



FINANCIAL
PRODUCTS
DISTRIBUTORS
NETWORK

Date: 20-01-2024

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Nikhil Wadhwani**, student of BBA SPIPS, Indore, M.P. has successfully completed an internship in the field of Marketing from 20-12-23 to 20-01-2024.

During the period of his internship 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.

Mr. Manish Jhawar
Agency Manager- NJ Wealth

PRINCIPAL
* Paul Institute of Professional Studies
INDORE

Agency Address: 11, Rajgarh Kothi, Gita Bhawan Road, Indore 452001

Email ID: moneymf@gmail.com; Website: www.moneyplant.njfundz.com

27th July 2023

Girija Verma

Sub: Appointment Letter

We are pleased to appoint you as Digital Marketing Trainee at Poised Media Pvt. Ltd. The date of joining shall be considered to be 01st Aug 2023.

As a Digital Marketing Trainee, you would be working with the content and account management team and assist them in digital research, campaign planning, social media management performance marketing, content creation, ORM, and client coordination for various brands that we manage.

This offer is valid from the date of the joining the duties, which should not be later than Aug 01st, 2023.

The normal terms and conditions of employment by the company will be applicable to you. You are requested to confirm acceptance of our offer by signing the duplicate copy of this letter.

Poised Media Pvt. Ltd.



Jay Thadeshwar

(Director)

Poised Media Pvt. Ltd
203, Sakhi Apartment, M G Road,
Kandivali (w), Mumbai - 400067

Contact: Jay Thadeshwar
Mobile: +91 9768886779
Email: jay@thepoised.in

Sr. Alice Thomas

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

Certificate

This is to certify that

Shruti Joshi

Bachelor of Computer Application (BCA)
St. Paul Institute of Professional Studies, Indore (M.P.)
has undergone her internship based on

Java Technology & Tools

Duration: 60 Days

Commencing Date: 10th October 2023

Completion Date: 10th January 2024

Her performance during this training has been **Excellent**.

We wish her all the best for the bright future.

Dated: 02-01-2024



Authorized Signatory

Sr. Nice Thomas

Office: E-103, Fortune Aura, Near Apple Hospital Shivwasa, Indore 452314 | WWW.STPAULINSTITUTE.COM | CONTACT: 932006 14976

St. Paul Institute of Professional Studies
INDORE



CERTIFICATE OF INTERNSHIP

is awarded to

MAHI PAL

On successful completion of 3 week
internship programme at AP Solar Works,
Indore.

PRINCIPAL
A Paul Institute of Professional Studies
INDORE
Sr. Alice Thomas

FOR AP SOLAR WORKS
PARTNER

AKSHAY GUPTA

Managing Director

PANKAJ YADAV

Managing partner



MANOVRUDDHI SAMITI

4-A, Sch. No. 71, C, Near Foothi Kothi Circle, INDORE Ph.: 0731-2381661
email : manovruddhikendra@gmail.com | Mob.: 98269-41815

This is to certify that Mr./Ms. Nishkat Fatima Noori Khan
of **St. Paul Institute of Professional Studies, Indore**, has successfully
completed the Internship Training from 16/12/2023 to 02/01/2024
in our organisation.

His / Her work and behaviour during this period was good. We wish
him/her a bright future.

Signature: Gitencha

Name of the Org: Manovruddhi Samiti

Head/Delegate: Gitencha Kan Chhabra

Stamp:

Manovruddhi Kendra
4-A, Sch. No. 71-C

Sr. Alize Thomas

PRINCIPAL

St Paul Institute of Professional Studies
INDORE



Satprakashan Sanchar Kendra

10, Khandwa Road, Near Bhanwarkua Police Station, P.O. Box 507, INDORE - 452 001, M.P., INDIA
Phone : +91 (731) 236 37 33, 247 57 44, 408 68 92. Email : satprakashan@gmail.com

This is to certify that Ms. Anamika Tigga of Paul Institute of Professional Studies, Indore, has successfully completed the Project / Internship Training from 28 December 2023 to 12 January 2024 in our organization.

His / Her work and behavior during this period was good. We wish him/her a bright future.

Signature: Anamika Tigga

Name of the Org: Satprakashan

Head/Delegate: Asst. Director

Stamp: Asst. Director
Satprakashan Sanchar Kendra
Bhanwarkua Circle, Indore 452001

S. Alize Thomas

PRINCIPAL
Paul Institute of Professional Studies
INDORE



RADIO VERITAS
ASIA
HINDI SERVICE

SATPRAKASHAN
SANCHAR KENDRA
INDORE



Satyaswar

Awards this certificate to Anamika Tigga
for participating in the Internship from 28 Dec-2023 - 12 Jan-2024
at Satprakashan Sanchar Kendra, Indore.

Asst. Director
Satprakashan Sanchar Kendra
Shanwarbua Circle, Indore 452001

Anthony

Programme Co-ordinator

13.01.2024

Date

Cyriac

Director



SHRI VINAYAK

TRANS CARGO

Off.: C-13, Bhagat Singh Market, Dewas Naka, Indore M.P.
Email Id. : shrivinayaktranscargo@gmail.com

Mob. : +91 8889-611-611

Work Completion Certificate

This is to certify that Ms. Hanshul Kushwah of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project / Internship Training from 1st Nov.2023 to 31st Dec 2023 in our organization.

Her work and behaviour during this period was good.

We wish her a bright future.

Signature: [Signature]

Name of the Org: Shri Vinayak Trans Cargo

Head/Delegate: Nukesh Singh

Stamp: [Signature]

S. Hize Thomas

PRINCIPAL

St Paul Institute of Professional Studies
INDORE



Data Drives Better Decisions

Dear Himanshi,

A huge congratulation to you!

Following your application and subsequent interview, we are pleased to inform you that you have been considered for an internship at Bizwit Research & Consulting LLP based in Indore. The position is for a Research Analyst Intern. Your immediate Reporting Manager will be Mr. Taher Betmawala. We trust that your knowledge, skills, and experience will be among our most valuable assets.

Internship Period: 10 Days

At Will Termination: Your internship with the Company shall be on an at-will basis. As discussed, you will be joining the company by 22nd Dec 2024.

Please mail the following documents to the HR manager at the time of your joining: (1) photocopies of your degree certificates, (2) certifications, if any, (4) two color passport-size photos, (5) latest salary slips from your previous organization and (6) proof of address (PAN Card and Aadhaar Card).

We look forward to welcoming you.

You are also hereby requested to acknowledge this email by confirming your acceptance of the offer.

Best Regards,

Priyanka Agrawal (HR Executive)

Bizwit Research & Consulting LLP

Website: www.bizwitresearch.com

Website: www.bizwitresearch.com

LLP Registration Number: AAI-2327

Corporate Address: 303 Atulya IT Park, Indore, MP



Email: sales@bizwitresearch.co

Contact Numbers: +91 999 311587

S. Alize Thomas

PRINCIPAL

St. Paul Institute of Professional Studies
INDORE

Data Drives Better Decisions

WORK COMPLETION CERTIFICATE

This is to certify that **Ms. Himanshi Bhatia** Of **St. Paul Institute of Professional Studies, Indore** has successfully completed the internship training from 22nd December 2024 to 2nd January 2024 in our organization.

Her work and behavior during this period was good. We wish her a bright future.

Signature:.....

Name of Org.

Bizwit Research & Consulting

Head/Delegate: *Priyanka Agarwal*

Stamp:.....



Website: www.bizwitresearch.com
LLP Registration Number: AAL-2327
Corporate Address: 303 Atulya IT Park, Indore,
Madhya Pradesh,
India 452001

Email: sales@bizwitresearch.co
Contact Numbers: 999 311587

S. Alice Thomas

PRINCIPAL
St Paul Institute of Professional Studies
INDORE



Internship Certificate

Nideanext.com

371 - A Pushpanatan Park

Devgudaria

Indore- 452016 (MP)

2nd February 2024

This Digital Marketing Internship Program Certificate
is proudly awarded to **Payal Prajapat**.

For her outstanding completion of the internship program at **Nideanext** for the Role of

Digital Marketing Intern from Date **1 November 2023** to **2 February 2024**.

She is found to be hardworking, sincere and diligent, We wish her all the best for future.

Thank You

Yours Truly

(Director) Nikita Dubey

Sr. Alice Thomas
PRINCIPAL

St. Paul Institute of Professional Studies
INDORE



Amenses innovation pvt ltd, office no. 1101,
11th floor Skye corporate park, Scheme no. 7B,
INDORE, Madhya Pradesh (452001) - INDIA

Jan 10, 2024

Internship Certificate

Dear Ms. kiran,

This is to certify that **Ms. Kiran Patel** has successfully completed a 3-month internship program with Amenses Innovation Pvt Ltd. She joined our organization on **10 Oct 2023** and completed her internship on **10 Jan 2024**.

Position: Junior FrontEnd Developer

Joining Date: 10-10-2023

Shift Timing: 11AM to 7PM O'clock

Training Period: 121 days (unpaid)

The internship focused on the following technologies:

- HTML
- CSS
- JavaScript

During the internship period, the intern demonstrated a keen interest in learning, adaptability, and a strong commitment to the assigned tasks. The skills acquired and contributions made by **Kiran Patel** have been valuable to our organization.

Key Learning Objectives:

- **HTML:** Developed proficiency in creating structured and semantic web pages using HTML.
- **CSS:** Acquired skills in styling and layout design with CSS, including responsiveness.
- **JavaScript:** Gained hands-on experience in client-side scripting and dynamic content creation.

S. Alize Thomas

PRINCIPAL

St. Paul Institute of Professional Studies
INDORE

This internship certificate is awarded as a testament to Kiran Patel successful completion of the internship program at Amenses Innovation Pvt Ltd. We wish her continued success in her future endeavors.

Best regards,

HR Executive

Amenses Innovation Pvt. Ltd.
Accepted and Agreed

Kiran patel

NRJ
Signature
For AMENSES INNOVATION PVT. LTD.

DIRECTOR

Sr. Alize Thomas

PRINCIPAL

St. Paul Institute of Professional Studies . . .
INDORE



KASLIWAL MOTORS

LG Sheetal nagar, behind Radisson Hotel, Vijay Nagar, Indore, Madhya Pradesh 452010
Mail Id: kasliwalmotors@gmail.com Mob. No.: +91- 9770777784

To Whomsoever It May Concern

This is to certify that **Gifty Anand Yedke**, a student of **BCOM (PLAIN) IInd YEAR**, **St. Paul Institute of Professional Studies, INDORE**, Madhya Pradesh, has completed a 14-day full time Interning program at **KASLIWAL MOTORS, Indore**. During this period, she was found to be punctual, hardworking and inquisitive.

We wish her every success in life.

For KASLIWAL MOTORS

Proprietor

HARSH KASLIWAL
KASLIWAL MOTORS, INDORE
+91-9770777784

Sr. Alice Thomas

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE



Jansetu News MP CG
11 Feroz Gandhi Press Complex
Behind dainik bhaskar
Indore (M.P.) 452011
jansetumpcg@gmail.com
jansetumpcg.com +9170674 81935

Ref.No.

Date. 29/12/2023

This is to certify that Ms. Prerna Sharma of St. Paul Institute of Professional Studies, Indore, has successfully completed the Internship Training from 18 December 2023 to 24 December 2024 in our organization.

Her work and behavior during this period was good. We wish her a bright future.

For - Jansetu MPCG

Partner

Samyak Jain
Director

So. Alice Thomas

PRINCIPAL

St Paul Institute of Professional Studies
INDORE

TATA
PLAY Channel Number
2064



dailyhunt



paytm

ROCK

CERTIFICATE

This is to certify that Ms. Asmi Purohit of **St. Paul's Institute of Professional Studies, Indore**, has successfully completed the Internship training from 20.DEC.2023 to 20.JAN.2024 in our organization.

Her work and behaviour during this period was good. We wish her a bright future.

For Apollo Rajshree Hospitals Pvt. Ltd.


CA Harshita Hariyani



DGM – Finance and Accounts

S. Alice Thomas

PRINCIPAL

St. Paul Institute of Professional Studies
INDORE



Date: 24 JAN 2024

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Krishna goyal**, a student of **BBA , SPIPS ,INDORE ,MADHYA PRADESH** has successfully completed **15 Days** long internship program at **K. R. Mandovra &Co.** During the period of his internship program with us , he was found punctual, hardworking and inquisitive .

We wish him every success in life.

For, K. R. Mandovra & Co.


Manish Mandovra
Advocate

Authorized Signature



Sr. Alice Thomas

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

Date: 2nd January, 2024

INTERNSHIP CERTIFICATE

TO WHOM IT MAY CONCERN

This certification proves that **Ms. Bipasha Jotwani D/o Mr. Ratan Jotwani** has completed the internship program at **Naturo Food and Fruit Products Pvt. Ltd.** in Marketing and Sales. **Ms. Bipasha Jotwani** started joining the program from 1st until 31st of December 2023.

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

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

For: **Naturo Food and Fruit Products Pvt. Ltd.**



Authorized Signatory

Sr. Aliza Thomas
PRINCIPAL
St. Paul Institute of Professional Studies
INDORE



HDFC BANK

January 03, 2024

Subject: Internship Completion Certificate To whom it may concern,

This is to certify that **Ms. Ayushi Bagwan**, a BCA-II student at St. Paul Institute of Professional Studies, has successfully completed the internship program at **HDFC BANK** as a **Management Trainee**. She worked as a fulltime intern from December 16, 2023 to December 30, 2023.

During her internship in the bank, she demonstrated enthusiasm, leadership, self-discipline, and self-motivation. We were fortunate to have her as one of our interns and wish her all the best for her future endeavors.

Sincerely, *Rahul*

MR. RAHUL BAGWAN

BANK MANAGER
RAHUL BAGWAN
Backup Branch Manager
R 29435

S. Alice Thomas

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE



Date - 12-02-2024

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Ms. Rishika Jain of St. Paul Institute of Professional Studies, Indore, has successfully completed the Internship Training from 1 January, 2024 to 30 January, 2024 in our organization.

Her work and behaviour during this period was good. We wish her a bright future.

Name of the Org : Ambitious Academy

Head/Delegate : Ayush Jain

Signature :

Stamp :



9516734350

ambitiousacademy.indore@gmail.com

Shreeji Valley, Bicholi Mardana, Indore

Sr. Alize Thomas

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE



रजि.नं. 03/27/10/2420/2
नीति आयोग एमपी 2022/031482
वेन नं. AACAU3138

उन्मुक्त आनंद

बच्चों व वृद्धों का निः शुल्क रजि. सेवा संस्थान

अध्यक्ष - सौम्या जैन तिलगोता

मॉ. 7828208984, 7987069085

CERTIFICATE OF INTERNSHIP

This is to certify that Ms. Diksha Kujur student of St. Paul Institute of Professional Studies, Indore . She has given her services as a mentor to our students . The program has successfully completed consecutive forty hours (From 18/12/2023 to 1/1/2024) of community service in our organization at **Unmukt Anand Foundation**.

We wish her success in all her endeavors and would look forward to have her at Unmukt Anand Foundation in future too.

Mrs. Somya Tilgota
Mentor
Unmukt Anand Foundation
Indore..

Somya
अध्यक्ष/नायिका
उन्मुक्त आनंद मानव सेवा संस्था
इन्दौर (MP)

S. Alice Thomas

PRINCIPAL
St Paul Institute of Professional Studies
INDORE

313, कालानी नगर, श्री गुरु रामचन्द्र झा स्कूल के सामने, एयरपोर्ट रोड, इन्दौर

Email : somyatilgota178@gmail.com

|| श्री फलोदी माता जयते ||
Subject to Indore jurisdiction

MEDATWAL SALES AGENCY

मेडतवाल सेल्स एजेंसी

419, पल्लर नगर इंदौर

Mfg. of HIGH CLASS Scented Madhu (shreeji) Agarbatti
GSTIN NO. 23AOKPG6591E12Y

TO WHOMSOEVER IT MAY CONCERN

This is to Certify that Mr. **DEVANG TIWARI**, a student of ST. PAUL INSTITUTE OF PROFESSIONAL STUDIES has successfully completed his Internship training With Our Organization Name **Medatwal Sales Agency** in **Sales and marketing** from **15th DEC 2023 to 05th JAN 2024**.

During tenure, we found him sincere and hardworking. Mr. **DEVANG TIWARI** was prompt and detail oriented and he possesses a talent for quickly picking up concepts.

We Wish him all the very best in future endeavours.

Warm Regards,
For : **Medatwal Sales Agency**

Authorized signatory

मेडतवाल सेल्स एजेंसी,



प्रोप्रायटर

Dated : 05-01-2024

Place : Indore

St. Paul Institute of Professional Studies, Indore



BBA 1st -Year
(2023-24)

Project Report

NYRA Chocolates Pvt. Ltd.

S.No.	Name of Students	Class	Roll Number
1	LOVE KASTURI	BBA 1 st Year "A"	30
2	VIDHI SAHU	BBA 1 st Year "A"	59
3	SUGANDH HASEJA	BBA 1 st Year "A"	51
4	ANSHUL BHAMA	BBA 1 st Year "A"	07

Guided by:

Prof. Rachel Pawar

Assistant Professor

SPIPS, Indore

Authorized By:

Principal : Dr. Sr. Alice Thomas

Date

Sr. Alice Thomas

Stamp

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

S. Pawar
2/3/24

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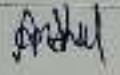
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Sr. Alize Thomas

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

DECLARATION BY STUDENTS

We hereby declare that the project work entitled "NYRA Chocolates Pvt. Ltd." submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of **Prof. Rachel Pawar (Assistant Professor)**, and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of Bachelor of Management. The Analysis/Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.




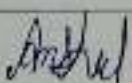
Name of Students	Class	Roll Number	Signature (with Date)
LOVE KASTURI	BBA 1 st Year "A"	30	
VIDHI SAHU	BBA 1 st Year "A"	59	
SUGANDH HASEJA	BBA 1 st Year "A"	51	
ANSHUL BHAMA	BBA 1 st Year "A"	07	

S. Alice Thomas

• PRINCIPAL
St. Paul Institute of Professional Studies
INDORE


Certification by Project Guide

This is to certify that these students has carried out the Project under my guidance and supervision in partial fulfillment of the degree offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

Name of Students	Class	Roll Number	Signature (with Date)
LOVE KASTURI	BBA 1 st Year "A"	30	
VIDHI SAHU	BBA 1 st Year "A"	59	
SUGANDH HASEJA	BBA 1 st Year "A"	51	
ANSHUL BHAMA	BBA 1 st Year "A"	07	

The above work is done in NYRA Chocolates Pvt. Ltd. from 19/01/2024 to 20/01/2024.

I wish them all the success in the future endeavors.

Signature: 

Name of the Guide: **Prof. Rachel Pawar**


Designation: Assistant Professor


PRINCIPAL
St. Francis Institute of Professional Studies
INDORE



This is to certify that Ms. Sugandh Haseja of *St. Paul Institute of Professional Studies, Indore*, has successfully completed the Project from 19/01/2024 to 20/01/2024 in our organization.

Her work and behavior during this period was good. We wish her a bright future.

Signature: 

Name of the Org: *NYRA Chocolates*

Pvt. Ltd.

Head/Delegate:

Stamp



S. Alice Thomas

PRINCIPAL

St. Paul Institute of Professional Studies
INDORE

NYRA CHOCOLATES PVT. LTD.



This is to certify that Mr. Anshul Bhama of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project from 19/01/2024 to 20/01/2024 in our organization.

His work and behavior during this period was good. We wish him a bright future.

Signature:

Name of the Org: NYRA Chocolates

Pvt. Ltd.

Head/Delegate:

Stamp



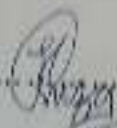
S. Alice Thomas

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE



This is to certify that Ms. Vidhi Sahu of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project from 19/01/2024 to 20/01/2024 in our organization.

Her work and behavior during this period was good. We wish her a bright future.

Signature: 

Name of the Org: NYRA Chocolates

Pvt. Ltd.

Head/Delegate:



S. Alice Thomas

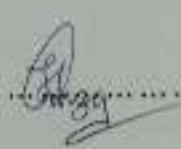
PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

NYRA CHOCOLATES PVT. LTD.



This is to certify that Mr. Love Kasturi of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project from 19/01/2024 to 20/01/2024 in our organization.

His work and behavior during this period was good. We wish him a bright future.

Signature: 

Name of the Org: NYRA Chocolates
Pvt. Ltd.

Head/Delegate:

Stamp: 

S. Alice Thomas




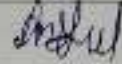
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St. Paul Institute of Professional Studies
INDORE

Acknowledgements

We express our heartfelt gratitude and dedicate this page to all those who have actively or silently helped us in completion of this project report successfully.

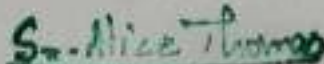
We would like to express our deep sense of gratitude to honourable Director Rev. Fr. Simon Raj and respected Principal Dr. Sr. Alice Thomas for providing us with this opportunity to undertake and accomplish this Project Report. We would also like to express gratitude towards our Class Teacher Prof. Rachel Pawar and faculty members of Department of Management for their vital encouragement and guidance. Furthermore, sincere gratitude towards the members of NYRA Chocolates Pvt. Ltd. for their critical support during the course of our project report.

Lastly, We are thoroughly grateful towards our family, friends and loved ones for their constant support and motivation in all the endeavours.

Name of Student	Class	Roll No.	Sign with Date
LOVE KASTURI	BBA 1 st Year "A"	30	
VIDHI SAHU	BBA 1 st Year "A"	59	
SUGANDH HASEJA	BBA 1 st Year "A"	51	
ANSHUL BHAMA	BBA 1 st Year "A"	07	

Place: St. Paul Institute of Professional Studies

Date:



PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

P-1

(First Progress Report)

S. N. Sharma

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

INTRODUCTION

Introduction of the Project:

Through this project we will develop a comprehensive report on a leading chocolate manufacturing company named NYRA food products. The main purpose of project is to introduce a defined overview of a company, highlights its business strategies, marketing ventures, financial optimizations and potential for growth.

This team working on this project consists following members: Love Kasturi, Anshul Bhama, Vidhi Sahu and Sugandh Haseja.

This team gave a new look to modern businesses, company's renowned director and CEO Mr. Rajesh Dingara has led the business to new heights with a authorised share capital of ₹ 10,00,000 originally the company was fathered by Amber Nutrition. NYRA serves customers all over India with their huge ranges of product under different segments.

By this project we will show you how the company operates what are the basic factors affecting it, how the company entered this market and also

provide you the history of the company, strategies followed by them to capture the market share and evaluate company's strength, weakness and opportunities via SWOT analysis and more.

PROJECT WORK PLAN

The foremost thing we decide for us choosing a company that matches our objectives that is to be listed down the project.

At first we were confused between Jewellery shop and this company but at last after consideration with all the team members and easy availability of required documents and data of the company we chose to go with NYRA Chocolates Pvt. Ltd.

After some time we visited the organisation, analyzed their workings and talked with employees serving under them.

S. Nishu Thomas

PRINCIPAL

St. Paul Institute of Professional Studies
INDORE

LITERATURE REVIEW

Competitive Advantages :

Value Proposition :

NYRA chocolates positions itself as an affordable alternative to established brands, offering high-quality products at competitive prices (Nyra chocolates, 2023). This strategy resonates with cost-conscious consumers and expands market reach (Kumar & George, 2013).

Consumer Perception :

Local Brand Recognition :

Operating primarily in Madhya Pradesh, NYRA has built a strong regional brand identity through local distribution channels and community engagement (Zaubacorp, 2023). This geographical focus fosters brand loyalty and creates a sense of belonging.

Quality Awareness :

Consumer reviews and testimonials highlight NYRA'S commitment to using quality ingredients and maintaining consistent taste.

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profiles (Nyra Chocolates, 2023). This emphasis on quality resonates with health-conscious consumers and builds trust (Pettigrew et al., 2013).

Growth Strategies:

Digital Marketing: Leveraging social media platforms and e-commerce channels can expand NYRA's reach and engage millennial and Gen Z consumers online marketing campaigns, influencer partnerships, and targeted advertising can boost brand awareness and drive sales.

Strategic Partnerships: Collaborations with local retailers, cafes, and dessert parlors can increase brand visibility and accessibility (Nyra Chocolates). Leveraging existing distribution networks and cross-promotional opportunities can accelerate market penetration.

S. M. Sharma

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DISTRIBUTION OF WORK TO MEMBERS

Distribution of Work to team members:-

Following are the students involved in this group project work:

Mr. Love Kasturi
Ms. Vidhi Sahu

Mr. Anshul Bhama
Ms. Sugandh Haseja

Our group consists of 4 members the work is assigned according to the project requirements and capability of each member. The work flow of this project goes in the following manner:-

- LOVE KASTURI:- Analyse financial aspects and also marketing strategies followed by the company.
- VIDHI SAHU & SUGANDH HASEJA:- Provide all relevant data and resources for project work and also write up the project reports.
- ANSHUL BHAMA:- Helped in strategy analysis and also plans regular meeting for progress of the project.

S. Nishu Kumar

ABOUT COMPANY

Founded by Amber Nutrition, NYRA serves customers all over India providing premium quality and sophisticated taste in candies and chocolates. A passionate resolution to provide the best value for money has driven NYRA, as a company, to conduct intense research about production and invest in state of art infrastructure and machinery. Its ultimate vision is to see NYRA's brand name become publicly synonymous with "Quality Rich Unique Offerings".

Amber was started in 1993, by Mr. Rajesh Dhingra with a very humble beginning limited to an area of 2500 square feet. From humble beginning an initially minimal production capacity of 500 Kg/day, Amber group has continually grown to now have production volumes of 80,000 Kg/day. We plan to grow our production to one and a half times by the end of the year 2021.

The turning point for Amber, which revolutionised the confectionary industry in 2005, was when Mr. Dhingra introduced 5-ALICE.

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Candies in the market. Amber was first to introduce deposited candies production line in the unorganised sector, thus resurting the future of the company.

NYRA is an export oriented production facility and has been developed considering in mind the vast potential of the foreign markets. The company is working aggressively by customising products that suit well with the global market to build its export market. Ranging from deposited candies to center filled formed candies, from soft chew, cream filled toffees to caramels, eclairs and exclusive chocolate bars, NYRA offers a great diversity of products. To fulfill the expectations of the market, we use state of the art European machinery to manufacture its exclusive Chocolate Bar products.

NYRA works with a single motto of unique offerings which are extremely rich in taste, at the most affordable prices. They hope there customers to enjoy there offerings and enjoys its taste.

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P-2

(Second Progress Report)

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WORK FLOW

What is Work flow

A work flow in the context of a project refers to the structured sequence of tasks, activities and processes that outline how the project will be planned and executed. Here are some key characteristics of project work flow.

Sequence - It defines in order in which tasks should be completed. Some tasks might need to be finished before others can begin while others can be done concurrently.

Dependencies - It identifies dependencies between tasks meaning how one task's completion affects another. This helps prevent starting tasks prematurely or waiting unnecessarily.

Roles and responsibilities - It clarifies who is responsible for each task, ensuring accountability and efficient collaboration.

WORK FLOW OF OUR PROJECT NYRA CHOCOLATES Pvt Ltd:-

- Initially the group members for this project have been decided, at last we concluded to go with a group of 4 members.
- Then a Whatsapp group was needed to be created so that every member

can interact with each other, share information ask their queries post their completed work and update about their work.

- Furthermore we decided the objectives to be achieved from this project and also then select a suitable company that aligns with our objective and also fulfill all the necessary documentation that our college needed.
- At last after consideration all the roles and responsibilities has been given by

FIELD WORK:

Visiting NYKA Chocolates Pvt Ltd: If possible organize a visit to the factory. Observed the production process, interviewed employees and gathered data on equipment, raw materials and quality control procedures.

Visiting Retail Outlets: Observed how NYKA chocolates are displayed and promoted in stores. Talk to Sales personnel about customer feedback and Sales performance.

S. Nishu Sharma

DATA COLLECTION & METHODS

Observations :

During fieldwork, record detailed observations of production processes, store displays, consumer behavior, and any relevant aspects of the chocolate industry.

Document Analysis :

Analysed company documents, reports, marketing materials, and online content to gather information on company strategies, financial performance, and market positioning.

Secondary Data :

Utilize existing industry reports, market research data, and existing consumer surveys to gain broader context and compare NYRA chocolates with competitors.

PROCESS OF DATA COLLECTION

The data has been collected from reputed online sources and is credible. The data is collected in 3 main processes:

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- 1) Gathering Data about company:
We visited the factory of NYRA food Products Ltd. and ask their staffs about functioning, company Strategies and Sales.
- 2) Data Structuring:
Here we Structured all the information we collected according to the suitable heads where they fit the most.

The Indian chocolate industry, projected to reach \$5 billion by 2025, witnesses fierce competition amidst established players and emerging regional brands. Among these, NYRA Chocolates, operating out of Madhya Pradesh, has carved a niche for itself with its focus on affordability, quality and innovation flavours. This project delves into NYRA Chocolates' operations, analyzing their competitive advantages, consumer perception, and potential growth strategies in light of current industry trends. Examining existing literature provides valuable insights into their unique journey and future prospects.

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INDIVIDUAL REPORT AS PER WORK ALLOTTED

Individual work progress of each student as per work allotted. This work is divided between different group members:

LOVE KASTURI ~ Love Kasturi was given the data and all technical aspects of the project. He is also the leader of our group and delegated the tasks to members. He has also researched and studied company's financials and competitors and written the Chapter 1 of P4 reports.

VIDHI SAHU ~ Vidhi was given to write first progress report (P1) and (P2) second progress report and other writing work for project report and conducting the industry visit for all the team members. She has also analysed company's product offerings and segments.

SUGANDH HASEJA ~ Sugandh was also given to write the project she helped in writing progress report 3 (P3) along with vidhi. And also helped Anshul in analysing companies strategies. Sugandh also written progress report 4 (P4).

S. Nishu Thomas

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ANSHUL BHAMA ~ Anshul helped all members all the required material important for project work and he has analysed company's marketing and promotional aspects. Anshul helped a lot in collecting data and resources for the project work.

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P-3

(Third Progress Report)

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INDIVIDUAL WORK REPORT By EACH STUDENT

Individual work report by each student

LOVE KASTURI:

Role: Analysis, research and writing

Contributions:

- Conducted in depth research on NYRA chocolates including in history, mission, financial performance and competitors.
- Analysed trends and data relevant to the chocolate industry.
- Authored key sections of the project report, focusing on analysis and interpretation of finding and also delegated tasks among group members.
- Communicated effectively with team members to ensure clarity and consistency throughout the project work.

