CERTIFICATE OF INTERSHIP



CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Sanchita Chandrabhan Mohadikar

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of 24 May, 2022 to 23 July, 2022


GROUP CEO

Certificate Of Appreciation



Dear Mr./Ms. Saumya Chaturvedi

Vivanta Realtors admires your contribution & dedication.

Your efforts and hardwork motivated our many employees , we value your contribution of 60 days at vivanta realtors (property management company) we are pleased that you we're integral part of this journey.

Keep Growing In Life

Date of Issue :- 27/08/2022


Sumit Mandal
Founder

RERA No. A52100024427

Wakad, Pune 411057.



BDB India Private Limited

CIN : U74999PN2013PTC145908

P-104 Pentagon-1 • Magarpatta City • Hadapsar • Pune -411 013 • India

Tel : +91-20-3056 0700 • Fax : +91-20-3056 0732

Email : info@bdbipl.com • Website : www.bdbipl.com



TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Saddam Shikalgar, a student of MBA (Major in Marketing), Sai Balaji International Institute of Management Studies, Pune has successfully completed his 03 months' summer internship program in the Industrial Market Research division of our company for a period starting from 27th June, 2022 to 30th September 2022.

As a part of his project, he has worked on the study of "Market Research to understand total fleet potential in India" at BDB India Private Limited.

During the summer internship program, we found him to be enthusiastic, result oriented, sincere and hard working.

We wish him all the very best in his future endeavors.

Yours truly,

Date: 4th October 2022

Handwritten signature of Jui Patil in black ink.

Jui Patil

Human Resource Department



Date: 31.03.2023

TO WHOM SO EVER IT MAY CONCERN


This is to certify that **Mr. Shreyash Darve**, student of M.B.A. (Marketing) from Saibalaji International Institute of Management Sciences, Pune has successfully completed his 3 months internship in our Sales & Marketing department from 02/05/2022 to 30/07/2022.

The title of his project was "**Promotion of School BUS**".

During the above period, we found him sincere and hardworking.

We wish him all the best in his future endeavours.

For FORCE MOTORS LTD.


Business Manager
(Region-Pune)

FORCE MOTORS LIMITED

CIN : L34102PN1958PLC011172

Regd. Office : Mumbai-Pune Road, Akurdi, PUNE - 411 035, INDIA. Tel. : (+91) 20 27476381

Visit us at : www.forcemotors.com



MOTILAL OSWAL

Motilal Oswal Financial Services Limited
CIN : L67190MH2005PLC153397
Regd. Office: Motilal Oswal Tower,
Behimtullah Sayani Road, Opp. Parel ST Depot,
Prabhadevi, Mumbai - 400025.
Board: +91-22-71934200 / 71934263
Fax: +91 2250362365

02-Aug-2022

Intern Code: 2950

TO WHOMSOEVER IT MAY CONCERN

Dear Associate,

This is to certify that **Mrs. Sonali Anantrao Sarwade** has completed her Project Training on the project '**Understanding of retail segment - B&D**'.

The tenure of the training was from **16-05-2022** to **16-07-2022**.

During her aforesaid training period with us we found her a sincere and hard working person.

We wish her all the best for her future endeavors.

Thanking you,

For, Motilal Oswal Financial Services Limited.

Pragnesh C. Patel
Sr. Vice President – Human Resource



LETTER OF INTERNSHIP

Date: 09/08/2022

This is to confirm that Mr. Rohit Songire has successfully completed his 2 months of internship from 1st June 2022 to 30th July 2022.

In 2 months of internship duration, Rohit worked on market research Survey campaigns, Contact discovery.

In the internship duration we found Rohit to be very professional and ethical in his work practices.

We also found him to be good at maintaining quality and time management.

He has added values to multiple projects, and we strongly feel that he would bring quality work on the table.

We wish him all the best for his future endeavors.

Sonam Urdale

Best Regards

Smart-Advise



301, Arissa Avenue, Kharadi
Pune.



www.smart-advise.com
sonam@smart-advise.com



78209946688



TalentServe

CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Swati Suman Sahoo

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Social Media Marketing & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**

Prakash Sahoo

GROUP CEO

INTERNSHIP CERTIFICATE



MOTILAL OSWAL

Motilal Oswal Financial Services Limited
CIN: 1671905MH2005PLC153397
Regd. Office: Motilal Oswal Tower,
Rahemtullah Sayani Road, Opp. Ford ST Depot,
Prabhadevi, Mumbai - 400025.
Board: +91-22-71934200 / 71934263
Fax: +91 2250362365

02-Aug-2022

Intern Code: 2976

TO WHOMSOEVER IT MAY CONCERN

Dear Associate,

This is to certify that Ms. Tanya Priyadarshan has completed her Project Training on the project 'Understanding of retail segment - B&D'.

The tenure of the training was from 28-05-2022 to 28-07-2022.

During her aforesaid training period with us we found her a sincere and hard working person.

We wish her all the best for his future endeavors.

Thanking you,

For, Motilal Oswal Financial Services Limited.

A handwritten signature in black ink, appearing to read 'Pragnesh C. Patel'.

Pragnesh C. Patel
Sr. Vice President - Human Resource



Storia



CERTIFICATE OF INTERNSHIP



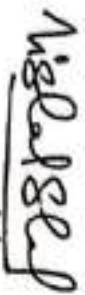
This is to certify that

Tejas Padoliya

has successfully completed his two months **Sales Internship** at
Storia Foods and Beverages Pvt. Ltd., Pune from May 2022 to July 2022.

During his internship he has demonstrated his skills with precision and was always self-motivated to learn new skills. His performance exceeded our expectations and he was able to complete the project on time.

We wish him all the best for his upcoming career.



Vishal Shah
Founder & Managing Director



Venkat Raman Ojha
Vice President - Sales



Shailaja Nambiar
Sr. Manager Human Resources



SIP OF CHANGE

Certificate Of Appreciation**Dear Mr./Ms. Tushar Singh****Vivanta Realtors admires your contribution & dedication.**

Your efforts and hardwork motivated our many employees , we value your contribution of 60 days at vivanta realtors (property management company) we are pleased that you we're integral part of this journey.

Keep Growing In Life**Date of Issue :-****Sumit Mandal
Founder****RERANo. A52100024427****Wakad, Pune 411057.**

GUJARAT CO-OPERATIVE MILK MARKETING FEDERATION LTD. (GCMMF)

Amul  SAGAR

Certificate of Internship

This is presented to

Mr. Vaishnav Kolhe

a student of

Saibalaji International Institute of Management Sciences,

Pune. in recognition of completion of training on the topic

Product Awareness & Finding Market Gap for AMUL GCMMF

for completing the 2 month/s internship

from 07/06/2022 to 07/08/2022, and he/she worked at

GCMMF. We wish him/her every success in life.



BRANCH MANAGER



CERTIFICATE



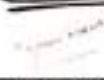
CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Snehal Arun vishe

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**



GEORJ CEO



30th November, 22

To Whomsoever it may concern

This is to certify that Mr.Vivek Shantaram Gadling from SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES, Pune has successfully completed his Summer Internship at Tata Teleservices Ltd from 1st September 22 to 30th November 22.

During the internship he worked on the project 'Marketing and Business Development' for TATA Tele Business Services.

During the project he was found to be enthusiastic and dedicated. For all the tasks allotted to him, he delivered the work with high quality.

I wish him all the best for his future endeavors.

TATA TELESERVICES LIMITED

Priyasha Tiwary
Manager-Human Resources

TATA TELESERVICES LIMITED

Al -Aqmar Building, S-Ganeshkhind Road, Shivaji Nagar, Pune-411005
Boardline: (020) 66005456/57 Fax No. : +91 20-6609 6200 Website: www.tatateleservices.com

Weikfield Foods Pvt. Ltd.

3A, Vascon Weikfield Chambers,
Weikfield IT Citi Infopark,
Shri Satpal Malhotra Marg,
Nagar Road, Pune 411 014,
Maharashtra, India.

Tel: +91 - 20 - 66478300

E-mail: weikfield@weikfield.com



29.07.2022

TO WHOMSOEVER, IT MAY CONCERN

This is to certify that Mr. Vivekanand Dnyaneshwar Jadhav from Sai Balaji International Institute of Management Science studying MBA has successfully completed his two monthly projects on "To do Market Survey and Research for Analyze Weighted and Numeric Distribution of Weikfield Core Category products and its competitors' products." From 16/05/2022 to 16/07/2022 in our company.

During the tenure of his internship, we found him hardworking and sincere.

We wish him all the best in his future endeavours.

For WeikField Foods Pvt. Ltd.

Ram Jadhav

GM- HR & Admin

Internship Certificate

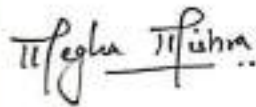
Date: - 16th July 2022

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Avadhut Yadav** student of MBA at Sai Balaji Education Society (SBES) has completed his internship program at Insights Success Media & Technology Pvt. Ltd. worked on a project on **"A Study of Market Research Methodology And Business Development Carried out at Insights Success Media & Technology Pvt. Ltd."** from 16th May 2022 to 16th July 2022.

During this period, he successfully completed the work assigned to him. He has been sincere, hardworking, and punctual in his work.

We wish him a good and prosperous career in the future.



Sincerely,

Megha Mishra | Sr. Vice President Operations

Insights Success Media & Technology Pvt. Ltd.

Office-22, 1st Floor, Rainbow Plaza, Shivar Chowk, Pimple Saudagar,
Maharashtra Pune-411017

Email ID: hr@insightssuccess.com

Mob No: +91 7410033802

Website: www.insightssuccess.com





StockKart

EXPERIENCE LETTER

Dated: 10-08-2022

TO WHOMSOEVER IT MAY CONCERN,

This is to certify that Lahudkar Aditya has been successfully completed his internship as a Financial Advisor with A grade from KSN Credence Commodities Trading Pvt. Ltd. KSN Credence is a financial organization and has emerged as one of the trusted broker in financial industry pan India by providing best services, competitive rates with all necessary support requires to make business profitable & scalable.

During his internship period, he has initiated and rendered different duties ranging from meeting several targets, his working and marketing skills were good and has learn the basics of how commodities market works. His behavior was very good and has worked as per company rules & regulations and follows every company policy. He has demonstrated his skills with self-motivation to learn new skills in Trading and Investment. His performance was exceeded our expectations.

We wish him best for his upcoming career and hope to see him as a part of our company in future.

THANKYOU
REGARDS
SARAN KASHANI
HR MANAGER

KSN CREDENCE COMMODITIES TRADING PVT LTD
Corporate Address: KAZMI CHAMBER 2nd FLOOR PARK ROAD HAZRATGANJ LUCKNOW
226001 . CALL US : 05224026981 , 8400002944
SEBI Registration No: INZ000178736 ,CIN No : U51101UP2013PTC059797
Mail Us: support@stockart.co.in , Website : www.stockart.co.in





MOTILAL OSWAL

Motilal Oswal Financial Services Limited
CIN: 163100MHQ0029HC151307
Regd. Office: Motilal Oswal Tower
Kohombhikah Sapari Road, Opp. Patel ST Desert,
Pradhikaran, Mumbai - 400015
Phone: +91-22-71934200 / 71934201
Fax: +91-22-55352355

13-July-2022

Intern Code: 3011

TO WHOMSOEVER IT MAY CONCERN

Dear Associate,

This is to certify that Mr. Aditya Prakash has completed his Project Training on the project
'Understanding of retail segment - B&D'.

The tenure of the training was from 09-05-2022 to 09-07-2022.

During his aforesaid training period with us we found him a sincere and hard working person.

We wish him all the best for his future endeavors.

Thanking you,

For, Motilal Oswal Financial Services Limited.

Pragnesh C. Patel
Sr. Vice President - Human Resource

COMPANY CERTIFICATE



M BORAR & CO
Chartered Accountants

504, Sankrish, Kaspote Vasti Road,
Wakad, Pune - 411 057.
E mail- vikas0912co@gmail.com
Ph - +91 750 786 4000

Summer Internship Certificate

TO WHOMSOEVER IT MAY CONCERN,

This is to Certify that M/s. Aishwarya Lalesh Sawaji, student of SaiBalaji International Institute of Management Sciences, Pune, has successfully completed "3 months Summer Internship" in the field of FINANCE from 01st May, 2022 to 31st July, 2022 under guidance of CA Vikas Agrawal.

During the period of her internship programme with us, she had been exposed to different processes and was found diligent, hardworking and inquisitive.

I wish her very success in her life and career.

Place: Pune

Date: 31st July, 2022.

Vikas
TRIPATHI
D. AGRAWAL

CA Vikas Agrawal.
Partner
M BORAR & COMPANY

FINE FROZEN FOODS



Certificate of internship

TO WHOM SO EVER IT MAY CONCERN

04/07/2022

This is to certify that **ALOK RAJ** is the student of Graduate in Master Business Administration (Specialization -Finance) in SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCE (SBIIMS), Pune Maharashtra has completed 2 Months from 14/04/2022 to 13/06/2022 Internship program at Meatco Industries.

During the period of his internship program with us his performance was found good.

We wish him all the best for his upcoming career.

Kind Regards



Thank you,

Your Faithfully,

For FINE FROZEN FOODS

StockKart

EXPERIENCE LETTER

Dated: 10-08-2022

TO WHOMSOEVER IT MAY CONCERN,

This is to certify that ANSHUL RAMTEKE has been successfully completed his internship as a Financial Advisor with A grade from KSN Credence Commodities Trading Pvt. Ltd. KSN Credence is a financial organization and has emerged as one of the trusted broker in financial industry pan India by providing best services, competitive rates with all necessary support requires to make business profitable & scalable.

During his internship period, he has initiated and rendered different duties ranging from meeting several targets, his working and marketing skills were good and has learn the basics of how commodities market works. His behavior was very good and has worked as per company rules & regulations and follows every company policy. He has demonstrated his skills with self-motivation to learn new skills in Trading and Investment. His performance was exceeded our expectations.

We wish him best for his upcoming career and hope to see him as a part of our company in future.

THANKYOU

REGARDS,

SAMAN HASHTHI

HR MANAGER.



KSN CREDENCE COMMODITIES TRADING PVT LTD

Corporate Address: KAZMI CHAMBER 2nd FLOOR PARK ROAD HAZRATGANJ LUCKNOW
226001. CALL US : 05224026981, 8400002944

SEBI Registration No: INZ000178736 ,CIN No : U51101UP2013PTC059797

Mail Us: support@stockart.co.in, Website: www.stockart.co.in



O A DEWANI & CO.
Chartered Accountants

📍: 7, Second Floor, MIT Corner,
Opp. SBI Training Centre, North Main Road,
Koregaon Park, Pune - 411001 (India)
☎: +91-020-29510850
✉: gulshan@oadewani.com
🌐: www.oadewani.com

CERTIFICATE OF INTERNSHIP

This is to certify that Mr. ATHARVA RAVINDRA MAHALLE, student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES, PUNE has successfully completed SUMMER INTERNSHIP in the field of finance from 10 APRIL 2022 to 10 JUNE 2022 under the guidance of CA. GULSHAN HARGUNANI.