VIDHI SAHU:

Role ~ Writing up project report, Product offering and segment

Contributions:

analysis, industry visit

S. - Mica Thomas

- Analysed NYRA chocolates, product portfolio, identifying strengths, weakness and potential opportunities.
- Conducted customer segmentation and identified target markets for different product lines.
- Undertook a valuable industry visit to gain firsthand insights into production processes and market dynamics.
- Contributed to report sections majorly revolving on product strategy and consumer segmentation.

ANSHUL BHAMA:

Role: Company strategy analysis including marketing and promotion support.

- Contributions:
- Provided detailed analysis of NYRA chocolates company structure and strategies followed.
 - Offered valuable support to other team members with research, writing and data analysis tasks.
 - Contributed to the overall structure and coherence of the project.

SUGANDH HASEJA:~

Role:- Writing support, company strategy analysis and conclusion.

- Contributions -
- Provided materials to write
 - Analysed NYRA chocolates historical and current strategies, identifying key

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successes and potential areas for improvement.
• Collaborated with the team to develop strong conclusions and recommendations for the project report.

Method Of Analysis

Ratio Analysis:- This involves comparing different financial metrics to understand relationships and identify strengths and weakness.

Trend Analysis - Analyzing changes in key metrics over time to assess growth, stability and efficiency.

Benchmarking - Comparing NYRA Chocolates performance to industry averages or competitors to determine how they stack up.

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FINANCIAL ANALYSIS

Financial Analysis of NYRA Chocolates Private Ltd.

Here is a summary of financial information of NYRA chocolate Pvt Ltd for financial year ending on 31st March, 2023

- Revenue / Turnover of NYRA chocolates Pvt Ltd is INR 1 Cr - 100 Cr
- Net worth of the company has increased by 466.97%
- Total Assets of the company has increased by 40.11%
- EBITDA of the company has increased by 66.97%
- Liabilities of the company has increased by 380.39%

BALANCE SHEET

Operating Revenue	INR 1 Cr - 100 Cr
EBITDA	66.97%
Net worth	445.72%
Debt / Equity Ratio	26.46
Return on Equity	128.32%
Total Assets	40.11%
Fixed Assets	8.85%
Current Assets	89.13%
Current Liabilities	380.39%
Trade Receivables	154.75%
Trade Payables	132.79%
Current Ratio	1.45

Competitor Analysis

KAMCO Feed Chew:

Revenue / Turnover:

KAMCO operates in a larger revenue range (100 cr - 500 cr) compared to NYRA (1 cr - 100 cr).

Profitability:

Net worth growth:

KAMCO's growth (51.50%) is lower than NYRA's exceptional growth (445.72%).

EBITDA Growth:

KAMCO's growth (34.84%) is also lower than NYRA's (66.97%).

ROE:

KAMCO's ROE (33.99%) is significantly lower than NYRA's (128.92%). This suggests stronger profitability and capital utilization for NYRA.

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Efficiency :

Total Assets Growth:

NYRA's growth (40.11%) is higher than KAMCO'S (15.15%).

Fixed Assets Ratios:

Both companies have lean asset structures, although KAMCO'S negative ratio (-10.80%) raises questions about asset valuation or potential accounting errors.

Solvency and Liquidity:

Debt / Equity Ratio :

KAMCO has a much lower ratio (2.98) compared to NYRA (26.46). This indicates significantly lower debt burden and higher financial stability for KAMCO.

Result Analysis :

Current Ratio :

Both companies have adequate ratios (NYRA: 1.45, KAMCO: 1.30) to cover short-term obligations.

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Growth:

NYRA exhibits significantly higher growth in profitability and operational efficiency metrics.

Profitability:

NYRA achieved superior ROI on Shareholder Capital.

Solvency:

KAMCO holds a clear advantage with significantly lower debt burden and higher financial stability.

Liquidity:

Both companies have adequate liquidity to cover short-term obligations.

Operational Efficiency:

NYRA appears to invest more in assets for growth, while KAMCO's leaner structure and negative value in certain areas require further investigation.

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CHALLENGES

Challenges faced in the field project work ~
We faced many problems while choosing the company as there are 4 members in our group so it is obvious the ideas will be different so we faced problems like that.

- Location :- As we were living in different locations its not convinced for us to go we have to pick a nearby location of the company so that we can visit anytime without any inconvenience.
- Conflicting Schedules :- Differing schedules of team members made it challenging to find convenient meeting times, hindering collaboration and coordination.
- Unequal Workload Distribution :- Some team members may contribute more or less than others, causing frustration and potential resentment within the group.
- Coordination Challenges :- Coordinating efforts, timelines and deadlines can be complex especially if members have different priorities or responsibilities other than project.

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Introduction -

As first-year management students eager to bridge the gap between theory and practice, we are fascinated by the intricate world of business. Nyra chocolates Pvt. Ltd., with its intriguing blend of established presence and evolving strategies, serves as the perfect case study for our learning journey. This project aims to provide a comprehensive analysis of Nyra chocolates Pvt. Ltd., covering its financial performance, market strategies, and the overall chocolate industry landscape in India. The project will delve into these key areas.

Background / literature Review -

The Indian chocolate industry, estimated at over \$8 billion, is a delectable blend of established players and emerging contenders. Amidst this dynamic terrain stands Nyra Chocolates Pvt. Ltd., a brand synonymous with premium quality and innovative flavors. To comprehend the intricacies of Nyra chocolates trajectory, it's crucial to delve into its internal workings. The background and literature review serve as a bridge between

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theory and practice. By synthesizing internal financial data, strategic insights, and external industry dynamics, we aim to create a holistic understanding of Nyra chocolates. This comprehensive picture will be the launchpad for the subsequent sections of our project, allowing us to analyze challenges, identify opportunities, and formulate meaningful recommendations for Nyra chocolates' future success.

Planning of the Project, Relevance of Target Return -

Planning of the Project -

Formation of Group -

Initially the group members for this project were to be decided, at last we concluded and planned to go with a team of 4 members.

Selection of relevant Company -

After formation of group, a meeting is conducted between us to search for a potential organization that matched with our objectives and is able to comply with us for providing valuable internal insights.

Formation of group that for any queries - we decided to form a whatsapp group for all of us to ask any doubts about the project work and sharing updates on the completion part.

Division of Roles -

At the end after our meeting we decided the roles for each group member. This step clarified all members about the area they have to focus.

Relevance & Target Returns -

- * This project offers a hands-on experience applying theoretical knowledge of finance, strategy, and industry analysis to a real-world case study.
- * By dissecting Nyra Chocolates' successes & challenges, we gained valuable insights into the dynamic world of business. This understanding & cultivates critical thinking, problem-solving skills, and an entrepreneurial spirit.
- * This project showcases research & analytical skills, enriching the academic portfolio and potentially enhancing employability in the business world.

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Introduction

Founded by ABBA Narayan in 1993, NYRA Chocolate Pvt. Ltd. has emerged as a leading producer of premium candies and chocolates throughout India. Driven by commitment to exceptional value, NYRA conducts extensive research on production methods and invests heavily in cutting-edge infrastructure and machinery. The company's ultimate vision is to deliver "Quality Rich Unique offerings" as defining factors for NYRA's brand. Beginning with small origins in 1993, Amben under the leadership of Mr. Rajesh Dingo grew from a small operating firm with a 2500 sq. ft. factory with a production capacity of 500 Kg to a powerhouse with 80,000 Kg and ambitious plan to expand by 150% by the end of 2021. The company actively develops customised products tailored to global preferences, showcasing a diverse range of candies. To meet all such higher standards, NYRA uses European - state of art machinery for its premium chocolate production.

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COMPANY DETAILS

NYRA Chocolate Pvt Ltd is classified as a private limited company and is located in Indore, M.P. Its authorized share capital is INR 10.00 Lac and the total paid up capital is INR 1.00 Lac.

- The current status of NYRA Chocolate Private Limited is - Active.
- NYRA Chocolates Pvt Ltd has six directors - Rajesh Dhingra, Jai Kishan Dhingra and others.
- The Corporate Identification Number (CIN) of company is U15310MP2017PTCO 43249.
- The registered office of NYRA Chocolate Pvt Ltd is at Plot No. 6, 7, 8, 9, 18, 19 Vikram Udyog Nagar Grom Palda, INDORE, M.P.
- Nature of Business - Exporter and Manufacturer
- Additional Business - Retailer, wholesaler.
- Annual Turnover - Upto Rs. 50 Lakhs
- Banker - HDFC Bank.
- GST No - 23AAFCN6172L128

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Recommendations Based On Analysis

Strengthen operational efficiency: Streamline production processes and invest in cost-saving technologies to mitigate the impact of rising cocoa prices.

Embrace Innovation: Experiment with new flavours, ingredients and product formats to cater to diverse consumer preferences and dietary restrictions.

Simplify brand engagement: Cultivate deeper customer connections through interactive marketing campaigns and unique brand experiences.

Embrace Sustainability: Explore ethical sourcing practices and eco-friendly packaging to align with increasing consumer values.

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Challenges faced In the Project Work

We faced many challenges during this project work, there are 4 members in our group. It is obvious that there will be different ideas and opinions, so we faced problems like that.

Location: As the group members are living in different locations we have to pick a nearby location of the company so that we can visit anytime without any inconvenience.

Conflicting Schedules: Differing schedule of team members made it challenging to find convenient meeting times, hindering collaborations and coordination between the members.

Coordination challenges: Coordinating efforts, timelines and deadlines can be complex especially if members have different priorities or responsibilities other than project.

Unequal Workload Distribution: Some team members may contribute more or less than others causing frustration and resentment within the group.

Sanjeev Kumar



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CONCLUSION OF THE REPORT

Our extensive examination of Myra Chocolates PVT. Ltd., encompassing financial analysis, strategic dissection, and an immense industry visit, paints a vivid picture of a brand at a crossroads. While boasting undeniable financial stability and innovative marketing strategies, Myra faces both internal and external challenges that demand strategic adaptation.

- Financially, Myra showcases healthy growth and profitability, fueled by its premium market positioning and efficient distribution network. However, rising cocoa prices and intense competition necessitate continued cost optimization and product diversification.
- Strategically, Myra's branding resonates with luxury and sophistication, while its pricing strikes a delicate balance between exclusivity and accessibility. However, our industry visit revealed a need for enhanced consumer engagement and experiential marketing to solidify brand loyalty in the face of emerging competitors.
- The Indian chocolate industry presents both opportunities and threats. Premiumization trends bode well for Myra, but increasing health consciousness demands exploration of healthier ingredient options and sugar-reduced offerings.

CONCLUSION

NYRA chocolates, through its unique value proposition, efficient production, and diversified product offerings, has established itself as a strong regional player in the Indian chocolate industry. Understanding existing literature reveals their strengths, limitations, and potential growth avenues.

Moving forward, embracing digital marketing, sustainable practices and strategic partnerships can propel NYRA towards national expansion and secure their position as a leading chocolate brand in the future.

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St. Paul Institute of Professional Studies, Indore



Name of Student: Hanshul Kishorwala

BBA III Year

(2023-24)

Internship Training Report

Undertaken At

Shri Vinayak Trans Cargo

Guided by:

Hanshul Kishorwala

Name of the Faculty Dr. Rakesh Kishorwala

Designation Associate Professor

SPIPS, Indore

Rajesh
6/03/24

Authorized By:

Principal

Sr. Alice Thomas

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Date

Stamp

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Declaration by the Student

I hereby declare that the Internship Training Report submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by me under the guidance of Dr. Vivek Koushik and this report is submitted in the partial fulfilment of the requirement for the award of the degree of Bachelor of Business Administration. The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: Indore

Date: 05/02/2024

Signature: [Signature]

Name: Hanshu Koushik

Class: BBA III

Roll No. 21

S. Hize Thomas

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Certification by Internship Guide

This is to certify that Mr. / Ms. Hanshu kishor of
Class BBA IV, Roll No. 21 has carried out the
Internship Training under my guidance and supervision in partial fulfillment
of the degree Bachelor of Business Administration offered by the Devi Ahilya
Vishwavidyalaya, Indore (MP).

The above work is done in Shri Virajax Trans Cargo
(Name of the organization) from 1 Nov 2023 to 31 Dec 2023

I wish him / her all the success in the future endeavors.

Signature: Hanshu
10/12/23

Name of the Guide: Dr. Vivek Kumar

Designation: Associate Professor

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SHRI VINAYAK

TRANS CARGO

Off.: C-13, Bhagat Singh Market, Dewas Naka, Indore M.P.
Email Id.: shrivinayaktranscargo@gmail.com

Mob.: +91 8889-611-611

Work Completion Certificate

This is to certify that Ms. Hanshul Kushwah of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project / Internship Training from 1st Nov.2023 to 31st Dec 2023 in our organization.

Her work and behaviour during this period was good.

We wish her a bright future.

Signature: *[Signature]*

Name of the Org: Shri Vinayak Trans Cargo

Head/Delegate: Nikhil Singh

Stamp: *[Signature]*

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Acknowledgements

I would like to express my sincere gratitude to my subject teacher Dr. Arun Koushik, his constant guidance played a vital role in making the execution of the project.

I would also like to extend my deepest thanks to the director "Rev. Fr. Simon Raj" & Principal "Dr. St. Alice Thomas" for providing me with all the facility that was required.

Place: Indore

Date: 05/05/2024

Sign. of the Student: Hanishul Koushik

Name: Hanishul Koushik

Class: BBA A III yr.

Roll No. 21 St. Alice Thomas

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SHRI VINAYAK

TRANS CARGO

Off: C-13, Bhagat Singh Market, Dewas Naka, Indore M.P.
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Mob. : +91 8889-611-611

20 Oct 2023

Hanshul Kushwah
114, Rajiv awas vihar
INDORE, Madhya Pradesh - 452010

Re: Internship offer

Dear Hanshul,

At Shri Vinayak Trans Cargo, we are offering you an internship position within the Marketing department at our Indore office.

You shall bear the title of a social media marketing intern during this internship.

This internship commences on the 1st of Nov, 2023 and is going to last for a period of Two months thenceforth. Your work schedule is Monday- Friday.

An internship position does not entitle you to any company benefits.

During your internship, you might have access to confidential information and trade secrets of Shri Vinayak Trans Cargo. By signing this offer, you agree to keep such information confidential and abstain from using it for personal gains or divulging it to any external entities.

At the end of your internship, you also agree to return any equipment, documents or other company property issued to you by Shri Vinayak Trans Cargo.

Your acceptance of this offer conveys your acknowledgement of the fact that this is not an offer for full-time employment and it does not guarantee a job offer upon completion.

Welcome on board!

Sincerely,

Mukesh Singh



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Area and Scope of Internship

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AREA →

The area in which I have worked is logistic.

logistics involves the detailed coordination and organisation of various activities within the supply chain including →

Transportation
Inventory management
warehousing
and distribution

to ensure the efficient flow of goods and services from the flow or point of origin to the final consumer.

It encompasses planning, implementation, and control of these process, aiming to optimize resources, reduce costs and enhance overall operation effectiveness.

Logistics plays a crucial role in supporting business and ensuring timely delivery while meeting customers expectation.

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Details of Organisation

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Details Of Organisation →

SHRI VINAYAK TRASCARGO

located at →

Bhagat Singh Market, G19,
Dewas Naka, Landia Mohi
Indore MP 453771

Headed by →

Shri Mukesh Singh

contact details →

8889611611

e-mail address →

svtcindore@gmail.com

Open → 24*7

service provided →

- Transportation Service
- Warehousing & Distribution
- Value added services
- Hazardous Material handling
- Documents handling

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Details and Importance of Work done

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Details of Work done →

These are various tasks and work that contribute to smooth working of an organisation.

- ① Demand Planning → Forecasting and analysing demands to ensure adequate inventory levels.
- ② Procurement → Sourcing and purchasing materials or products from suppliers.
- ③ Inventory management → Monitoring stock levels, minimising excess inventory, and preventing stockouts.
- ④ Warehousing → Storing, organising, and managing inventory and improving warehousing efficiency.
- ⑤ Order processing → Receiving, processing and fulfilling customer orders accurately and promptly.
- ⑥ Transportation Management → Planning and coordinating the movements of goods via various transportation modes.

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- ⑦ Distribution → Routing and delivering products to the right locations, often involving multiple distribution channels.
- ⑧ Supplier and vendor management → Building and maintaining relationships with suppliers and vendors.
- ⑨ Technology integration → Implementation of and utilization logistics software and technologies for better efficiency.
- ⑩ Risk management → Identifying and mitigating risks related to supply chain disruptions, such as natural disaster and geopolitical issues.
- ⑪ Quality control → Ensuring products meet quality standards throughout the supply chain.
- ⑫ Return Management → Handling products return and managing reverse logistics process.
- ⑬ Documentation and compliance → Managing paper work, customs documentation.

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and ensuring compliance with regulations.

- (14) Cost Management → Analyzing and optimizing logistics costs to improve overall profitability.
- (15) Continuous Improvement → Identifying areas for improvement and implementation strategies to enhance logistics processes.

These tasks collectively contribute to an effective logistics strategy, enabling businesses to meet customer demands efficiently while maintaining cost effectiveness.

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Importance Of Work done :

Work done in logistics is crucial for several reasons :

- ① Efficient Operations → Logistics ensures the smooth and efficient movement of goods, reducing delays and enhancing overall operational efficiency.
- ② Cost management → Effective logistics management helps in minimizing costs related to transportation, warehousing, and inventory, contributing to better financial performance.
- ③ Customer satisfaction → Timely and accurate delivery of products improves customer satisfaction, fostering loyalty and positive brand perception.
- ④ Supply Chain Optimization → Logistics plays a key role in optimizing the entire supply chain, from procurement to distribution, resulting in better resource utilization and responsiveness.

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- ⑤ Market Competitiveness → Companies with well-managed logistics can gain a competitive edge by offering reliable and timely services, attracting more customers in the market.
- ⑥ Risk mitigation → Logistics planning involves risk assessment and mitigation strategies, reducing the impact of disruptions like supply chain bottlenecks or unforeseen events.
- ⑦ Global reach → In the era of global trade, effective logistics enables businesses to expand their reach to international markets, fostering growth opportunities.
- ⑧ Resource Utilization → Proper logistics management ensures optimal utilization of resources, including transportation vehicles, warehouse space, and labor, leading to cost savings.

In summary, the importance of work done in logistics lies in its ability

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to enhance operational efficiency, reduce costs, satisfy customers, and contribute to the overall competitiveness and success of a business.

Objectives and Methods

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Objectives of SHRI VINAYAK TRANSCARGO are :-

- ① Cost Efficiency → Minimizing, transportation, storage, and handling costs through optimized processes and resources utilization.
- ② Customer Satisfaction → Ensuring timely and accurate delivery to meet customer demands, enhancing overall satisfaction and loyalty.
- ③ Inventory optimization → Balancing inventory levels to prevent excess or shortages, reducing holding costs while maintaining adequate stock.
- ④ Supply chain Integration → Coordinating activities across the supply chain to enhance collaboration and responsiveness to market changes.
- ⑤ Lead Time reduction → Streamlining processes to minimize the time it takes for products to move from production to consumption, improving responsiveness.

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- ⑥ Risk Management → Identifying and mitigating risks such as disruptions, in supply chain, regulatory changes, or unforeseen events that may impact logistics operations.
- ⑦ Flexibility & adaptability → Building systems that can adapt to changing market conditions and demands, ensuring resilience in the face of uncertainties.
- ⑧ Environmental sustainability → Implementing eco-friendly practices to minimize the environmental impact of logistics operations, aligning with corporate social responsibility.
- ⑨ Information accuracy → Enhancing communication and information flow to reduce errors, improve decision-making, and provide real-time visibility into logistics processes.
- ⑩ Regulatory compliance → Adhering to local and international regulations governing the movement of goods, ensuring legal compliance in all logistics activities.

S. N. Thakur

- ① Collaboration with Stakeholders → Establishing
synergistic partnership with suppliers,
distributors, and other stakeholders
to form a cohesive and integrated
Supply chain network.
- ② Continuous improvement → Implementing
feedback mechanisms and performance
metrics to identify areas for
improvement and optimize logistics
process over time.

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Methods of Working →

Effective methods are carried or done for systematic work done →

- ① Use of Technology : Implementation of logistics tools and software such as inventory management, order processing and route optimization to enhance efficiency.
- ② Continuous Monitoring : Regularly monitoring key performance indicators to identify areas for improvement.
- ③ Cross-Functional Teams : Foster collaborations among different departments to ensure a holistic approach to logistics management.
- ④ Real-Time Tracking : Implement tracking systems to monitor the movement of goods in real-time, allowing for better visibility and responsiveness to changes.
- ⑤ Employee Training : Provide ongoing training to logistics staff and

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keeping them informed about technology updates and best practices.

- ⑥ Customer feedback: Gathering and analysing customer feedback to identify areas for improvement and enhance customer satisfaction.
- ⑦ Regular audits: Conducting regular audits of processes and documentation to ensure accuracy and compliance.

These are some methods and strategies applied in "Shree Vinayak Trans cargo", which enhance their efficiency, responsiveness, and overall managing of their business.

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Intended Outcomes

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Intended outcomes are the specific results or achievements that are planned or desired in a given situation, project or endeavour.

They serve as goals to guide actions and efforts towards a particular direction or success criteria.

INTENDED OUTCOMES IN "SHRI VINAYAK

TRANS GARGO" :-

- ① Efficient Supply Chain Management
→ Ensuring timely and cost-effective movement of goods from Suppliers to customers.
- ② Optimized Inventory level -
→ Minimizing excess stock while avoiding stock outs to improve overall inventory management.
- ③ On-time Delivery
→ Ensuring timely delivery of products to customers, enhancing customer satisfaction.

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- ④ Cost Reduction → streamlining operations to minimize transportation, warehousing, and overall logistics costs.
- ⑤ Enhanced visibility → Improving real-time tracking & visibility throughout the supply chain for better decision-making.
- ⑥ Risk mitigation → Identifying and mitigating risks such as delays, disruptions, and damages to prevent negative impacts on operations.
- ⑦ Customer Satisfaction → Meeting or exceeding customer expectations in terms of delivery speed, accuracy, and overall service.
- ⑧ Environmental sustainability → Implementing eco-friendly practices to reduce the environmental impact of logistics operations.
- ⑨ Compliance → Ensuring adherence to regulatory requirements & industry standards.

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- (10) Operational Efficiency → Improving overall efficiency in processes, resource utilisation, and work-force productivity.

These outcomes contribute to the overall success of "Shri Vihaya & Heavy Cargo" in the market.

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Achieved Outcomes

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Achieved outcomes are the actual results or accomplishments that have been realized in a given situation or project.

They represent the tangible and measurable results that have occurred as a result of actions, efforts, or initiatives.

These outcomes are compared against the initially planned or intended outcomes to assess the success or effectiveness of a particular endeavor.

In "SHRI VINAYAK TRADING CARGO" →

- ① cost effective movements of goods have been done and done properly.
- ② Inventory management is carried out in a proper way by a proper process.
- ③ timely delivery of goods to customers.
- ④ forecasting of risk.
- ⑤ meeting demand of customers on time.

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Improved overall efficiency in
process, utilizing resources in
proper way.

These achieved outcomes demonstrate
the effectiveness of "Shri Vinayak Trans-
-cargo" in meeting its goals
and delivery value to its
customers.

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Increase
in
Knowledge
and
Skills...

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By working in a Logistics Business
 i.e. "SHRI VINAYAK TRANSCARGO"
 I have led to increase in knowledge
 and skills in various areas like;

- ① I have understood the end-to-end processes involved in the supply chain from procurement to distribution.
- ② Developed a skill in route optimization and efficient transportation logistics.
- ③ Familiarized myself with logistic software, tracking systems and other technological tools.
- ④ Acquired knowledge in identifying risk & minimizing that risk.
- ⑤ Learned to stay updated on the rules and regulations governing logistics.
- ⑥ Got a base on problem-solving to address challenges and unforeseen issues.

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- ⑦ Improved by communication skills, especially in associating with different personalities of customers.

Overall working in logistic department has provided me a 'dynamic' environment to foster my learning & skill development in my present life.

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Application of Work in Real life

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Application of the work, skills and knowledge which I have got from this internship in my real life will be very beneficial for my future.

Knowledge base has been widened, prediction power has been increased, which in real life also helps in doing my work as an individual.

Technological skill enhancement proves to be very good thing.

Communication, way of talking became proper, which too results in describing my thoughts and work to others in my real life.

Dynamic environment in "SHRI VSWAYAK TRANSCARGO" was a plus point to me in my present & real life as real life in itself is really very dynamic.

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Conclusion and Planning for Future

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In conclusion, my experience has increased and logistics business has equipped me with a comprehensive understanding of supply chain intricacies, operational efficiency and strategic decision making.

From optimizing transportation routes to implementing cutting-edge technologies, my time in logistics has been characterized by a commitment to excellence.

I am adept at overcoming challenges, ensuring timely delivery and contributing to overall success of logistics operations.

PLANNING FOR FUTURE →

Having completed my internship in logistics business, my future plan includes:

- ① Further education in this field.
- ② Specialization in work

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- ② enhancing my technical and soft skills.
- ③ Entrepreneurship → wanna start my own logistics business.
- ④ Exploring for more and more opportunities in future.

By combining my internship experience with my future plans, I will build a strong foundation for a successful & fulfilling career in the field of logistics.

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Area and Scope of Internship

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LOGISTICS →

Logistics involves the detailed coordination and organization of various activities within the supply chain, including -

Transportation,
inventory management,
warehousing
and distribution

to ensure the efficient flow of goods and services from the flow or point of origin to the final consumer.

It encompasses planning, implementation, and control of these processes, aiming to optimize resources, reduce costs, and enhance overall operational effectiveness.

Logistics plays a crucial role in supporting businesses and ensuring timely delivery while meeting customers' expectations.

Work Description and Skills Required

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In a logistics department, various tasks and works contribute to smooth operation of supply chain.

- ① Demand Planning → forecasting and analyzing demand to ensure adequate inventory levels.
- ② Procurement → Sourcing and purchasing materials or products from suppliers.
- ③ Inventory Management → Monitoring stock levels, minimizing excess inventory, and preventing stockouts.
- ④ Warehousing → Storing, organizing, and managing inventory and in warehousing efficiency.
- ⑤ Order processing → Receiving, processing and fulfilling customer orders accurately and promptly.
- ⑥ Transportation Management → Planning and coordinating the movements of goods via various transportation goods.

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- ⑧ Distribution → Routing and delivering products to the right locations often involving multiple distribution channels.
- ⑨ Supplier and Vendor Management → Building and maintaining relationships with suppliers and vendors.
- ⑩ Technology integration → Implementation and utilisation of logistics software and technologies for better efficiency.
- ⑪ Risk management → Identifying and mitigating risks related to supply chain disruptions, such as natural disasters and geopolitical issues.
- ⑫ Quality control → Ensuring products meet quality standards throughout the supply chain.
- ⑬ Return Management → Handling products returned and managing reverse logistics processes.
- ⑭ Documentation and compliance → Managing paper work, customs documentation,

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and ensuring compliance with regulations.

- (14) Cost Management → Analyzing and optimizing logistics costs to improve overall profitability.
- (15) Continuous Improvement → Identifying areas for improvement and implementation strategies to enhance logistics processes.

These tasks collectively contribute to an effective logistics strategy, enabling businesses to meet customer demands efficiently while maintaining cost effectiveness.

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For doing and learning a multifunction logistics require a combination of technical, interpersonal, and strategic skills.

- ② Supply chain Management → understanding the entire supply chain process, from procurement to delivery and optimize it for efficiency.
- ③ Communication skills → effectively communicate with suppliers, clients, and team members to ensure smooth operations and customer satisfaction.
- ③ Problem-solving → ability to identify and address issues in the supply chain promptly and effectively.
- ④ Analytical skills → analyze data, trends and logistics metrics to make informed decisions and optimize processes.
- ⑤ Negotiation skills → Negotiate contracts, deals and agreement with suppliers, vendors and transportation providers.

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- ② Time management → Effectively allocate resources and manage timelines to meet delivery deadlines.
- ③ Adaptability → Flexibility to adapt to changes in market conditions, regulations, or unexpected events that may impact logistics operations.
- ④ Leadership → Lead and motivate a team, delegate tasks, and make strategic plans to achieve business objectives.
- ⑤ Attention to details → Precise attention to detail is crucial for accurate order processing, inventory management and documentation.
- ⑥ Customer Relationship Management (CRM) → Use CRM tools to manage and enhance relationships with clients and partners.
- ⑦ Interpersonal Skills → Work collaboratively with different stakeholders, including suppliers, vendors and internal teams.

Organization
Details,
Methods of
working for
alloted
work / Tasks

Organisation Details →

SHRI VINAYAK TRANSCARGO

located at →

Bhagat Singh Market, G-9,
Dewas Naka, Sasudia Mohl,
Indore MP 453771.

Headed by →

Shri Mukesh Singh

Contact details →

8889611611

E-mail address →

Svtcindore@gmail.com

opens 24*7 [Mon-Sun]

Service Provided →

- Transportation service
- Warehousing and distribution
- value-added services
- Hazardous Material handling
- Document Management

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Methods of Working for allotted work / Task to me →

Effective methods are done for systematic approach to complete the work, like →

- ①. Use of technology → Implementation of digital tools and software such as inventory management, order processing and route optimization to enhance efficiency.
- ②. Continuous monitoring → Regularly monitoring key performance indicators to identify areas for improvement.
- ③. Cross-Functional Teams → Foster collaborations among different departments to ensure a holistic approach to logistics management.
- ④. Real-Time tracking → Implement tracking systems to monitor the movement of goods in real time, allowing for better visibility and responsiveness to changes.

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- ⑤ Employee Training → Provide ongoing training to logistics staff and keeping them informed about technology updates & best practices.
- ⑥ Customer feedback → Gathering and analyzing customer feedback to identify areas for improvement and enhance customer satisfaction.
- ⑦ Regular audits → conducting regular audits of processes and documentation to ensure accuracy & compliances.

These are some methods and strategies applied in "Shri Virayak Transcargo", which enhance their efficiency, responsiveness, and overall managing of their business.



SHRI VINAYAK

TRANS CARGO

Off. C-15, Bhagat Singh Market, Dewas Naka, Indore M.P.
Email Id: shrivinayaktranscargo@gmail.com

Mob. : +91 8889-611-611

Performa-G2

Information and Consent Of The Organization

1. Name and Registration of the Organization

Shri Vinayak Trans Cargo

2. Structure (Government/Semi Government/Private/other)

Private

3. Nature of work

Logistics

4. Total no. Of Collaborators in the Organization

4

5. Maximum no. of Students which you can guide

10

6. Employment possibility after Training

80%

7. Other important Information

-

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.

Signature with date

Head/ Authorized person of the organization



Sr. Alice Thomas

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SHRI VINAYAK**TRANS CARGO**

Off. : C-13, Bhagat Singh Market, Dewas Naka, Indore M.P.
 Email Id. : shrivinayaktranscargo@gmail.com

Mob. : +91 8889-611-611

**Performa-G4
Feedback Form**

Name of Trainee Student : Haresh Kishore
 College Name : St Paul Institute of Professional Studies
 Class : BBA III yr.
 Section and S.N. : 'A'

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	B	
4.	Sincerity & Interest towards work	A	
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade	A	

Date:

Signature with date

Sr. Alice Thomas

Head/ Authorized person of the organization

Place:

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7/1, Boundary Road, Near Lalaram Nagar, Indore - 452 001, M.P., India. Tel. No. : 0731-2499911, 2490114
E-mail : info@spipsindore.ac.in; Visit us at : www.spipsindore.ac.in; www.stpaulinstitute.ac.in

ASSIGNMENT SUBMISSION

SUBJECT : Internship Report

Name of the Student : Nikhil Wadhvani

Contact No. : 8982272123

Class, Course / Section : BBA - A - IInd Year

Name of the Guide / Professor : Prof. Ashay Joshi

Roll No. in the University : 222850076

Enrollment No. : DX 2206 369

Nikhil
13/02/24

St. Paul Institute of Professional Studies, Indore



Nikhil Wadhwani

BBA II Year

(2023-24)

Internship Training Report Undertaken At

Nj Wealth's Agency

Guided by: *AG* 6/2/2024

Prof. Ashay Joshi
Name of the Faculty

Designation Asst. Professor

SPIPS, Indore

Authorized By:

Principal : Dr. Sr. Alice Thomas

Date : _____

Sr. Alice Thomas

Stamp : PRINCIPAL
St. Paul Institute of Professional Studies
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Declaration by the Student

I hereby declare that the Internship Training Report submitted to St. Paul Institute of Profession Studies, Indore, is a record of an original work done by me under the guidance of Prof. Ashay Joshi and this report is submitted in the partial fulfilment of the requirement for the award of the degree of Bachelor of Management. The Analysis / Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: Indore

Signature: Nikhil

Date: 6/02/2024

Name: Nikhil Wadhvani

Class: BBA - A - IInd Year

Roll No... 222850076

Sr. Alize Thomas

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Certification by Internship Guide

This is to certify that Mr. Nikhil Wadhvani of Class BBA-A-2nd Year, Roll No. 211830036 has carried out the Internship Training under my guidance and supervision in partial fulfilment of the Degree Bachelor of Business Administration, offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in NJ Wealth Agency

From 20-12-2023 to 20-01-2024

I wish him all the success in the future endeavors.

Signature: Manish

Name of the Guide: Manish Thawar

Designation: Agency Manager

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FINANCIAL
PRODUCTS
DISTRIBUTORS
NETWORK

Date: 20-01-2024

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Nikhil Wadhwani**, student of BBA SPIPS, Indore, M.P. has successfully completed an internship in the field of Marketing from 20-12-23 to 20-01-2024.

During the period of his internship 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.

Mr. Manish Jhawar
Agency Manager- NJ Wealth

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Agency Address: 11, Rajgarh Kothi, Gita Bhawan Road, Indore 452001

Email ID: moneymf@gmail.com; Website: www.moneyplant.njfundz.com

**WEALTH**FINANCIAL
PRODUCTS
DISTRIBUTORS
NETWORK

Performa-G2

Information and Consent of The Organization

1. Name and Registration of the Organization

Nii Wealth Agency Manager - Manish Shaver

2. Structure (Government/Semi Government/Private/other)

Private

3. Nature of work

Distribution of Mutual funds and related products

4. Total no. of Collaborators in the Organization

-

5. Maximum no. of Students which you can guide

5

6. Employment possibility after training

Yes

7. Other important Information

-

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.

Manish
22/01/2024

Signature with date

Head/ Authorized person of the organization

Sr. Alice Thomas

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Acknowledgements

*I feel delighted & privileged to express my sincere & deepest sense of gratitude & indebtedness to my learned & esteemed supervisors **Mr. Manish Jhawar & Dr. Vivek Kaushik** for their encouragement, advice & continuous interest in the subject.*

*I sincerely thank Director **Fr. Simon Raj** &
Principal **Sr. Alice Thomas** (St. Paul Institute of Professional Studies)
for their encouragement & providing all the necessary facilities to
carry out the work.*

I also extend my heartiest respect & thanks to all teaching & non-teaching staff, members of the Department of Management, & my family, and friends who directly or indirectly helped me in accomplishing this Internship.

Place:

I don't

Sign. of the Student: Usl

Date: _____

6/2/2024

Name: Noel Wallace

Class: BBA - A - IInd Year

Roll No. 222850076
Sr. Alice Thomas

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FINANCIAL
PRODUCTS
DISTRIBUTORS
NETWORK

Internship Offer Letter

To,

Mr. Nikhil Wadhvani,

15, Greater Tirupati Colony, Lalaram Nagar, Indore (M.P.)

Dear Nikhil,

On behalf of NJ Wealth, we are elated to inform you that you have been selected for the position of intern with our agency. On your acceptance of this letter, you will be required to join from 20th Dec 2023.

I want to inform you that this internship will be 30 days and will be an unpaid internship. Your internship will end on 20th Jan 2024.

During your internship, you agree that you will take complete care in maintaining the confidentiality of all the information you come across and by any means. On completion of your internship, you will be required to hand over all the official documents, and any possessions that will be given to you during your internship.

By accepting this offer letter, you agree to all the terms and conditions that have been mentioned above and you agree that you will be following all the rules and regulations at the agency. You will also be observing all the practices and policies that define the work and conduct at the agency.

We look forward to having you on board and we are hopeful that this association will be mutually beneficial to both parties.

Congratulations and welcome aboard.

Sincerely,

Manish Jhawar - NJ Wealth's Agency Manager

Agency Address: 11, Rajgarh Kothi, Gita Bhawan Road, Indore-452 001

Email ID: moneymf@gmail.com; Website: www.moneyplant.njfundz.com

S. Nishu Thomas
Principal

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<u>S. NICE THAKUR</u> PRINCIPAL Paul Institute of Professional Studies, INDORE		

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	<u>Sr. Alice Thomas</u>	
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Area / Scope of Internship

Marketing

Marketing is a crucial aspect of any business, and it encompasses all activities related to product, price, place, promotion, people, process, and physical evidence. During my internship at NS Wealth's Agency, I had the opportunity to work specifically on the promotion part of marketing. Promotion is the process of informing, persuading, and influencing potential customers towards the product. My responsibility was personal selling which primarily involved informing clients about mutual funds and NS Wealth, and generating a desire in them to invest.

Beyond that, I also got to work on the KYC (Know your customer) process, which is an essential part of the account opening process. This process requires four essential documents, including the PAN card, Aadhar card, bank proof, and a photograph. It also requires client's cheque image, and client name and signature.

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The process can be done either online or offline, depending on the client's preference. Once the account is opened, the client is assigned a unique account number and password, which they can use to access their account.

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Details of the Organisation

N3 Wealth is a network of financial products distributors and one of India's most successful networks in the financial services industry. It is a subsidiary of N3 Group, a prominent player in the Indian financial services industry known for its robust distribution capabilities. The journey of N3 began in 1994, when two first generation entrepreneurs, Mr. Neeraj Choksi and Mr. Jignesh Desai established the company. N3 Group's philosophy is "We are BUILT ON TRUST". In 2003, they started N3 Wealth with a vision of 'Creating Wealth and Transforming lives' by reaching out to the common man. Today, the N3 Wealth family has over 34,722 active distributors across 23 states in India, spread over 180+ locations, with over 29,27,057 investors and over INR 1,82,858 Cr of mutual fund assets under management.

I completed my internship at N3 Wealth Agency, where I was mentored by the esteemed Sir Mr. Manish Jawahar Thawar, who

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serves as the Agency Manager of NB Wealth. The agency's work involves business development, partner recruitment and grooming, and product training and education. Currently, Mr. Shawar has a team of 35 partners and has more than 500 crore AUM (assets under management).

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Learning Opportunity



Familiarity with the Working World

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Importance & Details of Work Done

Importance of Work Done

1. Learning opportunity :- I had a great learning experience during my internship. I learned about the theoretical aspects of mutual funds, including their glossary, types, advantages, and disadvantages which contribute to the practical knowledge. Additionally, I gained practical knowledge about marketing and the KYC process.
2. Makes me familiar with the working world :- This internship has helped me in my transition to the professional world. Entering a corporate job can be challenging, but this internship has provided me with a starting point to build my career and has equipped me with valuable skills that will be useful in any workplace setting.

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Details of Work Done

1. Marketing :- I focused the promotion given in marketing through personal selling. Firstly, I communicated with my clients to understand their investment goals and requirements. Then, I provided them with genuine information about various investment options, including mutual funds, and explained the returns, risks and everything related to them. All of this was done to increase clients' awareness towards mutual funds and NS Wealth, as well as to generate a desire in them to invest in mutual fund schemes.
2. KYC (Know Your Customer) :- During my internship, I learned about the KYC process. It is an account opening process, that requires following documents: a PAN card, an Aadhar card, bank passbook, and a photograph. It can be done online or offline. I learned about online KYC during my internship which also requires client's cheque image and image of client name & signature. After the account is opened, the client is designated a unique account number and password.

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Objective

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Objectives & Methods

The objectives were to acquire :

1. Theoretical knowledge
 2. Practical knowledge
- about Mutual Funds

i.e., To achieve knowledge in the practical field of an organisation to make theoretical knowledge more fruitful and realistic

Methods

To achieve the above mentioned objectives, I first engaged in self study to gain theoretical knowledge about mutual funds. Later, I received mentorship from Mr. Manish Thawar and Dr. Virek Dhanuka on the same subject. Finally, during my internship with NS Wealth, I was able to apply my theoretical and practical knowledge to real-life situations.

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Intended Outcomes

The intended outcomes were as follows:-

1. To get Wholesome knowledge about the Mutual fund.
2. To understand the work culture of NS Wealth and its agency so as to gain the experience.
3. To strengthen my CV (curriculum vitae) or Resume for the future.

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Achieved Outcomes

The achieved outcomes were as follows :-

1. Wholesome knowledge about the Mutual funds.
2. Understood the work culture of NI Wealth and its agency & gained experience of working in it.
3. Strengthened my C.V (Curriculum vitae) or Resume for the future.

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Increase in Knowledge

Mutual Fund

Mutual fund is a type of investment in which Asset Management Company pool money from the investors and invest in diversified financial instruments such as stocks, debentures, bonds, etc. with the advice of their experts known as fund managers.

Out of total returns generated, they keep a small percent (usually 1-2%) as a profit for their company and to meet the expenses and return the rest to investors.

Mutual fund is regulated by Securities and Exchange Board of India (SEBI).

Examples of Asset Management Companies

- HDFC Asset Management Company Ltd.
- Axis Asset Management Company Ltd.
- TATA Asset Management Company Ltd.
- Reliance Asset Management Company Ltd.
- NS Asset Management Pvt. Ltd.

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Asset Management Company



Fund Manager

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Glossary of Mutual Fund Terms

1. Asset Management Company (AMC)

Asset Management Company refers to the company or entity that offers mutual funds to the investors and pool money from investors and invest in diversified financial instruments such as stocks, debentures, bonds, etc. with the advice of their fund managers.

Ex:- HDFC Asset Management Company Ltd.
TATA Asset Management Company Ltd.

2. Fund Manager

Fund Manager is an expert appointed by AMC which handles all the investments.

There are two types of fund manager:-

i) Active Portfolio Manager :- who invest in equity, debt or hybrid funds & usually for short term.

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ii) Passive Portfolio Manager :- who invest in index funds & usually for long term.



Expense Ratio



Corpus

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3. Asset Under Management (AUM)

It is the financial measurement which represents the total market value of all the assets (investments) made by Asset Management Company.

In simple words, AUM is the total money managed by AMC.

4. Expense Ratio

It is a small percentage charged by Asset Management Company to :-

- Earn profit for their company.
- Bear the expenses such as giving salaries to fund manager, customer support, accounting and auditing.

5. Corpus

Corpus is defined as the total amount of money that is invested in a particular mutual fund scheme by all the investors.

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Net Asset Value

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6. Unit

When an individual buys mutual fund scheme, he gets the units. Unit can be called the currency of mutual fund, and represent your extent of ownership.

7. Net Asset Value (NAV)

It refers to the value of one unit at any given point of time. It is updated once per day after the day's trading session.

8. Entry load

It was the fee charged from an investor while buying units of a mutual fund scheme.

In August 2009, SEBI abolished entry load.

9. Exit load

It is the fee charged from an investor when they exit the scheme before a stipulated time period.

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Lump sum

SIP

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10. No Load fund

It refers to mutual fund schemes that do not charge entry or exit loads.

11. Systematic Investment Plan (SIP)

It is an investment strategy in which investors can invest a fixed amount of money in mutual fund at regular intervals.

This amount is deducted automatically from the bank a/c.

It offers flexibility in terms of amount of money invested per installment and frequency of investments.

12. Lump sum

It refers to single, bulk amount of money invested in mutual fund schemes.

13. Systematic Transfer Plan (STP)

It allows an investor to transfer a predetermined

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Amount of money from one scheme to another scheme.

14. Systematic Withdrawal Plan (SWP)

It allows an investor to withdraw a pre-determined amount of money from a scheme at periodic intervals.

15. New Fund Offer (NFO)

It refers to the launch of a new mutual scheme by an AMC.

During NFO, the AMC offers units of the new scheme for the first time to the investors.

16. Benchmark Index

It refers to the standard against which the performance of a mutual fund is measured.

Most common ones are : SENSEX, NIFTY

17. Alpha (α)

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It is a measure of performance as compared to benchmark index.

If $\alpha > 1$, then performed better than the benchmark index.

18. Beta

It is a measure of volatility (relative up and down in price) with comparison to benchmark index.

If $\beta = 1$ (same performance as that of benchmark index)

$\beta < 1$ (less volatile than benchmark index)

$\beta > 1$ (more volatile than benchmark index)

19. Lock-in period

The time-period for which investments made in scheme cannot be withdrawn.

ex: Lock-in period of ELSS (Equity Linked saving scheme) is 3 years.

20. Portfolio

A portfolio is the total range of investments that are held by a particular investor.

St. Alice Thomas

Types of Mutual Funds

Based On Structure

- Open-ended Funds
- Close-ended Funds
- Interval Funds

Based On Asset Class

- Equity Funds
- Debt Funds
- Hybrid Funds
- Commodity Funds

Based On the Investment Objective

- Growth Funds
- Fixed Income Funds
- Tax Saving Funds
- Liquid Funds
- Pension Funds

Based On Risk

- Low-Risk Funds
- Medium-Risk Funds
- High-Risk Funds

Based On Speciality

- Sector Funds
- Index Funds

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Types of Mutual Fund

A. Based on Structure

- i) Open-Ended Mutual Fund :- refers to those mutual fund schemes in which investor can enter and exit at any time, at its then prevailing net asset value.
- ii) Close-Ended Mutual Fund :- refers to those mutual fund schemes that have lock-in period.
ex:- ELSS scheme has a lock-in period of 3 years.
- (iii) Interval fund :- refers to those mutual fund schemes in which Asset Management Company (AMC) declares time intervals during which an investor can purchase or redeem the units.

B. Based on Asset Class

- i) Equity fund :- In this type of mutual fund, Asset Management company invest in equity i.e. shares.

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Debt Fund



Hybrid Fund
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Characteristics of Equity fund :- High Risk.
High Returns.

Types of Equity funds

- Large-cap equity fund.
- Mid-cap equity fund.
- Small-cap equity fund.
- Multi-cap equity fund.
- Flex-cap equity fund.
- ELSS (Equity Linked Saving Scheme)

ii) Debt funds :- In this type of Mutual fund, Asset Management Company invest in debt instruments such as debenture, bonds, etc.

Characteristics of Debt funds :- Low risk,
Low returns.

iii) Hybrid fund :- In this type of Mutual fund, Asset management company invest in more than one asset class such as equity, debt, commodities or real estate.

eg :-

Equity

Debt

50

:

50

→ Moderate risk

70

30

→ High risk

20

80

low risk

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Commodity Fund



Growth Fund

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- iv) Commodity fund :- In this type of Mutual fund, Fund Management Company invests in Commodities such as :-
- Agricultural → wheat, rice, pulses, etc.
 - Metal → gold, silver, platinum, etc.
 - Energy → crude oil, natural gas, etc.

C. Based on Investment objective

- i) Growth fund :- It is a type of mutual fund, which primarily invests in stocks of companies with the potential of significant capital appreciation.

Characteristics of Growth fund :- Long term (usually)
High risk

- ii) Fixed Income fund :- It is a type of mutual fund, which invests in financial instruments which gives a fixed return after a particular period of time. ex: in bonds.
- iii) Tax saving fund :- It is a type of mutual fund scheme that gives the benefit of tax redemption i.e. no tax is charged on the amount invested.
- ex: ELSS (Equity Linked Saving Scheme)

iv) Liquid fund :- It is a type of debt mutual fund schemes which invest in debt or money market instruments that mature within 91 days i.e. short term.

v) Pension fund :- It is a type of mutual fund that helps in accumulation of funds for post requirement years.

D. Based on specialty

i) Sector fund :- It is a type of mutual fund scheme that invest in a specific sector of the economy.

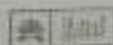
Ex:- sectors can be energy, infrastructure, etc

ii) Index fund :- It is a type of mutual fund that incorporates a portfolio of stocks, bonds or any other financial instruments to mirror the performance of financial market index.

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I Based on Risk

- i) Low risk fund : refers to those mutual fund schemes which have low risk.
ex: Debt fund
- ii) Medium / Moderate risk fund : refers to those mutual fund schemes which have medium risk.
ex: Mid cap equity fund.
- iii) High risk fund : refers to mutual fund schemes which have high risk.
ex: small cap equity fund.

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Dr. Anil Kumar



Professional Management



Well Regulated

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Advantages of Mutual Fund.

1. **Diversification** :- In Mutual fund, Asset Management company invest money in diversified financial instruments, so there is less risk associated with investment in mutual fund as compared to other investments such as in stocks, gold, property, etc.
2. **Professional Management** :- Asset Management company appoints an expert which is known as fund manager and all the investments made by AMC takes place with the advice of these fund managers.
3. **Well Regulated** :- Mutual fund is regulated by Securities and Exchange Board of India (SEBI). That's why they are well regulated.
4. **Affordable** :- Mutual fund is affordable in nature because :-
 - One can invest in mutual fund through SIP.
 - Expense ratio charged by SAM-Alice Thomas



Tax Savings



Saves Time



Saves Efforts

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5. **Tax Benefit :-** There are various mutual fund schemes that gives the benefit of tax redemption i.e. no tax is charged on the amount invested in that scheme.

Example :- Equity linked saving scheme (ELSS)

6. **Highly Liquid :-** Mutual funds are highly liquid in nature because they offer various open ended schemes in which one can enter (buy) and exit (sell) units at any point of time, at its prevailing Net Asset Value (NAV).

7. **High Return on Investment :-** Mutual fund provides comparatively high return on investment as compared to some common investment such as in banks and helps to beat the inflation rate.

- | | | |
|------------------|---|---|
| 8. Saves time | } | Mutual fund saves a lot of time and efforts of investors. |
| 9. Saves efforts | | |

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Easy Investment

S. M. P. P. P.

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- 10 **Easy Investment** - It is very easy to invest in mutual funds i.e. one can do this either online or offline. One simply need to visit the Asset Management Company's website and submit the necessary documents to start on the investment journey. Moreover, one can also visit AMC in person and sign the physical documents to get started.

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Concept of Investment

LIMITED
CONTROL



Underperformance of scheme

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Disadvantages of Investment through Mutual Fund

1. Greed of investors : Some investors just look at the past returns of mutual fund schemes and invest its own more, overlooking other risks and without understanding their risk capacity, which leads to losses.
2. Limited control of investors over investment : When investors provide money to an Asset Management Company (AMC) through a systematic Investment plan (SIP) or a lump sum, They can only choose a specific type of mutual fund to invest in. After that, all investment decisions are made by the fund managers.

ex: When someone invests in a multi-cap equity fund, after that all the investment decisions related to which company to invest, are taken by the fund manager only and there is limited control of investors over investment.

3. Underperformance of scheme : It can be attributed to a variety of factors including fund manager skills, investment strategy, dynamic market conditions, etc.

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Increases in Skills

1. Analytical Thinking

During my internship, I gained knowledge about the mutual funds, which helped me analyse various mutual fund schemes based on different parameters. This experience enabled me to understand investment philosophy and select mutual funds in accordance with the objective. Analysing a situation logically and making informed decisions was an essential part of my internship, which helped me in achieving my goals.

2. Communication

Perhaps the most crucial life skill is the ability to communicate effectively, it is what allows us to communicate with others and understand what is said to us. I learned how to communicate with clients, understand their investment objectives, requirements, and risk taking ability, and suggest appropriate mutual fund schemes accordingly.

Sushree Thomas

3. **Product knowledge** :- Product knowledge is indeed itself a skill. During my internship, I developed a comprehensive understanding of mutual funds, including their glossary of terms, types, advantages, and disadvantages.
4. **Confidence** :- During my internship, my confidence level increased as I approached various individuals to discuss investments and informed them about mutual funds.

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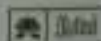
Application of Internship Work in Real Life

1. **Financial Planning** : During my internship, I acquired a wealth of knowledge about investments and mutual funds. This newfound knowledge will undoubtedly prove invaluable in my future financial planning endeavours, particularly when it comes to selecting the appropriate mutual fund schemes based on my objectives.
2. **Business Communication** :- As I am quite certain that I will pursue a job after my MBA, the basics of business communication that I have learned through this internship will help me in my future corporate endeavours.
3. **Time Management** :- Effective time management improves work-life balance. Good time management also reduces stress and allows to complete tasks more quickly. I learned that you will be successful if you effectively

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manage your time and achieve your objectives. Through this internship, time management skills have improved and will help a lot in my real life.

Sr. Alice Thomas

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Conclusion & Planning for Future

My internship was an enriching experience that allowed me to expand my knowledge on mutual funds. I delved into the theoretical aspects of this financial product, including its glossary, types, advantages, and disadvantages, which helped me gain a deeper understanding of the industry. In addition to this, I was given the opportunity to apply my knowledge in a practical setting by learning about the marketing and the KVC process. These experiences have helped me develop a strong foundation in the finance and marketing domains, and I am excited to continue exploring more opportunities in these fields.

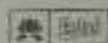
I would like to express my gratitude towards my mentors, Mr. Manish Sharan and Dr. Virek Kaulshi, for their invaluable guidance.

Overall, my experience during this internship has been excellent.

Sr. Alice Thomas

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A1 Report

	S. Anand Kumar	
	PRINCIPAL St. Paul Institute of Professional Studies INDORE	

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S. Nishu Sharma

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Area / Scope of Internship

Marketing

Marketing is a crucial aspect of any business, and it encompasses all activities related to product, price, place, promotion, people, process and physical evidence. During my internship at N3 Wealth's agency, I had the opportunity to work specifically on the promotion part of marketing. Promotion is the process of informing, persuading, and influencing potential customers towards the product. My responsibility was personal selling which primarily involved informing clients about mutual funds and N3 Wealth and generating a desire in them to invest.

Beyond that, I also got to work on the KYC (know your customer) process, which is an essential aspect of the account opening process. This process requires following documents, the PAN card, Aadhar card, bank proof, a photograph, client's cheque image and client name and signature.

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This process can be done either online or offline, depending on the client's preference. Once the account is opened, the client is assigned a unique account number and password, which they can use to access their account.

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Skills Required

1. Analytical Thinking

During my internship, I gained knowledge about mutual funds, which helped me analyse various mutual fund schemes based on different parameters. This experience enabled me to understand investment philosophies and select mutual funds in accordance with the objective. Analysing a situation logically and making informed decisions was an essential part of my internship, which helped me in achieving my goals.

2. Communication

Perhaps, the most crucial life skill is the ability to communicate effectively. It is what allows us to communicate with others and understand what is said to us. During my internship, I learned how to communicate with clients, understand their investment objectives, requirements, and risk taking ability, and suggest appropriate mutual fund schemes accordingly.

3. Product Knowledge :- Product knowledge is indeed itself a skill. During my internship, I developed a comprehensive understanding of mutual funds, including their glossary of terms, types, advantages, and disadvantages.
4. Confidence :- During my internship, my confidence level increased as I approached various individuals to discuss investments and informed them about mutual funds.

Sr. Nisha Sharma

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Organisation Details

NS Wealth is a network of financial products distributors and one of India's most successful networks in the financial services industry. It is a subsidiary of NS Group, a prominent player in the Indian financial services industry known for its robust distribution capabilities. The journey of NS began in 1994, when two first generation entrepreneurs, Mr. Neeraj Choksi and Mr. Dignesh Desai, established the company. NS Group's premise is "We are BUILT ON TRUST". In 2003, they started NS Wealth with a vision of 'Creating Wealth and Transforming Lives' by reaching out to the common man. Today, the NS Wealth family has over 34,722 active distributors across 23 states in India, spread over 180+ locations, with over 29,27,057 investors and over INR 1,22,851 Cr of mutual fund assets under management.

I completed my internship at NS Wealth's agency, where I was mentored by the esteemed Sr. Mr. Manish Shaware, who serves as the Agency Manager of NS Wealth. The

Sr. Aizee Thomas

agency's work involves business development, partner recruitment and grooming, and product training and education. Currently, Mr. Shawar has a team of 35 partners and has more than 500 core AUM (assets under management).

S. Alice Thomas

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St. Paul Institute of Professional Studies, Indore



Name of Student: ASMI PUROHIT

BBA 'B' - II Year

(2023-24)

Internship/Apprenticeship Training Report Undertaken At

..... APOLLO HOSPITAL

Guided by:

Authorized By:

Name of the Faculty Prof. Naveen Swamy Principal : _____

Designation

Date

SPIPS Indore

Stamp


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Declaration by the student

I hereby declare that the Internship/Apprenticeship Training Report submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by me under the guidance of PROF. NEERAJ SWAMI

And this report is submitted in the partial fulfilment of the requirement of the award of the degree of **Bachelor of Business Administration**. The Analysis/Results embodied in the report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: INDORE

Signature: 

Date: 19.02.24

Name: ASMITA PURUSHIT

Class: BBA-'B'-II.YR.

Roll No.

Sr. Alice Thomas

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Certification by Internship/Apprenticeship

This is to certify that Mr. / Ms. ASMI PUROHIT of
Class BBA-'B' II YR. Roll No. _____ has carried out the
Internship Training under my guidance and supervision in partial
fulfilment of the degree BBA offered by the Devi
Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in APOLLO HOSPITAL
(Name of the organization) from 20.12.2023 to 20.01.2024

I wish him / her all the success in the future endeavours.

Signature: 

Name of the Guide: PROF. NEERAJ SWAMI

Designation: Prof. Neeraj Swami

Dr. Alice Thomas
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Dr. Paul Institute of Professional Studies
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Acknowledgements

I am extremely thankful to our principle Dr. Sister Alice Thomas and Director Rev Father Simon Raj who gave me such a wonderful opportunity to do this Project/ Internship.

I would also like to thank PROF. NEERAJ SWAMI, with whose guidance and blessings, this work has been completed. Also this acknowledgment is dedicated to all the individuals who have provided valuable resources and assistance in creating this Report. I would like to thank my college authorities for their constant support and the library committee for granting access to relevant research material.

Their contribution has played a significant role in making this Report file comprehensive and informative.

Place: INDORE

Sign Of the Student: 

Date: 19.02.24

Name: ASMI PUROHIT

Class: BBA - 'B' II YR.

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A 1

REPORT

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AREA / SCOPE OF INTERNSHIP

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A

Finance department is the part of an organization, responsible for managing all financial processes and decisions. It controls income and expenditure while also ensuring effective business running with minimum disruptions.

FINANCE DEPARTMENT is the unit of a business responsible for obtaining and handling any monies on behalf of the organization.

I did my internship in APOLLO HOSPITALS vijay nagar in there finance department under ~~Ms Harshita~~ HARSHITA HARYANI to gain skills in client relations, organization accountability, and problem solving.

THE finance department of healthcare performs various activities like the organization collects revenue, pays bills, and provides an overview of all the financial records that enables senior executives to make data driven decisions about a company's viability and future growth.

It provides relevant financial resources and

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Signature

information contributing to other business functions planning, and decision making activities.

As, i am interested in knowing about finance, i decided to do my internship in the finance department to gain practical knowledge.

PROPOSED WORK TO BE

DONE

- ▲ Accounting helps businesses maintain a accurate and up-to-date records of the day to day financial transactions of the company.
- ▲ Accountants may track multiple financial transactions
- ▲ Accounting involves checking invoices to ensure the legitimacy of charges, settling payment dates and paying the bills that the company owes to various vendors and suppliers.

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- Accounting involves preparing detailed quarterly and annual financial reports about company's assets, liabilities, profits and losses for internal and external shareholders.
- Accountants may conduct financial audits of the company, identify accounting discrepancies and implement corrective solutions.
- The accounts department may reference the company's financial data to prepare the overall company budget.

NEED OF WORK

A company's intern plays a crucial role since they bring in fresh ideas and perspective that can aid in the company's growth.

Here are some reasons why having an intern in the finance is beneficial.

- They may have a fresh perspective on financial processes and technologies contributing to the various

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continuous improvement of financial operations within the company.

A company needs an accountant intern because he or she can assist in the record keeping, entering data, keeping a note on financial transactions.

The role of finance is not just record keeping, but also helps in improving the financial condition of an organization.

BROAD AREA OF

TRAINING

In essence, the goal of finance is to manage money for an organization efficiently to directly contribute to that organization's missions and goals.