During the period of his internship program with us he had been exposed to different process was found punctual, hard-working and inquisitive.

We wish him every success in his life career.

For O A Dewani and Co
Chartered Accountants

Gulshan

CA Gulshan Hargunani
Partner



GULSHAN HARGUNANI
CHARTERED ACCOUNTANT
Mem. No. 197053

Place: Pune

Date: 10/06/2022

Head Office 📍: Block No. 2C, Third Floor, Bajaj Wing, Mangalwari Complex, Sadar, Nagpur-440001.



S SURANA & CO.
CHARTERED ACCOUNTANTS

Duggal Plaza, Prem Nagar society, Baner-411037
Contact +91 7058234900, E-mail: - cashrutisurana17@gmail.com

CERTIFICATE

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Sanket Krishna Bhalekar** has successfully completed summer internship in the field of Goods And Service Tax in our organization from 27-05-2022 to 30-08-2022 under the guidance of undersigned.

During the period of his internship, he had been exposed to different processes and was found to be diligent, hardworking and inquisitive and his conduct was excellent.

We wish him every success in his life and career.

For **S Surana & Co.**
Chartered Accountants


CA Shrutti Vimal Surana
Partner

Dated: 30/08/2022

Place: Pune

Mr. Avinash Jadhav
M.com, CA APP



Tanishka Consultancy Services

Office No 302, 3rd Floor, Ganesh Yog, Near Bank Of Maharashtra
Beside Sinhgad College Campus, Ambegaon Bk
Pune - 411016

TO WHOM-SO-EVER IT MAY CONCERN

CERTIFICATE

This is to certify that **CHETAN GANESH DOIPHODE** a student of **Sai Balaji International Institute of Management, Pune**. Has undergone internship & completed a project on "**A STUDY ON INCOME TAX PAYERS PERCEPTION TOWARDS ELECTRONIC FILING**" in our **TANISHKA CONSULTANCY SERVICES** on the basis of work done in the firm.

He has carried out this internship from **TANISHKA CONSULTANCY SERVICES** from 9th July to 10th September 2022.

For CA Avinash Bapurao Jadhav
Chartered Accountants

TANISHKA CONSULTANCY SERVICES

Office Add. - Flat No No. 302, Ganesh Yog, 3rd Floor, Near Bank of Maharashtra
Beside Sinhgad College Campus, Behind Ashok Island Showroom, Pune Katraj Bypass Road,
Ambegaon Bk, Pune - 411016.
Mobile no-8806166695

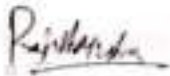
CERTIFICATE OF COMPLETION

This is to certify that **Mr. Aniket Fartade** from **Saibalaji Group Of Institutes, (IIMS | SBIIMS | IIMHRD)** has completed The Internship Program with Shriram Life Insurance Company – Digital SO Channel from May 2nd 2021 to 1st August, 2022

During this Internship Program, his performance was satisfactory and best to the industry. He is found to be committed to the assignment and tasks assigned and has shown a desire to learn and complete the task systematically.

We wish him all the success in future endeavors.

For Shriram Life Insurance Company,



Rajesh Mishra,
Zonal Head - DSO Channel
Shriram Life Insurance Company Limited

R G Wealth Management

606, Fortune Business Center, Wakad, Pune

www.rgwealthmanagement.co.in

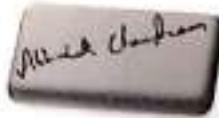
Date - 30th November 2022

Reference No - HRD/11V02

To Whomsoever It May Concern

This is to certify that Mr. Harish Kumar Verma has worked in the finance department of R G Wealth Management as intern for 2 months starting from 14th June 2022 for his summer project. During this period, he successfully completed the work assigned and has been sincere, hardworking and punctual in his work. We wish him good luck for all his future endeavors.

(For R G Wealth Management)



Abhishek Chandram
Managing Director

SHUBHAM ARUN AND COMPANY
CHARTERED ACCOUNTANTS
D-102, Nisarg Plaza, Bhumkar Wasti,
Kasturi Chowk, Wakad, Pune-411057
Contact: +91 9172099597
E-mail: client@asc@gmail.com



To Whom It May Concern

This is to certify that Mr. Harsh Pal, Student of (MBA) studies SaiBalaji International Institute of Management Sciences, Pune has successfully completed Summer Internship in the field of Finance(Taxation & Auditing) from 13 JUN 2022 to 20 OCT 2022 (10am-6pm) under the guidance of CA. Shubham Goyal.

During the period of his internship program with us he had exposed to different process was found punctual, hard-working and inquisitive.

We wish him every success in his life career.

For SHUBHAM ARUN AND COMPANY
Chartered Accountants
FRN: 157208W

For SHUBHAM ARUN AND COMPANY

Chartered Accountant
F.R.N.-157208W
Shubham Goyal
Proprietor M.No.610583

Shubham Goyal
Proprietor

Place: Pune
Date: 03-11-2022



SAURABH MANGLANI & ASSOCIATES
CHARTERED ACCOUNTANTS
B.COM., ACA
E-MAIL: casaurabhmanglani1@gmail.com

ADDRESS: SHIVAJI PATH,
TILAK WARD NO.18,
BALAGHAT, (M.P.) - 481001
☎ +91-9623024089

TO WHOM SO EVER IT MAY CONCERN

This is to certify that Himanshu Bhandarkar s/o Mr. Rajesh Bhandarkar, resident of Ward No.6, Bhourgerh, Tehsil Khalilanjil, Dist. Balaghat, (M.P.) - 481337 was working under me as a trainee for Internship purpose. He served his internship for the period of 2-months from 01/05/2022 to 30/06/2022. During his internship period, he assisted me in conducting Audit of Individuals, Firms, Companies & Trusts. He also assisted me in the finalisation work of Audit Reports of Individual Traders, Partnership Firms & Trust. He is sincere & hardworking in his work. He is not related to me in any manner.

I wish him the best regards for his future career endeavours.

DATE: 01/07/2022
PLACE: BALAGHAT

FOR SAURABH MANGLANI & ASSOCIATES
CHARTERED ACCOUNTANTS
FRN: 028864C

S Manglani

(SAURABH MANGLANI)

PROPRIETOR

M NO.190290

PAN: CVGPM4427G





R.M.D. & ASSOCIATES

CHARTERED ACCOUNTANTS (PROPRIETOR)

OFFICE- 208, SARADA SANKUL, VAKILWADI, NASHIK, 422001.

MOB. 91-9273592172

E-mail : ca.dingore@gmail.com

Certificate of Internship

I/We, the undersigned, a qualified Chartered accountant, bearing Membership No 147128
ACA/FCA Ramanand M. Dingore and Partner/Proprietor of the Firm Name RMD & Associates state and
certify as under;

I/We understand that, Mr.Gaurav Sunil Jadhav was working with us From 13rd May, 2022 to 13rd
July, 2022 and was Stipend he got an experience and performed in the field of Accounting, Taxation and
other official disciplines in good manner.

I/We declare and confirm that the contents of this certificate are true and correct to the best of
our knowledge.

WE WISHING HER BEST LUCK FOR HER CAREER AHEAD.



RAMANAND M. DINGORE
CHARTERED ACCOUNTANTS

CA Ramanand Mangesh Dingore

(Round Seal of the CA/Firm bearing
(Chartered Accountant Membership No.)

Place: Nashik.

Date: 13/07/2022.

R G Wealth Management

606, Fortune Business Center, Wakad, Pune
www.rgwealthmanagement.co.in

Date - 30th November 2022

Reference No - HRD/VK02

To Whomsoever It May Concern

This is to certify that Mr. Vishal Dadasaheb Kadam has worked in the finance department of R G Wealth Management as intern for 2 months starting from 14th June 2022 for his summer project. During this period, he successfully completed the work assigned and has been sincere, hardworking and punctual in his work. We wish him good luck for all his future endeavors.

(For R G Wealth Management)



Abhishek Chandram
Managing Director



July 15, 2022

We present this certificate to **Ms Kajol Choudhari** in appreciation of her work as a **Investing Advisor** intern under the leadership of Mr Suraj Kodarlikar from 1st May 2022 to 15th July 2022.



During the internship, she displayed good designer skills and a self-motivated attitude to learning new skills. She was a diligent employee. We wish her every success in her life and career.

Sincerely,

Specialized Knowledge Trader
(S.K. Trader)

Authorised Signature

Suraj Kodarlikar

+91 826 304 0688 
sktrader909@gmail.com 

Ref. No.: HR/REC/01/178924301092022/10352

Date: 1st September 2022

CERTIFICATE

This is to certify that Mr. NILESH KAMBLE student of Bai Balaji International Institute of Management Sciences has successfully completed his project on "A STUDY ON THE ANALYSIS OF FINANCIAL ADVISOR'S RESPONSES WITH REFERENCE TO INVESTMENT IN MUTUAL FUNDS". The project period was from 24th May 2022 to 24th July 2022.

During this period, he was found to be regular and hard working. We wish him all the Best in his future endeavors.

Vatsal Soni

(Deputy General Manager - Human Resource)

This Letter is digitally generated and does not require signature.

01/09/2022 05:19 PM

**STOCK BROKING | DEPOSITORY SERVICES | NPS
FINANCIAL PRODUCT DISTRIBUTION: MUTUAL FUNDS | LOANS | PMS | REAL ESTATE**

NJ India Invest Private Limited, Registered & Corporate Office: Block No. 901 & 902,
6th Floor, B Tower, Udhna Siddhynagar Sangh Commercial Complex, Central Road No. 10, Udhna, Surat - 394 210, Gujarat.
Phone: 0261 4025901 | E-mail: email@njgroup.in | Website: www.njwealth.in | CIN: U67120GJ2000PTC037674



Certificate

CHINGALE & ASSOCIATES
CHARTERED ACCOUNTANTS



SWARUP S. CHINGALE
B. Com., FCA.

Reference No. CA-CA/Letter/18/2022-23

September 02nd, 2022

EXPERIENCE CERTIFICATE

This is to certify that **Mr. VIVEK KAMBLE** from Sai Balaji International Institute of Management Sciences, Pune has completed internship from 04th July 2022 to 02nd September 2022 with our entire satisfaction. During his internship period, we found him a sincere, honest, hardworking dedicated trainee in his work.

We wish him every success in life

Thanking you,

Yours faithfully,

FOR CHINGALE & ASSOCIATES
CHARTERED ACCOUNTANTS

(FRN -149327W)



CA SWARUP S. CHINGALE

(M.No.163674)

Date: 2nd September 2022

Deloitte.

Deloitte Tax Services India Private Limited
Opposite Meenakshi Tech Park, 10th Floor,
Survey No. 41, Gachibowli Village, Ranga
Reddy, Hyderabad, Telangana - 500032

Tel: +91 040 67621000
www.deloitte.com

July 21, 2022

To Whom It May Concern

This is to certify that **Ms. Khushboo Harish Thawani** was on a fixed term Internship from **May 30, 2022 to July 8, 2022**. She has successfully completed her Internship in "TAX".

We wish her all the best in her future endeavors.

Deloitte Tax Services India Private Limited

Anand Digitally signed by
Anand Nishtala

Nishtala Date: 2022.07.21
20:33:10 +05'30'

Authorized Signatory

This document is digitally signed and does not require company seal.



D. V. Satbhai & Co.
Chartered Accountants

Office No.2, 3
Continental Chambers
Karve Road,
Pune -411 004
Phone: Off: 020 - 25440606
Cell: 9422031273
Fax: 020 -25422046
E-mail: dvsatbhaiandco@gmail.com

CA

Dr. Dilip V. Satbhai

B.Com (Hon.), LL.M. (1st rank), Ph.D. (Law), F.C.A.
D.I.S.A. (ICAI), D.I.R.M. (ICAI)

Senior Partner
Forensic & Information System Auditor
Risk Management Consultant
International Tax Consultant

30th August 2022

Certificate of internship

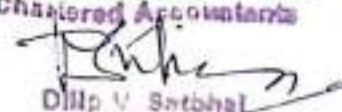
This is to inform that Ms. Roshani Kolhe Student of MBA Studies Saibalaji international Institute of Management Science. Pune has successfully completed summer internship in the field of Finance From 1st May 2022 to 1st August 2022 under the guidance of CA Dr Dilip V Satbhai.

During the period of her internship program with us, she had been exposed to different processes and she was found punctual, hard working and inquisitive.

We wish her success in her prospective career.

Place- Karve road, PUNE

Date – 30/8/2022

For D. V. Satbhai & Co.
Chartered Accountants

Dilip V Satbhai
Senior Partner
Membership No. 030970

Certificate From The Company

**CERTIFICATE
OF APPRECIATION**



This certificate is awarded
to

PUSHPENDRA KUMAWAT

For taking time to impart his/her
valuable insights and
constructive change to finance
internship at GOALER.

**DATED: FROM
31ST MAY 2022
TO 31ST JULY 2022**

Siddra Khan

MS. SIDRAKHAN
HR HEAD

Kamal Rawat

MR. KAMAL RAWAT
CO-FOUNDER

Gol/Sk/GSK(31.05)/31/05/2022/195

Ref. No. : HR/REC01/TR9239/03122022/10685

Date : 3rd December 2022

CERTIFICATE

This is to certify that **Miss. MEGHANA ARUN LAHAMGE** student of **Sai Balaji International Institute of Management Sciences** has successfully completed her project on **"SCOPE OF INVESTMENT IN MUTUAL FUND IN NJ WEALTH"**. The project period was from 24th May 2022 to 24th August 2022.

During this period she was found to be regular and hard working. We wish her all the Best in her future endeavors.

Vatsal Soni

(Deputy General Manager - Human Resource)

This Letter is digitally generated and does not require signature.

03/12/2022 12:29 PM

**STOCK BROKING | DEPOSITORY SERVICES | NPS
FINANCIAL PRODUCT DISTRIBUTION: MUTUAL FUNDS | LOANS | PMS | REAL ESTATE**

NJ India Invest Private Limited, Registered & Corporate Office: Block No. 901 & 902,
6th Floor, B Tower, Udhna Udyognagar Sangh Commercial Complex, Central Road No. 10, Udhna, Surat - 394 210, Gujarat
Phone: 0261 4925901 | E-mail: email@njgroup.in | Website: www.njwealth.in | CIN: U67120GJ2000PTC037474





AMAN JAVHERI AND ASSOCIATES
CHARTERED ACCOUNTANTS

Office 1, Ground Floor, Chandani Chowk,
Near Panchayat Samiti, Vadgaon Maval, 412106
Cell: +91 7768998995
Email: caamanjavheri@gmail.com

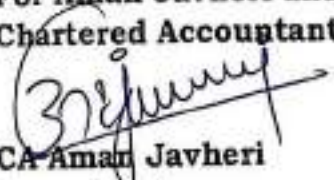
TO WHOMSOEVER IT MAY BE OF CONCERN.