The interns skills will improve or developed through this internship. Additionally, it will raise peoples level of awareness and do their job well.

WORK DESCRIPTION

I got a chance to make vendors list in excel sheets, data entering, got to learn about insurance companies, helped in arranging the files invoices, tallied data from Softshare, made petty cash book, made an excel of bank details of vendors, knaf off liability was one of the major task

SKILLS REQUIRED / PRACITAL WORK

- ★ Proficiency in M.S Excel is required
- ★ A decent typing speed
- ★ Communication skills
- ★ Basic english writting for emails.
- ★ Time managment & initiative to do work.
- ★ The ability to set priorities and finish tasks by the due dates, involves critical thinking

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MOORE



Apollo
Hospitals
1983-84



Apollo Hospitals

DETAIL ABOUT THE ORGANIZATION

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WORK PLACE

As, I worked in APOLLO HOSPITAL vijay nagar,
Indore, M.P.

The Apollo hospital, Indore is a joint venture between Apollo hospitals enterprises limited (AHEL) and Rajshree hospitals and research centre Pvt. Ltd. (RHRL). It offers high end tertiary care across various medical disciplines, with special focus on Cardiology and Cardiothoracic surgery.

- * Neuro-surgery
- * Nephrology and urology
- * Orthopaedics
- * Gastroenterology.
- * Emergency and trauma.

The 180 bedded hospital strength lies in the perfect balance of excellent infrastructure, latest technology and dedicated manpower, all orchestrated to provide patient services of the highest standards. It is also engaged in offering health care services and operating standalone pharmacies.

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A 2

REPORT

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FORMAT A2
(Hand Written, Min 2000 Words)

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AREA / SCOPE OF INTERNSHIP

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As, I did my internship in APOLLO HOSPITAL vijay nagar Indore in there finance department, under the supervision of Senior manager, Ms. HARSHITA HARYANI to gain hand on experience in the field of finance

To gain skills in client relations, like how they build mental respect, kindness and understanding organization, accountability, problem solving are among many others in the hospital setting.

As, I worked in the finance department of healthcare. I saw like how organization collect revenue, pays bills and provide an overview of all the financial records that enables senior executives to make data-driven report / analysis.

One, of the biggest perks of internship is that you can pick up professional skills, observations and practice. Everyone I meet while working as an intern to my direct supervisor to colleagues to vendors are people with whom I can network.

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12

APOLLO HOSPITAL was established in 1983 by
- DR. PRATHAP C. REDDY.

renowned as the architect of modern healthcare in India. As the nation's first corporate hospital APOLLO HOSPITALS is acclaimed for pioneering the private healthcare revolution in the country.

- * WEBSITE : <https://www.apollohospitals.com>
- * INDUSTRY : HEALTHCARE
- * HEAD QUARTERS : CHENNAI, TAMIL NADU
- * TYPE : PRIVATE
- * COMPANY SIZE : 12000+ beds, across 73+ hospitals.

As, I worked in Apollo Hospital in their finance department under Ms. HARSHITA HARVANI senior manager. The finance department of healthcare organization collects revenue, pays bills and provides an overview of financial records that enables senior executives to make data-driven decisions about a company's viability & future growth. S. Nize Thomas

Performa-G2

Information and Consent Of The Organization

1. Name and Registration of the Organization
APOLLO RAJSHREE HOSPITALS Pvt. Ltd.
2. Structure (Government/Semi Government/Private/other
PRIVATE
3. Nature of work

4. Total no. Of Collaborators in the Organization
03
5. Maximum no. of Students which you can guide
12
6. Employment possibility after Training
YES
7. Other important Information

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.

Haryani 20/12/23.
Signature with date

Head/ Authorized person of the organization

So. Alize Thomas

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IMPORTANCE AND DETAIL OF WORK DONE

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THE first and the most important advantage of pursuing an internship is that you get to integrate your skills and knowledge that you learned in the classroom with actual work experience.

THIS internship helped me to improve my communication skills, self-development, how to work as a team, critical thinking and career building in the finance department.

MY learning outcome through this internship was how to make vendors lists in excel sheets. Vendors that enables the listing of products via the store. It generally means an account owned by an inventory vendor to a company. This is done to keep track of your vendor by assigning each with a unique ID number. Firstly we have to enter the vendor's ID in the first column, include the name of the person at the vendors company who is in charge of your account.

I got a chance to learn about the insurance sector, its working, how does it work in an healthcare sector. There are generally four major insurance (General) companies namely,

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1. NATIONAL INSURANCE COMPANY LTD

2. THE NEW INDIA INSURANCE COMPANY LTD

3. THE ORIENTAL INSURANCE COMPANY

4. UNITED INDIA INSURANCE COMPANY

These four general insurance companies all together
is called as GIPSA, which stands for
GENERAL INSURANCE PUBLIC SECTOR ASSOCIATION

I have done reconciliation that means it involves
matching two sets of records to see if there
are any differences. Reconciliation is a
useful step to ensure the accounting records
they are accurate or not. I did my
reconciliation, where in I was asked to
match the list of vendors / creditors from
their old software which was TALLY to
their new recent working software ORACLE
and check their amounts and highlight
those with any deviations.

Sr. Alice Thomas



Sr. Alize Thomas

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I. learned how to check if the GST number is registered OR not by their pan number. First visit the GST portal. Click on the search tax payer tab. Select searches by pan option. To use the GST number searches tool, enter the pan number of the dealer and code reflecting on screen. Click on search.

THEN, I learned about their finance software ORACLE, i used it to knaf off the liability on there account. I took the bill number from the lists of vendors, searched it and putted it against the stood up liability to make it null. And put a highlight on excel sheet indicating it done.

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OBJECTIVES & METHODS

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- To gain early understanding and appreciation of the practical life, real life situation challenges associated with the application of the theoretical knowledge acquired.
- To develop expected professional self-awareness, internalization of career job requirements and experience.
- To develop and acquire critical skills needed to proactively observe and analyse problem OR any challenges encountered while executing career duties and responsibilities at work.

THROUGH this I gained knowledge about practical aspect of the functions of an organization on the domestic and foreign markets with a special emphasis on the finance department in public administration, private sector, non-government, self employment and other.

- To gain knowledge about performing specific tasks and develop problem solving skills in the finance department.

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METHODS

VENDORS ACCOUNT :-

- STEP 1 : Download vendor list template as an excel spreadsheet OR in google sheets.
- STEP 2 : Keep track of your vendors by assigning each a unique ID number. Enter the vendors ID in the first column.
- STEP 3 : Add the name of the person/company in the vendors name column.
- STEP 4 : Include the name of the person at the vendors company who is in charge of our account.
- STEP 5 : Include their contact information, including phone no., email, city, state, postal code, and country of vendors address.

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GST REGISTRATION STATUS

1. First make your way to the GST official portal
2. Then proceed to the service tab. Under this, you will find a header by the name of registration.
3. Next, click on the registration header to get three options:
 - * New registration
 - * Track application status
 - * Application for filling clarification.
4. Now, click track application status and enter your ~~Co~~ No. in the given space.
5. Input the catchcode in the next step and click on search.
6. A window will appear showing its status.

LEDGER IN TALLY

- Go to gateway of tally > accounts info > ledger > create

S. Nize Thomas

Enter the name of the ledger account. Duplicate names are not allowed.

Enter the alias of the ledger account. If required you can access the ledgers using the original name or the alias name.

Select a group category from the list of groups listed there.

Enter the opening balance. The opening balance is applicable when the ledger is an asset or a liability, and also if it has a balance in the account as on the date of beginning of the books.

★ CASHLESS INSURANCE CLAIM PROCESS

After registering the request for insurance claim the following back process takes place.

The first step is PRE-AUTH, which means pre authorization hold, in which a temporary hold placed on customer. It is usually done to verify if the account is valid.

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It has three routes

1. APPROVED
2. DECLINE
3. QUESTIONABLE

The step is Discharge, if the above step is approved the patient is discharged and the hospital sends for the final appraisal.

The claim is then processed, some steps take place here, such as file preparation of patient, scanning of documents and uploading.

Settlement is the next step in which the claim team and accounts team work together. It involves

- * generation VTR (unique transaction reference)
- * finding out VTR
- * finally settlement.

This whole process might take upto 45 to 50 days.

This whole procedure is performed under the TPA (third party administrator), who facilitates the claim settlement process by administering tasks such as dealing with documents and settling hospital bills.

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LESSON
22

INTENDED OUTCOMES

- Explore career alternatives prior to graduation
- Assess interests and abilities in their field of study.
- Learn to appreciate work and its functions in the economy.
- Develop work abilities / habits and attitudes necessary for job success.
- Develop communication, interpersonal and other critical skills in their job interview process.
- Build a record of work experience
- Acquire employment contacts leading directly to a full time job following graduation from college.

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ARCHIVED OUTCOMES

During these 30 days internship I gained a deeper understanding of finance division work.

One of the most valuable skills I gained from this internship is the ability to speak with people in a professional setting.

Lke discussions with seniors and co workers.

I also learned that networking is very important by observing, asking questions and knowing about others. Not only do I end up creating great memories in these 30 days, but I widen my professional networks.

I wanted to know more about the functioning of GST, who are the vendors and how to make vendors account in the excel sheets.

More about softwares and arranging files, learning more about insurance and its working and many other small things.

Sr. Hira Thomas

INCREASE IN SKILLS AND KNOWLEDGE

The knowledge and skills which I learned from this Internship is:

I improved my communication skills, experience of work, team work skills, software education, critical thinking and problem solving skills, networking and many other things.

The internship helped me a real world setting to apply and further develop the skills that I have learned in the classroom.

I learned about the vendors, insurance, GST, tally, how it worked, I gained practical knowledge about it. Learned about the primary role of health services organization as all in the business is to plan for, acquire and use resources to maximise the efficiency, information technology and accounting.

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APPLICATION OF INTERNSHIP IN REAL LIFE

After learning a lot of things I am confident enough in this field as now I know little about it and its application in the real world. It also gave me an opportunity to explore more about my career and how to work as professionals. I also gained knowledge about communication which will help me in future to get along with my clients and to spread my network. With such opportunities I got, I am looking to appealing to a student. I can only flourish more but for my long term plans I want to keep learning new things and hopefully one day all those things will give me a great outcome.

But for the time being I will apply it into my personal life like organizing my own personal budget and learning outside the business world and also keep discussing more so that I can have more comprehensive knowledge on it. All these mastery will be my stepping stone and are key to unlocking more opportunities.

So. Alice Thomas

CONCLUSION AND FUTURE PLAN

My time in APOLLO HOSPITAL be it just 30 days resulted in a great learning opportunity. I had a very comfortable and safe environment for learning. The supervisor and staff present over there made sure that we are learning. The supervisor and staff there made sure that we are learning something new everyday, be it just smallest task. From here only I got the opportunity learn and understand how the real life working of a finance department is in a institution.

As for planning for the future, I liked how the department of finance works and am really interested in knowing more in detail about it. I will be studying more & be taking more certificate courses for being able to join the wanted area in the future.

G. Nize Thomas

Performa-G4

Feedback Form

Name of Trainee Student : ASMI PURDHIT

College Name

: ST. PAUL INSTITUTE

Class

: BBA - II year

Section and Roll no.

: 'B' 11

S.N.	Basis Of Valuation	Grade (A/B/C)	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	A	
4.	Sincerity & Interest towards work	A	
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade	A	

Date: 20/01/2024

Place: INDORE

Handwritten signature

Signature with date

Head/ Authorized person of the organization

S. Alize Thomas

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St. Paul Institute

of Professional Studies, Indore



BBA I Year
(2023-24)

Project Report

TOYOTA MOTOR CO.

S. No.	Name of Students	Class	Roll Number
1	MS. NAINA SONI	BBA I YEAR	37
2	MR. ADITYA KANUNGO	BBA I YEAR	04
3	MR. SHIV WADHWANI	BBA I YEAR	44
4	MR. JOMIN JOSHY	BBA I YEAR	25

Guided by:

Prof. Rachel Pawar

Asst. Professor → SPIPS

SPIPS, Indore

Authorized By:

Principal:- Dr. Sr. Alice Thomas

Date:-

Sr. Alice Thomas

Stamp:-

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SPIPS
5/11/24

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DECLARATION BY STUDENTS

We hereby declare that the project work entitled "Toyota Motor Corporation" submitted to St. Paul Institute of Professional Studies, Indore, is are cord of an original work done by us under the guidance of Prof. Rachel Pawar, and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of Bachelor of Management. The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Name of Students	Class	Roll Number	Signature
MS. NAINA SONI	BBA I YEAR	37	
MR. ADITYA KANUNGO	BBA I YEAR	04	
MR. SHIV WADHWANI	BBA I YEAR	44	
MR. JOMIN JOSHY	BBA I YEAR	25	

Sr. Alice Thomas

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This is to certify that Ms. NAINA SONI of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project from 12/12/2023 to 15/01/2024 in our organization.

Her work and behavior during this period was good. We wish her a bright future.

Name of the Org: SANGHI TOYOTA

Head/Delegate: Mr. SUMIT SOLANKI

Stamp:



S. M. D. Sharma

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www.sanghitoyota.com | CIN : U50300MP2015PRC034265 | GSTIN : 23AAVCS9036112S

This is to certify that Mr. SHIV WADHWANI of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project from 12/12/2023 to 15/01/2024 in our organization.

His work and behavior during this period was good. We wish him a bright future.

Name of the Org: SANGHI TOYOTA

Head/Delegate: Mr. SUMIT SOLANKI

Stamp:

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www.sanghitoyota.com | CIN: U50300MP2015PRC034255 | GSTIN: 23AAVCS803E1128

This is to certify that Mr. ADITYA KANUNGO of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project from 12/12/2023 to 15/01/2024 in our organization.

His work and behavior during this period was good. We wish him a bright future.

Name of the Org: SANGHI TOYOTA

Head/Delegate: Mr. SUMIT SOLANKI

Stamp:



Sr. Alice Thomas

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This is to certify that Mr. JOMIN JOSHY of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project from 12/12/2023 to 15/01/2024 in our organization.

His work and behavior during this period was good. We wish him a bright future.

Name of the Org: SANGHI TOYOTA

Head/Delegate: Mr. SUMIT SOLANKI

Stamp:



S. Nitesh Kumar

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www.sanghitoyota.com | CIN : U50300MP2015PRC034255 | GSTIN : 23AAVCS8036J128

Certification by Project Guide

This is to certify that Ms. NAINA SONI, MR. ADITYA KANUNGO, MR. SHIV WADHWANI, MR. JOMIN JOSHY of Class BBA A I year, Roll No. 37,04,44, 25 have carried out the Project Training under my guidance and supervision in partial fulfillment of the degree in Business Administration (BBA), offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in Toyota Motor Corporation from 12/12/2023 to 15/1/2024

I wish them all the success in the future endeavors.

Signature: _____



Name of the Guide: Prof. Rachel Pawar

Designation: Assistant Professor

S. Nisha Thomas




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Acknowledgements

I express my heartfelt gratitude and dedicate this page to all those who have actively or silently helped me in completion of this project report successfully.

I would like to express my deep sense of gratitude to honorable Director Rev. Fr. Simon Raj and respected Principal Dr. Sr. Alice Thomas for providing me with this opportunity to undertake and accomplish this Project. I would also like to express gratitude towards my HOD and Class Teacher Prof. Rachel Pawar and faculty members of Department of Commerce and Management for their vital encouragement and guidance. Furthermore, sincere gratitude towards Mr. Sumit Solanki and members of Sanghi TOYOTA for their critical support during the course of my project.

Lastly, I am thoroughly grateful towards my family, friends and loved ones for their constant support and motivation in all my endeavors.

Name of Students	Class	Roll Number	Signature
MS. NAINA SONI	BBA I YEAR	37	
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Introduction of Project

Through this project we want to make known the journey of Toyota becoming the largest automaker in the world. In

this project we analyzed one of the biggest automobile firm in the world "Toyota motor corporation" the study is done by Naina Soni, Jomir Joshy, Aaditya Karungo and Shiv Madhuri.

"Toyota motor corporation" commonly known as simply Toyota is a Japanese company multinational automobile company.

Mr. Kiichiro Toyoda who is founder of this company. He played a significant role in the entry of the Toyoda's family automobile business into India. In case of India, Toyota motor corporation established its presence through a joint venture with Indian business group, Keloskar.

By this project we will show how Toyota expand their market all over the world. The study will reveal journey, history, sales, S. Niche strategy used by them.

Project Work Plan

In our planning, the initial step was to choose the firm for the project that we should work on. At first we decided Reliance Fresh to be the firm we do our study on. However at the end we chose Toyota as the company we do our study on due to various reasons.

Then we visited the organization after which we made pairs & started collecting data and information accordingly. By the means of the data we analyzed and concluded the project.

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Distribution of Work

1. Naina Soni
2. Aaditya Kannungo
3. Jomin Joshy
4. Shiv Wadhvani

We are four members in the group. We divided the whole work into pairs. The whole work done in the following manner:-

Naina Soni
&
Jomin Joshy

:-

They are collecting the data and history of Toyota Company.

Aaditya Kannungo
&

:-

Shiv Wadhvani

They both are analysing the sales & marketing strategies.

Sr. Nize Thomas

Introduction of Organization

Toyota Motor Corporation, commonly known as Toyota is a Japanese multinational automotive manufacturer company, headquarter in Toyota City, Aichi, Japan. It was founded by "Kiichiro Toyoda" and incorporated on August 28, 1937. Toyota is the largest automobile manufacturer in the world, producing about 10 million vehicles per year.

Toyota is world famous as the manufacturer of high-quality, high-value cars, vans & trucks, that set the standard for long term resale value & durability. Toyota annual revenue for 2023 was \$274,942. In India, Toyota Kirloskar motor have a profit of Rs 1404 crore for 2023.

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P₂ Progress Report Date / / Page no. 5

Work Flow

1. **Work Flow** → Work Flow is cautiously planned series of activities or task that one needed to perform in order to specify project. Creating a project work flow helps in maintaining the order and steps which needs to be done to complete the project. The sequence and steps helps the team member to better comprehend and understand the do or don't of a project that can be completed effectively and efficiently.

Work Flow of our project are as follows:-

- A. Initially a group of four members are required to collaborate for making the project.
- B. Then a Whatsapp group was needed to be created, so that every member can interact with each other, share information, ask their queries, send in their completed work and update about their work.
- C. Then project topic was needed to be decided.
- D. After deciding the topic of studying on "Toyota Motor Corporation" the members

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planned to visit the Sanghi Toyota 6, near Palasia Square, Manorama Gari, Indore to collect the necessary information.

- E. After collecting information, the work was distributed among the members.
- F. Specific date of 01/01/2024 was given to every member to hand in their completed work.
- G. Then every team member's work was to be compiled in a single word file and to be submitted to the class teacher. So she can check and approve the project.
- H. After approving the project, it was needed to write the file manually and to submit it on the given submission date. This was the planned work flow which was needed to be followed.

2. Field Work / Data Collection and Method / Process of data collection:-

- **Field Work** → Field Work is a practical work conducted in a natural environment. For field work the group members visited the Sanghi Toyota 6 near Palasia Square two or three times to collect different information regarding their working, which would be

used in the project.

- Data Collection and Method → Data Collection refers to the collection of data for some specific purpose, study or research. However, the data collection for our project was from interviewing the staff member and also secondary data which was collected from "Toyota Motor Corporation" official website and other online sources. The method of data collection used by the group members are as follows:-

- Observation
- Interview
- Social Media Marketing

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2. Literature Review

A literature review is an overview of the previously published works on a topic. Either way, a literature review is supposed to provide the supporter or researcher or author and the audience with a general image of the existing knowledge on the topic under question. As in case of Toyota motor co. the success of the firm can be credited to its marketing strategies, operating system and the top level management who create these strategies and organised chain of operations for smooth working.

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4. Individual Work Progress of each student as per work allotted

This work allotted to different members and their work status is listed below :-

- 1)) Naina Soni :- Naina Soni was given to write first Progress Report (P_1) and first Chapter of the project having 1000 words.
- 2)) Shiv Wadhvani :- Shiv Wadhvani was given to write second progress report (P_2) and third progress report (P_3) covering 1000 words.
- 3)) Aaditya Kamungo :- Aaditya Kamungo was given to write Chapter third of progress report fourth, covering thousand words.
- 4)) Jomir Joshy :- Jomir Joshy was given to write chapter second of fourth progress report covering 1000 words.

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COLLECTION OF DETAILS

Target Audience

Toyota, being global Automotive leader, has a diverse target audience that encompasses people from different demographic, geographic locations and socio economic backgrounds. Toyota caters a wide range of consumers looking for reliable, quality and affordable vehicles that meet their needs and preferences. Geographically, Toyota's target audience is spread across the world, with a focus on developing and emerging markets. In developed markets such as North America, Europe and Japan Toyota targets audience (consumers) who are looking for premium and high end vehicles that offer luxury and comfort. In emerging markets such as India and China, Toyota focuses on providing affordable and practical vehicles that cater the growing middle class. Toyota also targets consumers based on their lifestyle and values. For example, Toyota appeals to adventure seekers and outdoor enthusiast with its range of SUVs and off road vehicles. The company also targets tech savvy consumer who are looking for innovative features such as voice activated controls and connectivity options.

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Marketing Mix

Toyota has established itself as a global leader in the automotive industry by offering innovative products and services that catered to the diverse needs of its consumers. One of the key factors that contribute to Toyota's success is its effective marketing mix, which encompasses product, price, promotion and place. Let's take a closer look at Toyota's Marketing Mix and how it has helped the company maintain its competitive edge.

Products → Toyota's product range includes a wide variety of cars, trucks and SUVs that cater to the needs of different consumers. The company is known for its reliable and high quality vehicles, which are designed to meet the evolving demands of its customers. Toyota has also focused on developed eco-friendly and sustainable products, such as hybrid and electric vehicles to appeal environmentally conscious consumers.

Price → Toyota's pricing strategy^{is} based on offering value for money to its customers. The company's products are price competitively, with a focus on providing high quality vehicles at an affordable price. Toyota also offers various financing options and incentives to make its products more accessible to consumers.

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- Promotion → Toyota's promotion strategy is based on building brand awareness and loyalty through various marketing channels. The company uses a mix of traditional and digital media to reach out to its target audience, including TV commercial, prints, ads and social media marketing. Toyota's marketing campaigns focus on showcasing its innovative technology, safety, features and sustainability initiative to differentiate itself from its competitors.
- Place → Toyota's place strategy focuses on making its products accessible to customers through a network of dealership and online channels. The company has a strong global presence, with a presence in over 170 countries and regions. Toyota's dealership are strategically located in high traffic areas, making it easy for consumers to access its products and services.

Toyota Production System

Producing quality products efficiently through the complete elimination of waste, inconsistencies and unreasonable requirements on the production line. In order to fulfill an order from a customer as quickly as possible, the vehicle is efficiently built within the shortest possible period of time by adhering to the following:-

1. When a vehicle order is received, production instructions must be issued to the beginning of the vehicle production line as soon as possible.
2. The assembly line must be stocked with the required number of all necessary parts so that any kind of ordered vehicle can be assembled.
3. The assembly line must replace the parts used by retrieving the same number of parts from the parts-producing process (the preceding process).
4. The preceding process must be stocked with small numbers of all types of parts and produce only the numbers of parts that were retrieved by an operator from the next process.

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Method of Analysis

There are two method of analysing the data :-

A) Qualitative Analysis

1) Business Model :- Assess Toyota's business model, understanding its core operations, revenue streams, competitive advantage & market position. Analyze its strategies, including product development, innovation.

2) Brand Value & Reputation :- Examine Toyota's brand reputation, customer loyalty and perception of its products in the market. Consider factors such as brand recognition, quality perception, recalls & customer satisfaction.

3) Sustainability & Corporate Social Responsibility

Assess Toyota's commitment to sustainability practices, environment impact, employee welfare, community engagement & ethical business conduct.

6) Quantitative Analysis

- 1) Financial Statements & Evaluate Toyota's financial statements including, balance sheet, income statements & cash flow statements. Analyze key financial ratios such as profitability, liquidity, solvency. Compare them with averages & historical performance.
- 2) Revenue & Sales Growth & Toyota Company generate more sales from the last year 2022 as compared to FY 2023. In 2023, the sales were 3,71,54,298 which is much more from FY 2022 which was just 3,13,79,507.

By combining both of them - qualitative & quantitative analysis, you can gain a comprehensive understanding of Toyota's strengths, weaknesses, opportunities & threats.

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CHALLENGES FACED IN PROJECT WORK

1. We faced many problems while choosing the company as there are four people in our group so it is obvious that ideas will be more. So we faced that problem.
2. Lack of management → We were not able to fix date and time for the meeting and for visiting the company.
3. Location → As we are living in different locations its not convenient for us to go, we have to pick a nearby location of the company so that we can visit anytime without any inconvenience.
4. Some of the company have denied to disclose their information about their financials etc.

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Chapter - 1

Introduction Area of Project

Through this project we will see the unique business and entrepreneurship from new perspective. With the £100,000 that Sakichi Toyoda received for selling the patent rights of his automatic loom, established in 1931. This project we are analyzing "Toyota Motor Corporation" largest automobile manufacturing company in the world. It sold more than 3.5 million vehicles in 2020 to gain the first spot in manufacturing despite of Covid 19 pandemic.

The company or project is done by these students:-

- 1) Naina Soni
- 2) Aaditya Kamango
- 3) Shiv Wadhvani
- 4) Jorin Jorin

Sr. Alice Thomas

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In 1924, Sakichi Toyoda invented the Toyota Model automatic loom.

In 1929, the patent for the automatic loom was sold to the British company Platt Brothers, generating the starting capital for automobile development.

After world war II, Toyota benefited from Japan's alliance with the US to learn from American automakers & other companies, which gave rise to Toyota way. Toyota took advantage of the rapidly growing Japanese economy to sell cars to a growing middle class, leading to development of the Toyota Corolla.

By this project we will see how Toyota expanded their organization in not only in Japan & Asia, but all over the world. We will know that what are the marketing strategies which is applied by them, their journey, the sales techniques and more.

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Project Work Plan

In our planning we start from searching a firm on which the study can be done. We were very confused about the selection of the firm. We chose Reliance Fresh as our first choice. Though it has some issues so we shifted to Toyota Motor Corporation and we think that it was best decision. Next we divided the work and started the research online. Afterwards we visited Sanghi Toyota near Palasia, Indore. The manager there provided insight about the functioning of Toyota. Naina, Jomita were collecting the data & about history of firm. Paditya & Shri analyzed the marketing & Sales strategies. After planning we delegated work of writing P₁, P₂ & P₃ in proper manner. Similarly we performed the plan to complete the chapters - 1, 2 & 3.

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Introduction of Organisation

In 1924, Sakichi Toyoda invented the Toyoda Model Automatic Loom. Looms were built on a small production line. In 1929, the patent for the automatic loom was sold to the British company Platt Brothers, generating the starting capital for automobile development. Under the direction of the founder's son Kiichiro Toyoda, Toyoda Automatic Loom works established on 1 Sep. 1933. As he has limited experience with automobile production, he initially focused on truck production; the company's first truck, the 'Gy', was completed on August 25, 1935. The government of Japan also supported the company by preventing foreign competitors Ford and General Motors from importing automobiles into Japan. Vehicles were originally sold under the name "Toyoda", from the family name of the company's founder, Kiichiro Toyoda.

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In September 1936, the company ran a public competition to design a new logo.

The newly formed word was trademarked & the company began trading on August 28, 1937 as the Toyota Motor Corporation Ltd. Kiichiro's brother in law Rizauro Toyada was appointed the firm's president, with Kiichiro as vice-president. Toyota Automatic Loom works formally transferred automobile manufacturing to the new entity on Sep 29.

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Chapter - 2

Work Flow

First of all a group had to be created, the group consists of 4 members (Tomin, Naina, Shiv and Aditya). We created a whatsapp group to share our thoughts, have meetings when needed, solving each other's doubts and updating about our work.

Then we had to decide a topic for our project. At first we decided to make the project on "Reliance Fresh" but eventually were facing some problems. So one of our partner suggested "Toyota Motor Corporation" following to which all partners agreed because the content was easily available and we were able to contact them because their head office was in the same city.

Then we decided to visit their franchise Sanghi Toyota located at 6, near Palasia Square, Manorama Ganj, Indore to collect the information regarding marketing strategy, past 6 years revenue and more.

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METHOD OF ANALYSIS

There are two methods of analyzing the data :-

A) Qualitative Analysis

- 1) Business Model → Assess Toyota's business model, understanding its core operations, revenue streams, competitive advantage and market position. Analyse its strategies, including product development, innovation.
- 2) Brand value and reputation → Examine Toyota's brand reputation, customer loyalty and perception of its products in the market. Consider factors such as brand recognition, quality perception, recalls and customer satisfaction.
- 3) Sustainability and Corporate Social Responsibility → Assess Toyota's commitment to sustainability practices, environment impact employee welfare, community engagement and ethical business condition.

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③ Quantitative Analysis

- 1) Financial Statements → Evaluate Toyota's financial statements including, balance sheets, income statements and cash flow statements. Analyse key financial ratios such as profitability, liquidity, solvency. Compare them with averages and historical performance.
- 2) Revenue and Sales Growth → Toyota Company generate more sales from the last year 2022 as compared to FY 2023. In 2023, the sales were 3,71,54,298 which is much more from FY 2022 which was just 3,13,79,509.

By combining both of them - qualitative and quantitative analysis, you can gain a comprehensive understanding Toyota's strengths, weaknesses, opportunities and threats.

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Chapter :- 3

Chapter: 3

Analysis of Financial Report

The results of operations for
FY 2023 were as follows:

Fiscal Year is April - March All values JPY Millions.	2023	2022	Growth
Sales	37,154,298	31,379,507	18.40%
Net Income	2,451,317	2,850,110	-13.99%
Interest- Expense	125,113	43,997	184.37%
Income tax	1,175,765	1,115,918	5.36%
EBIT	2,725,026	2,995,696	-9.03%
Depreciation	1,926,935	2,287	11.55%

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Amortization of Intangibles	112,965	94,593	19.42%
EBIT DA	4,764,930	4,817,576	-1.09%
Total Assets	74,303,180	67,688,711	9.77%
Total Liabilities	45,038,965	40,533,951	11.11%
Total Equity	29,264,213	27,154,280	7.76%

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* Geographic Information

- 1) Japan :- Sales revenues in Japan increased by 1591.7 billion yen or 10% to 17,583.1 billion yen in FY 2023 compared with FY 2022 and operating income increased by 478 billion yen or 33.6% to 1901.4 billion yen in FY 2023 compared with FY 2022.
- 2) Asia :- Sales revenues in Asia increased by 1514.3 billion yen or 23.2% to 8044.9 billion yen in FY 2023 compared with FY 2022 & operating income increased by 42.1 billion yen or 6.3% to 714.4 billion yen in 2023 compared with FY 2022.
- 3) Europe :- Sales revenues in Europe increased by 405.8 billion yen or 10.5% to 4273.5 billion yen in FY 2023 compared with 2022. However, operating income decreased by 105.5 billion yen to 64.7% to 57.1 billion yen in FY 2023 compared with FY 2022.