I hereby certify that Akshada Vijay Mahankale, residing Gate No 241, Near Ganaga Paper Mill, Bebadohal-410506 has work with us from 20th July 2022 to 21st September 2022 as in the capacity of Intern related Finance and Accounts work.

During her period of internship, she was found to be a good responsible member of Aman Javheri and Associates. She had a professional aptitude towards organizing and tackling the varied types of assignments.

Aman Javheri and Associates wish Akshada Vijay Mahankale all the best for her future endeavors

For Aman Javheri and Associates
Chartered Accountant


CA Aman Javheri
(Proprietor)

Date: 25/09/2022



P. C. Patil & Associates

Chartered Accountants

Head Office : Survey No. 148/1+2, Plot No. 10, Swarajya Building, 1st Floor, Kalamkar Park, Baner,
Pune - 411 045, Maharashtra (India) Tel. : (020) 29804671 E-mail : info@pcpatil.com Website : www.pcpatil.com



Ref No. :

Date :

Summer Internship Certificate

TO WHOMSOEVER IT MAY CONCERN

This is to certify that M/s Mahima Ajay Chouksey, student of Sai Balaji International Institute of management sciences, Pune has successfully Completed "3 months Summer Internship" in the field of FINANCE from 01st May, 2022 to 31st July, 2022 under guidance of CA Harsh Wadhvani, Partner, P.C. Patil & Associates.

During the period of her internship programme with us, she had been exposed to different processes and was found diligent, hardworking and inquisitive.

We wish her very success in her life and career.

Place : Pune
Date : 2nd August, 2022



Harsh
FOR P.C.PATIL & ASSOCIATES
(Chartered Accountants)
CA Harsh Wadhvani

Branch Office:

1. At Pune

6th Floor, Vidyadhar Heights,
Garud Ganpati Square,
Narayan Peth, Pune - 411 030,
Maharashtra, India.
Off. : 020-24482393 /
24476666

2. At Sangli

Pandurang Bungalow,
Samarth Chowk,
Shivajinagar, Sangli - 416 416
Maharashtra, India.
Off. : +91-0233-2329290
Mob. : +91-7588588518.

3. At Belgaum

S-1, Herambha Plaza,
2nd Floor, Civil Hospital Road,
Belgaum - 590 010
Karnataka, India
Off. : +91-831-2423235
Mob. : +91-9448230590

Bangalore

C/o Chetan Tigadi, G-17,
Inland Everglades
Apartment, Hebbal,
Pasarahalli Main Road,
Bhuvaneshwari Nagar
Hebbal, Bangalore - 560 024

Ref. No. : HR/REC01/TR0242/03122022/10687

Date : 3rd December 2022

CERTIFICATE

This is to certify that Mr. PRAFULL MALGAYA student of Sai Balaji International Institute of Management Sciences has successfully completed his project on "A STUDY OF SYSTEMATIC INVESTMENT PLANNING". The project period was from 24th May 2022 to 24th August 2022.

During this period he was found to be regular and hard working. We wish him all the Best in his future endeavors.



Vansal Soni
(Deputy General Manager - Human Resource)

This Letter is digitally generated and does not require signature.

03/12/2022 12:31 PM

STOCK BROKING | DEPOSITORY SERVICES | NPS
FINANCIAL PRODUCT DISTRIBUTION: MUTUAL FUNDS | LOANS | PMS | REAL ESTATE

NJ India Invest Private Limited, Registered & Corporate Office: Block No. 001 & 002,
6th Floor, B Tower, Udhna Udyognagar Rangh Commercial Complex, Central Road No. 16, Udhna, Surat - 394 210, Gujarat
Phone: 0261 4025901 | E-mail: email@njgroup.in | Website: www.njwealth.in | CIN: U6712052008PTC007674





VAISHNAVI
ENTERPRISES
RECAIM

DATE : 30 August 2022

TO WHOM IT MAY CONCERN

This is to certify that Mr. Manas Behre , student of Master of Business Administration (MBA) of Sai Balaji International Institute of Management and Science, Pune , has successfully completed an internship in the field of Finance from 10 June 2022 to 12 August 2022 under the guidance of Ms. Nidhi Sovani (CFO).

During the period of his internship program with us he had been exposed to different process was found punctual, hard working and inquisitive.

We wish him every success in his life and career.

RAJNIL YADAV

Director,
VAISHNAVI ENTERPRISES RECAIM

CERTIFICATION OF COMPLETION
(BY ORGANIZATION)



M BORAR & CO
Chartered Accountants

504, Sanskriti, Kaspte Vasti Road,
Wakad, Pune - 411 057.
E mail- vikas0912ca@gmail.com
Ph - +91 736 786 4000

Summer Internship Certificate

TO WHOMSOEVER IT MAY CONCERN.

This is to Certify that **M/s Megha Motiram Raut**, student of SaiBalaji International Institute of Management Sciences, Pune, has successfully completed "3 months Summer Internship" in the field of **FINANCE** from **01st May, 2022 to 31st July, 2022** under guidance of **CA Vikas Agrawal**.

During the period of her internship programme with us, she had been exposed to different processes and was found diligent, hardworking and inquisitive.

I wish her very success in her life and career.

Place: Pune

Date: 31st July, 2022.

For **M BORAR & COMPANY**
(Chartered Accountants)

VIKAS
PATEL
PUNJAB

CA Vikas Agrawal
Authorise Signature



Deloitte Tax Services India Private Limited
Opposite Meenakshi Tech Park, 10th Floor,
Survey No. 41, Gachibowli Village, Ranga
Reddy, Hyderabad, Telangana - 500032

Tel: +91 040 67621000
www.deloitte.com

July 21, 2022

To Whom It May Concern

This is to certify that Mr. Anagh Jitendrakumar Mishra was on a fixed term Internship from May 30, 2022 to July 8, 2022. He has successfully completed his Internship in "TAX".

We wish him all the best in his future endeavors.

Deloitte Tax Services India Private Limited

SUBBARAO Digitally signed by
SUBBARAO KARNAM
KARNAM ANIL KUMAR
ANIL KUMAR Date: 2022.07.22
12:15:53 +05'30'

Authorized Signatory

This document is digitally signed and does not require company seal.



Email: hr@equivaluesearch.com
Web: www.equivaluesearch.com

Registered office: Kasturba Bldg, Datta Churn Galla, Kothrud, Coimbatore

Internship Completion Certificate

Dear Mohit Vilas barad

Date: 01/03/2023

This is to certify that **Mohit Vilas barad** has successfully completed his 6 weeks of Equity Research Internship at **Equivaluesearch** (01.01.23-01.03.23).

During his Internship his work on Equity Research report & Sectoral report writing was commendable.

His skills were useful to us and we found a good person within him.

His contribution was fruitful for our organization and we wish him all the best for his future endeavors.

Thanks & regards,
Sasmita Mondal
Equity Research Analyst



Saveri Babbar
HR & Admin for Equivaluesearch

K. S. BABARIYA & ASSOCIATES

CHARTERED ACCOUNTANTS

B-402, NAVKAR SOCIETY, PREMNAGAR, BIBAWEWADI ROAD, PUNE-411037

To Whom It May Concern

This letter is to certify that Mr. MOIN ASHPAK MULLA, student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES, PUNE has successfully completed his internship program of ten weeks with K. S. BABARIYA & ASSOCIATES. His internship tenure was from 9 MAY 2022 to 9 JULY 2022. He was working under the guidance of CA Kinjal Babariya and was actively & diligently involved in the projects and tasks assigned to him.

During the span, we found him a punctual and hardworking person. His learning powers are good and he picks up swiftly. His feedback and evaluation proved that he learned keenly. Moreover, his interpersonal and communication skills are brilliant.

We wish him a bright future.

Sincerely,

For K. S. Babariya & Associates
Chartered Accountants
Firm Regn. No.143757W



Kinjal Babariya
CA Kinjal S. Babariya
(Proprietor)
Membership No. 173150

CERTIFICATE OF COMPLETION

This is to certify that **Mr. Nandraj Rajendra Gaikwad** from **Sai Balaji international institute of management sciences , Pune** has completed The Internship Program with Shriram Life Insurance Company – Digital SO Channel from 10-05-2022 to 15-07-2022.

During this Internship Program, his performance was satisfactory and best to the industry. he is found to be committed to the assignment and tasks assigned and has shown a desire to learn and complete the task systematically.

We wish him all the success in future endeavours.

For Shriram Life Insurance Company,



Ipsita Tambat,
Area Head (West) - DSO Channel
Shriram Life Insurance Company Limited



Akshay Kia Jalgaon
H1/2, MDC Area, RL Square, Ajanta Road, Jalgaon,
(M.S.) - 425001 Mob. : +919372788811, +919370844999


Date:- 13/08/2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. **Abhishek Anil Nehete** has successfully completed his job duties and responsibilities during his period of internship from 13th June 2022 to 13th August 2022.

During his course of internship, he completed a project on '**Comparative study of Car Loan**' at our dealership. In the span of the internship, the candidate was found to be sincere and hardworking, and was able to complete the tasks assigned to in time.

We wish Mr. Abhishek Anil Nehete success in all future endeavors.


General Manager,
Akshay Kia
Jalgaon





Reference No. CA-CA/Letter/17/22-23

September 02, 2022

EXPERIENCE CERTIFICATE

This is to certify that Mr. NIKHIL KHAMANKAR from Saibalaji International Institute of Management Sciences, Pune has completed 52 days of Internship with our entire satisfaction. During his internship period, we found him a sincere, honest, hardworking dedicated trainee in his work.

We wish him every success in life.

Thanking you,

Yours Faithfully,

For CHINGALE & ASSOCIATES

CHARTERED ACCOUNTANTS

(FRN - 149327W)

CA. SWARUP S. CHINGALE

(M. No. 163674)

Date: 2nd September, 2022.



G-7, Mahalaxmi Heights,
Old Mumbai Pune Highway,
Behind Central Mall, Morwadi
Pimpri, Pune - 411018 MH IN.



VIBGYOR ADVICORP PRIVATE LIMITED

202, Shivai Dongre Industrial Estate, Saki Naka, Andheri Kurla Road, Andheri East, Mumbai 400072

Email ID : neemasachin@gmail.com , Mobile No. 9833224447

CIN : U93090MH2016PTC288153

CERTIFICATE OF INTERNSHIP

THIS CERTIFICATE IS AWARDED TO:

Pallavi Tayde

In appreciation of your contribution and dedication to our company
as a **Finance Intern** at Vibgyor Advicorp Private Limited, from
8th June 2022 to 8th August 2022.

Sachin Neema

CEO & FOUNDER



Equivalue Search
Website: www.equivaluesearch.com

Registered office: Tarbhal Epy Datta Garden Gore, Pokhara 70004

Internship Completion Certificate

Dear **Prajwal Yogeshwarao Takarkhede**,

Date: 26/08/2022

This is to certify that **Prajwal Yogeshwarao Takarkhede** has successfully completed his 8 weeks of Equity Research internship at Equivaluesearch (26.06.22 - 26.08.22).

During his internship his work on Equity Research report & Sectoral report writing was commendable.

His skills were useful to us and, we found a good person within him.

His contribution was fruitful for our organization and we wish him all the best for his future endeavors.

Thanks & regards
Seemira Mondal
Equity Research Analyst



Sasmita Braham
HR & Admin for Equivaluesearch



M/s. Yogesh Kulkarni & Co.

Office No.: 113, E Wing, World of Mother,
Akard, Pune - 411035.
Phone No.: 491 7219768129
Email: cakulkarniyogesh@gmail.com

CERTIFICATE OF INTERNSHIP

This is to certify that Mr. PRASAD VITTHALRAO BIRAJDAR, student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES, PUNE has successfully completed SUMMER INTERNSHIP in the field of finance from 20 April 2022 to 20 June 2022 under the guidance of CA YOGESH KULKARNI.

During the period of his internship program with us he had been exposed to different process was found punctual, hard-working and inquisitive.

We wish him every success in his life career.

For Yogesh Kulkarni & Co.

Chartered Accountants

Proprietor



FRN: 156492W

Membership No.: 607941

Date: 21/06/2022

Place: Pune



M BORAR & CO
Chartered Accountants

504, Samskriti, Kasbate Vasti Road,
Wakad, Pune - 411 057.
E mail- vikas0912ca@gmail.com
Ph - +91 750 786 4000

Summer Internship Certificate

TO WHOMSOEVER IT MAY CONCERN,

This is to Certify that **M/s Radhika Rajesh Biyani**, student of SaiBalaji International Institute of Management Sciences, Pune, has successfully completed "**3 months Summer Internship**" in the field of **FINANCE** from **01st May, 2022 to 31st July, 2022** under guidance of **CA Vikas Agrawal**.

During the period of her internship programme with us, she had been exposed to different processes and was found diligent, hardworking and inquisitive.

I wish her very success in her life and career.

Place: Pune
Date: 31st July, 2022.

For **M BORAR & COMPANY**
(Chartered Accountants)

VIKAS
FRYACOMBY
D AGRWAL
CA Vikas Agrawal.
Authorise Signature



Ankush A Jain And Associates Chartered Accountants

Date: 27/07/2022

To Whomsoever It May Concern

It is to certify that **Mr. Vedant Vikas Rathod** was working as intern with us, **Ankush A Jain & Associates** Chartered Accountants as Audit Clerk from the period of 15 May To 15 July 2022 as per the firm's employment record.

During his internship **Mr. Vedant Vikas Rathod** has perused the knowledge & experience in field of Audit & Accounting from our Firm.

During internship, we found him to be Professional, Knowledgeable and result oriented with theoretical & practical understanding of work requirements.

Overall **Mr. Vedant Vikas Rathod** performed his duties and responsibilities cheerfully with attention to detail at all times. With his enthusiasm to work, learn and progress, I am certain that he would make a great employee to any enterprise.

Please feel free to contact us if you have any specific questions regarding his employment.

Ankush A Jain and Associates
Chartered Accountants



Ankush
CA Ankush Jain

Mem No. 610390

+91 9552314411

caankushajain@gmail.com

Shop No.8, Near Nagar Palika,
Shirpur, Dist- Dhule

CERTIFICATE OF APPRECIATION



This certificate is awarded
to

ROSHAN KUMAR

For taking time to impart his/her
valuable insights and
constructive change to finance
internship at GOALER.

DATED: FROM

16th June 2022

TO 16th Aug 2022

Siddra Khan

MS. SIDRAKHAN
HR HEAD

Kamal Rawat

MR. KAMARAWAT
CO-FOUNDER

Gol/Sk/GSK(16.06)/16/06/2022/210

CERTIFICATE OF INTERNSHIP

This is to certified that Mr. Rushikesh Ramkrushna Thakare student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCE, PUNE has successfully completed summer internship in the field of finance from 1st April 2022 to 30 June 2022 under the guidance of CA Arvind Bhosale.