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Challenges in Project Work

- We faced many problems while doing the study on this firm.
- First of all of choosing the firm we thought and visited many firms like Reliance fresh, Iroma, Smart, Best Price & Decathlon.
- Toyota is a very large company with a very huge data available. To take an account of the whole data base was a challenging task.
- To check the authenticity of the content was not so easy.

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Reference

- <https://www.toyatabharat.com/>
- <https://global.toyota/en/>
- <https://en.wikipedia.org/>
- <https://www.wsj.com/financial>
- <https://startuptalky.com/>

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Conclusion

Toyota's Mission Happiness for all

Toyota will lead the way to the future of mobility enriching lives around the world with the safest & most responsible ways of moving people.

Through our commitment to quality, constant innovation & respect for the planet, we aim to exceed expectations and be rewarded with a smile.

Toyota remains committed to making ever-better cars. It will expand in worldwide. To build a future where everyone has the freedom to move. "Toyota's corporate mission statement".

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**BA-II YEAR
(2023-24)**

Project Report

**Study on Various Mental Health Conditions of Specially Abled
Children**

S.No.	Name of Students	Class	Roll Number
1	Chanchal Joshi	BA II-yr	Chanchal
2	Nitesh Chouhan	BA II-yr	Nitesh
3	Priya Khandelwal	BA II-yr	Priya
4	Fatema Tikiwala	BA II-yr	Fatema
5	Gaurav Jatar	BA II-yr	Gaurav
6	Arushi Sulekha	BA II-yr	Arushi

Guided by:

KM

Authorized By:

Name of the Faculty

Prof. Jagan
Pandit

Principal

Designation

Assist. Prof.

Date

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Pandit

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Certification by Project Guide

This is to certify that-

Ms Chanchal Joshi

Mr. Nitesh Choudhan

Ms Priya Khandelwal

Ms. Arwa Cyclewala

Mr. Gaurav Jatav

And Ms. Fatema Tikiwalla

of Class B.A.II yr. has carried out the Project under my guidance and supervision in partial fulfillment of the degree offered by the Devi Ahilya Vishwa vidyalaya, Indore (MP).

The above work is completed on 15th January 2024

I wish him / her all the success in the future endeavors.

Signature: [Signature]

Name of the Guide: Prof. Tapan Pandit

Designation: Asst. Prof.





Sri Devi Matoshri Samajik Seva Sansthan

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Registration Number: 03/27/03/12845/10

MHIAayog Unique ID : MPI/2017/0115357

PAH No. : AAGAS1524A

80G Certificate No.: CIT-ITbd/Tech/12A/ 64/2013-14/80G

FCRA Registration No. : 083300147

ISO 9001:2015 certified organization



whom it may concern

This is to certify that **Mr. Nitesh Chouhan, Ms. Chanchal Joshi,**
Ms. Priya Khandelwal, Mr. Gaurav Jatav,
Ms. Fatima Tikiwala, Ms. Arwa Cyclewala
from **St. Paul Institute of Professional Studies**
has successfully completed the 45 hours internship program
starting **4th December 2023 to 23rd December 2023** with
Arunabh (Centre for Differently Able)

During the internship program
she / he had an exposure to working with children with
Intellectual Developmental Disorder
in various activities related to their educational program.
During the internship program, we found her / his diligent
hardworking and inquisitive.
We wish her / him very best for her carrier.

for Arunabh
For ARUNABH,
Aashish
Authorized Signatory.
(Authorized Signatory)

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Acknowledgements

A project is never a Unilateral effort, there is always a team of other persons who contribute in one way or other. This credit goes to a number of people, therefore I would like to express my gratitude to Director, Rev Fr. Surmon and Principal Sr. Alice Thomas, I acknowledge the valuable guidance of our Prof. Japan Pandit for the completion of this project.

Name of Student	Class	Roll No.	Sign with Date
1. Charchal Joshi	BA II yr	12	<i>Charchal Joshi</i> 29 Jan 2024
2. Nitesh Chouhan	BA II yr	34	<i>Nitesh Chouhan</i> 29/1/24
3. Priya Khandelwal	BA II yr	40	<i>Priya Khandelwal</i> 29 Jan
4. Fatima Jikiwala	BA II yr	18	<i>Fatima Jikiwala</i> 29/1/24
5. Gaurav Jatar	BA II yr	20	<i>Gaurav Jatar</i> 29/1/2024
6. Anura Cyciwala	BA II yr	7	<i>Anura Cyciwala</i> 29/1/24

Place: Indore

Date:

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Chapter

I

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Introducti - On

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Introduction

Mental Health Conditions

A wide range of conditions that affects

- Mood
- Thinking
- Behaviour

It is usually associated with distress or impairment in important areas of functioning

There are many different types of Mental Health disorders:

1. **Anxiety Disorders:** It is characterised by feelings of worry, anxiety or fear that are strong enough to interfere with one's daily activities.
2. **Bipolar Disorder:** A disorder associated with episodes of mood swings, ranging from
 - Depressive lows
 - Manic highs

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3. ADHD → Attention - deficit / Hyperactivity disorder :

A chronic condition including

Attention
difficulty

Hyperactivity

Impulsiveness

4. Schizophrenia :

A disorder that affects a person's ability to :
→ Think
→ Feel
→ and behave clearly.

5. Obsessive Compulsive disorder :

Excessive thoughts (obsessions) that lead to repetitive behaviours (compulsions)

6. Post Traumatic stress disorder

A disorder characterised by failure to recover after experiencing or witnessing a terrifying event

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Apart from all these disorders we are majorly working on some childhood disorders which are directly related to different developmental stages.

These disorders are:

1. Autism
2. Cerebral Palsy
3. Down Syndrome.

Autism

Autism is a result of a Neurological disorder that:

- Affects the functioning of the brain.
- May delay in language, play or social interaction.
- It is a combination of several developmental challenges.
- Often appear relatively typical in their development.

Autism is a life-long condition. Children can benefit from intervention and therapies. Early intervention and therapies can reduce symptoms and increase abilities.

Symptoms of Autism are:

1. Communication difficulties: Children may have delayed speaking and use gestures, doesn't begin to speak much later etc.
2. Repetitive Behaviours: Such as hand flapping, rocking, jumping or twirling, repeating sound etc.

Other Characteristics

Most people with ASD have other related characteristics. These might include:

- Delayed language skills
- Delayed movement skills
- Delayed cognitive or learning skills
- Hyperactive, impulsive, and/or inattentive behaviour
- Epilepsy or seizure disorder
- Unusual eating and sleeping habits
- Gastrointestinal issues (for example → Constipation)
- Unusual mood or emotional reactions
- Anxiety, stress or excessive worry
- Lack of fear or more fear than expected

It is also possible that children with ASD may not have all or any of the above listed behaviours

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Cerebral Palsy

Brain

Paralysis

What is Cerebral Palsy?

Cerebral Palsy is an Umbrella term.

It refers to a group of disorders.

It affects a person's ability to move.

Cerebral palsy is due to damage to the developing brain.

Either during the pregnancy or surely just after the birth.

There are three important parts of the brain important to know when dealing with Cerebral Palsy:

Cortex → It is essentially the brain itself.

Basal Ganglia → It is within the brain.

Cerebellum → It plays a role in motor movement regulation & Control.



Cerebral palsy is a problem in one or more of these areas causing abnormal muscle tone, posture and movement.

Early Signs of Cerebral Palsy include

No Sighting and Irritability

Poor feeding

Abnormal reflexes

Abnormal muscle tone

Asymmetrical movement patterns

But usually these signs can be missed and thought of as normal until the baby has grown and that is why it is important to monitor for the delays in motor milestones.

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Down Syndrome

Down Syndrome is a Condition in which a person has an extra Chromosome or an extra piece of a Chromosome.

This extra copy changes how a baby's body and brain develop.

It can cause both mental and physical challenges during their lifetime.

Some common physical features of Down Syndrome include:

A flattened face, especially the bridge of the nose.

Almond-shaped eyes that slant up.

A short neck.

Small ears.

A tongue that tends to stick out of the mouth.

Small hands and feet.

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Effects on Organs.

Heart → Septal defects (between atria)

GI Tract → Duodenal Atresia

Blood → Acute Lymphoblastic Leukemia

Brain → Mental Retardation & risk of Alzheimer Disease

Reproductive → Sterility in males

Major Risk factors

It happens about once in about 1500 births where the mother is younger than 20

About once in 25 births where mother's older than 45 years

Screening tests during pregnancy provides valuable information about the overall risk of Down Syndrome.

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Background and Literature Review



Background and Literature review

The data or information used in our project is based on our observation conducted at ARUNABH intervention centre

→ We had many question and answer sessions with Teachers Staff members and the Director

of Arunabh to have a broader view about our topic
"Various Mental health conditions"

→ Our project work is based on our experience at ARUNABH.

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Planning
of the
Project,
Relevance
and
Target Return

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Planning of the project

The first step towards the project was to choose the right place for the study.

We made a list of several schools, psychologists and NGOs.

It took us almost a week to finalise the organisation.

We choose **Arunabh Inclusive School**.

We finished the relevant and required documentation as soon as we got into contact with the school.

Relevance with the topic

While searching for the suitable organisation, we got to know that Arunabh is a school for special children. This was perfect for us.

We can examine various multiple mental health conditions at the same place.



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Like: Autism
Down Syndrome
Cerebral Palsy

Targets achieved

At Amunabhi we got opportunity to learn about various mental health conditions.

It helped us gain knowledge about the subject and aware us about the current situations in our country regarding the subject.

We got opportunity to interact and spend our time with students suffering from the disorders.

We also got individual students to observe and study.

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Work Place / Organisation Details

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Work place / Organization Details

The study has been conducted in an NGO called **ARUNABH** located in Telephone Nagar, Khandia Road, Indore

★ Arunabh is an - **Intervention Centre**
Inclusive School
Vocational training Centre

Research Centre for children with special needs, Neurological and Basic cognitive disorders like - Autism, learning disability, down syndrome, mental retardation, and Cerebral Palsy.

Arunabh intervention centre for differently able

is a center for special children and adults, where they learn with fun, grow and develop!!

After working as a volunteer at ARUNABH we came to know about so many things that we cannot just simply explain it through words.

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Working areas of ARUNABH are:

- A.** Early identification and intervention
(between 2.5 to 4.5 years of age)
- B.** Special education and life skills
(between 4.5 to 14 years of age)
- C.** Therapies and Medication
(for all age groups)
- D.** Vocational training and skill development
(14 years and above)

At Arunabh children learned to make:

★ Paintings

★ Handicrafts

★ Newspaper bags

★ Natural oils

★ Greeting Cards

★ Wall hangings

★ Coloured diyas

In order to make them self
reliant in future!

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Interesting points of Arunabh...

Arunabh organization has a cafe runned by these Specially abled children and Adults

→ So that after becoming Self dependent they will work as an asset for our Society

We have also noticed that these autistic Children had a monthly health checkup, which also includes their dental checkup

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Chapter

II

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Work Flow

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Work Flow

- Our Psychology Group Project began with organising a group of at least six members.
- After joining the group we settled on a topic for the project.
- We all suggested various project related ideas as well as where or which school rehabilitation Centre Hospital we wanted to visit for observation and to produce our project report.
- Following a group discussion and guidance from our professor we chose to write a report on various disabilities and Syndromes ~~encountered~~ encountered children encountered.



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Along with choosing the topic we also spoke about where we wanted to head to observe and write our reports. We ultimately chose to visit ARUNABH: (Intervention Centre for Differently Able) Specifically works for differently able children with mental, intellectual and Neurological disorders enabling them to cope up with life cycle activities.

The Centre provides special education, life skills training, remedial therapy and medical facilities to children with special needs.

- Soon, after we had decided on the subject and place, we all went as a group on the initial visit to the school to introduce ourselves and get to know the teachers and staff.

- We learned about the school's purpose, procedure and how they cope with students with various disabilities and syndrome.

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- They also inquired about our



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hobbies, how we intend to observe the youngsters, and what activities we have planned for them as well as their annual functions and how they are performed.

after our initial visit, we decided to produce a report regarding specific disabilities in particular that are frequent in them.

These are :
1. AUTISM
2. DOWN SYNDROME
3. CEREBRAL PALSY

After we chose our subjects, we opted to conduct additional research in pairs to learn more about certain disabilities so that we could later discuss and prepare for them in depth, as well as share our observation and what we learned about them.

→ For our portion of the project, each of us went to the chosen school where we observed the disabilities and

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syndromes and spoke with the guardians of the children to gain a deeper understanding of the issues, they are facing. we also spoke with the teachers and other staff members about the children's overall schedule to gain an additional learning of their behaviour and the ways in which the staff and teachers handle it. finally, we collected the data and prepared our project report.

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Collection of Data

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Collection of Data

As we started to work on the collection of data. Firstly, we got some outline of ~~ournabn~~ from Venkatesh Sir & other working staff there. It was quite a task to talk to the children as they feared talking to strangers, but as days passed & they got to see us more often, they jelled up really quick.

The working staff & the non-working staff both made us feel comfortable & gave us time to time information about what was to be done & how?

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Field Survey

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Field Survey Details

We also conducted a field survey regarding their mental health.

Though it was a tough task to make them understand about what was to be done & most importantly, to make them realise their own emotions.

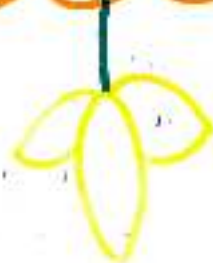
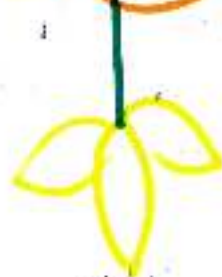
Some answered them quickly, while some took time to re-think, & some were actually blank & did not respond to some of the questions asked.

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Thank you clinted



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Some children as well as adults told us about their interests, hobbies, family, friends, & routine when asked.

Some adult boys are into running a cafe at that location only.

Every morning adults come at 10 am and some of them who are trained to run the cafe work their independently till 3:00 pm in the afternoon.

Whereas, the younger ones reach there at 10:00 am in the morning & learn new things while having fun till 1:00 pm.

Teachers timely organize sessions for them. Friday is their freep lay day. Where they indulge in various sports & other

activities . Namely,

- 1/ Cricket
- 2/ Puzzle Solving
- 3/ Painting

- 4/ Board Game
- 5/ Singing & Dancing

6/ Telling each other stories , etc

→ Bunabh entertains only those who can do their work independently.

→ Age limit is from 6 years up to 40 years.

→ All of them did prayer together before starting with their tiffin boxes [lunch].

Some of them shared while some did not.

→ Some were very fond of clicking pictures, some were good at singing while some at dancing.

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Principal's Signature

Also, parents of some children who accompanied us, contributed largely in our collection of data.

Parents of a girl, 20 years old, told us about her routine at home & the challenges she faces while doing / performing her daily chores.

Her parents told us that she lacked speech & was very fond of makeup & dressing up. She was learning to stitch there.

A boy 24 years old, also lacked speech.

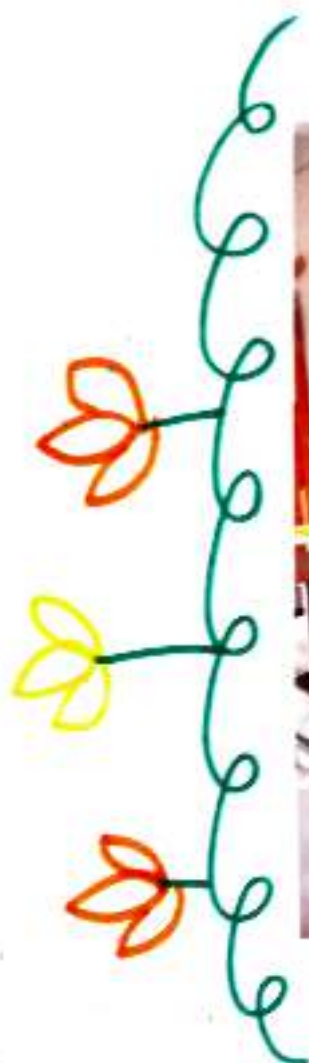
All the parents & the teachers were very co-operative & friendly.

Above all their intentions were pure & kind.

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Method of Analysis / Applied Techniques

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Method of Analysis

ARUNABH is an [intervention and Research centre] For children with neurological and Basic cognitive disorders Autism, Learning disability, and Mental Retardation.

There are various approaches to analysis for various disorders. These include the following :-

→ **Autism** ~ a Condition characterized by Challenges in Social Interaction, Communication, and repetitive behaviours.

Some Methods of Analysis are :-

• **Applied Behavior Analysis** -

Applied Behaviour Analysis (ABA) is a

Therapy based on the science of Learning and Behaviour.

Behaviour Analysis helps us to understand :-

- How Behaviour works
- How Behaviour is affected by the environment
- How learning takes place

ABA therapy applies our understanding of how behaviour works to real situations. The goal is to increase behaviours that are helpful and decrease behaviours that are harmful or affect learning.

Down Syndrome ~ it is a genetic condition caused by the presence of an extra copy of **Chromosome 21**. Also known as **trisomy 21**, this additional genetic material affects the development of the body and brain, leading to intellectual and physical challenges. **Sanjiv Sharma**

children with Down Syndrome can be identified by shared physical characteristics such as:-

- Flat Facial Profile
- An Upward tilt to the Eyes
- Small Ears
- A tongue that sticks out.

Low Muscle Tone (hypotonia) is also frequent in children with Down Syndrome but it becomes less noticeable as they get older.

→ Cerebral Palsy ~

a neurological condition affecting movement and posture often caused by brain damage during early development. it manifests as impaired motor skills muscle tone and coordination.

Though not progressive, it requires lifelong management.

through therapy and support.
The severity varies, impacting individuals differently in daily activities and independence.

The children with CEREBRAL PALSY can be examined by :-

Gait Analysis -

Gait Analysis can be done with different techniques such as :-

1. Observational Gait analysis
2. Videographic Gait analysis
3. Instrumented 3D gait analysis

Smita Sharma



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Applied Techniques

ARUNABH (intervention Center for Differently Able)

works with differently able children who have mental, intellectual, and neurological impairments to help them cope with life's challenges.

Children with exceptional needs receive special education, life skills training, remedial therapy, and medical care at the Centre.

- The following are the approaches or Therapies used to treat them :

→ Music Therapy So Much Thru

a technique in which a music therapist uses music and all

aspects of music - physical, emotional, cognitive, social, aesthetic, and spiritual to improve their physical well being and mental health of children.

→ Mantra Therapy -

Mantra recitation is used as part of good health therapy. To improve mental wellness, concentrate on sound vibrations.

→ Vocational Training -

Emphasis is placed on career readiness programmes such as Collaboration with parents in the case of a family company, industry - specific training, and work experience through arrangements with private organisation. Provide Education on money management, the value of saving, and the fundamentals of personal financial management.

So. Alice Thomas

→ Skill Development -

Basic Household management skills including cooking, House Keeping, cooking and sewing.

Create Custom - Create greeting cards, Envelopes, notepads, File folders.

Gardening, Housekeeping and general training in office skill such as typing, data entry, writing, copying and office management.

→ Placement Assistance -

Help with internships through on-job training and help with self-employment skills.

→ Formal Education

Educating and preparing for Exams for National Open School Education.

S. Nize Thomas

Chapter

III

So-Alice Thomas

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CONCLUSION > EMPOWERING UNIQUENESS

INSIGHTS FROM ARUNABH'S INCLUSIVE ENVIRONMENT

INTRODUCTION >

The immersion into Arunabh, an Organization committed to the holistic development of children with special needs has been a transformative journey. The intricate form of web of treatment, therapy, education, and vocational training particularly through the operation of a Cafe, unravels the story of resilience and empowerment. Our team of Bin, privileged to spend a ~~week~~ few days within this dynamic space, embarked on a quest to understand and contribute to the lives of these extraordinary individuals. The blend of therapeutic interventions, education support and practical vocational training in the cafe not only addresses immediate needs but also leads the foundation of self dependence. The tangible impact of providing training and remuneration is felt not only in practical skills acquired by the children but also in the boost in their confidence and kindness of purpose.

UNVAILING TALENTS IN THE MIDST OF UNIQUENESS.

ARUNACH, as a sanctuary for celebrating abilities rather than focusing on challenges, revealed to us the remarkable talents possessed by the children. The rhythmic beats, artistic expression, and meticulously crafted creations not only showcased their creativity but also underscored their resilience in the face of daily obstacles. It became evident that within each 'special' child lies a wellspring of untapped potential, waiting to be honed and recognized. The organization's holistic approach, integrating therapy, education, and vocational training, serves as a testament to the belief that every individual regardless of their unique abilities, deserves an environment that nurtures their strengths.

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THE SOCIAL CONUNDRUM - NAVIGATING NEW CONNECTION

Despite the new awe-inspiring talents on display, a poignant paradox emerged as the children exhibited a hesitancy to socially engage with new faces, including our team of six. This Social Conundrum became a focal point of our project work, prompting deep introspection into the intricate dynamics of social interaction within the realm of social needs. We recognized that the barriers of social interaction, through challenging, provide a canvas for tailored interventions. The nuanced understanding of the social dimensions of their lives is crucial for enhancing their overall development.

Arundab's educators and therapists play a pivotal role in navigating this challenge, ensuring that the potential of social growth aligns harmoniously with the celebrated talents and in rhythm, art and craft.

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TOWARDS A MORE INCLUSIVE FUTURE

In Conclusion, our immersive experience at Arunabh underscores the complexity of fostering social connections for individuals with special needs. As we depart from this enriching environment, we carry with us not only the vibrant beats of Rag Rhythm and the kaleidoscope of artistic expression but also a commitment to contribute to a more inclusive future. The organization's multifaceted approach lays the foundation for comprehensive support, yet the social dimension remains an ongoing journey of growth and discovery. Our role as advocates for inclusivity extends beyond our time at Arunabh, challenging us to bridge the gap between extraordinary talents and the nuances of social interaction. May the rhythm of Arunabh's heartbeat resonate in our collective endeavors, reminding us of the potential that resides within every special child and inspiring us to continue nurturing and empowering their uniqueness.

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Challenges on Project Work

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Challenges in Project Work

- Challenges we faced during this project work were difficult to overcome some challenges we dealt with were overcome by us but some gave us little difficulties while we were at Sunabh. Nonetheless they gave us new experience and taught us many things.

1) Sensitive Nature of the Work.

We found it challenging to navigate the sensitive nature of working with individuals with special needs. Working and interacting with people who have special needs require a high level of understanding and sensitivity. We faced challenge in effectively communicating and interacting with individuals with diverse needs and abilities.

S. Alice Thomas

2) Adapting to individual needs.

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How should we handle the diversity in the needs and abilities of individuals we were working with was a big question in front of us at first we were a bit confused like how are we going to cater to each individual because each person with special needs is unique and their requirements vary.

Adapting our approach to meet the specific needs of each individual was really challenging especially when we were working with diverse group some are kids. some ~~to~~ teenagers and some are adults.

3) Balancing Therapy and Education

How to manage therapy and education in our project work was tricky. Since we are still studying about therapies and therapeutic interventions we were not well equipped with how it actually works. So balancing therapeutic activities and educational components for individuals with special needs was a complexity. Ensuring that our team balances both the aspects while observing and conducting these activities posed a challenge in front of us.

4) Cafe Operation and Training

There were some difficulties in coordinating the cafe operations and providing proper training to individuals with special needs.

Running a cafe with employees who have special needs involves training, support and understanding. Overcoming potential communication or training barriers was a challenge. There was one employee ~~that~~ there who got distracted really fast so to make him to focus on the training and making sure that his attention is not diverted we ~~Spent~~ some difficulties.

5) Ensuring Inclusivity

The big question was how can we promote inclusivity in our project work so that everyone felt valued and included. Ensuring that our project promotes an inclusive environment for all the members regardless of their abilities was a concern.

This included creating accessible material, communication method and ensuring equal opportunities for participation. We also had an issue with the availability of all the members at the same time, because of this we had to divide our team of six into two groups of 4 and 2. The group of 2 members started the project earlier than us and then we continued for the rest of the tenure.

6) Collaboration with Multi-disciplinary Teams:

We had to collaborate with professionals from different disciplines, such as educators, care staff, therapists etc. Working in an organisation like Aunabh likely involved collaboration with professionals from variety of field. Coordinating efforts and communication between different individuals was challenging.

We had to wait for them cause in order to interact with the teachers we had to wait for the classes to finish we could only observe the staff, teachers and students there.

There was also an issue with the information provided, they could not give all of the information as it was against the work ethics.

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St. Alice Thomas

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RECOMMENDATIONS > NURTURING INCLUSIVITY AND FOSTERING GROWTH IN ARUNACH

UNDERSTANDING THE HOLISTIC APPROACH

The holistic approach undertaken by Arunach of the comprehensive development of children with special needs is commendable. To further enhance this, it is recommended that Arunach continues to prioritize a multidisciplinary collaboration involving professionals from various fields such as psychology, education and vocational training. This collaborative efforts can provide a more nuanced understanding of each child's needs, ensuring that the care, therapy, education and vocational training are seamlessly integrated for a holistic and personalized development plan.

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CULTIVATING AND RECOGNIZING TALENTS

Building on the discovery of remarkable talents within the children, Arunabh could implement structured programs to further hone and showcase these abilities. Establishing regular art exhibition, musical performances or craft fairs within the community and can not only celebrate the achievements of the children but also create awareness and appreciation for their talents. Moreover incorporating these creative expression into therapy expression into therapy expression could offer a holistic approach to nurturing both their artistic talents and emotional well-being.

Recognizing the untapped experience in each child, Arunabh should consider the implementing a formalized system for talent identification and development plans that ensure that the unique strength of each child are acknowledged and fostered contributing to a more tailored and effective development strategy.

S. Alice Thomas

Individual Report

→ Observation about their daily routine

The secret of your future is hidden in your daily routine

→ We reached there at 10:00 AM

They started their day by chanting Gayatri Mantra

→ followed by → "Om shanti, shanti, shantibi"

→ It was followed by a prayer.
→ "Sri Shakti hamo deya data"

When they started chanting it together the whole room filled with positivity and Optimism.

→ Then we had an introduction session with the students

→ After which they did **Zumba**, we all accompanied them

→ It was indeed a beautiful task

→ They concluded this Zumba session with meditation, in order to Soothe Themselves calm.

As I wrote earlier that we observed them but they observed us too!! They were constantly looking at us and imitating us.



Sr. Alice T. S. M. S.

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Vyankatesh Sir gave us various tasks in order to give us or provide us a PRACTICAL EXPERIENCE.

At first he made us understand about the concepts of

Gross motor skills

Fine motor skills

Gross motor skills pertain to skills involving large muscle movements such as : independent sitting, crawling, walking or running.

Fine motor skills involve use of smaller muscles, such as grasping, coloring, turning pages of book etc.

He asked us to find some fun-activities to develop both these skills, the activities we came up with are:

- (1) Ball shifting in baskets and colour identification
- (2) Separating the shapes
- (3) Follow the instructions like
 - Brushing teeth
 - folding towel
 - combing hair
 - tearing a wrapper
- (4) Postman → Children were given some objects and were asked to deliver them on addresses named A, B, C, D

Case Study of Vyom an Autistic child

We met a teacher named Soniya Ma'am at Anurath.
She shared her personal experience related to Autism, as her own child Vyom has Autism.

Case history

Vyom's umbilical cord got stuck during pregnancy ↓

Therefore the delivery was preponed and done in $8\frac{1}{2}$ months.

Even after $1\frac{1}{2}$ year of his birth he had

No expressions

No learning

No speech

Therefore Soniya Ma'am took him to a therapist.

The therapist gave her a checklist of Symptoms related to Autism.

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Out of 25 Symptoms 15 Symptoms matched

Symptoms like

- hyper activity
- moved things continuously
- stared at moving objects
- Toe walking

The therapist informed her that vyom needs as special school

Soniya Ma'am did Vyom's admission into a special school.

Simultaneously she studied and got specialization in Autism.

Vyom is not interested in studies but he is very much active in technology.

→ He even plays musical instruments like Piano and Tabla.

→ According to Soniya Ma'am there's a need to cut their rigid behaviour.

→ Violence is not an option to deal with them.

→ The cooperation and awareness of Society is equally important.

S. A. I. E. T. D. O. R. E.

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INDIVIDUAL WORK REPORT > Embracing the Intersection of Psychology, Music and Social Dynamics at Arunabh. → Gaurav Jatar

During my days at Arunabh, I observed their comprehensive approach to treatment with special needs, therapy, education, and vocational training. As a psychology student with a musical background, I aimed to understand and contribute to the unique environment.

The children at Arunabh exhibited impressive knowledge of rhythm, art and craft, but there was a noticeable hesitancy in their social interaction. Leveraging my passion for music I conducted impromptu piano lessons and sang some songs to create a familiar and comfortable atmosphere.

In personalized conversations, I asked the children about their preferences, aligning with person-centered principles. The report reflects my efforts to understand individual uniqueness and tailor interaction accordingly. As a Psychology student, I focused on intricacies of social dynamics within Arunabh. The Report highlights observation and experience promoting reflections on the role of Psychology in addressing Social Interaction among the children.

Gaurav was teaching
him origami



Sr. Ajeet Sharma

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Individual Work Report

Student Name- Priya Khandelwal

I was the part of this project group, we went for observation and volunteer work. The place was Anuradh School for special children, there we interacted with special children. The children there were from different age groups like from 5yrs to 22 yrs there were adults too.

The ~~sh~~ school not only provides them education, but also work on their co-curricular activities and also focus on making them financially independent. They also have a cafe downstairs which is run by the elder students there.

The first day we went there, we had our orientation session, were briefed about the organisation and were instructed about the work we were supposed to do, while we observed the students there. I got to see the way teachers dealt with the student. They were communicating with each student differently. The next few days I helped them by making props for their upcoming annual function. To purchase material for the props I was made incharge of budgeting and buying things. Then I got to interact with the teachers there and ask them about the students. We conducted various activities to develop or work on their gross and fine motor skills.

This is how my project work went on, we did many activities there like making paper bags together, singing, teaching etc. It was a wonderful experience and I got to learn a lot and know how things work.

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Case Study

The student case study is on is - Shubhansh Tiwari

Name: Shubhansh Tiwari

Date of Birth: 12 April 2013

Age at the time of admission: 9

Mother's Name - Vilika Tiwari

Occupation - Housewife

Father's Name - Manoj Kumar

Occupation - Service

Sibling's Name - Kartikaya Tiwari

Observation made by The therapist after analysing the information provided by parents:

Name of the Therapist:

- Shubh demonstrated ability to consistently understand one-step instruction better. Produced words like 'hi', 'bye', & (give) was able to put in cups of different or sizes inside other (1/8) mistakes.
- 30+ improvement in identifying similar object better; can follow instructions like 'Spoon too, Plate too etc'.
- Sit down - more 30 min performed activity; better in front of father.
- need instruction for and help for cleaning after going to toilet. Urination 100+ independent except for putting on pants.

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The POSTMAN Activity



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My Observation

- Doesn't talk in sentences, only words like ok, haan, hi, bye etc.
- Doesn't sit for more than 20-30 min
- Cannot focus on something for more than 3-5 min
- Always doing some action like shaking hands or scratching or making some or the other sound.
- while eating spills food
- if he wants something he grabs it and becomes impatient if not given what he want.
- doesn't recognise all colours but some like, yellow, Blue and green
- recognises alphabets and numbers.

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Individual Report

- Aruna Cydeusla

We started to visit the organisation [Deunabh] and hence started our observation & interaction with various students & staff.

On the very first day we gathered information from the director about how the organisation works, its terms & policies etc.

The students present there were autistic, had down syndrome & cerebral palsy, the areas we are covering in our project.

Their time for classes were:
10:00 am to 1:00 pm [for kids]

10:00 am to 3:00 pm [for adults]
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We interacted with some autistic children as well as adults who showed & spoke the same repetitive behaviours as well as words.

The adults run their own cafe in the basement as well. They learned how to cook & also accounting.

We worked for their speech therapy as well.

Some were very spontaneous while some were slow learners & lacked in confidence due to restriction of speech.

We also interacted with some of the parents & got to know about their challenges & their child's routine simultaneously.

All of them were very fond of singing & dancing & listening to various stories.

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Individual Project



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Suzilize Thomas

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Interacting with
them

YASH CHAWLA AKA

Mama: the Gangster

A report by → Nitesh Chauhan

It was my first day at conunabb when I first saw Yash. We were standing by the staircase and He entered. He was climbing stairs with few other students. A student in front of Yash stopped and Yash didn't like it. I saw him angry and punching that kid hard on the head. I was stunned.

Second time I met him in the class along with other students. He introduced himself for the first time there "Mama" He said. The teachers corrected him still he was referring himself as MAMA.

When I started observing him, I noticed he is different from other students. Unlike other student he was very much aware about the environment he was in. He understood everything we shared with him. He can't write well but can speak very well. He walks looking downwards. He stays quite usually and follows the instructions given to him.

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I found him one day correcting his name. I saw him walking to everyone and was saying "Yash". The teachers scolded him and he was on to it. He corrected himself in front of everyone. Everyone he once introduced as Nana.

At party he was very lively and energetic. A birthday party of his friend. They all danced, sang and enjoyed every movement of the day.

It's sad to see that there is no cure for such disorders but there is acceptance. and just by accepting we can be part of a Spectrum.

This project broke many mental barriers I carried and assured me about so many new things that could have helped me in life if I knewed them before.

Sr. Alice Thomas

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Progress Report of Project

First Progress Report

1. Introduction of Project

We the students of BA IInd year started working on a project on the topic "Various mental health conditions". In which we are specifically including and working on 3 conditions:

- ① Autism
- ② Cerebral Palsy
- ③ Grown Syndrome

Cerebral Palsy: is a group of conditions that affect movement and posture. It is caused by damage that occurs to the developing brain, most often before birth.

Autism: it is a Neurological and developmental disorder that affects how people interact with others, communicate, learn and behave.

Autism is also called a Developmental disorder.

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Down Syndrome : A genetic Chromosome 21 disorder causing developmental and intellectual delays.
It is caused when abnormal cell division results in extra genetic material.
Down Syndrome is also called Trisomy 21.

Project work Plan and objectives

Our plan was to choose an organisation that suits perfectly with the topic - "Mental health conditions"

And **Arunabh** → the school of specially abled, was fitting correctly in this idea.

Arunabh is an
└─ **Intervention centre**
└─ **Inclusive school**
└─ **Vocational training centre**

Its mission is
To make life better for differently abled

Our To Do List for Working at Arunabh

- Attend their classes
- To know the process of Identification of their condition
- To understand and gain knowledge about the therapies and training given to them.
- To interact and observe the students and build a Rapport.
- To understand the management of the school.
- To know about the various difficulties and challenges faced by the staff members and teachers at Arunabh
- To provide a Voluntary service to the institution

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DATE _____
PAGE _____

Progress Report ~ 2

After discussing various mental health conditions, we came down to 3 major mental conditions where our interests areas mutually lied:

- 1/ Autism
- 2/ Cerebral Palsy
- 3/ Down Syndrome

We made 3 pairs of two so that each could focus on the given medical condition appropriately, & more effectively.

Each pair then started to research & gather information about their allotted mental health conditions, while also exchanging ideas.

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Field Work

Data Collection

We started to work on field as well & our methods of Data Collection varied from teachers to the helping staff, children & the respective authorities present there, also from some of the parents available and then finally some information through online sources.

The process was to talk to the children, get them familiar and to know about their hobbies, interests, family, friends and routine.

We asked the teachers & parents about their challenges & how do they handle it, while effectively making the child learn new skills.

Sr. Alize Thomas

Literature Review

In our view Sunnabh is doing a wonderful job in catering the needs of specially abled children & above all it is focusing on the skill & vocational development of the children as well as adults so that they can lead their lives independently ahead.

Sunnabh entertains only those who can work independently [attend daily tasks by themselves].

They cater the child as per his/her need along with fun & enjoyment.

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Progress report 3 (P3)

Method of Analysis

Our main method of analysis was Observation and information collected and presented in the form of case studies.

We went to Anurath for this project. Our main aim to go there was to learn about how individuals with special needs are taken care, the communication and how therapeutic interventions worked.

At first we observed the organisation, how it is working, the background, routine and the teaching method. Then we narrowed down our observation to the students there and some members observed the cafe staff. Then while observing them we realized that some children there had hearing impairment few of them had speech impairment, some showed the symptoms of ADHD, they were hyperactive, failed to focus on one thing, some were showing repetitive behavior like scratching themselves, but some students were absolutely comfortable with entering this space, interacting with us. Then we observed the staff, these the teachers especially, they were extremely patient and calm with the students, even though the students were going here and there being overactive etc but the teachers there handled them really well with patience. They used different ways to teach them using things like balls, drawings, puzzles etc. We then chose a specific student, each of the members chose a student and then observe him/her specifically for the purpose of case study.

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While we were observing our chosen students we came across different behavioral patterns they were showing. Then the senior teacher asked us to share our observation with her, and verified if we were correct in observations or not. Then she proceed to answer our questions and queries we had.

Through observation we understood that the students there are all different and were catered to differently.

Result

Through observation we understood that not all the students even if they show same behavior are same. The students we chose for our case study on had shown symptoms of disorders like ADHD, Autism, Cerebral palsy and down syndrome.

Comparison with Expected Result.

We had expected that we will be able to understand the disorders and therapeutic interventions in a better way and especially disorders like autism, ADHD and down syndrome. The results which we expected were a bit different from the results we achieved. Through volunteering their we got to know that autism doesn't have fixed set of symptoms and no two people having autism are same. The way they used therapeutic intervention from what we had expected was also different.

So Alice Thomas

Challenges Faced in Project Work

While completing this project work we came across few challenges. Like some challenges we faced were with our team in distribution of work while some challenges we faced in the organisation.

1. Our first and the foremost challenge was to decide an organisation to work with keeping in mind that the organisation is comfortable in accommodating 6 members and agrees on providing us with the documentation.
2. Secondly, the availability of all the members together during the tenure of project work. In our group of 6 two of the members were not available for the latter part of the project work so we had to divide our time at the organisation into two parts. The 2 members started their field work first and completed their assigned work and the other four members continued.
3. Our next challenge was to build rapport with the staff and bond with children there, because at first the staff was hesitant in sharing the valuable details and the children were not comfortable around so many new faces.
4. We had difficulty in interacting with students there as they were a bit scared upon seeing strangers around them.

5. As everyone was on a different academic level, to cater to their need individually was a bit difficult.
6. The main challenge was to gather information for case study as they could not provide us with all the details due to work ethics.

Solutions

1. For choosing organisation we asked for guidance from our professor, he helped us choose the organisation.
2. To solve the availability issue we divided our team of 6 members into two groups of 4 and 2 members and divide the working hours.
3. To fill the communication gap we constantly were in touch ~~with~~ with other members and the organisation.
4. To build a rapport with the staff we volunteered for helping them organise an event and make props for their upcoming annual function.
5. As for interacting with the students we joined them during their class, sat beside them and learnt the same things as they did.
6. Because the students were at different academic level we divided them into groups with the help of the teachers.

and performed activities with them accordingly

7. For gathering information for case study we requested mam if she could tell us some basic information about them and we will share our observation, so if she could correct us if we are wrong at any point.

Sr. Alice Thomas

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St. Paul Institute of Professional Studies, Indore



B.A. III Year
(2023-24)

Project Report

Study Material on regional organizations

S.No	Name of Students	Class	Roll Number
1	Ms. Amrita Rawat	BA IIIyr	11
2	Ms. Anupoma Majhi	BA IIIyr	12
3	Mr. Chaitanya Singh	BA IIIyr	16
4	Mr. Gota Kharte	BA IIIyr	21
5	Mr. Sebastian Kharte	BA IIIyr	43
6	Mr. Shubham Kharte	BA IIIyr	47

Guided by:

Name of the Faculty *Pt. Roshan Ahmed*

Designation *HOD, Department of Humanities*

SPIPS, Indore

Authorized By:

Principal *Dr. Sr. Alice Thomas*

Date

Stamp

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R2
13/2/24

DECLARATION BY STUDENTS

organizations

study material on Regional

We hereby declare that the project work entitled "_____ " submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of *Prof. Rohat Ahmed* and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of Bachelor of (Management/Commerce/Science/Arts). The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Name of Students	Class	Roll Number	Signature(with Date)
Ms. Amrita Rawat	B.A III yr	11	<i>[Signature]</i>
Ms. Anupama Majhi	B.A III yr	12	<i>[Signature]</i>
Mr. Chaitanya Singh	B.A III yr	16	<i>[Signature]</i>
Mr. Grotu Khurte	B.A III yr	21	<i>[Signature]</i>
Mr. Sebastian Khurte	B.A III yr	43	<i>[Signature]</i>
Mr. Shubham Khurte	B.A III yr	47	<i>[Signature]</i>

So. Alice Thomas

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SWAMI VIVEKANANDA CHARITABLE TRUST FOR
CULTURAL AND SCIENTIFIC RESEARCH

CERTIFICATE

This is to certify that the below-mentioned students of BA III year at St. Paul Institute of Professional Studies, Indore, have undertaken the project of preparing study material on Regional Organization in our institute from December 01, 2023 to January 15, 2024, and have successfully completed the same. We wish them all the best.

1. Ms. Amita Rawat
2. Ms. Anupoma Majhi
3. Mr. Chaitanya Singh Aanjana
4. Mr. Gotu Kharte
5. Mr. Sebastin Kharte
6. Mr. Shubham Kharte



Yours sincerely



MANAGING TRUSTEE
MANOJ DATHAN M
REG NO. 45117/19

Sr. Alice Thomas

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St. Paul Institute of Professional Studies -
INDORE

Acknowledgement

Throughout our academics we had tremendous support so we are thankful to our Director Rev. Fr. Simon Raj and our Principal Dr. Alice Thomas and our mentor and guide Professor Rabat Ahmed for guiding us throughout this report.

We would also like to extend our thanks to Swami Vivekananda Charitable Trust for Cultural and Scientific Research. The head Manoj Lathan M. (Managing trustee) for believing in us and giving us the opportunity to do our project. We have learnt a lot and did our best.

We would also like to thank our family members, brothers and sisters for their help and support in our project work.

And at last we are thankful to our relatives and friends for being a strong support for our career and future.

Place: Indore

Date: 31/01/2024

Sign. of the Student: Amita

Name: Amita Rawat

Class: B.A. III year

Roll No: 11 Dr. Alice Thomas



**SWAMI VIVEKANANDA CHARITABLE TRUST FOR
CULTURAL AND SCIENTIFIC RESEARCH**

Performa-G2

Information and Consent Of The Organization

1. Name and Registration of the Organization

Swami Vivekananda Charitable Trust for Cultural and Scientific Research

2. structure (Government/Semi Government/Private/other)

Private

3. Nature of work

Preparation of Study Material

4. Total no. Of Collaborators in the Organization

11

5. maximum no. of Students which you can guide

100

6. employment possibility after Training

Trainee

7. other important Information

Helps in the preparation of competitive Examination

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.



Signature with date

Head/ Authorized person of the organization

[Signature]



MANAGING TRUSTEE
MANOJ DATHAN M
REG NO. 451/IV/19

3rd Floor, Free Narayana Trade Center Kooranchery Road, Kooranchery, Thrissur, Kerala - 680007

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S. Hice Thomas

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INDORE



**SWAMI VIVEKANANDA CHARITABLE TRUST FOR
CULTURAL AND SCIENTIFIC RESEARCH**

Performa-G4

Feedback Form

Name of Trainee Student: Ms. Amita Rawat

College Name : St. Paul Institute of Professional Studies,

Class : B.A III yr

Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	Good
2.	Theoretical skills gained	A	Good
3.	Practical skills gained	A	Good
4.	Sincerity & Interest towards work	A	Good
5.	Attitude and behavior during training	A	Good
6.	Coordination with working group	A	Good
7.	Overall grade	A	Good

Date: 31/01/2024

Signature with date

Head/ Authorized person of the organization

Place: Indore



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CULTURAL AND SCIENTIFIC RESEARCH

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Feedback Form

Name of Trainee Student: Ms. Amrita Rawat
College Name : St. Paul Institute of Professional Studies,
Class : B.A III yr
Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	Good
2.	Theoretical skills gained	A	Good
3.	Practical skills gained	A	Good
4.	Sincerity & Interest towards work	A	Good
5.	Attitude and behavior during training	A	Good
6.	Coordination with working group	A	Good
7.	Overall grade	A	Good

Date: 31/01/2024

Signature with date

Head/ Authorized person of the organization

Place: Indore



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Feedback Form

Name of Trainee Student: Ms. Anupama Mayhi
College Name : St. Paul Institute of Professional Studies,
Class : B.A 3rd yr
Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	Good
2.	Theoretical skills gained	A	Good
3.	Practical skills gained	A	Good
4.	Sincerity & Interest towards work	A	Good
5.	Attitude and behavior during training	A	Good
6.	Coordination with working group	A	Good
7.	Overall grade	A	Good

Date: 31/01/2024

Signature with date

Head/ Authorized person of the organization

Place: Gondole



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Feedback Form

Name of Trainee Student: Mr. Chaitanya Singh

College Name : St Paul Institute of Professional Studies

Class : B.A III yr

Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	Good
2.	Theoretical skills gained	A	Good
3.	Practical skills gained	A	Good
4.	Sincerity & Interest towards work	A	Good
5.	Attitude and behavior during training	A	Good
6.	Coordination with working group	A	Good
7.	Overall grade	A	Good

Date: 31/01/2024

Signature with date

Head/ Authorized person of the organization

Place: Indore



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Feedback Form

Name of Trainee Student: Mr. Grotu Khavte
College Name : St. Paul Institute of Professional Studies,
Class : B.A III yr
Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	Good
2.	Theoretical skills gained	A	Good
3.	Practical skills gained	A	Good
4.	Sincerity & Interest towards work	A	Good
5.	Attitude and behavior during training	A	Good
6.	Coordination with working group	A	Good
7.	Overall grade	A	Good

Date: 31/01/2024

Signature with date

Head/ Authorized person of the organization

Place: Indore



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Feedback Form

Name of Trainee Student: Mr. Sebastian Khwile
College Name : St. Paul Institute of Professional Studies,
Class : B.A II^{yr}
Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	Good
2.	Theoretical skills gained	A	Good
3.	Practical skills gained	A	Good
4.	Sincerity & Interest towards work	A	Good
5.	Attitude and behavior during training	A	Good
6.	Coordination with working group	A	Good
7.	Overall grade	A	Good

Date: 31/01/2024

Signature with date

Head/ Authorized person of the organization

Place: Indore



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Feedback Form

Name of Trainee Student: Mr. Shubham Khante

College Name : St. Paul Institute of Professional Studies,

Class : B.A III yr

Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	Good
2.	Theoretical skills gained	A	Good
3.	Practical skills gained	A	Good
4.	Sincerity & Interest towards work	A	Good
5.	Attitude and behavior during training	A	Good
6.	Coordination with working group	A	Good
7.	Overall grade	A	Good

Date: 31/01/2024

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Regional Organizations

Regional Organizations (ROs) are, in a sense international Organizations (IOs), as they incorporate international membership and encompass geopolitical entities that operationally transcend a single nation state.

However, their membership is characterized by boundaries and demarcations characteristic to a defined and unique geography, such as continents, or geopolitics, such as economic blocs. They have been established to foster cooperation and political and economic integration or dialogue among states or entities within a restrictive geographical or geopolitical boundary. They both reflect common patterns of development and history that have been fostered since the end of World War II as well as the fragmentation inherent in globalization, which is why their institutional characteristics vary from loose cooperation to formal regional integration. Most ROs tend to work alongside well-established multilateral organizations such as the United Nations. While in many instances a regional organization is simply referred to as an international organization, in many others it make sense to use the term regional organization to stress the more limited geographical particular or membership.



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Introduction of ASEAN

Brief history and Establishment

The predecessor of ASEAN was the Association of Southeast Asia (ASA), formed on 31 July 1961 and consisting of Thailand, the Philippines, the Federation of Malaya. ASEAN itself was created on 8 August 1967, when the foreign ministers of five ~~ten~~ countries - Indonesia, Malaysia, the Philippines, Singapore, and Thailand - signed the ASEAN Declaration. According to the Declaration, ASEAN aims to accelerate economic, social, and cultural development in the region, as well as promoting regional peace, to collaborate on matters of shared interest, and to promote Southeast Asian studies, and maintain close cooperation with existing international organisations.

The creation of ASEAN was initially motivated by the desire to contain communism, which had taken a foothold in mainland Asia after World War II, with the formation of communist governments in Korea, China, and Vietnam, accompanied by the so-called communist "emergency" in British Malaya, and unrest in the recently decolonized Philippines.

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ASEAN's first summit meeting, held in Bali, Indonesia, in 1976, resulted in an agreement on several industrial projects and the signing of a Treaty of Amity and Cooperation, and a Declaration of Concord. The end of the Cold War allowed ASEAN countries to exercise greater political independence in the region, and in the 1990s, ASEAN emerged as a leading voice on regional trade and security issues.

On 15 December 1995, the Southeast Asian Nuclear-Weapon-Free Zone Treaty was signed to turn Southeast Asia into a nuclear weapon-free zone. The treaty took effect on 28 March 1997 after all but one of the member states had ratified it. It became fully effective on 21 June 2001 after the Philippines ratified it, effectively banning all nuclear weapons in the region.

The ASEAN region has a population of about 500 million, a total area of 4.5 million square kilometers, a combined gross domestic product of almost US\$ 100 billion, and a total trade of about US\$ 850 billion.

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Objective and Principles

Objective

The ASEAN Declaration states that the aims and purposes of the Association are:

1. to accelerate economic growth, social progress and cultural development in the region and
2. to promote regional peace and stability through abiding respect for justice and the rule of law in the relationship among countries in the region and adherence to the principles of the United Nations Charter.

The ASEAN vision 2020, adopted by the ASEAN Leaders on the 30th Anniversary of ASEAN, agreed on a shared vision of ASEAN as a concert of Southeast Asian nations, outward looking, living in peace, stability and prosperity, bonded together in partnership in dynamic development and in a community of caring societies.

In 2003, the ASEAN Leaders resolved that an ASEAN Community shall be established comprising three pillars, namely, ASEAN Security Community,

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ASEAN Economic Community and ASEAN Socio-Cultural Community.

Fundamental Principles

ASEAN Member Countries have adopted the following fundamental principles in their relations with one another, as contained in the Treaty of Amity and Cooperation in Southeast Asia (TAC):

- mutual respect for the independence, sovereignty, equality, territorial integrity, and national identity of all nations;
- the right of every state to lead its national existence free from external interference, subversion or coercion;
- non-interference in the internal affairs of one another;
- settlement of differences or disputes by peaceful manner.
- renunciation of the threat or use of force; and
- effective cooperation among themselves.

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ASEAN

10 countries



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ASEAN Member Countries



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MEMBER STATES

10 member states.

State	Accession
Indonesia	8 August 1967
Malaysia	8 August 1967
Philippines	8 August 1967
Singapore	8 August 1967
Thailand	8 August 1967
Brunei	7 January 1984
Vietnam	23 July 1995
Laos	23 July 1997
Myanmar	23 July 1997
Cambodia	30 April 1999

There are currently two states seeking accession to ASEAN: East Timor and Papua New Guinea.

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ASEAN INDONESIA
2023



20TH ASEAN – INDIA SUMMIT



Economic & Political Characteristics

1. Indonesia:-

- Economic :- One of the largest economies, with a diverse range of industries, including agriculture, mining, and manufacturing.
- Political :- A presidential republic with a multi-party system.

2. Singapore:-

- Economic :- Highly developed, with a focus on finance, trade, and technology.
- Political :- A parliamentary republic with a dominant-party system.

3. Vietnam:-

- Economic :- Experiencing rapid economic growth, driven by manufacturing, services, and agriculture.
- Political :- A one-party socialist republic.

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4. Thailand:-

- Economic:- Diverse economy, with agriculture, manufacturing, and services sectors.
- Political:- Constitutional monarchy with a military influence.

5. Malaysia:-

- Economic:- Industrialized economy with a strong emphasis on exports, including oil and gas.
- Political:- Constitutional monarchy with a federal parliamentary system.

6. Philippines:-

- Economic:- A mixed economy with agriculture, manufacturing, and services.
- Political:- A democratic republic with a multi-party system.

7. Myanmar:-

- Economic:- Agriculture-based, but experiencing economic reforms in recent years.
- Political:- Transitioning from military rule to a more democratic system.

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8. Cambodia:-

- Economic:- Growing garment and tourism industries.
- Political:- A constitutional monarchy with a one-party system.

9. Laos:-

- Economic:- Relies heavily on agriculture and hydropower.
- Political:- one-party socialist republic.

10. Brunei:-

- Economic:- Rich in oil and natural gas resources.
- Political:- Absolute monarchy.

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Support Provided to Member States....

Economic Support :

ASEAN Free Trade Area [AFTA]

Encourages economic integration by reducing tariffs and trade barriers, promoting intra-regional trade, and enhancing the competitiveness of member states industries.

ASEAN Economic Community [AEC]:

Aimed to create a single market and production base facilitating the free flow of goods, services, investments, and skilled labour within the region.

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Political Cooperation

Conflict Resolution: ASEAN promotes peaceful conflict resolution through dialogue, diplomacy, and therefore, the principles of non-interference in the internal affairs of member states.

ASEAN Regional Forum [ARF] provides a platform for political and security dialogue, contributing to conflict prevention and building mutual trust among member states.

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Security Assistance:

ASEAN Political - Security Community
 [APSC]: Strengthens regional
 security cooperation by addressing
 non-traditional security threats
 including transnational crimes,
 terrorism and cyber threats.

Joint Exercises and Training:
 Member states engage in joint
 military exercises and share best
 practices in areas like
 counterterrorism and disaster
 response.

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Social Development and Human Right :

ASEAN Socio-Cultural Community [ASCC] : Focuses on social development, poverty eradication and cultural collaboration, aiming to enhance the well being and quality of life for the people of Southeast Asia.

Human Right Mechanisms :
 ASEAN has established the ASEAN Intergovernmental Commission on Human Right [AICHR] to promote and protect human right within the region.

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Cultural Exchange and People-to-people Ties:

ASEAN Culture and Information portal:
 Facilitates cultural exchange by providing a platform for sharing information about the diverse cultures and traditions of member states.

ASEAN youth Programs:
 promote cross-cultural understanding people in the region through various education and exchange programs.

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Disaster Management and Humanitarian Assistance :

UN Centre : Coordinates regional efforts in disaster management, providing timely and effective humanitarian assistance during natural disaster.

ASEAN Agreement on Disaster Management and Emergency Response :

Enhances cooperation among member states in mitigating the impact of disasters and responding to emergencies.

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Technical Assistance and Capacity Building :

ASEAN Coordinating Centre for Humanitarian Assistance on Disaster Management [AHA] Centre :

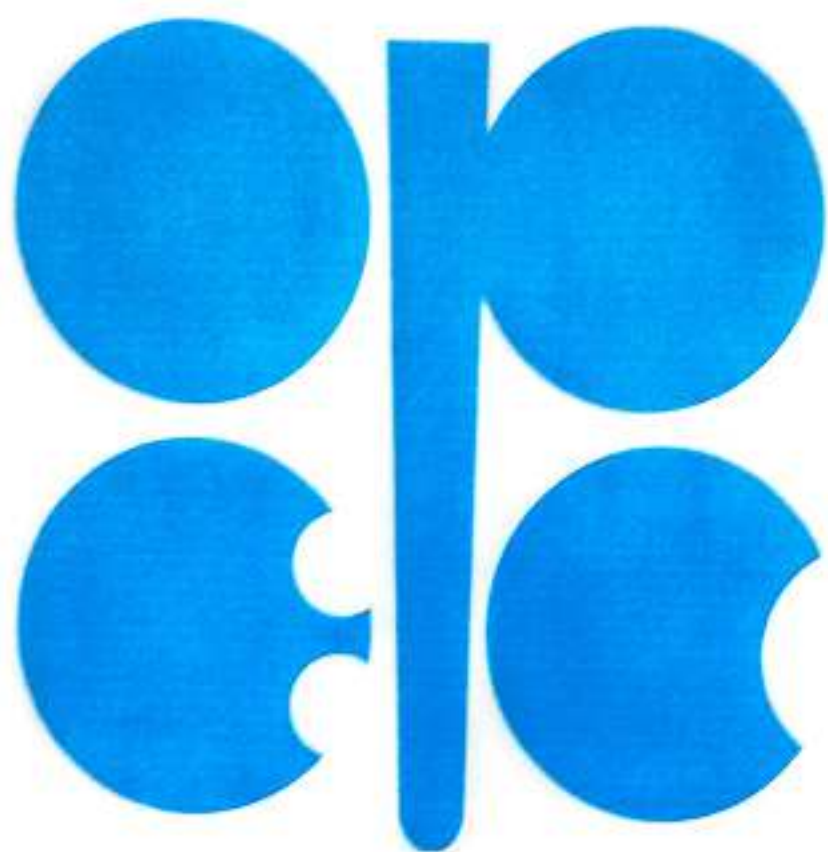
Provides technical assistance, training and capacity-building and programs to strengthen the disaster response capabilities of member states.

ASEAN Training Centres:

Offer specialized training programs in various fields contributing to the development of skilled professionals within the region.

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OPEC

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Introduction to OPEC

Brief history and Establishment

The Organization of the Petroleum Exporting Countries (OPEC) was established on September 14, 1960, in Baghdad, Iraq.

Founding members included Iran, Iraq, Kuwait, Saudi Arabia, and Venezuela. The primary aim was to coordinate and unify petroleum policies among these nations to secure fair and stable prices, ensuring a steady income for member countries. Over the years, OPEC has evolved, with additional members joining and adjustments to its structure, playing a significant role in global oil market dynamics.

OPEC's formation was a response to the dominance of Western oil companies in controlling oil prices and production.

The founding members aimed to assert control over their natural resources.

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Objective & Principles

OPEC's primary objective is to coordinate and unify the petroleum policies of its member countries to secure fair and stable prices for their oil exports. The organization aims to ensure a steady income for member nations while providing a reliable and adequate supply of petroleum to consuming countries.

Price Stability :- OPEC seeks to maintain stable and reasonable oil prices, avoiding extreme fluctuations that could negatively impact both producers and consumers.

Market Equilibrium :- OPEC aims to achieve a balance betⁿ oil supply and demand to prevent oversupply or shortages, promoting a stable and predictable market.

Fair Returns :- Member countries strive to receive fair compensation for their oil resources, enabling economic development and investment in the oil sector.

Solidarity :- OPEC emphasizes solidarity among member nations, encouraging cooperation and collaboration to address shared challenges and goals in the global oil market.

OPEC

The Organization of the Petroleum Exporting Countries is an organization enabling the co-operation of leading oil-producing countries in order to collectively influence the global oil market and maximize profit. It was founded on 14th September 1960 in Baghdad by the first five members (Iran, Iraq, Kuwait, Saudi Arabia & Venezuela). The 12 member countries account for an estimated 30 percent of global oil production.

OPEC and OPEC+ members

Headquarters Vienna, Austria

Official Language English

Type Cartel

Membership 12 OPEC members

10 OPEC+ members

6 Observer states

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34th Meeting of the Joint Ministerial Monitoring Committee (JMMC)

1 May 19 - 3 May 19 - Addis Ababa



Se. Alice Tsegaye

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Head Institute of Professional Studies
MECPS

Leaders

Secretary general	Haitham al-Ghais
Establishment	Baghdad, Iraq
Statute	September 1960 (63 years ago)
In effect	January 1961 (63 years ago)

In a series of steps in the 1960s and 1970s, OPEC restructured the global system of oil production in favor of oil-producing states and away from an oligopoly of dominant Anglo-American oil firms (the "Seven Sisters"). In the 1970s, restrictions in oil production led to a dramatic rise in oil prices with long-lasting and far-reaching consequences for the global economy. Since the 1980s, OPEC has had a limited impact on world oil supply and oil price stability, as there is frequent cheating by members on their commitments to one another, and as member commitments reflect what they would do even in the absence of OPEC.