During the period of his internship program with us he had been exposed to different process was found punctual, hard-working and inquisitive.

We wish him every success in his life career.

For ARVIND BHOSALE & ASSOCIATES

Chartered Accountant

CA Arvind Bhosale



Place: Pune

Date: 30/6/2022



ARVIND BHOSALE & ASSOCIATES

Chartered Accountants

CERTIFICATE OF INTERNSHIP

This is to certified that Mr. Ashish Nivrutti Satao student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCE, PUNE has successfully completed summer internship in the field of finance from 1st April 2022 to 30 June 2022 under the guidance of CA Arvind Bhosale.

During the period of his internship program with us he had been exposed to different process was found punctual, hard-working and inquisitive.

We wish him every success in his life career.

For ARVIND BHOSALE & ASSOCIATES

Chartered Accountant

CA Arvind Bhosale



Place: Pune

Date: 30/6/2022



MANSINGHANI KULKARNI & ASSOCIATES
CHARTERED ACCOUNTANTS

Office : 02, Sangeet Park, Near Mahesh Eye Hospital, Govind Nagar, Nashik - 09
Email ID: mkcaassociates@gmail.com Ph : +91 76206 29839 / +91 87888 83194

We present this Certificate to :

SHAIKH KAIF ARIF

This is to certify that Shaikh Kaif s/o Mr. Shaikh Arif Musa, resident of Satana, Tal. Baglan Dist. Nashik- 423301 was working under me as a trainee for the internship purpose. He served his internship for the period of 2-months from 15/05/2022 to 15/07/2022. During his internship period he has shown true commitment and diligence towards the work.

I wish him the best regards for his future career and endeavors.



Mansinghani Kulkarni & Associates
Chartered Accountants

Prithvi Mansinghani
CA Prithvi Mansinghani
Partner

M. No. 178046

FRN : 147564W

CA Prithvi Mansinghani

(Partner)

DATE.

15/07/2022

Ref. No. : HR/REC01/TR0241/06012023/10905

Date : 6th January 2023

CERTIFICATE

This is to certify that **Miss. PORNIMA DATTARAO SHINDE** student of **Sai Balaji International Institute of Management Sciences** has successfully completed her project on **'INVESTORS PERCEPTION TOWARDS INVESTMENT IN MUTUAL FUND'**. The project period was from 24th May 2022 to 24th August 2022.

During this period she was found to be regular and hard working. We wish her all the Best in her future endeavors.

Vatsal Soni
(Authorised Signatory)

This Letter is digitally generated and does not require signature.

06/01/2023 07:48 PM

**STOCK BROKING | DEPOSITORY SERVICES | NPS
FINANCIAL PRODUCT DISTRIBUTION: MUTUAL FUNDS | LOANS | PMS | REAL ESTATE**

NJ India Invest Private Limited, Registered & Corporate Office: Block No. 903 & 902,
8th Floor, D Tower, Udhva Udyognagar Sangh Commercial Complex, Central Road No. 10, Udhva, Surat - 394 210, Gujarat.
Phone: 9261 4025001 | E-mail: email@njgroup.in | Website: www.njinvest.in | CIn: 0571200/0000PTC037674



CERTIFICATE OF COMPLETION

This is to certify that **Mr. Prathviraj Baswaraj Sulgudle** from **Sai Balaji international institute of management sciences , Pune** has completed The Internship Program with Shriram Life Insurance Company – Digital SO Channel from 10-05-2022 to 15-07-2022.

During this Internship Program, his performance was satisfactory and best to the industry. he is found to be committed to the assignment and tasks assigned and has shown a desire to learn and complete the task systematically.

We wish him all the success in future endeavours.

For Shriram Life Insurance Company,

Tambat



Ipsita Tambat,
Area Head (West) - DSO Channel
Shriram Life Insurance Company Limited



VIBGYOR ADVICORP PRIVATE LIMITED

202, Shival Dongre Industrial Estate, Saki Naka, Andheri Kurla Road, Andheri East, Mumbai 400072

Email ID : neemasachin@gmail.com , Mobile No. 9833224447

CIN : U93090MH2016PTC288153

CERTIFICATE OF INTERNSHIP

THIS CERTIFICATE IS AWARDED TO:

Suyash Shirole

In appreciation of your contribution and dedication to our company
as a **Finance Intern** at Vibgyor Advicorp Private Limited, from
8th June 2022 to 8th August 2022.

Sachin Neema

CEO & FOUNDER



JAJU SONI & ASSOCIATES

105/106, 1st floor, Yash Plaza, Infront of shivneri gate, Kava road, Latur-413512

Certificate of Internship

We understand that Mr. Abhijeet Sadashiv Tattapure Studying in Sai Balaji International Institute of Management Sciences College, Pune. Was working with us from 15 May 2022 to 15 July 2022 as Assistant accountant and was Stipend he got to experience. He performed in the field of Accounting, Taxation, and GST. He is hardworking and sincere in his work and his attendance was regular.

We declare and confirm that the contents of this certificate are true and correct to the best of our knowledge.

WE WISH HIM THE BEST OF LUCK IN HIS CAREER AHEAD.



Place: - Latur.

Date: - 16-07-2022.

Jaju Soni & Associates

(Chartered Accountant)

Chetan S Jaju (Partner)

CERTIFICATE OF APPRECIATION



This certificate is awarded
to

VIVEK UPADHYAY

For taking time to impart his/her
valuable insights and
constructive change to finance
internship at GOALER.

DATED: FROM

16th June 2022

TO 16th Aug 2022

Siddra Khan

MS. SIDRAKHAN
HR HEAD

Kamal Rawat

MR. KAMALRAWAT
CO-FOUNDER

Gol/Sk/GSK(16.06)/16/06/2022/210



Internship Completion Letter

01.Sep.2022

To Whomsoever It May Concern

This is to certify that Aishwarya Mohan Dayma, from Sai Balaji International Institute of Management Science, has completed internship at Reliance Jio Infocomm Ltd from 02 May 2022 to 16 Jul 2022. During this period, Aishwarya Mohan Dayma completed a project titled "Policies & Practices- Talent Acquisition " under the guidance of Sachin Shinde.

During the internship period, we found Aishwarya Mohan Dayma to be extremely curious and hardworking. Her association with us was beneficial and she was very sincere and diligent.

Please Note: As the project involves highly sensitive data, all the details and the contents made towards the project needs to be kept confidential. Under no circumstances must this be shared nor distributed in any form to anyone other than the company authorized personnel or as is required by law. It is expected that Aishwarya Mohan Dayma complies and adheres to the company policy and its rules.

We wish the best in all future endeavors.

Yours sincerely,

For Reliance Jio Infocomm Ltd,

Authorized Signatory

Reliance Jio Infocomm Limited: CIN U72900GL2007PLC106R09

Registered Office: Office - 101, Saffron, Nr. Centre Point, Panchwat 5 Rasta, Ambewadi, Ahmedabad-380005, Gujarat, India.
Tel no: 079-36400100, www.jio.com



**UBIQUITOUS PHARMACEUTICAL
PRIVATE LIMITED**

CIN: U24299PN2021PTC204963

Phone No.: +91 917 544 69 76 ; E-mail id: info@ubiquitousindia.org

TO WHOM IT MAY CONCERN

This is to certify that Miss Aishwarya Bagde is student studying in MBA, Semester II from Sai Balaji International Institute of Management Sciences, Pune has completed summer internship in Human Resource Department

The tenure of the training was from 20-05-2022 to 20-07-2022.

During his aforesaid training period with us we found her a sincere and hard working person

We wish her all the best for her future endeavors.

Thanking you,

For Ubiquitous Pharmaceutical Pvt. Ltd.



CS Pradakhina Goswami
Company Secretary

Reg. Office Address: Unit No. 405, Vistas Center Point, SR No. 37,
NIBM Ext. Road, Mohammad Wadi, Pune -- 4111060, MH, IN



Date- 01/10/2022

TO WHOM IT MAY CONCERN

Miss Apiya Dhuri has successfully completed 3 months of internship from 1st July 2022 to 1st Oct 2022 in Pragati Engineering as HR Intern.

During his tenure as an apprentice with us, we found his services satisfactory.

She had successfully handed the full process of recruitment and HR oprations.

We wish him all the best for his future.

For Pragati Engineering



Shubhangi Namdas

HR & ADMIN



Ref. : HR/TC/ 2022

Date: 16th Oct 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify Mr. **Utkarsh Balu Gade** student of MBA (Human Resource) from Sai Balaji International Institute of Management Science Hinjewadi Pune of Savitribai Phule University – Pune has successfully completed his **Internship Training** (as required for Academic course completion) in our organization from **12th Aug 2022 to 16th Oct 2022** and during his training period he completed his project on **Study of Employees Unannounced absenteeism.**

We hope the Knowledge he gained will help him to utilize the experience in his future education.

We wish him all the success in his future endeavors.

For, Raymond Limited,


Sandeep Ojha
Sr. Manger - HR/IR



TEXTILE DIVISION

E1 & E11, MIDC, AJANTA ROAD
JALGAON - 415 003
MAHARASHTRA, INDIA
PHONE : (0257) 2273700
FAX : (0257) 2210408
WEBSITE : www.raymond.in

CORPORATE OFFICE

MAHNDRA TOWER, B WING
PANDURANG BUDHIKAR MARG,
WORLI
MUMBAI - 400 018
PHONE : +91 2256609999
FAX : +91 22 24939036, 24925064

REGISTERED OFFICE

PLOT NO. 156 / H-NO.2
VILLAGE ZADGAON,
RATNAGIRI - 415 612
MAHARASHTRA, INDIA
PHONE : +91 2352 32514
FAX : +91 2352 22985
CN - L 17117MH1925PLC001208

COMPANY CERTIFICATE



RUBICON INDUSTRIES

Manufacturers Of Automotive Parts & Engineering Services

Waluj, M.I.D.C, Aurangbad-431136

E-mail- rubicon.indus@gmail.com

Ref.No. -RI-011/2022

Date - 25/07/2022

TO WHOM SO EVER CONCERNED

This is to certify that Ms. SNEHAL BHIMRAO GAIKWAD student of MBA (Human Resource) from Sai Balaji International Institute of Management Sciences Hinjewadi Pune of Savitribai Phule University - Pune has successfully completed her Internship Training (as required for Academic course completion) in our organization from 15th May, 2022 to 20th July, 2022 and during her training period she completed her project on Employee Satisfaction.

We hope the knowledge she gained will help her to utilize the experience in her future education.

We wish her all the success in her future endeavors.




RUBICON INDUSTRIES

Certificate From Company



Capgemini Technology Services India Limited
(Formerly known as CAPTE Global Solutions Limited)
No.158, 162P & 163, 170P, EPZ Phase II, Whitefield,
Bangalore - 560008, Karnataka India.
T: +91 80 4004 0000 | F: +91 80 4825 9000
www.in.capgemini.com

Reference No #: 4632885505

December 06, 2022

Internship Letter

Mr.Himanshu Sakhare
Emp. Code - 46239308
Bangalore

Dear Himanshu Sakhare,

This is to certify that Mr.Himanshu Sakhare has successfully completed his internship with Capgemini from **May 28, 2022 to December 01, 2022.**

He interned under the guidance of Mr.harshal Gaghate.

We wish all the best for his future endeavors.

Yours truly,

For Capgemini Technology Services India Limited

Signature valid

Digitally signed by **ARUN KUMAR
GOPALAKRISHN**
Date: 2022.12.06 19:53:05 +05:30

*This is a digitally signed document and does not require the signature on it.

Legal Off : Capgemini Technology Services India Limited, No.15, Raju Garuda Infotech Park, Hiranahalli Phase II, HSIIC - Bell, Whitefield, Bangalore
Tamil Nadu, India - 411017, Maharashtra, India. Tel: +91 20 6699 1 908 | Fax: +91 20 6699 3030 | Cdn: 186110P63293PLC015902

INTERNSHIP CERTIFICATE

HCL TRAINING & STAFFING SERVICES PVT. LTD.
Registered Office: 106, 1st Floor, Vaidya Place, New Delhi 110011, INDIA
www.hcl.com

September 27, 2022

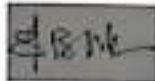
To Whomsoever This May Concern

This is to certify that **Kajal Dhapka**, student of **Saibalaji International Institute of Management Studies-SBIIMS**, was doing her internship at **HCL Training & Staffing Services PVT. LTD.** She has done her project on **"TAG"**. The duration of the project was from **May 05, 2022 to August 04, 2022**.

She has successfully completed the training and we wish her all the very best for all her future endeavours.

With Best Wishes,

For HCL Training & Staffing Services PVT. LTD



Bhuvaneshwaran Shankar Nathan

Group Manager, Human Resources

HCL



Internship Completion Letter

01.Sep.2022

To Whomsoever It May Concern

This is to certify that Nimmy Mathew Vennamattathil, from Sai Balaji International Institute of Management Science, has completed internship at Reliance Jio Infocomm Ltd from 02 May 2022 to 16 Jul 2022. During this period, Nimmy Mathew Vennamattathil completed a project titled "Policies & Practices-Talent Acquisition " under the guidance of Ketki Sidhapathaki.

During the internship period, we found Nimmy Mathew Vennamattathil to be extremely curious and hardworking. Her association with us was beneficial and she was very sincere and diligent.

Please Note: As the project involves highly sensitive data, all the details and the contents made towards the project needs to be kept confidential. Under no circumstances must this be shared nor distributed in any form to anyone other than the company authorized personnel or as is required by law. It is expected that Nimmy Mathew Vennamattathil complies and adheres to the company policy and its rules.

We wish the best in all future endeavors.

Yours sincerely,

For Reliance Jio Infocomm Ltd,

Authorized Signatory

Reliance Jio Infocomm Limited: CIN U72900GJ2007PLC105869

*Registered Office: Office - 101, Saffron, Nr. Centre Point, Panchwati 5 Road, Ambawadi, Ahmedabad-380006, Gujarat, India.
Tel no: 079-35000100, www.jio.com*



Ref. : HR/TC/ 2022
Date: - 19th July 2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms. Kalyani Arun Pawar** student of MBA (Human Resource) from Sai Balaji International Institute of Management Sciences Hinjewadi Pune of Savitribai Phule University – Pune has successfully completed her **Internship Training** (as required for Academic course completion) in our organization from 12th May, 2022 to 18th July, 2022 and during her training period she completed her project on **Study Of Employees Absenteeism.**

We hope the knowledge she gained will help her to utilize the experience in her future education.

We wish her all the success in her future endeavors.

For, Raymond Limited,

Sandeep Ojha
Sr. Manager – HR/IR



TEXTILE DIVISION

E1 & E11, MIDC, AJANTA ROAD
JALGAON - 425 003
MAHARASHTRA, INDIA
PHONE : (0257) 2273700
FAX : (0257) 2210408
WEBSITE : www.raymond.in

CORPORATE OFFICE

MAHINDRA TOWER, B WING
PANDURANG BUDHKAR MARG,
WORLI
MUMBAI - 400 018
PHONE : +91 22 56609999
FAX : +91 22 24939036, 24925084

REGISTERED OFFICE

PLOT NO. 156 / H-NO. 2,
VILLAGE ZADGAON,
RATNAGIRI - 415 612
MAHARASHTRA, INDIA
PHONE : +91 2352 32514
FAX : +91 2352 22985
CIN - L 17117MH1925PLC001208

CERTIFICATE OF ORGANISATION



Capgemini Technology Services India Limited
(Formerly known as 20277 Global Solutions Limited)
No. 14, Rajiv Gandhi Infotech Park, HITEC Park II, Hyderabad,
Bangalore - 560096, Karnataka India.
T : +91 80 4108 0000 | F : +91 80 4125 0000
www.in.capgemini.com

Reference No #: 2364776108

December 02, 2022

Internship Letter

Ms. Ravina Wagh
Emp. Code - 46239303
Bangalore

Dear **Ravina Wagh**,

This is to certify that **Ms. Ravina Wagh** has successfully completed her internship with Capgemini from **May 17, 2022 to November 30, 2022**.

She interned under the guidance of **Mr. Harshal Gajghate**.

We wish all the best for her future endeavors.

Yours truly,

For **Capgemini Technology Services India Limited**

Signature valid

Digitally signed by **ARUN KUMAR
GOPALAKRISHNAN**
Date: 2022.12.02 22:11:50 +05:30

*This is a digitally signed document and does not require any stamp/signature.
Head Office - Capgemini Technology Services India Limited, No. 14, Rajiv Gandhi Infotech Park, HITEC Park II, MIDC - Sec. 5, Vidyapeeth,
Telangana Pradesh - Pune - 411057, Maharashtra, India. Tel: +91 20 6599 1000 | Fax: +91 20 6096 5050 | CIN: U85110PN1999PLC140304

16/02/2023

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. Chinmay Ashutosh Redij has completed his Internship with Shoppers Stop Ltd in the period from 22 April 2022 to 22nd June 2022 in HR. The topic of the Project was "Employee Engagement & Compliance at Store" at Shoppers Stop Ltd.

He has completed the project in stipulated period of time, as per the organization's requirement.

In the span of the project duration he has been found to be sincere, hardworking and very good at understanding business aspects.

Wishing him all the Best for his future Assignments.

For
SHOPPERS' STOP LTD



VANDANA
Customer Care Associate &
Unit HR Head, Pune

Certificate From Company

WNS
Working Your Way

www.wns.com

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123456789

123456789

Experience letter

TO WHOMSOEVER IT MAY CONCERN

This is to confirm that Ms. Rupal Meshram, Emp. ID: 397197 has been released from the services of WNS Global Services Private Limited with effective from 9-May-22 till 9-Aug-22 as "Intern Trainee" in HR Talent Acquisition Department. We thank her for the contribution during her tenure with the organization and wish her all the best in her future endeavors.
For WNS Global Services Pvt. Ltd.

Adil Nargolwala

Adil S Nargolwala
Corporate SVP - HR
Head - Talent Acquisition Group

WNS Global Services Private Ltd.
Business Address: Plot No. 35, Gate No. 4, Godrej & Boyce Complex, Pirojchangan,
185 Marg, Vikhroli (West), Mumbai - 400 379, India. Tel +91 4093 2100 | Fax +91 22
2518 8337
CIN: U72200MH1996PTC100196

Ref. : PHR/Cert.

Date: 20/06/2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Shivani Singh, a student of MBA-HR from SaiBalaji Group of International Institutes (IIMS, IIMHRD, SBIIMS), Pune has successfully completed the Internship project on "Study on Multiskilling of employees and cost effectiveness, its benefits & data analysis" at Exide Industries Limited, Chinchwad as a part of her academic curriculum starting from 22nd Apr'2022 to 20th Jun'2022

During the project, she was found honest, sincere and hardworking.

We wish her all the best in his future endeavor.

For Exide Industries Ltd.


Praful Joshi
Sr. Manager-Plant HR





Dream Events
You Ask We Fulfill

Dream Event's

Office : 110(10A), Kailash Market, kokanwadi, Chatra. Sambhajinagar - 431005
Mobile No. : 7757887370, 9404292494

Date :

PRIVATE AND CONFIDENTIAL

SHRIKRISHNA M. PANCHAL
EMAIL : shripanchal006@gmail.com
MOBILE NO : +91 9689850673
ADDRESS : Kokanwadi, chatrapati Sambhajinagar-431005

TO WHOM SO IT MAY CONCERN

This is to certify that MR. SHRIKRISHNA M. PANCHAL has done her internship as Human Resource Management in our company for 90 days from 02 May 2022 to 01 August 2022 with our entire satisfaction. He is amiable in nature and character is well. We have no objection to allow her in any position and have no liabilities in our company

We wish her all the success for his future assignments

 **DREAM EVENT'S**

PROPRIETOR
For DREAM EVENT'S.

SHUBHAM SHIVAJI APARE
Co-Founder & CEO



**UBIQUITOUS PHARMACEUTICAL
PRIVATE LIMITED**

CIN: U24299PN2021PTC204963

Phone No.: +91 917 544 69 76 ; E-mail id: info@ubiquitousindia.org

Date: 23/07/2022

TO WHOM IT MAY CONCERN

This is to certify that Miss Snehal Tale is student studying in MBA, Semester II from Sai Balaji International Institute of Management Sciences, Pune has completed summer internship in Human Resource Department.

The tenure of the training was from 20-05-2022 to 20-07-2022.

During her aforesaid training period with us we found her a sincere and hard working person.

We wish her all the best for her future endeavors.

Thanking you,

For Ubiquitous Pharmaceutical Pvt. Ltd.



CS Pradakshina Goswami
Company Secretary

Reg. Office Address: Unit No. 405, Vistas Center Point, SR No. 37,
NIBM Ext. Road, Mohammad Wadi, Pune – 4111060, MH, IN



Internship Certificate

This is to certify that Mr. Atul Virendra Singh student of MBA studying in "Saibalaji International Institute of Management Sciences, Pune" has successfully completed summer internship at "TTD Logistics Pvt. Ltd." in the field of logistics from 3 May 2022 to 3 July 2022 under the guidance of Mr. Vinod Ravindran.

During the period of his internship he displayed an exemplary attitude for learning and found to be silent, obedient and hard working. q✓

We wish him success in his future Endeavors.

For TTD Logistics Pvt. Ltd.



Anand Joshi

HR and Admin Manager

COMPANY CERTIFICATE

**TTD LOGISTICS Pvt. Ltd.**

www.ttdlogistics.in | info@ttdlogistics.in

Specializing People Transports With Care

Certification of Internship

This is to certify that Mr. Akshay Anil Nalawade student of MHA studying in "Saibalaji International Institute of Management Sciences, Pune" has successfully completed summer internship at "TTD Logistics Pvt. Ltd." in the field of logistics from 1st June 2022 to 31st July 2022 under the guidance of Mr. Vinod Ravindran.

During the period of his internship he displayed an exemplary attitude for learning and found to be silent, obedient and hard working.

We wish him success in his future Endeavors.

For TTD Logistics Pvt. Ltd.



Anand Joshi

HR and Admin Manager



TTD LOGISTICS Pvt. Ltd.

www.ttdlogistics.in | info@ttdlogistics.in

Specializing People Transports with Care

Certification of Internship

This is to certify that Mr. Rohit Mahadevrao Dhakare student of MBA studying in "Saibalaji International Institute of Management Sciences, Pune" has successfully completed summer internship at "TTD Logistics Pvt. Ltd." in the field of logistics from 1st June 2022 to 31st July 2022 under the guidance of Mr. Vinod Ravindran.

During the period of his internship he displayed an exemplary attitude for learning and found to be silent, obedient and hard working.

We wish him success in his future Endeavors.

For TTD Logistics Pvt. Ltd.



Anand Joshi

HR and Admin Manager



Sonai Building, 1st Floor, Opp. Shell Petrol Pump, Hinjewadi,
Pune 57 | Phone: 9850205522 / 9850205376

COMPANY CERTIFICATE

Cert.No: OCMT2/ABB

Certificate of Internship Completion

This Certificate is awarded to

Bondarde Shrutika Sainath

for successfully completing the Community Manager- Internship with NblIK
during the period of 80 days from May 28, 2022.



Abhishek Yadav
ABHISHEK YADAV
FOUNDER & CEO

NblIK

COMPANY CERTIFICATE



Mayur Engineers

Sayali, G-3/24, Indira Park, Chinchwad Pune-411033

mob:-+919359803537, email:mayurengineers@yahoo.co.in.

Solution Support Golden

Ref:-2223-1201-IL

Date: 01/12/2022

To whom so ever it may concern

This is to certify that **Mr. Ashish Waydande**, student of Saibalaji International Institute Of Management Science, Pune has successfully completed In- Plant from 01 October 2022 to 01 December 2022.

His Project topic during the in-plant training was "**Study of Material storage Layout and Inventory Management at MAYUR ENGINEERS**"

During this period his **PERFORMANCE, CONDUCT** and **CHARACTER** were uniformly good.

We wish him all the best for his future endeavors.

For M/s Mayur Engineers,

FOR MAYUR ENGINEERS

MAYUR SHINGADE

Mayur Shingade.
(Authorized signatory)

CERTIFICATE OF APPRECIATION

BIG BAZAAR

DEAR MR **ABHISHEK MOHANTY**

BIG BAZAAR AS AN ORGANISATION HAS A CORE DNA OF NURTURING AND VALUING RELATIONSHIPS .WE VALUE AND WILL ALWAYS CHERISH YOUR CONTRIBUTION OF 2 MONTHS TO PROJECT OF VISUAL MERCHANDISING ON BIG BAZAAR STORE

Date of Issue :18.08.2022



SANJU THAKUR
Deputy General Manager -
People Office

त्रिमूर्ती पेट्रोलियम, कासेगांव
इंडियन ऑयल कार्पोरेशन लि.,
डिप्टर :- कासेगांव



ता. कासेगांव, जि. सांगली, 415404

Ph. 02342-239111 Mo. 9800968141, 9766494555

जा. क्र.

दिनांक :

CERTIFICATE OF INTERNSHIP

This is certify that Mr.Hrishkesh Sunil Mane, student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES, PUNE has successfully completed SUMMER INTERSHIP in field of marketing from 20 April 2022 to 20 June 2022 under the guidance of ROSHAN JADHAV(Manager).

During the period of his Internship program with us he had been exposed to different process was found punctual, hard-working and inquisitive.

We wish him every success in his life career.

Trimurti Petroleum Kasegaon

Proprietor

Date: 21/06/2022

Place: Kasegaon

CERTIFICATE




CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

Prakash singh chauhan

Sai Balaji International Institute of Management Sciences, Pune

has successfully completed Summer Internship programme as a
Marketing/ Business Development & General Management
with us for a period of **24 May, 2022 to 23 July, 2022**


GROUP CEO

PARTH JHALANI & CO.
CA PARTH JHALANI
B.Com, FCA
Chartered Accountants



94, Ved Vyas Colony, Nr. Suraj Hall
Ratlam (M.P.) – 457001
Mob. No. 9893652121; 7412-242121
Email : parthfca@gmail.com
Email : caparthjhalani@icai.org

Certificate OF Internship

This is to certify that Mr. JAYANT MISHRA student of (MBA) studies SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCE, PUNE has successfully completed SUMMER INTERNSHIP in the field of finance from 01 June 2022 to 20 July 2022 under the guidance of CA. PARTH JHALANI.

During the period of his internship program with us he had been exposed to different process was found punctual, hard-working and inquisitive.

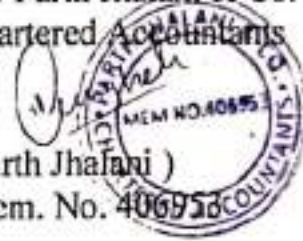
We wish him every success in his life career

Date: 20.07.2022
Place: Ratlam

For Parth Jhalani & Co.
Chartered Accountants

(Parth Jhalani)

Mem. No. 406953



Experience Letter

TO WHOMSOEVER IT MAY CONCERN

This is to confirm that **Ms. Barbee Bhowmik**, Emp. Id **396977** has been released from the services of WNS Global Services Private Limited with effect from **July 18, 2022**. She was employed in the Company from **May 02, 2022** till **July 18, 2022**. She was last designated as **Intern Trainee**.

Yours Sincerely,

For WNS Global Services Pvt. Ltd.



Nitin Sardana
Corporate SVP - Human Resources
August 23, 2022

CERTIFICATE

— of —

COMPLETION

Is hereby granted to

Shivshankar Lahudkar

For completing the internship with
Edelweiss Wealth Management

31/08/2022

Date



Authorized Signatory
Human Resource

A STUDY ON DIGITAL MARKETING

A
SUMMER INTERNSHIP PROJECT REPORT
On
"A STUDY ON DIGITAL MARKETING"

For

"CARUDYOG"

By

"Priyanka Pradeepsingh Chauhan"

Under the guidance of

Dr. L. K. Tripathy

Submitted to

SAVITRIBAI PHULE PUNE UNIVERSITY



In partial fulfillment of the requirement for the award of the degree of Master of Business Administration (MBA)



Through

SAI BALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES (SBIIMS)

Pune - 411005

Batch - 2021-2023

SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES (SBIIMS)

Page | 1





SAIBALAJI EDUCATIONAL SOCIETY

SAIBALAJI INTERNATIONAL INSTITUTE OF MANAGEMENT SCIENCES **SBIIMS**
SBIIMS PUNE

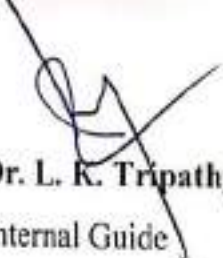
Affiliated to Savitribai Phule Pune University
Approved by AICTE, Ministry of HRD, Govt. of India

Ref: SBIIMS/MBA/2021-23/698

Date: 1 April 2023


CERTIFICATE

This is to certify that **Priyanka Pradeepsingh Chauhan** is a bonafide student of our Institute pursuing MBA in **Marketing** Batch 2021-2023 has successfully completed this project titled, "**A Study on Digital Marketing.**" at **Carudyog, Pune** from **09/05/2022** till **20/08/2022** under the guidance of **Dr. L. K. Tripathy**. She has duly acknowledged all the sources of reference used in the above project work in partial fulfillment of the Master of Business Administration (MBA) Program of Savitribai Phule Pune University.