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ORGANIZATION AND STRUCTURE EDIT

The Organisational logic that underpins OPEC is that it is in the collective interest of its members to limit the world oil supply in order to reap higher prices. However, the main problem within OPEC is that it is individually rational for members to cheat on commitments and produces as much oil as possible.

Political Scientist Jeff Colgan has argued that OPEC has since the 1980s largely failed to achieve its goals (limits on world oil supply, stabilized prices and raising of long term average revenues). He finds that members have cheated on 96% of their commitments. To the extent that member states comply with their commitments, it is because the commitment reflect what they would do even if OPEC did not exist. One large reason for the frequent cheating is that OPEC does not punish members for non compliance with commitments.

Leadership and decision - making edit

The OPEC Conference is the Supreme authority
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of the organization, and consists of delegations normally headed by the oil ministers of member countries. The chief executive of the organization is the OPEC Secretary General. The Conference ordinarily meets at the Vienna headquarters at least twice a year and it additional extraordinary sessions when necessary. It generally operates on the principle of unanimity and "One member, One vote" with each country playing an equal.

• Internation Cartel edit

At various times, OPEC members have displayed apparent anti-Competitive cartel behavior through the organizations agreements about oil production and price levels. Economists often cite OPEC as a textbook example of a cartel that cooperates to reduce market competition, as in this definition from OECD's Glossary of industrial organization economics & competition law.

• Conflicts edit

OPEC often has difficulty agreeing on policy decisions because its member countries differ widely in their oil export capacities, production costs, reserves, geological features, population, economic

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development, budgetary, situations and political circumstances.

HISTORY AND IMPACT

• Post - WWII Situation

In 1949, Venezuela and Iran took the earliest steps in the directions of OPEC by inviting Iraq, Kuwait and Saudi Arabia to improve communication among petroleum-exporting nations as the world recovered from world war II.

* 1959 - 1960: Anger from exporting Countries

In February 1959, as new supplies were becoming available, the multinational oil companies (MOCs) unilaterally reduced their posted prices for Venezuelan and middle eastern crude oil by 10 percent.

* 1960 - 1975: Founding and expansion

The following month, during 10-14 September 1960 the Baghdad Conference was held at the initiative of Tariki, Pérez, Alfonso, and Iraqi prime minister Abd al-Karim Qasim, whose country had skipped the 1959 Congress. Government representatives met in Baghdad to discuss ways to increase the price of crude oil. It proceeded by

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their countries, and ways to respond to unilateral actions by the MDCs.

* **1945 - 1980 :- Special fund, now the OPEC fund for 'international' development**

OPEC 'international' oil activities date from well before the 1973 - 1974 oil price surge. For example, the Kuwait fund for Arab economic development has operated since 1961.

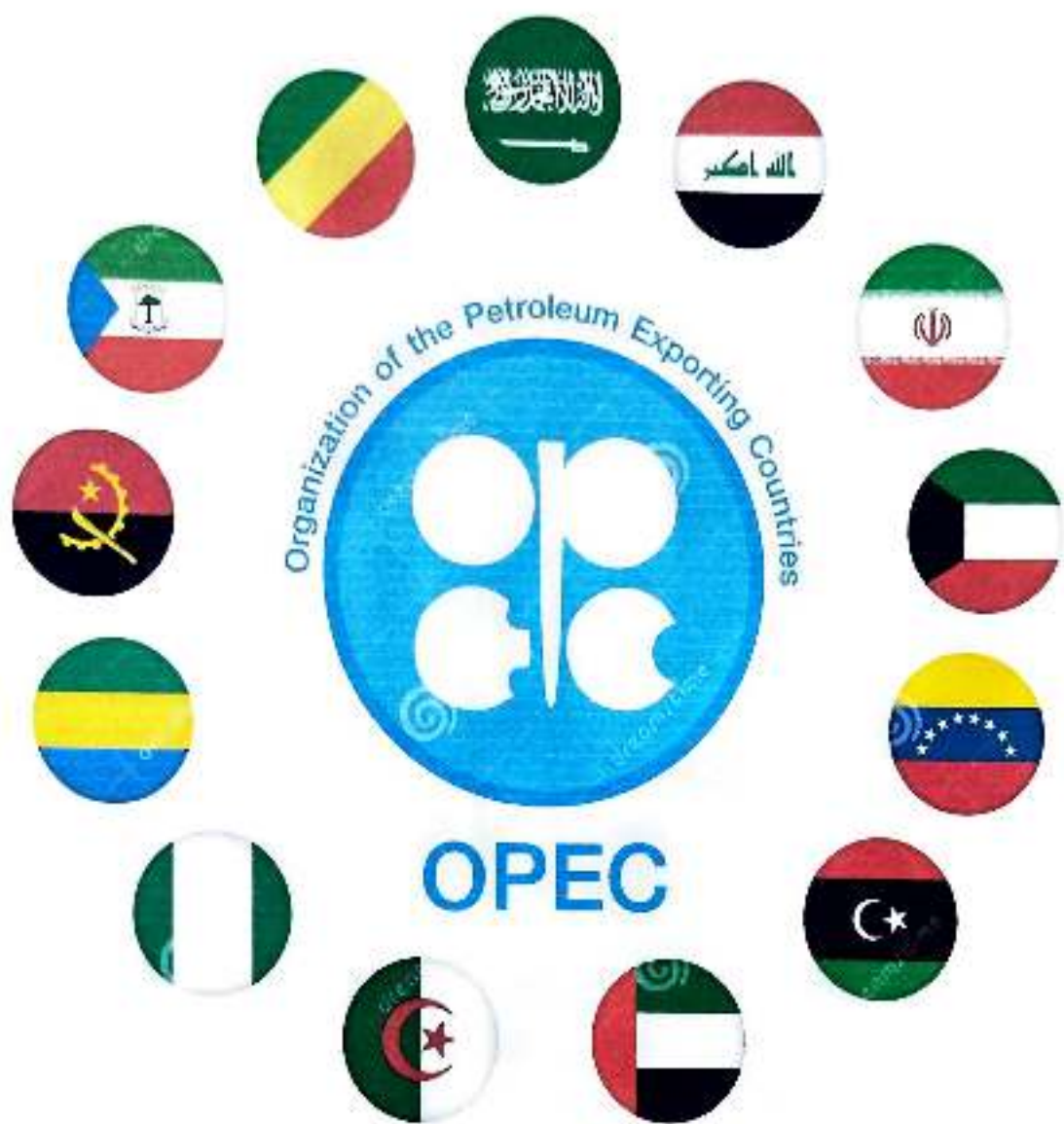
* **1990 - 2003 :- Ample supply and modest disruption**

Leading up to his August 1990 invasion of Kuwait, Iraqi president Saddam Hussein was pushing OPEC to end overproduction and to send oil prices higher, in order to help OPEC members financially and to accelerate rebuilding from the 1980-1988 - Iran - Iraq war.

* **2003 - 2011: Volatility**

Widespread insurgency and sabotage occurred during the 2003-2008 height of the American occupation of Iraq. Coinciding with rapidly increasing oil demand from China and commodity-hungry investors, recurring violence against the Nigerian oil industry and dwindling spare capacity as a catalyst against potential shortages.

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In 2023, the IEA predicted that demand for fossil fuels such as oil, natural gas and coal would reach an all-time high by 2030.

MEMBERSHIP

Current member countries

As of January 2020, OPEC has 12 member countries: five in the middle east (west Asia), six in Africa and one in South America. According to U.S. Energy Information Administration (EIA), OPEC's combined rate of oil production (including gas condensate) represented 44% of the world's total in 2016, and OPEC accounted for 81.5% of the world's "Proven" oil reserves.

OPEC +

A number of non-OPEC member countries also participated in the organization's initiatives such as voluntary supply cuts in order to further bind policy objectives between OPEC and non-OPEC members. This loose grouping of countries, known as OPEC+, includes Azerbaijan, Bahrain, Brunei, Brazil, Mexico, Russia, South Sudan and Sudan.

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Observers

Since the 1980s, representative from Canada, Egypt, Mexico, Norway, Oman, Russia and other oil-exporting nations have attended many OPEC meeting as Observers. This arrangement serves as an informal mechanism for coordinating policies.

MARKET INFORMATION

As one area in which OPEC members have been able to cooperate productively, over the decades, the Organisation has significantly improved the quality and quantity of information available about the international oil market. This is specially helpful for a natural-resources industry whose smooth functioning requires months and years of careful planning.

In April 2001, OPEC collaborated with five other international organizations to improve the availability and reliability of oil data.

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Function and Responsibilities

The chief issue is the manner by which the world decides to deal with its limited oil assets. OPEC knows through both instinct and experience, that it doesn't work in a vacuum.

4. It has any desire to sell its oil then it should draw in purchasers. What's more, it doesn't draw in purchasers by frightening them away or being questionable.

As oil-delivering them away industrial nations, OPEC's Members are intensely reliant upon a consistent progression of pay from oil deal to assist them with fastening of pay economies on a management premise. It is to their greatest advantage to guarantee that the oil market acts in a steady and organized.

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They don't have anything to acquire from causing trouble. OPEC understands that its market adjustment measure are best when they get far and wide help from inside the business.

The limits among OPEC and non-OPEC markets and among markets and shippers ought not be permitted to kill OPEC's activities.

It is a course of relationship. Marketers need buyers and customers need makers.

In the middle between give the elements while gathering and workshops set out open doors for helpful discourse.

They all play a significant part to play.

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Association of the petroleum Exporting Countries [OPEC] is a long-lasting intergovernmental association of oil-producing non-industrial countries that directs the binds together the petrol the strategies of its member countries.

OPEC tries to guarantee the adjustment of oil costs in the work worldwide oil markets with the end goal of wiping out unsafe and superfluous changes due respect.

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BRICS

2023

SOUTH AFRICA

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Introduction to BRICS

BRICS is an acronym that refers to a group of five major emerging national economies: Brazil, Russia, India, China and South Africa. The BRICS nations are known for their significant influence on regional and global affairs, and they collaborate on various economic, political and strategic issues. Here's a brief introduction to each of the BRICS countries:

(i) Brazil:

Location: South America

Economy: Brazil has a diverse economy with strengths in agriculture, mining, manufacturing, and services.

Significance: Brazil is an influential player in Latin America and has been actively involved in international trade and environmental discussions.

(ii) Russia:

Location: Eurasia

Economy: Russia is known for its vast natural resources, particularly in energy, minerals and metals.

Significance: Russia holds a prominent geopolitical position and plays a crucial

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role in global energy markets.

(iii) India:

Location: South Asia

Economy: India has a diverse and rapidly growing economy, with strengths in information technology, services and manufacturing.

Significance: India is a major player in the information technology sector and is increasingly becoming a key player in global economic affairs.

(iv) China:

Location: East Asia

Economy: China has the world's second-largest economy and is a global manufacturing hub. It has made significant strides in technology, innovation and international trade.

Significance: China's economic growth has had a profound impact on global trade, and it plays a central role in shaping international economic policies.

(v) South Africa:

Location: Southern Africa

Economy: South Africa has a diverse economy with strengths in mining, agriculture and services.

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Significance: South Africa provides a connection between the BRICS nations and the African continent, bringing a regional perspective to the group.

The BRICS grouping aims to promote cooperation and consultation on issues of mutual interest, foster economic development and reform international institutions to better reflect the changing global balance of power. The member countries hold annual summits to discuss various topics including economic, development, political cooperation, and global governance. Additionally, they collaborate on initiatives such as the New Development Bank (NDB) and the Contingent Reserve Arrangement to enhance financial stability and support infrastructure projects.

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Brief history & establishment

The concept of BRICS emerged in the early 2000s as an informal group of major emerging economies seeking to promote dialogue and cooperation on various global issues.

The acronym "BRIC" was initially coined by economist Jim O'Neill in 2001, referring to Brazil, Russia, India, and China. South Africa joined the group later in 2010, leading to the adoption of the term "BRICS".

Here is a brief history and key milestones leading to the establishment of BRICS:

(a) Informal Cooperation (2000s):

- The idea of closer cooperation among major emerging economies gained traction in the early 2000s.
- In 2001, Jim O'Neill, an economist at Goldman Sachs, introduced the term "BRIC" to highlight the economic potential of Brazil, Russia, India and China in a research paper.

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(b) First BRIC Summit (2009):

- The first formal BRIC summit was held in Yekaterinburg, Russia in 2009.

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- The leaders of Brazil, Russia, India and China discussed common challenges and opportunities, emphasizing the need for greater global representation of emerging economies.

(c) Inclusion of South Africa (2010):

- At the BRIC summit held in Brasilia, Brazil, in 2010 South Africa was invited to join the group expanding it to BRICS.
- The inclusion of South Africa was seen as a way to enhance the group's representation in Africa and strengthen ties with the continent.

(d) Formal Establishment of BRICS (2011):

- The formal establishment of BRICS was marked by the first BRICS summit held in Sanya, China in 2011.
- The member countries declared their commitment to promoting cooperation on various fronts, including economic development, political consultation, and global governance.

(e) New Development Bank (2014):

- At the 6th BRICS summit in Fortaleza, Brazil in 2014 the member countries announced the establishment of the New Development Bank and The Contingent Reserve Arrangement.

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- The NDB aims to finance infrastructure and sustainable development projects while the CRA provides a financial safety net in times of crisis.

(f) Annual Summits :

- BRICS holds annual summits, with each member country taking turns to host the event.
- The summits provide a platform for leaders to discuss and coordinate on a range of issues including economic development, political cooperation and global governance.

Since its establishment BRICS has played a significant role in shaping discussions on global economic governance, advocating for a more inclusive and representative international order, and fostering cooperation among its member nations.

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Objectives & Principles

The BRICS grouping has several key objectives that guide its collaboration. These objectives include:

* Promoting Economic Development:

- Enhancing economic cooperation among member countries to promote sustainable development.
- Supporting initiatives that foster economic growth, reduce poverty and address social inequalities.

* Advancing Political Dialogue:

- Facilitating regular political consultations and dialogue among member nations on regional and global issues.
- Promoting diplomatic cooperation to address common challenges and promote shared interests.

* Reforming Global Governance:

- Advocating for reforms in international institutions, such as the United Nations, International Monetary Fund and World Bank, to better reflect the changing global economic landscape.
- Seeking a more equitable distribution of voting rights and decision-making powers in global institutions.

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- * Enhancing Cooperation on Security Issues:
 - Strengthening cooperation on security matters, including counter-terrorism efforts and regional stability.
 - Promoting dialogue on issues related to peace and security both regionally and globally.
- * Cultural and People-to-People Exchanges:
 - Encouraging cultural exchanges, educational cooperation and people-to-people interactions to foster mutual understanding.
 - Promoting tourism, academic collaboration and initiatives that enhance people-to-people ties among member nations.

Principles of BRICS

BRICS operates on certain guiding principles that underpin its collaboration and cooperation:

(i) Equality:

- All member countries are considered equal partners, regardless of the size of their economies or geopolitical influence.
- Decisions and initiatives are taken through consensus, emphasizing the principle of equality in the decision-making process.

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(i) Mutual Benefit:

- BRICS aims to pursue initiatives that bring mutual benefit to all member countries.
- Economic cooperation, trade agreements and joint projects are designed to contribute to the development and prosperity of each member nation.

(ii) Non-Interference in Domestic Affairs:

- BRICS respects the principle of non-interference in the internal affairs of member countries.
- Each nation's sovereignty and right to make independent decisions on domestic matters are acknowledged and respected.

(iv) Inclusivity:

- BRICS is open to engaging with other countries and international organizations that share common goals and values.
- The grouping aims to contribute to a more inclusive and multipolar world order.

(v) Cooperation on Global Issues:

- BRICS collaborates on addressing global challenges such as climate change, sustainable development and public health.
- Member countries seek joint solutions to issues that have far-reaching implications beyond their borders.

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Member States

The term "member state" typically refers to a sovereign state that is a member of a particular organization or alliance, such as the United Nations or European Union. In the context of the BRICS, the member states are the five countries that make up the BRICS grouping: Brazil, Russia, India, China and South Africa. Each of these countries is a member state of the BRICS organization, which was formed to represent the collective interests of these emerging economies on the global stage and to promote cooperation among them in various areas such as economics, political and development.

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BRICS



BRAZIL



RUSSIA



INDIA



CHINA



SOUTH AFRICA

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Economic & Political Characteristics

Economic Characteristics:

(i) Size and Growth:

BRICS countries represent a significant portion of the world's population and GDP. They are among the fastest-growing economies globally, with China and India being the largest contributors to this growth.

(ii) Resource Endowment:

Each BRICS nation possesses abundant natural resources, ranging from energy reserves to mineral wealth.

(iii) Trade and Investment:

BRICS countries engage in substantial intra-BRICS trade and investment, seeking to bolster economic ties among themselves. They also play pivotal roles in global trade and investment flows.

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(IV) Industrial Structure:

While China is predominantly a manufacturing powerhouse, other BRICS nations exhibit diverse industrial structures with Brazil being known for agriculture, Russia for energy and commodities and India for services.

(V) Infrastructure Development:

BRICS nations have invested heavily in infrastructure projects to support economic growth, including transportation, energy and telecommunications.

Political Characteristics:

(a) Geopolitical Influence:

BRICS countries collectively wield significant geopolitical influence, both regionally and globally. They often coordinate their positions on international issues through platforms like the United Nations and G 20.

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(b) Diverse Political Systems:

BRICS nations have different political systems, ranging from democratic to semi-authoritarian. This diversity can lead to varied approaches to governance and policy-making.

(c) Regional Dynamics:

Each BRICS member plays a leading role in its respective region, influencing regional politics and economics. For example, China's influence extends throughout East Asia, while Brazil is a key player in South America.

(d) Cooperation Initiatives:

BRICS nations collaborate on various fronts, including finance, development and security. Institutions like the New Development Bank aim to promote financial cooperation and fund infrastructure projects.

(e) Challenges and Tensions:

Despite cooperation efforts, BRICS nations face challenges such as economic disparities, trade imbalances, and occasional political tensions, which can impact their collective cohesion and effectiveness.

Overview of Summit & Meetings

BRICS summits and meetings serve as pivotal platforms for leaders and representatives of Brazil, Russia, India, China and South Africa to engage in dialogue, foster cooperation, and address shared challenges. Here's an overview of these gatherings:

(1) BRICS Summit:

- **Frequency:** Held annually, with each member state taking turns to host.
- **Purpose:** Provides a high-level platform for leaders to discuss strategic issues, review progress on existing initiatives and explore new areas of cooperation.
- **Agenda:** Covers a wide range of topics including economic collaboration, security concerns, global governance reforms and development cooperation.
- **Outcomes:** Typically results in joint declarations, action plans and agreements aimed at deepening cooperation and enhancing the collective influence of BRICS on the global stage.

2. Ministerial Meetings:

- Frequency: Held throughout the year in various sectors such as finance, foreign affairs, trade, health and education.
- Purpose: Allows ministers to delve into specific areas of cooperation, address challenges and advance policy coordination.
- Agenda: Tailored to the respective sector, focusing on issues like trade facilitation and investment promotion to health cooperation and cultural exchange.
- Outcomes: Lead to policy recommendations, joint initiatives and agreements to bolster collaboration in specific fields.

3. Working Group Meetings:

- Frequency: Convened regularly by specialized working groups comprising officials and experts from member states.
- Purpose: Facilitates in-depth discussions and technical cooperation on specific topics or initiatives.

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- **Agenda** : Tackles issues such as science and technology, agriculture, energy, education and cybersecurity.
- **Outcomes** : Result in joint research projects capacity building programs and policy frameworks to address shared challenges.

Outcomes and declaration :

— x — x — x —

(a) Joint Declaration :

BRICS summits result in joint declarations that outline the consensus reached by the member states on various issues.

These declarations cover a wide range of topics including :

- Economic cooperation and trade facilitation
- Political dialogue and diplomatic coordination
- Global governance reforms and multilateralism
- Security challenges and counterterrorism efforts
- Sustainable development goals and climate change mitigation
- Cultural exchanges and people-to-people ties

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(b) Action Plans and Initiatives:

BRICS summits often lead to the formulations of action plans and initiatives aimed at deepening cooperation and addressing shared challenges. These may include:

- Economic cooperation initiatives to promote trade investment and infrastructure development.
- Joint projects in sectors such as energy, agriculture, science and technology.
- Cultural exchange programs and academic collaborations.
- Capacity - building efforts enhance institutional cooperation and technical assistance.

(c) Agreements and Memoranda of Understanding (MoUs):

BRICS member states may sign bilateral or multilateral agreements and MoUs during summits and meetings to formalize specific areas of cooperation. These agreements can cover a wide range of fields including:

- Trade and investment promotion.
- Financial cooperation and currency swaps.
- Defense & security cooperation.
- Education & cultural exchange programs.
- Technological innovation and research collaboration.

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BRICS [Brazil, Russia, India, China and South Africa]

The BRIC [Brazil, Russia, India and China] idea was first conceived by economists of Goldman Sachs as part of an economic modeling exercise to forecast global economic trends over the next half century the acronym BRIC bb. The world needs Better Economics BRICS.

Expansion of BRIC into BRICS

BRIC foreign ministers at their meeting in New York on 21st September 2010 agree that South Africa may be invited to join BRIC. According to China as the host host of 3 BRICS Summit (and the 1 BRICS Summit on South Africa joined BRIC at this Summit invited South Africa President to attend the Summit in Song on 14 April 2011, with the concurrence of other BRIC leaders.

first Summit Yekaterinburg Russia, June 2001

Prime Minister Dr. Manmohan Singh attended the first BRIC Summit in Yekaterinburg on 16 ~~South Africa~~ South Africa the

Summit adopted Joint Statement of BRIC leaders and a Joint Statement on Global Food Security.

Second BRIC Summit, Brasilia April 2010

Brazil hosted the Second BRIC Summit in Brasilia on 15 April 2010. Prime Minister Dr. Manmohan Singh led the Indian delegation which included Minister of Commerce and Industry. A Joint Statement was issued after the Summit. A Memorandum of Cooperation was signed among BRIC Developed Bank (EXIM Bank from the Indian side). The first edition of the BRIC Statistical publication was also released.

Third BRIC (and first BRICS) Summit, Sanya, China, April 2011

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The Third BRICS Summit was held on 14 April 2011. Sanya Prime Minister Dr. Manmohan Singh led the Indian delegation to the Summit. The theme of the Summit was 'Broader vision and shared prosperity'. Sanya Declaration was issued at the summit.

Fourth BRICS Summit Delhi, 29 March 2012

The 4th BRICS Summit was held in New Delhi on 29 March 2012 under the broad rubric of BRICS Partnership of Global Stability, Security and Prosperity. The Delhi Declaration at the conclusion of the Summit was issued outlining shared positions of BRICS countries on global issues and giving a Roadmap for further cooperation among BRICS countries.

Fifth Summit - Durban South Africa 27 March 2013

The fifth BRICS Summit the last in the first cycle of summits, was hosted by South Africa on 27 March 2013 under the overarching theme BRICS and Africa Partnership for Development, Integration and Industrialisation. South Africa assumed the chair of BRICS from India at the Durban Summit. The Summit was preceded by a number of pre-Summit events meeting at Alice Thomas

Fourth BRICS Summit Delhi, 29 March 2012

The 4th BRICS Summit was held in New Delhi on 29 March 2012 under the broad rubric of BRICS

Partnership of Global Stability Security and prosperity the Delhi Declaration at the conclusion of the Summit was issued outlining shared positions of BRICS countries on global issues and giving a Roadmap for further cooperation among BRICS countries.

Fifth Summit - Durban South Africa 27 March 2013

The fifth BRICS Summit the last in the first cycle of Summits, was hosted by South Africa on 27 March 2013 under the overarching theme BRICS and Africa Partnership for Development Integration and Industrialisation South Africa assumed the chair of BRICS from India at the Durban Summit.

The Summit was preceded by a number of pre-Summit events including a meeting of BRICS Academic

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forum in Durban on 10-13 March

2013 BRICS financial forum on 25 March
2013 meeting of BRICS Trade ministers and BRICS Business forum both on 26 March 2013
A meeting of BRICS finance ministers though not a regular pre-Summit meeting was also hosted by South Africa on 26 March 2013.

A BRICS-Africa Dialogue forum was held in the afternoon of 27 March under the theme unlocking Africa potential BRICS and Africa Cooperation on Infrastructure which was attended by BRICS leaders and 14 African leaders including chairpersons of African Union and NEPAD another 3 African States represented at 8 African Regional Economic Communities.

An eThekweni Det Declaration including eThekweni Action Plan was issued at the Summit
BRICS Trade ministers also issued a Joint Communiqué
BRICS Det Development Banks signed two agreements at the Summit.

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SAARC

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South Asian Association for Regional Cooperation

The South Asian Association for Regional Cooperation (SAARC) is the regional inter-governmental organization and geopolitical union of states in South Asia. SAARC comprises 3% of the world's land area, 21% of the world's population and 5.21% of the global economy, as of 2021.

SAARC was founded in Shaka on 8 December 1985. Its secretariat is based in Kathmandu, Nepal. The organization promotes economic development and regional integration. It launched the South Asian Free Trade Area in 2006.

SAARC maintains permanent diplomatic relations at the United Nations as an observer and has developed links with multilateral entities, including the European Union. However, due to the geopolitical conflict between India and Pakistan and the situation in Afghanistan, the organization has been suspended for a long time and India currently cooperates with its eastern neighbors through BIMSTEC.

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Members and Observers

Economic data is sourced from the international monetary fund, current as of December 2013, and is given in US dollars. The member states are Afghanistan, Bangladesh, Bhutan, India, the Maldives, Nepal, Pakistan, and Sri Lanka.

SAARC was founded by seven states 1985. In 2005, Afghanistan began negotiating their accession to SAARC and formally applied for membership in the same year.

The issue of Afghanistan joining SAARC generated a great deal of debate in each member state, including concerns about the definition of South Asian identity. Because Afghanistan is considered a Central Asian country while it is neither accepted as a Middle Eastern country, nor as a Central Asian country, nor as part of the Indian subcontinent, other than being only in part of South Asia.

SAARC member states imposed a stipulation for Afghanistan to hold a general election. The non-partisan elections were held in late 2005. Despite initial reluctance and internal debates, Afghanistan joined SAARC as its eighth member state in April 2007.

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Despite the takeover of Afghanistan by the Taliban in 2021, Afghanistan is still a member of SAARC, despite calls for their suspension and none of the other SAARC members recognizing the Taliban government. The issue was further exasperated as it was Afghanistan's turn to select a secretary general for SAARC in 2023. All other members decided to skip Afghanistan and awarded the selection to Bangladesh, with Nepali foreign secretary, Bharat Raj Paudyal, stating that "when the term of the Bangladeshi secretary general ends, if the problems in Afghanistan are resolved the new secretary general will be from Afghanistan not from Bhutan."

Observer Countries

States with observer status include Australia, China, the European Union, Iran, Japan, Mauritius, Myanmar, South Korea and the United States.

China's 2007 application for observer status received strong support from Bangladesh, Sri Lanka, Maldives, Nepal, and Pakistan. Other South Asian members of SAARC agreed to support China's observer status, but were not as strongly in favour.

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Afghanistan



Bhutan



Maldives



Pakistan



Bangladesh



India



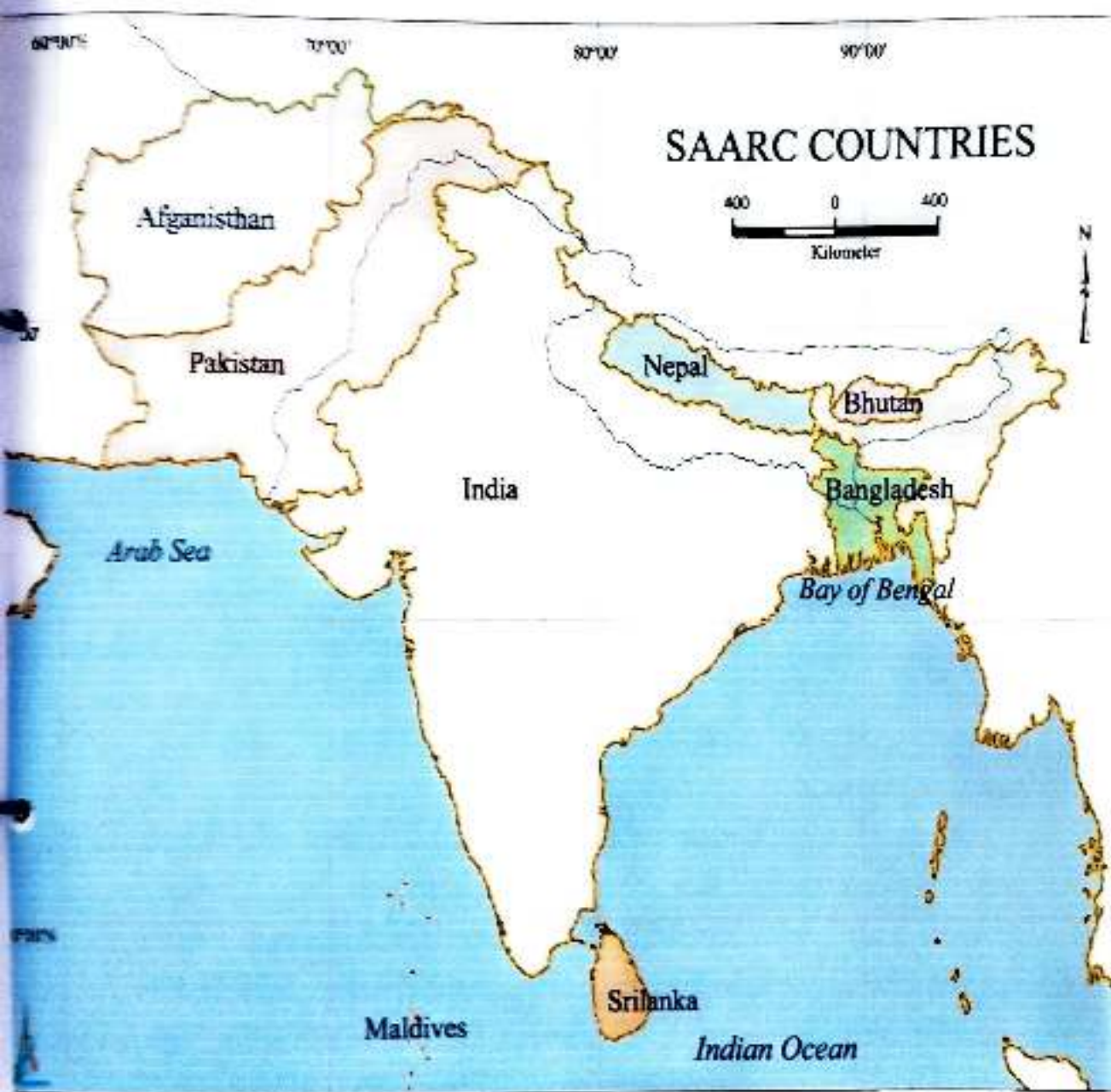
Nepal



Sri Lanka

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List of SAARC Summits

The information given is about the list of summits of the South Asian Association for Regional Cooperation. Although the SAARC Charter requires approximately every eighteenth months, member countries of SAARC include:

- 1) India
- 2) Bhutan
- 3) Sri Lanka
- 4) Maldives
- 5) Pakistan
- 6) Bangladesh
- 7) Nepal
- 8) Afghanistan

★ First Summit 1st Bangladesh ⇒ The first summit was held in Dhaka Bangladesh on 7-8 December 1985 and was attended by the government representative and president of Bangladesh, Maldives, Pakistan and Sri Lanka, the king of Bhutan and Nepal and the prime minister of India.