Dr. L. K. Tripathy
Internal Guide




Dr. L. K. Tripathy
DIRECTOR
Director, SBIIMS
PUNE

Ext. Dr. P. V. Yadav 
5/4/23

CARUDYOG

— INDIA'S FASTEST GROWING AUTOMOBILE COMPANY —

Internship Certificate

We are glad to inform you that **Ms. Priyanka Chauhan** student of Saibalaji International Institute of Management Sciences from SPPU University has successfully completed her internship at **CarUdyog** from **9th May 2022 to 20th August 2022**. During her internship, she was exposed to the various activities in our Digital Marketing Department.

We found her extremely inquisitive & hard working. She was very much interested to learn the functions of our core division & also to put her efforts & get in to the depth of the subject to understand it better.

Her association with us was very fruitful & we wish her all the best in her future endeavours.
Thank you!


CARUDYOG



UJWAL BHUTADA
CEO & FOUNDER, CARUDYOG

DOC: 20 Oct 2022

www.carudyog.com

DECLARATION

This is to certify that the project report is entitled "A STUDY ON DIGITAL MARKETING" is submitted to SBIIMS, Pune in partial fulfillment of the requirement for the degree of Master of Business Administration(MBA), is an original work. The matter embodied in this project is genuine work done by me and has been submitted whether to this university or any other university/ institute for the fulfillment of the requirement of any course of study.

I guarantee that this project report has not been submitted for the awards to any other university for a degree, diploma, or any other such prizes.

Date: 3/4/23

Signature:



Miss. Priyanka Chauhan

ACKNOWLEDGEMENT

I, Priyanka Chauhan, student of Master of Business Administration of SaiBalaji International Institute of Management Sciences, would like to express my sincere gratitude to Dr. L. K. Tripathy for his guidance and help extended at every stage of project work. I am deeply indebted to him for giving me definite direction and moral support without which this report would not have been completed. His valuable suggestions and co-operative nature during the course of present investigation would remain encouraging throughout my life.

I am thankful to Dr. L. K. Tripathy who led to enlighten me in preparation for this project.

I am thankful to Carudyog, Pune for sponsoring my project and give me an opportunity to work on their project. I would like to specially thank Mr. Ujwal Bhutada (CEO, carudyog, Miss. Nikita Jawarkar and all the staff of Carudyog for their valuable guidance and continuous encouragement to me in completing this work. I wish to thank other faculty members of the Sai Balaji International Institute of Management and Sciences, pune, for their valuable advice in every stage for successful completion of this project report.

I extend my sincere and special thanks non-teaching staff of SBIIMS for their valuable help in every stage of this project report. Finally, I would like to thank my parents for the trust they have shown in me. I am also thankful to all my well-wishers.



Priyanka Chauhan

MBA-(Marketing)

Date: 3/4/23

Executive summary

CarUdyog is a unique platform created exclusively for all the people who are interested in buying and selling the car. CarUdyog is a platform derived from variety of exposures experienced by the Jay Mahesh group of industries. JM group has a great contribution in the pre-owned vehicle industry. Fundamentally, platform is a digital base for individuals and firms to gather and connect each other to share a common visionary and ultimate solutions. This platform has been developed as a perfect alternative to the age-old process of dealing with vehicle trade-ins and to overcome the challenges that existed within the used car industry. Our team has created a platform that links used car dealers from various locations in order to make transferring wholesale inventory faster, simpler, and more efficient than ever. The goal was to design a platform that enables a next generation used car marketplace and, perhaps most ambitiously, to imagine a future where used car buying and selling transactions are fair and simple for all car buyers and sellers. Our model of online platform Business strikes the precise balance between novelty, viable execution, and clear online and offline communication. Jay Mahesh Group has an understanding of over 20 years in the car business, we have worked at ground level to offer different types of assistance to our clients and maintain relationships of good service.

My internship profile in this company is of Digital Marketing where we have to promote our brand using all social media communications and also have to increase the reach to attract more number of customers. In internship my work was to promote the brand name that is CarUdyog using social media mode and to increase the number of customers. Firstly started with Facebook where I have promoted our Facebook page of CarUdyog by sharing link of Facebook page to my friends on Facebook and also send messages to those Facebook users who liked or shared our post on Facebook page to promote our brand. Then, I have been given company's Instagram account to upload some reels, videos related to our products, on YouTube for promotion purpose. And I also worked as a content creator I made push notifications for their main application and seller's application.

INDEX

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Chapter I

Introduction

Introduction

1. What is the Summer Internship project?

A summer internship report is documentation of a student's work- a record of the original work done by the student in the summer internship of 3 months duration. The objective of this document is to provide a set of guidelines that help a student prepare the report to satisfy the requirements of an internship report. MBA summer internship provides hands-on experience to all the students. This helps the students in getting better informed about their interests and the field they would want to work in. This finally enables the students to make a better career choice during the time of final placements.

2. Purpose of the project

The purpose of this study was to understand the comprehensive report about the world's largest emerging markets. It further offers e-access to all the available industry reports just in a jiffy. By offering core business insights on the varied industries, economies, and end – users worldwide, Avenue ensures that the registered users get an easy as well as a single gateway to their all-inclusive requirements.

3. Scope of the project

Here are just a few reasons why internships are investments in your future:

- 1) **Real – world experience:** Joining a company as an intern gives you the opportunity to for hands-on on in a professional environment. Internships help by teaching you more about the career path you are pursuing. Think of it like this- internships are a way to test drive possible jobs and explore different career options.
- 2) **Networking:** Internship often allow you to attend meetings and events. By interacting with professionals, you gain new connections and learn how to communicate in a professional environment. Personally, my internships have introduced me to a lot of useful resources and have allowed me to meet a variety of professionals in my field. Networking has helped me acquire references and find new job opportunities. Internships can even provide you with a professional mentor.

- 3) **Resume Builder:** As a college student I know the importance of strong resume. Without a solid resume, it can be tougher to be considered for a position. And how can you have a strong resume without any experience internship is the key to building experience as a student or recent graduate. Employees are much more likely to hire someone with a generic resume or lacking experience.
- 4) **Time management:** As an intern, you'll become a master of time management. When you're working in a fast-paced professional environment you need to know every minute counts. Time management is vital in every circumstance whether you're attending meetings, finishing tasks on deadlines, making phone calls, etc.
- 5) **Career foundation:** Internships provide you with the building blocks you need for your future. Many internship opportunities help set foundation for your career. You must choose your internships based on your interests and career prospects. As an intern, you have the opportunity to get your foot in the door with a company.

- 6) **The opportunity to learn more about yourself:** "Knowing yourself is the beginning of all wisdom". – Aristotle the experience we go through are what shape us. Your internship will not only encourage personal development but also a greater understanding to self. To know yourself is to know your goals and how to best achieve them. Finding this level of clarity is difficult, but sometimes all it takes is trying someone new, out of your comfort zone.

- 7) **Internships offer opportunities to transit into full-time positions:** Although, it is not guaranteed, most employers are always seeking to add value to their organization. With an internship, you're allowed to showcase your talents, commitment, and value to a prospective employer. Furthermore, employers are more inclined to hire you once they have invested time and money to train you.

- 8) **Gain confidence:** Internships allow you to test out specific techniques learned in the classroom before entering the working world. It's an opportunity to apply what you have learned in a safe environment where mistakes are expected rather than learn the hard way in your first job out of college.

What is digital marketing?

Digital marketing, also called online marketing, is the promotion of brands to connect with potential customers using the internet and other forms of digital communication. This includes not only email, social media, and web-based advertising, but also text and multimedia messages as a marketing channel.

Essentially, if a marketing campaign involves digital communication, it's digital marketing.

Why is digital marketing important?

Any type of marketing can help your business thrive. However, digital marketing has become increasingly important because of how accessible digital channels are. In fact, there were 5 billion internet users globally in April 2022 alone.

From social media to text messages, there are many ways to use digital marketing tactics in order to communicate with your target audience. Additionally, digital marketing has minimal upfront costs, making it a cost-effective marketing technique for small businesses

Types of digital marketing:

1. Social media marketing

Social media marketing means driving traffic and brand awareness by engaging people in discussion online. You can use social media marketing to highlight your brand, products, services, culture, and more. With billions of people spending their

time engaging on social media platforms, focusing on social media marketing can be worthwhile.

The most popular digital platforms for social media marketing are Facebook, Twitter, and Instagram, with LinkedIn and YouTube not far behind. Ultimately, which social media platforms you use for your business depends on your goals and audience. For example, if you want to find new leads for your FinTech startup, targeting your audience on LinkedIn is a good idea since industry professionals are active on the platform. On the other hand, running social media ads on Instagram may be better for your brand if you run a B2C focused on younger consumers.

2. Content marketing

As mentioned, the quality of your content is a key component of an optimized page. As a result, SEO is a major factor in content marketing, a strategy based on the distribution of relevant and valuable content to a target audience.

As in any marketing strategy, the goal of content marketing is to attract leads that ultimately convert into customers. But it does so differently than traditional advertising. Instead of enticing prospects with potential value from a product or service, it offers value for free in the form of written material, such as:

Blog posts

E-books

Newsletters

Video or audio transcripts

Whitepapers

Content marketing matters, and there are plenty of stats to prove it:

84% of consumers expect companies to produce entertaining and helpful content experiences

62% of companies that have at least 5,000 employees produce content daily

92% of marketers believe that their company values content as an important asset

As effective as content marketing is, it can be tricky. Content marketing writers need to be able to rank highly in search engine results while also engaging people who will read the material, share it, and interact further with the brand. When the content is relevant, it can establish strong relationships throughout the pipeline.

To create effective content that's highly relevant and engaging, it's important to identify your audience. Who are you ultimately trying to reach with your content marketing efforts? Once you have a better grasp of your audience, you can determine the type of content you'll create. You can use many formats of content in your content marketing, including videos, blog posts, printable worksheets, and more.

3. Search engine optimization

Search engine optimization, or SEO, is technically a marketing tool rather than a form of marketing in itself. The Balance defines it as "the art and science of making web pages attractive to search engines."

The "art and science" part of SEO is what's most important. SEO is a science because it requires you to research and weigh different contributing factors to achieve the highest possible ranking on a search engine results page (SERP).

Today, the most important elements to consider when optimizing a web page for search engines include:

Quality of content

Level of user engagement

Mobile-friendliness

Number and quality of inbound links

4. Pay-per-click marketing

Pay-per-click, or PPC, is a form of digital marketing in which you pay a fee every time someone clicks on your digital ads. So, instead of paying a set amount to constantly run targeted ads on online channels, you only pay for the ads individuals interact with. How and when people see your ad is a bit more complicated.

One of the most common types of PPC is search engine advertising, and because Google is the most popular search engine, many businesses use Google Ads for this purpose. When a spot is available on a search engine results page, also known as a SERP, the engine fills the spot with what is essentially an instant auction. An algorithm prioritizes each available ad based on a number of factors, including:

Ad quality

Keyword relevance

Landing page quality

Chapter I

- 1. Introduction
- 2. Objectives of the study
- 3. Scope of the study
- 4. Methodology
- 5. Data collection
- 6. Data analysis
- 7. Results and discussion
- 8. Conclusion
- 9. Bibliography
- 10. Appendix

Chapter II

Objective of study

OBJECTIVE OF STUDY

1. To study digital marketing and lead generation at CarUdyog.
2. To generate maximum leads through digital marketing to improve sales.
3. To increase customer base through lead generation activities.
4. To expand the business activity.
5. Create and curate content.
6. Drive traffic through digital marketing
7. Increase brand awareness through digital marketing
8. Real world experience
9. To find out potential customer and converting them into leads

Chapter III
Company profile

Company Profile



CarUdyog is a unique platform created exclusively for all the people who are interested in buying and selling the car. CarUdyog is a platform derived from variety of exposures experienced by the Jay Mahesh group of industries. JM group has a great contribution in the pre-owned vehicle industry. Fundamentally, platform is a digital base for individuals and firms to gather and connect each other to share a common visionary and ultimate solutions. This platform has been developed as a perfect alternative to the age-old process of dealing with vehicle trade-ins and to overcome the challenges that existed within the used car industry. Our team has created a platform that links used car dealers from various locations in order to make transferring wholesale inventory faster, simpler, and more efficient than ever. The goal was to design a platform that enables a next generation used car marketplace and, perhaps most ambitiously, to imagine a future where used car buying and selling transactions are fair and simple for all car buyers and sellers. Our model of online platform Business strikes the precise balance between novelty, viable execution, and clear online and offline communication. Jay Mahesh Group has an understanding of over 20 years in the car business, we have worked at ground level to offer different types of assistance to our clients and maintain relationships of good service.

About company

"CarUdyog which was formerly known as "JM Cars" is owned & managed by "Jay Mahesh Auto mall India Limited" and is related to the pre-owned car trading which is an Automobile business operated by "Jay Mahesh Auto Mall India Limited".

This platform is an extended transformative division of the car dealership establish by JM Groups since last 20 years. Jay Mahesh Auto mall India Limited, has newly changed its brand name to "CarUdyog". Since a lot of new car dealers are emerging into the market and have difficulty in buying and selling used cars. We aim to create a digital platform where we can deal with the current problems faced by traditional way of dealing used car, and that's how the rise of the platform happens, called as "CarUdyog".

The term CarUdyog refers to car-related business, for which we have proudly adopted the "Udyog" which is a Maharashtrian word that means "business." Despite the fact that Maharashtra has the largest market share in India's pre-owned vehicle business, we are the first online automotive platform with a Maharashtra origin. As the new era of digital platform has come up since a decade. We as a platform would like to create a quality network of customers and dealers to interact a share and a common vision objective for the pre-owned car trading. CarUdyog are transforming the old way of working by adding a digital platform into our pre-owned automobile company as the era has changed and progressed towards digitalization. CarUdyog platform is being expanded and developed by the founder of the company Mr. Ujwal Bhutada which assures all the buyers and sellers to transact with the trust and transparency in incorporating the huge network among the people. As for now, CarUdyog expands its operations throughout Maharashtra, the firm desires to expand its operations throughout India.

The long-term vision of the company is to extend our business not only in India,

but also in other parts of the world. We would be grateful to serve our services in every corner of the world where the trust and transparency is the key factor of buying and selling the preowned car.

CarUdyog

THE AUTOMOTIVE PLATFORM

The COVID-19 epidemic had little influence on the industry. With an increasing number of individuals choosing private mobility and more financial choices pumped into the used automobile industry, the sector is expected to develop significantly. Due to the pandemic's reduced financial stream, purchasers have been forced to hunt for alternatives to new automobiles, and the used car market has tremendous development potential in this regard. With more automobile models being released, there is a larger pool of pre-owned cars, and individuals who acquire new cars do not generally keep them for long, selling them off in two to three years. Pre-owned vehicle dealerships offer the most cost-effective options to potential customers. The Jay Mahesh Automotive platform is a concept derived from the Jay Mahesh group of industries which now known as "CarUdyog". The Jay Mahesh group has made major contributions to the pre-owned automotive market. A platform, in its most basic form, is a digital platform that allows individuals and companies to connect and engage in order to share a common vision and final solutions for used cars.

Vision

To develop a digital platform where the company will aim to raise the standards of pre-owned car business lifestyle by bringing individuals and busin-esses together to share a common visionary and ultimate solution.

Mission

To Provide an easy to operate platform based on technology for pre-owned car dealers whereby they can practice trade with trust and transparency.

Business Models of CarUdyog

- CarUdyog is a unique platform created exclusively for all the people who are

interested in buying and selling the car.

- We do not charge for registration process. There is no commission associate, we link you directly with the seller at no cost.
- We provide Cost transparent and trusted services

What CarUdyog provides is: -

- Quality Inspection
- No Bidding
- Large Network
- Fixed Pricing
- Wide range of cars
- No cost barriers
- High quality Certified cars



Buying a second car isn't always simple; it might take hours of searching, several test drives, and weeks to locate the ideal one. We bring together all of the users in this industry as a digital platform to provide cost-effective products and services. Our online platform Business model combines innovation, viability, and clear online and offline communication in a unique way. CarUdyog is a company founded on its principles and beliefs, which distinguishes it from the rest of the pre-owned automobile industry.

CarUdyog believe in developing a deep understanding of your needs, which is why customer care is our first focus..

KEY FEATURES

1. Trust & Transparency

The company provides Cost transparent and trusted services

2. High Quality Certified Cars

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The company provides certified vehicles.
Their inspection staff assesses vehicles
using correct verification.

3. **No Barrier Cost**

The company do not charge a registration fee & a commission.
They link you directly with the seller at no cost.

4. **Wide range of Cars**

The company has huge network of buyer and seller.

Chapter IV
Literature review

Literature review

Digitization is inescapable nowadays. Since everyone knows how to use social media and everything is found online, a firm must have an online presence. A digital marketing strategy helps a company better identify and address client needs (Lockett, 2018). On the other hand, traditional marketing strategies like print ads and huge billboards don't always work. Flood (2019) expects global retail will grow 4.4% to \$26.460 trillion by 2020. But it reduces retail and e-commerce projections by 10% and 2%, respectively

Impact of Digital Marketing on Consumers

1. Real-Time Research

Consumers nowadays are flooded with content coming from brands trying to promote their products through numerous channels. consumers can quickly research a brand and compare its products and services to competitors to determine whether they should make the purchase. Digital advertising plays a crucial part here. For instance, an email campaign or a Google Ad can create a need for a specific product. Then, using social media and a website, a consumer can determine whether they should trust this brand with their money. This is why it is so vital to have top-quality content.

2. Increased Customer Feedback and Engagement

In general, consumers nowadays want to be engaged. Interacting with their favorite brands makes them feel important and needed, which plays a significant role in building brand loyalty. This increase in consumer engagement has grown significantly with the introduction of social media platforms. Accessible to anyone, platforms like Facebook or Instagram have become the main interaction source between brands and consumers. By engaging with their customers via posts, comments, or polls, businesses can strengthen their relationship with consumers, improving the overall customer experience.

3. Higher Consumer Expectations

With all the technological advancements, consumers expect fast and quality service at all times. A modern customer is impatient and demanding. If a product does not live up to their expectations, people are more than likely to express their

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dissatisfaction on online forums, social media comment sections, or customer reviews. Using these channels, a company builds consumers' expectations. If a product does not deliver, though, they risk facing adverse repercussions. This example perfectly illustrates how significantly consumers and digital marketers influence each other.

The role of digital marketing in brand awareness:

1. Reaches a targeted audience

Digital marketing allows a business to hone in on their target audience and promote products or services to those most likely to be responsive. For example, skincare brands that specialize in anti-ageing products look to target an audience of a certain age. These digital marketing strategies are more likely to lead to sales and a boost in awareness and profit, rather than launching campaigns at a general audience.

2. Allows you to expand your customer base

As well as providing for a niche customer base, digital marketing allows you to expand and grow as a brand. The digital space is limitless, meaning you can reach people from anywhere in the world, at any time like never before. This could lead you to discover new niche markets and, therefore, increase the global awareness of your brand.

3. Personalized reach to your customers

In a world with anything and everything on offer when it comes to e-commerce, customer service is what truly stands out to people. At the core of digital marketing lie strategies to build consumer loyalty, and one of the best ways to do this is to provide a quality and, above all, personalized service for customers. By launching personalized email campaigns, for example, your customers feel valued and looked after. This means they are more likely to recommend your brand to friends and family. Overall this means that the awareness of your brand continues to expand.

4. Content is easily shared

One of the best things about digital marketing campaigns is how easily they can be shared on social media. If a user shares a post you have created, then that means they are exposing your business to potentially a whole new audience of people. Creating shareable content is key when looking to use digital marketing to increase your brand awareness.

Social Media Advertising: Social media advertising has become an essential component of many businesses' marketing strategies. Research shows that social media advertising is cost-effective and provides a high return on investment (ROI). Social media advertising also allows businesses to target specific audiences based on demographics, interests, and behaviors.

Influencer Marketing: Influencer marketing has become a popular social media marketing strategy. Influencer marketing involves partnering with social media influencers to promote products and services to their followers. Research shows that influencer marketing is effective in building brand awareness, increasing customer engagement, and generating sales.

Mohammad Furqan Khan, Dr. Anisa

Research scholar, school of business studies

Digital marketing and social media marketing are sometimes used interchangeably, but two indeed are different. The purpose of this research paper is to revisit the literature on both concept and correlates them in technical terminologies. We have studied the literature available on social media first and identified the basic functionalities of it. Then the literature available in social media helped us in identifying its dimensions.

Helen Alves

University of Beira Interior and NECE

This study carries out content analysis and systemizes article on social media marketing in the web of science database. Forty-four studies were analysed in accordance with a variation on the systematic review approach, involving synthesis and interpretation-based assessment. The result demonstrates how most of the studies analyse focus on the consumer perspective in the term of usage and influence of social media on consumer decisions and perceptions. This study not only reached certain conclusions for both theory and practice but also defined future lines of research according to the gaps deducted by study's result 2016 Wiley periodicals, Inc.

Assistant Professor & Head Department of commerce & Management

Dr. C. V. Raman University Kargi Road, Kota, Bilaspur, C.G., India

Today, we are in 21st century and people do not find time to come & interact with each other. Social media help in connecting themselves with social networking sites through which now people can stay far and yet remain connected. Apart from this media like Facebook create a loyal connection between product and induvial which leads to large advertising opportunities. These media have a competitive edge over other popular public media like television because there is a time gap between social event occurrence and the time it is broadcasted. This research paper emphasizes on the strategies which can take this viral marketing mode beyond the normal social media at present. As a result, it can also help in building your community strong enough to make your marketing effective & initiative buying.

Ms. Sisira Neti

Asst. Professor

Lal Bahadur college, Warangal

Social media today's is among the best opportunities available to a brand for connecting with prospective consumers. These media win the trust of the consumers by connecting with them at a deeper level. Social media marketing is the new mantra for several brand since early last year. Marketers are taking note of many different social media opportunities and beginning to implement new social initiatives at a higher rate than ever before. The explosion of social media phenomenon is as mind boggling as that and the pace at which it is growing is

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maddening. This paper discusses about the concepts of social media and social media marketing and other aspects.

Chapter V Research methodology

RESEARCH METHODOLOGY

Research Methodology with digital marketing, you have the ability to engage with your ideal customer base on a deeper level than other methods, directing your efforts to your target customers gaining a more true understanding of their needs and how you can provide the best service for them.

Market Research:

Research is the process which involves the well-structured research activity which is designed to collect relevant data from customers and channel partner to understand the behavior of customers to provide the data for solving important genuine and recurrent problems. Market research is a form of applied sociology that concentrates on understanding the behaviors, thoughts and preference, of consumer's economy, and aims to understand the effects and comparative success of market going on. Market research is a tool to find out the effect to any job had done and it can also be used to find out of job you are going to do. The purpose of methodology is to explain the acceptable procedure while we go through research work. It includes over all research design, data collection process, sampling process, field survey, analysis, procedure.

Research Methodology

Research Problem

To develop trust amongst the customers towards our company

Objective and scope of study

- This study centers on the following issues –
 1. To do study social media marketing in digital marketing for carudyog

2. To generate maximum leads through lead generation process to improve sales.
3. To increase customer base through lead generation activities.
4. To make customer aware through digital marketing
5. To do brand marketing for Carudyog

Research design:

The research problem has been formulated in clear cut terms; the researcher will be required to prepare a research design that is he will have to state the conceptual structure within which research would be conducted. The preparation of such a design facilitates research to be as efficient as possible yielding maximal information but, how all there can be achieved depends mainly on the research purpose. Research purpose may be grouped into four categories.

1. Exploration
2. Description
3. Diagnoses and
4. Experimentation

Exploratory research studies – This research whose main purpose is that of formulating a problem for more precise investigation or developing the working hypothesis from an operational point of view.

Descriptive research studies – This research are those studies which are concerned with describing the characteristics of a particular individual, or of a group.

Diagnostic research studies – This determines the frequency with which something occurs.

Experimental research studies – This research is those where the researcher tests the hypothesis of casual relationship between the variables.

Research design used in this project:

Research design of this particular research study of determination of shares is primarily based on descriptive and diagnostic research design. As descriptive and diagnostic research design describes the characteristics and determines the frequency with which something occurs respectively, similarly this research determines the frequency of dealing on the basis of their characteristics.

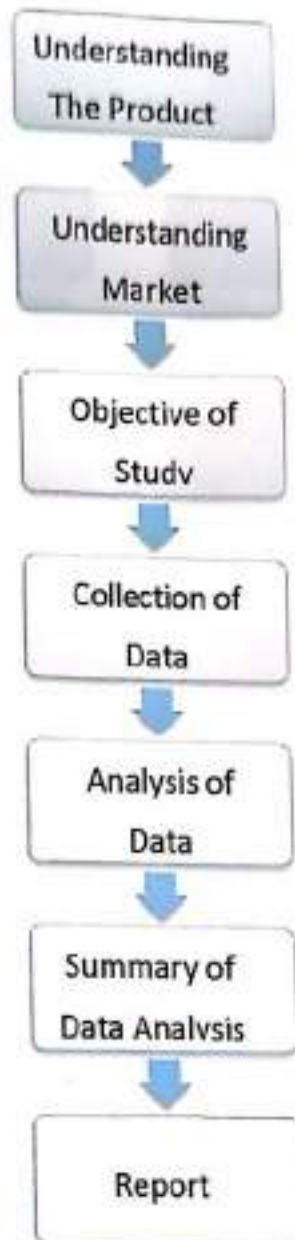
In this project I have use descriptive research design.

Sample Size: Sample Size refers to the number of respondents, researcher have selected for the survey. I have selected 120 sample units from market and individual customers.

Sampling Technique: The sample design provides information on the target information and final sample sizes. I used Convenience Sampling method in research.

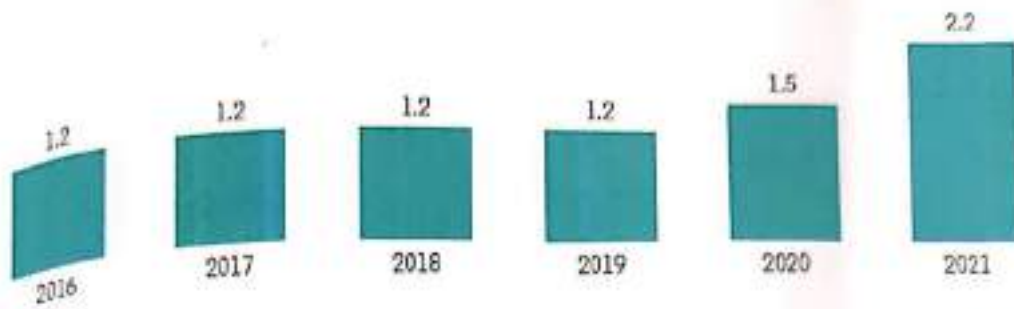
Data Collection Tool: LinkedIn

Research process



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Market Ratio of Pre-owned to New Car Across India from Financial Year 2016 to 2021.



Source: IndianBlueBook CarAndBike



Chapter VI
Data collection and Analysis

DATA ANALYSIS

Data analysis is very important aspect of project, as it basically involves analysis of all the information that we collected. Data analysis is a body of methods that help to describe facts, detect patterns and develop explanation.

Sources of data collection

Primary Data:

Primary data are those data specially collected for problem in hand. In this study data are collected from primary sources to personal interview of individuals and retailers by survey method. This method of data collection is quite popular.

Types of Primary Research Methods

Primary market research begins and ends with your business. This includes all the information gathered directly from your own company. This can include questionnaires, social media engagement and personal interactions that your business engages with their customers. A third-party may be beneficial as they have an objective outlook on your industry and will simply report the results.

These are the major methods of data collection in the research study.

1. Data was collected through personal interviews and discussion with the owner or purchase manager.
2. with the help of cold calling or with the help of mail.

Secondary Data:

Secondary data are those data which are collected already for some purpose and which is being used for the report or in other words data that is not collected by self and taken from some other sources is the secondary data.

Types of Secondary Research Methods

When conducting market research, using information gathered by other companies in a similar industry can save you time and money. You will not have to personally conduct the research yourself but use their results to help you understand your target audience. Utilizing government agencies, trade association and other businesses within your industry will give a clear insight on what works best.

These are the major methods of Secondary data collection in the research study.

1. Data was been collected with the help of the old records of clients.
2. With the references of people or with the help of the internet sites.

My work at Carudyog:

Lead generation through digital marketing

During my internship at carudyog, I used to take out more than 100 leads per day from digital platform or social media platform. There is a separate section in facebook called marketplace. Marketplace is a destination on facebook where people can discover, buy, and sell items. People can browse listings, search for items for sale in their area or find products available for delivery. I used to share the details and images of the product in that marketplace online and interested customers used to direct message us from where we take out the genuine leads.

1. Social media marketing: My work in this section was to do brand marketing to make people aware about the products and about the company. To post advertisements, images on social media platform. To upload self-made videos and reels promoting the company on social media platform.
2. Content marketing: In this section my work was to write push notifications for the application, to write blogs for the website, etc
3. Lead generation: I used to take out leads from digital platform. I used to take out more than 80 leads per day. Almost 4000 leads I have generated digitally through social media platform.

Data analysis and interpretation

After retrieval of the completed questionnaires, responses were tabulated and the results were compiled. The results were analyzed to uncover factors or social behaviors toward social media marketing. The study used descriptive analysis to understand the impact of social media marketing on participants' attitudes and perceptions. Observations were made using the compiled results from the survey.

To discover the relationship between of social media and customer purchase decisions and equity, the responses of 20 participants who were between the ages of 18 to 30 years to a questionnaire about their attitudes towards businesses using social media marketing were analyzed. A response rate of 100% was achieved in this study. The following section represents the analysis of the responses to the questionnaire administered in this study.

1. Gender and age of respondents

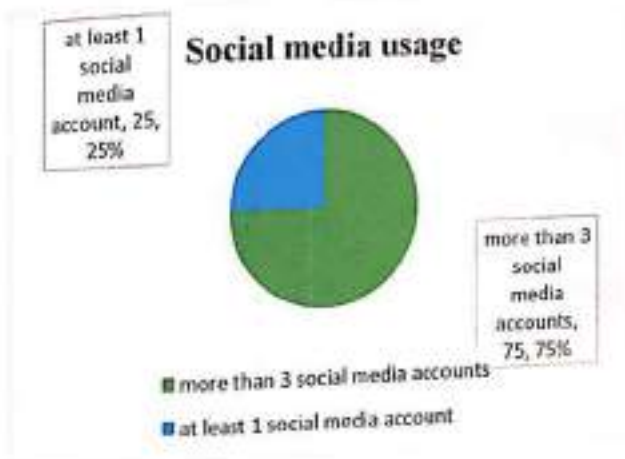
From the results of the questionnaire, most of the respondents were young females. From the total 20 respondents, 9 were females (45%) whereas 11 were males (55%). Of those percentages, the survey revealed that 75% of the respondents were under the age of 25, predominately female. The other 25% of the respondents were above the age of 25. Table 1 shows the gender distribution of participants in the study. Figure 1 shows the age of the participants.

gender	# of respondents	% of respondents
female	9	45
male	11	55
total	20	100

2. Social media usage

All of the respondents have a social media account, confirming the assumption that everyone is engaged in some sort of social media. From the 20 respondents in the study, 75% have three or more social media accounts, whereas the other 25% has at least one social media account. In Figure 2 the analysis of social media platforms that are used by the respondents is shown. Since most of the respondents use more than one social media platform, the percentages are reflected differently. Figure 2 also shows that the social media platform that was most used by the participants were Facebook and Snapchat (both at 35%).

Sr no.	Social media usage	No. of respondents	% Respondents
1.	More than 3 social media account	20	75%
2.	At least 1 social media account	20	25%
3.	Facebook and snapchat users	20	35%

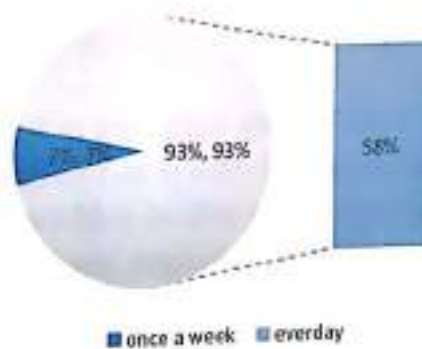


3. Time Spent on Social Media

The respondents reported how often they use social media and the amount of time they spend on social media per day. Results show that 93% of the respondents noted that they connect every day to a social media platform. The other 7% of participants reported connecting to a social media platform once a week (see Figure 3). Of the 95% that connect every day, 58%, reported that they spend 3 or more hours a day on social media periodically

Time Spent on Social Media	Respondents	% Respondents
everyday	20	93%
Once a week	20	7%
3 or 4 hours per day	20	58%

time spent on social media

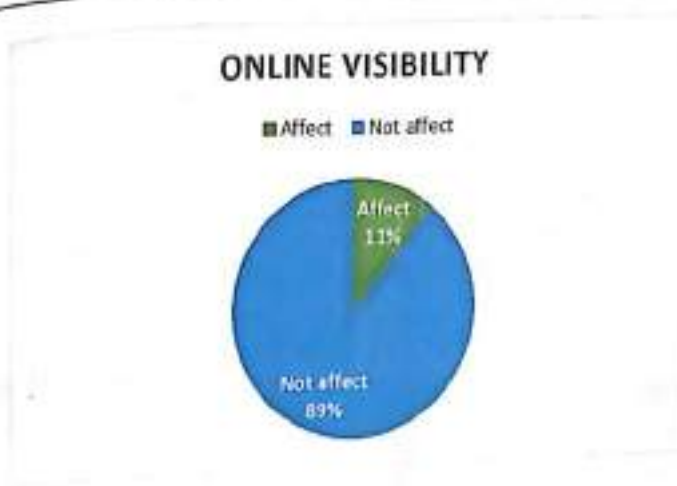


4. Online Visibility

Responses to the questionnaire show that 93% of the participants use social media on a day-to-day basis. This figure may be important when deciding whether it is

necessary for a business to opt into social media as a selling strategy. The participants were also asked if the online visibility of a business would affect their purchase. Results show that 40% of the respondents says that online visibility would affect their purchase, while the other 60% says that it would not (see Figure 5).

Online Visibility	respondents	% respondents
Affect	20	40%
Not affect	20	60%



5. Descriptive Analysis

The participants were asked to rate what are the important factors for a business using social media on a scale of 1 to 5, with 1 being the most important and 5 being the least important. The variables in this rating question include consistency of posts, type of content, customer engagement, online promotions and timing of posts. A descriptive analysis was conducted after tabulating the results of the question, specifically focusing on the most important and the least important. The least important factor was the timing of posts and the most important factor was customer engagement. The results are reflected in Table 2.

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Variables	Rating Responses					N	Mean Rating	Standard Deviation
	Most Important		3	Least Important				
	1	2		4	5			
Consistency of posts	1	3	3	5	7	19	3.73	1.28
Type of content posted	7	5	3	2	3	20	2.45	1.47
Customer engagement	9	7	1	2	1	20	1.95	1.19
Online promotions	3	4	5	3	4	19	3.05	1.39
Timing of posts	0	1	6	8	5	20	3.85	0.87

6. Social Media Marketing

Results show that 55% of the respondents post about products or services a business offers while the other 45% of the respondents do not. Although the participants may or may not post about the products or services a business is offering, 95% of the respondents believe that a business will receive better results when it comes to customer loyalty and profits if social media is integrated into marketing. Since social media is integrated into everyday life, it is important for businesses to utilize this avenue of marketing. The results also show that 75% of the respondents believe that social media is the best way to reach a business's targeted audience, whereas the other 25% believe that there are other useful ways to reach a target market.

Social Media Marketing	respondents	% respondents
Post about product	20	55%
Do not post	20	45%

7. Social Media Activities

Since new technologies have been dominated by social media, businesses have decided to expand their horizons by joining this social movement. Businesses have set up their profiles online in hopes of attracting members in the online community. Out of the 20 participants in this study, results show that 80% of the respondents follow a business on social media. Of the 80% of respondents, only 35% (7 of 16) keep up to date with sales and promotions by using social media (see Figure 6). Results show that out of the other 20% that do not follow a business on social media, less than 5% (1 of 4) keep up to date with sales and promotion (see Figure 7). The responses of the questions suggest that although people are not likely to share promotions or keep tabs on a business via social media, they do pay attention. Despite of this hypothesis, the results show that 90% of the respondents have taken advantage of a sale they heard about via social media.

Social Media Activities	Respondents	% Respondents
Follow a business	20	80%
Do not follow a business	20	20%

Following a Business on Social Media

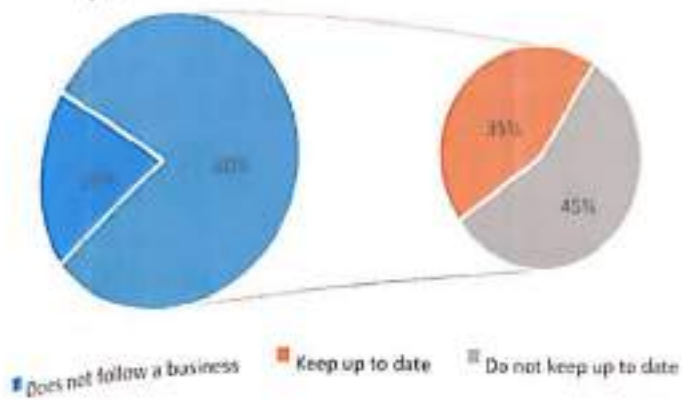


Figure 6: Respondents Following a Business on Social Media

Keeping Up to Date with a Business on Social Media

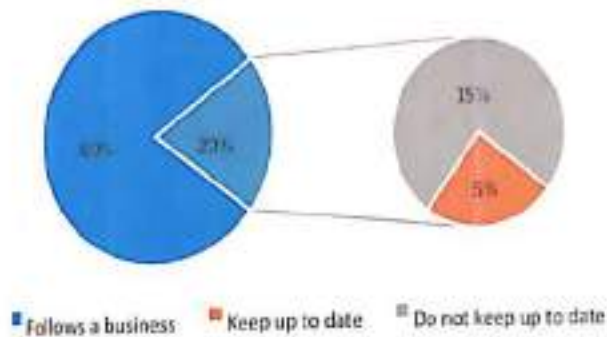


Figure 7: Respondents Keeping Up to Date with a Business on Social Media

8. Social Media Experience

The participants were asked about the likeliness of sharing an experience they have had with a business on their social media accounts. The results show that 10% of the respondents are very likely to share an experience had on social media, 55% of the respondents are somewhat likely, and 35% of the respondents are unlikely (see Figure 8).

The participants were also asked about the likeliness of sharing sales or promotions that a business offers on their social media accounts. The results show that 10% of the respondents are very likely to repost a sale or promotion codes to friends, 40% of the respondents are somewhat likely, and 50% of the respondents are very unlikely (see Figure 9). Responses to the questions suggest that people are more likely to share an experience they have had with a business rather than sharing sales or promotions a business is offering

Likelihood of sharing an experience	Participants	% Participants
Likely	20	10%
Somewhat likely	20	55%
Unlikely	20	35%

Likelihood of Sharing Experience on Social Media

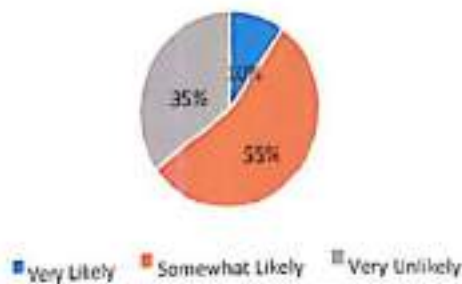


Figure 8: Likelihood of Sharing an Experience on Social Media

Likeliness of Sharing Promotions on Social Media

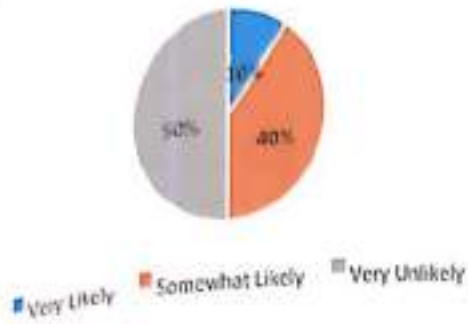


Figure 9: Likeliness of Sharing Promotions on Social Media

Chapter VII Findings

Findings

Responses to the questionnaire with 20 participants show that 93% of the participants use social media platforms on a daily basis. The most used social media platforms are Facebook and Snapchat with 35% of participants having an account in these platforms, and 70% of participants indicating using more than 3 social media platforms. The results showed that 40% of the respondents say that online visibility would affect their purchase. The most important factor for a business using social media was customer engagement and the least important factor was the timing of posts. The questionnaire also revealed that only 55% of the respondents post about products or services of a business. However, 95% of the respondents believe that a business will receive better results when it comes to customer loyalty and profits if social media is integrated into marketing and 75% of the respondents believe that social media is the best way to reach a business's targeted audience. The likeliness of the respondents sharing an experience they have had on social media are 10% very likely, 55% somewhat likely, and 35% unlikely. The likeliness of the respondents reposting a sale or promotion codes to friends are 10% very likely, 40% somewhat likely, and 50% very unlikely. These results suggest that people are more likely to share and experience they have had with a business rather than sharing sales or promotions a business is offering.

Chapter VIII

SUGGESTIONS

SUGGESTION & RECOMMENDATIONS

Both new and well-established brands are using social media to grow their following, generate leads and increase sales. Building a brand using social media might feel like a massive undertaking with all of the platforms available to you. But it's easier than ever to use social media to connect with people and grow your brand organically.

Whether you're just getting started or have been active on social media platforms for years, there's always room for improvement. Each platform has different uses.

In this article, we'll cover social media tips and tricks you can apply that will optimize your marketing strategy. Then we'll break down the top social media platforms you should be using and give suggestions for making the most out of each one.

- [Social media tips for any platform](#)
- [Social media tips for Facebook](#)
- [Social media tips for Twitter](#)
- [Social media tips for Instagram](#)
- [Social media tips for LinkedIn](#)

Chapter IX Conclusion

CONCLUSION

In the world with over 70% of internet users active on social networks, who spend at least one hour a day on average on those social networks, we have to conclude that social networks have become a sort of reality in which people communicate, interact, and obviously trust. We also have to be aware that over 60% of those users access social networks via mobile devices, with strong indicators that this percent will only increase in the future years.

In such world, we have to admit that social networks are a new dimension of reality that has become a part of the business world as well. Over 90% marketers report they are or will be using social networks for business, while over 60% of them claim to have acquired new customers over social networks.

The findings published by business professional and marketers support the fact that businesses can have a lot of benefits from using social networks, which is why implementation of those has become a part of business practice. This is why social media marketing is no longer considered to be on probation, but instead it has become an important part of the business world.

Chapter X
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Chapter XI Annexure

Annexure

1. Do you have a social media account? (Facebook, Twitter, YouTube, etc.)

Yes

No

2. How many social media sites do you use?

1

2

3

More than 3

3. What social sites and/or services do you use regularly? (Check all that apply)

Facebook

Twitter

Instagram

YouTube

Snapchat

Other

4. How often do you engage in social media?

Everyday

- Three times a week
- Once a week
- Rarely
- Never

5. How much time do you spend on social media?

- Less than 30 minutes
- 30 minutes to an hour
- 1-2 hours
- 3 or more hours

6. Does the online visibility of a business affect your purchase?

- Yes
- No

7. In your own opinion, what are important factors for a business using social media marketing? Place a number between 1 and 5 beside each response by importance, with 1 being the most important and 5 being the least important.

Consistency of posts

Type of content posted

Customer engagement (i.e. customer service) Online promotions

Timing of posts

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8. Have you ever posted about products or services a business offer?

Yes

No

9. How often have you posted about something you dislike about a product or service you liked/disliked?

Everyday

Three times a week

Once a week

Rarely

Never

10. Do you currently follow any businesses on social media?

Yes

No

11. Do you believe that businesss will achieve better results when it comes to customer loyalty and profits if social media is integrated into marketing?

Yes

No

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12. Do you believe that social media is the best way to reach a business's targeted audience?

Yes

No

13. Do you keep up to date with sales and promotions by using social media?

Yes

No



14. Have you ever taken advantage on a sale you heard about via social media?

Yes

No

15. How likely are you to post about an experience you had with a business on social media?

Very likely

Somewhat likely

Not likely

16. How likely would you be to repost or retweet a sale or promotion codes to your friends?

Very likely

Somewhat likely

Not likely

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