★ Second Summit 2nd India ⇒ The second summit was held in November 17-18 Bangalore, India in 1986. The heads of state or government welcomed the signing of the memorandum of understanding.

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Functions of SAARC

The Functions of SAARC, as defined in its Charter, are as follows:

1. To promote the welfare of the South Asian population by improving their quality of life.
2. It helps to boost economic growth, cultural development, and social progress and allows each and every individual to live their life with full dignity and potential.
3. To strengthen and promote the concept of self-sustenance among South Asian countries.
4. To help the member countries develop coordination and cooperation with other developing countries.

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Political issues

Lasting peace and prosperity in south asia has been elusive because of the various on-going conflicts in the region. Political dialogue is often conducted on the margins of SAARC meetings which have refrained from interfering in the internal matters of its member states. During the 12th and 13th SAARC summits, extreme emphasis was laid upon greater cooperation between SAARC members of fight terrorism.

The 13th SAARC summit scheduled to be held in Pakistan was called off as India, Bangladesh, Bhutan and Afghanistan decided to boycott it due to a terrorist attack on an army camp in W. It was the first time that four countries boycotted a SAARC summit, leading to its cancellation.

SAARC has generally been ineffective at achieving enhanced regionalism.

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Introduction :-

South Asian Association for Regional Cooperation (SAARC) was established on 8 December 1985 by seven countries namely Bangladesh, Bhutan, India, the Maldives, Nepal, Pakistan and Sri Lanka. In 2006 there are now eight members.

SAARC Mechanism / Institutional Structure

The Summit :-

The Summit consists of all the Heads of States / Governments from the SAARC member countries. It is the highest body of SAARC. The Summit is held every two years on a rotational basis in alphabetical order. So far there have been 18 Summit meetings of SAARC and the last one was held in Kathmandu from 26 to 27 November 2014. The dates of the Summits of SAARC already held are as follows.

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1. Summit - Dhaka (1985)

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2. Summit - Bangladesh (1986)
3. Summit - Kathmandu (1987)
4. Summit - Islamabad (1988)
5. Summit - Male (1990)
6. Summit - Colombo (1991)
7. Summit - Dhaka (1993)
8. Summit - New Delhi (1995)
9. Summit - Male (1997)
10. Summit - Colombo (1998)
11. Summit - Kathmandu (1999-2002)
12. Summit - Islamabad (2004)
13. Summit-Summit - Dhaka (2007)
14. Summit - Colombo (2008)
15. Summit - Thimphu (2011)
16. Summit - New Delhi (2012)
17. Summit - Male (2013)
18. Summit - Kathmandu (2014)
19. Summit - to be held in Pakistan

Council of Ministers.

The Council of Ministers Comprise the foreign of the SAARC Member States. It has the following functions.

- 1) formulation of the policies of the Association.
- 2) Review of the progress of cooperation

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under the Association.

- 3.) Decision on new areas of Cooperation
4. Establishment of additional mechanism under the Association is deemed necessary and
5. Decision on other matters of general interest to the Association.

The Council of Ministers meets twice a year up to there have been 37 Sessions of the Council of Ministers. The 37th Session of the Council of the Council of Ministers was held on 17 March 2016 in Pokhara, Nepal.

The Secretariat :

The SAARC Secretariat was established in 1987 from which came into operation from 1 January 1988. The role of the Secretariat is to coordinate and monitor the implementation of SAARC activities, service the meeting of the Association and serve as the channel of communication. The Secretariat is headed by a Secretary General Services Staff.

Vision of the future of SAARC

The South Asia Association for Regional Cooperation (SAARC) envisions a future where the countries of South Asia work together to promote peace, stability and prosperity in the region. Here's a glimpse into the vision for the future of SAARC.

- ① **Regional Integration and Cooperation:**
SAARC aims to deepen regional integration and cooperation among its member states, which include Afghanistan, Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan and Sri Lanka. This involves enhancing connectivity, trade facilitation and infrastructure development to foster economic growth and development in the region.
- ② **Poverty Alleviation and Inclusive Growth:**
SAARC is committed to addressing poverty, inequality and social exclusion by promoting inclusive and sustainable development policies. This includes initiatives to enhance access to education, healthcare and basic services, as well as social programs.

to empower marginalized communities and promote gender equality.

(3) Trade and Economic Integration:
SAARC seeks to promote trade liberalization and economic integration among its member states to unlock the region's economic potential. This involves reducing trade barriers, harmonizing regulations, and promoting investment flows to stimulate economic growth and create employment opportunities.

(4) Regional Stability and Security:
SAARC places importance on Regional stability and security to foster peace and prosperity in South Asia. This includes efforts to address conflicts, promote dialogue and reconciliation, and enhance cooperation in areas such as counterterrorism, border security and disaster management.

(5) Environmental Sustainability:
SAARC recognizes the importance of environmental sustainability and aims to promote green development practices and mitigate climate change impacts in the region. S. Alice Thomas

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⑥ Cultural Exchange and People-to-People Ties:

SAARC values cultural diversity and seeks to promote cultural exchange and people-to-people ties among its member states. This involves fostering cultural exchanges, promoting tourism and enhancing educational and cultural cooperation to promote mutual understanding and harmony.

⑦ Global Engagement and Partnerships:

SAARC aims to strengthen its engagement with the international community and forge partnerships with other regional organizations to address common challenges and achieve shared goals. This includes collaborating on issues of global concern such as climate change, sustainable development and peacekeeping.

Overall, the vision for the future of SAARC is one of collaboration, cooperation and shared prosperity where member states work together to address common challenges, promote inclusive development and build a peaceful and prosperous South Asia.

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St. Paul Institute of

Professional Studies, Indore



BBA/B. Com./B.A./B.Sc. III Year
(2023-24)

Project Report

Title of the Project

S.No.	Name of Students	Class	Roll Number
1	Jaha Anjana	BA III year	25
2	Bharti Priya Modi	BA III year	15
3	Renu Chohan	BA III year	38
4	Aashra Singh Jat	BA III year	03
5	Aashra Singhani	BA III year	04
6	Aayushi Jain	BA III year	05

Guided by: Prof. Rahat Ahmad

Authorized By:

Name of the Faculty

[Signature]
5/2/24

Principal

[Signature]

Designation Assistant Professor

Date

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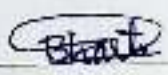

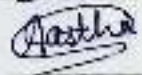
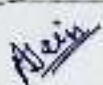

SPIPS, Indore

Stamp

[Signature]
13/2/24

DECLARATION BY STUDENTS

We hereby declare that the project work entitled "Project - Agro-farming" submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of **Guide Name (Designation)**, and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of Bachelor of (Management/Commerce/Science/Arts). The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Name of Students	Class	Roll Number	Signature (with Date)
Sahu Anjana	BA III year	25	
Bharti Priya Modi	BA III year	15	
Renu Chohan	BA III year	38	
Anthon Singh Jot	BA III year	03	
Aashra Singhai	BA III year	04	
Rayushi Jain	BA III year	05	

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Certification by Project Guide

This is to certify that Mr. / Ms. Isha ... Aranyana of
Class B.A. III year, Roll No. has carried out the
✓
Project / Internship Training under my guidance and supervision in partial
fulfillment of the degree, offered by the
Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in Village Khalkhala
(Title / name of the organization) from 21-1-2024 to 4-1-2024.

I wish him / her all the success in the future endeavors.

Signature: विजय

Name of the Guide: Vijay Singh

Designation: Village Khalkhala

मालती
सरपंच

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ग्राम पंचायत खलखला
ग्रामपंचायत सचिव, जि. इंदौर (म.प्र.)

Certification by the Organization on Company Letter Head

This is to certify that Mr./Ms. John Rajan

..... of **St. Paul Institute of Professional Studies, Indore**, has
successfully completed the Project / Internship Training from 21-1-2023
to 4-2-2024 in our organization.

His / Her work and behavior during this period was good. We wish
him/her a bright future.

Signature: [Signature]

Name of the Org: Village Khalkhala

Head/Delegate: Vijay Singh

Stamp:

So. Alice Thomas

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[Signature]



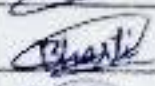
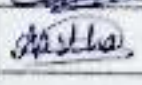

मुख्य

ग्राम विकास समिति

ग्राम विकास समिति, वि. खैर (म.प्र.)

Acknowledgements

I would like to express my gratitude to our college Principal St. Alice Thomas and my class teacher Mr. Rahat Ahmed for their time, guidance and motivation they have given me. I am thankful to Mr. Vijay Singh for giving us this opportunity to learn enhance and practice new skills.

Name of Student	Class	Roll No.	Sign with Date
Susha Puriya	BA III year	25	
Pragathi Jain	BA III year	05	
Prachi Priya Modi	BA III year	15	
Prachi Singh Jai	BA III year	03	
Manu Jaiswal	BA III year	58	
Prachi Singh	BA III year	04	

Place: Varanasi

Date: 3-7-23

St. Alice Thomas

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INDORE

सत्यमेव जयते

आज्ञा प्रमाणित सत्यमेव जयते
आचार्य प्रमाणित सत्यमेव जयते (वि. प्रमाणित)

Progress Report of Project

First Progress Report

(Handwritten in 500 Words)

1. Introduction of Project
2. Project Work Plan
3. Distribution of Work (Student Wise)
4. Introduction of the Organization/ Work Place(where work has been done)
5. Objectives of the Project along with its Relevance in Real Life

प्रतिष्ठा

सदस्य

ग्राम पंचायत सलखला
ग्राम पंचायत सावेर, जि. इंदौर (म.प्र.)

Sr. Alize Thomas

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Progress Report of Project

Second Progress Report

(Handwritten in 500 Words)

1. Work Flow
2. Field Work/Data Collection & Methods/Process of Data Collection
3. Literature Review
4. Individual work progress of each student as per work allotted

मिलिता

सहपंच

ग्राम पंचायत खलखला

ग्राम पंचायत सांगरे, जि. इंदौर (म.प्र.)

S. Alice Thomas

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**Progress Report of
Project Third Progress
Report (Handwritten in 500
Words)**

1. Individual work report by each student
2. Statistical Analysis of data
3. Methods of Analysis /Applied Technology, Result analysis along with its Comparison with Expected Results
4. Challenges faced in Field Work/ Project Work & along with Solutions.

मेलिना
सहपाठ
आम पंचायत स्कूलसला
आम पंचायत कॉलेज, जि. इंदौर (म.प्र.)

Sr. Alice Thomas
PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

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5.	What is organic farming.	41-45	5-2-24	
6.	Agriculture Practices.	46-51	5-2-24	

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 INCORE

सेंट पॉल इंस्टीट्यूट ऑफ प्रोफेशनल स्टडी इंडोर के कॉलेज के बच्चों ने एमीकनचर कार्मिंग पर प्रोजेक्ट बनाया है उन्होंने यह प्रोजेक्ट गांव के पास की एक गांव में जाकर बनाया है बच्चों ने बहुत अच्छे में कार्य किया है और खेती के बारे में जानकारी ली है। खेती कैसे होती है इसके लिए कितनी मेहनत लगती है कितनी सावधानी के साथ खेती करनी पड़ती है और खेती कैसे की जाती है।

बच्चों के नाम:-

ईश अंजना

आरती प्रिया मोदी

आमुषी जैन

आरुधा सिंधाई

रेणु चौहान

आरुधा सिंह जाट

इन बच्चों ने कृषि विषय पर अपना प्रोजेक्ट बनाया है।

सहपत्र हस्ताक्षर

मामिता

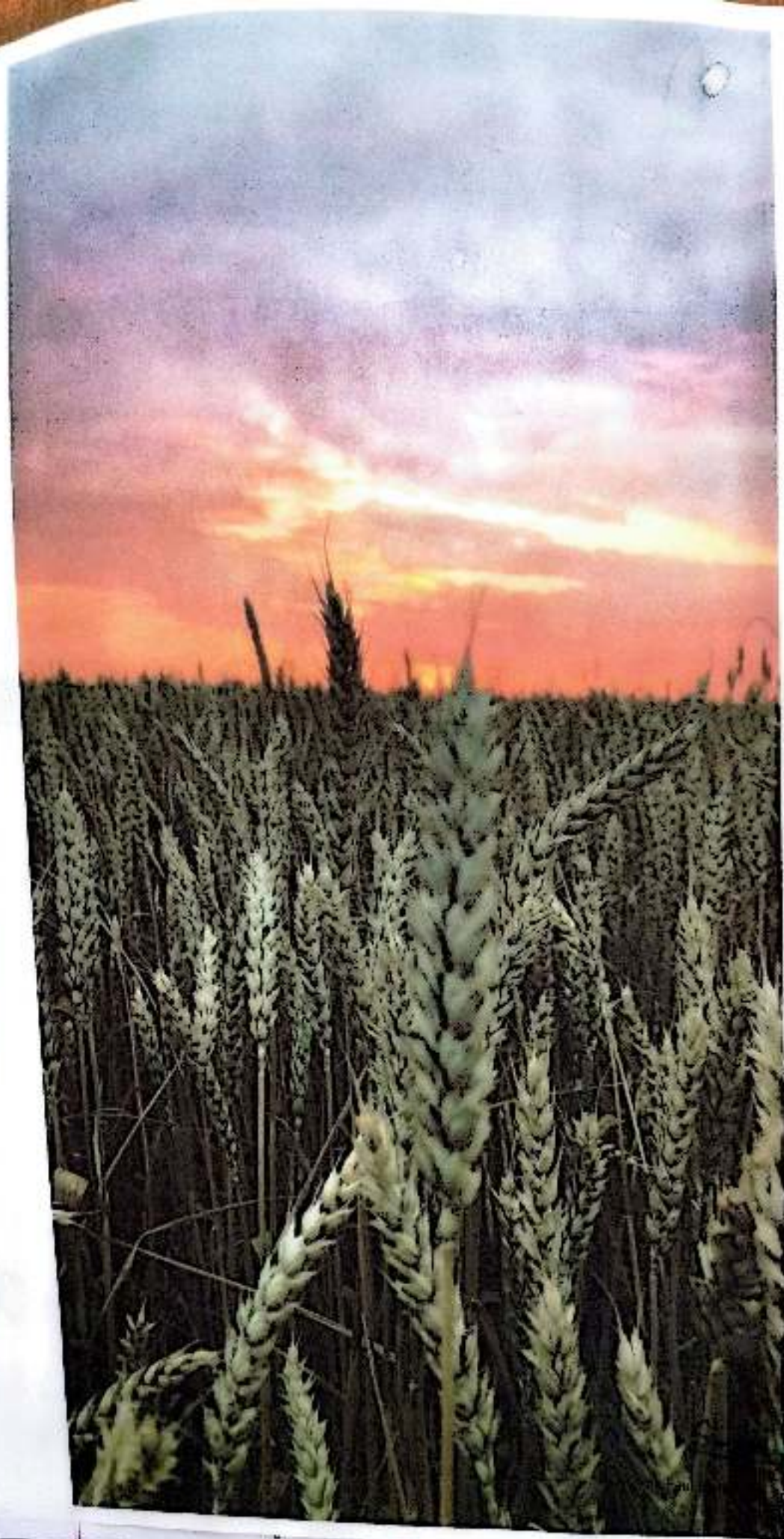
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What is **Farming**?

Farming is the act or process of working the grounds, planting seeds and growing edible plants.

You can also describe raising animals for milk or meat as farming. Farming is a great way to describe the lifestyle and work of people whose jobs are in the agriculture industry.

— AGRICULTURE —

Agriculture is the art and science of cultivating the soil, growing crops, and raising livestock.

It includes the preparation of plant and animal products for people to use and their distribution to markets.

Agriculture provides most of the world's food and fabrics. Cotton, wool, and leather are all agriculture products. Agriculture also provides wood for construction and paper products.

Four Types of Agriculture :— Pastoralism, shifting cultivation, subsistence farming, and ~~Intensive~~ **Nice** ~~farming~~ **farming**.



FARMER

A farmer is a person who owns and works on a farm. Some farmers raise a variety of food crops. While others keep dairy cows and sell their milk. Farmers work on some aspects of agriculture growing vegetables, grains, or fruit; or raising animals for milk, eggs or meat.

Agriculture farming in India is a century-old activity and is currently the highest contributor to the GDP of India. Agriculture remains the largest contributor to the country's GDP and farmers constitute 58% of India's population.

MODERN FARMING

Modern day farming method is also known as "industrial or conventional farming". It is a highly mechanized and technology-driven approach to agriculture. To maximize yield, it emphasizes large-scale monoculture, utilizing genetically modified crops, synthetic fertilizers and pesticides.

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effects on the environment. Some potential effects of traditional farming on the environment include:—

(i) Positive Impacts

Biodiversity, Local Adaptations, Soil Health, Water management, and Cultural Heritage.

(ii) Downsides

Deforestation, Soil Erosion, Chemical Use, Resource depletion, limited productivity.

* Modern - Day Farming Method -

1. Precision Farming
2. Aeroponics
3. Aquaponics
4. Hydroponics
5. Drones in Modern Farming
6. Monoculture
7. Tissue Culture
8. Vertical Farming
9. Controlled - Environment Agriculture (CEA)
10. Integrated Pest Management (IPM)

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Effects of Modern-day Farming Method on the environment:—

Modern methods of farming have significant effects on the environment.



Traditional Farming

Low rate of production

Minimum damage to the environment.

More farm labour and use of cattle

Use of compost and manure

Lower quality products

Modern Farming

Higher rate of production.

Less environment friendly.

Less farm labour and use of tractors.

Use chemical-based fertilizers and pesticides

Produces lower quality products

* Conservation Farming :-

1. Intercropping
2. Integrated Crop Animal Farming
3. Water Harvesting
4. Crop Rotation
5. Shifting Cultivation
6. Poly Culture
7. Agroforestry
8. Cover Cropping
9. Traditional Organic Composting
10. Mixed Cropping.

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Effects of Traditional Farming on the Environment -

Traditional farming practices have both po^+ & ne^-



their both positive and negative impacts :-

Positive Impacts :-

- Increased productivity
- Efficient resources use
- Reduced land conversion
- Technical innovation

Downsides :-

- soil degradation
- Chemical pollution
- Biodiversity loss
- Water pollution
- Greenhouse gas emissions
- Loss of agroecosystem services

* Which is better Conventional or Organic Farming?

Conventional Farming
Disadvantages

Organic Farming
Advantages

Food produced is not healthy

Healthy Food produced

Causes soil erosion
(Reduces fertility)

Doesn't Reduce soil fertility

Harms livestock

Does not harm livestock

Damages ecosystem

Does not damage ecosystem

High cost of inputs
Fertilizer / Pesticides

Cheaper inputs
saving in cost

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* Problems with using fertilizers in conventional farming -

Problems with fertilizers -

→ Fertilizers reduce natural nutrients in soil, so crops can't grow without fertilizers.

→ Fertilizers make soil acidic, crops can't grow in acidic soil.

* Difference between subsistence farming & commercial farming -

* Subsistence Farming :- (i) It is produced on small patches.

(ii) Farming depends on irrigation.

(iii) Primitive tools are used.

(iv) Production is low.

(v) No costly fertilizers are used.

(vi) Family members provide labour.

(vii) Only cereals and other food crops are grown.

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Crops

teachAoo.com

Kharif crops

Sown in Rainy Season

Months - June-Sep

Examples

- Rice
- Corn
- Soyabean
- Sugarcane
- Groundnut
- Cotton

Rabi crops

Sown in Winter Season

Months - Oct-Mar

Examples

- Wheat
- Oat
- Chickpea
- Mustard
- Almond
- Broccoli

+

Summer Crops

Some Fruits, Vegetables

grown in Summer

Months - March-June

Examples

- Cucumber
- Watermelon
- Bitter gourd (Karela)

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Agriculture :-

Learn the agriculture definition and study the history of agriculture, Explore the two type of agriculture :-

- * Industrialized agriculture
- * Subsistence agriculture

Table of contents

- 1) What is agriculture
- 2) History of agriculture
- 3) Industrialize agriculture
- 4) Subsistence agriculture.

Importance of agriculture

The importance of agriculture is that it allows humans to live in a permanent location without having to hunt and gather food. It has allowed civilization to come into existence and flourish and has made a great impact on economic growth for many countries. However, the corruption of agriculture has allowed pollution, pesticides, and genetically modified organisms to become introduced into the system and the situation is now difficult to control.

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types of agriculture :-

There are two types of agriculture discussed in the lesson. These include industrialized agriculture and subsistence agriculture. Industrialized agriculture is farming for the purpose of mass production and economic growth, while subsistence agriculture is farming to feed the family that works the farm.

What is Agriculture ?

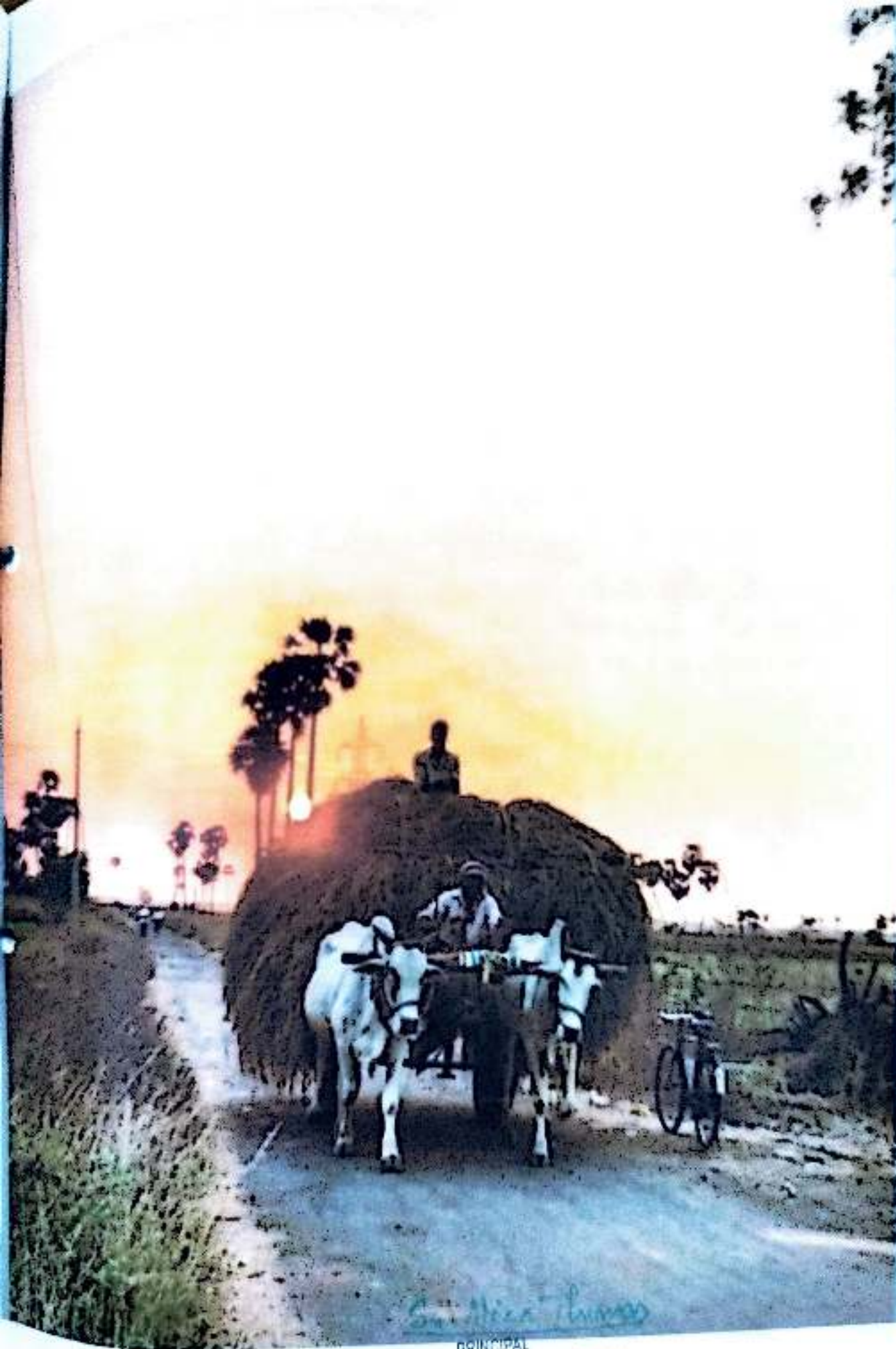
The word, "agriculture," comes from the Latin origin of the word, "agriculture." Separately, "agr" means "field," and "culture" means "growing" or "cultivation." According to Oxford Languages, agriculture is the science or practice of farming, or the growing (crops and raising livestock, with the purpose of human use and consumption. Scientist James M. Rubenstein in "An Introduction to Human Geography," as "the deliberate cultivation of plant and rearing animals to obtain sustenance or economic gain."

History of Agriculture :-

Agriculture first began around 12000 years ago and was considered a revolution in farming culture. Prior to its introduction, most food supplies were derived from hunting and gathering which required a nomadic lifestyle to follow herds and ~~St. Mize Thomas~~ St. Mize Thomas.

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natural wildlife. The paradise of agriculture, however, allowed for people to settle down in just one area and grow a supply of food that would be able to sustain them indefinitely. Because of this economic life began to flourish and population sizes began to increase exponentially.

Agriculture began with vegetative planting. This process involved cutting stems and roots of existing plants and replanting them in order to re-grow the same plants. As the practice continued and plants became better understood, seed agriculture became discovered. With the introduction of seeds farmers were able to save seeds and plant them on their farms selectively at desired times.

Industrialized Agriculture :-

Because the practice of agriculture has grown as an industry, its main trait has become mass production. In order to meet the demand with supply companies, now use large machines pesticide the chemical fertilizers in order to meet health and safety standards while maintaining production levels. Large scale production eliminates the use of small hand tools and efficiently creates more quantity of production, ultimately compensating quality for quantity. This type of farming utilizes many miles of land which are irrigated and ~~and~~ fertilized with chemical

pesticide and fertilizers. It has been the cause of deforestation and much water and land pollution, since the manure and pesticides that are scattered become washed down into natural water systems that ultimately lead into the ocean. Because of the rise in prophylactic antibiotic use for animals and livestock, despite them not being sick, there has been a rise in herd antibiotic resistance, which could become a larger problem in the near future.

* Subsistence Agriculture :-

Subsistence agriculture is how agriculture first began; It is essentially traditional agriculture it is farming in order to live off of the land or water as a sole consumer and laborer of the land/water. As opposed to industrialized agriculture, subsistence agriculture is found to be much more labor-intensive, since it does not utilize large corporate machines to produce massive amounts of crops and livestock. Also while industrialized agriculture encourages the production of a single type of crop, such as corn (creating a monoculture type of farming), subsistence agriculture is a polyculture type of farming. Monoculture farming offsets the natural balance of the soil with continued monoculture farming, crop yield for the amount of land used will also decrease. Since the health of the soil diminished since subsistence agriculture utilized a polyculture type of farming, it is able to produce the highest crop yields on small plots of land.

mass production and economic growth, while subsistence agriculture or traditional agriculture is farming to feed the family that works the farm. The former utilizes large machines for efficient production, while the latter utilized hand tools, requiring a more labour intensive approach.

* Types of Agriculture

Imagine a family farm on a small plot of land and a huge commercial farm that spans acres and acres of land. What do you think makes the two types of farms different? Although both of these farms are different, although both of these farms are designed to produce the amount of food they produce and who consumes the food produced.

Although for most of human history our species has survived by hunting and gathering food, around 10,000 years ago, our ancestors started producing their own food. Agriculture is the term used to describe the act of growing crops and raising livestock for human consumption and use.

Since the development of agriculture, many different types of production have been implemented, currently agriculture is divided into two different types, including industrialized agriculture and subsistence agriculture.



Let's explore and learn more about these two types of agriculture.

Industrialized Agriculture :-

Industrialized Agriculture is the type of agriculture where large quantities of crops and livestock are produced through industrialized techniques of the purpose of scale. The goal of industrialized agriculture is to increase crop yield, which is the amount of food produced for each unit of land. Crops and livestock made through this type of agriculture products to feed the masses and the product are sold worldwide.

Subsistence Agriculture :-

Although industrialized agriculture is necessary to feed the growing human population, there is another type of agriculture that is regularly practiced today. Subsistence agriculture is when a farmer lives on a small amount of land and produces enough food to feed his or her household and have a small cash crop. The goal of subsistence agriculture is to produce enough food to ensure the survival of the individual family. If there is excess food produced, it is sold locally to other families or individuals.

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kinds of Subsistence Agriculture :-

Although industrialized agriculture has replaced a large amount of subsistence agriculture, there are still many places in the world where subsistence agriculture is practiced. It is estimated that over one-third of people that live in Latin America, Asia and Africa rely on subsistence agriculture for their food supply. Currently, there are several kinds of subsistence agriculture that are still occurring. The most common type is intensive subsistence agriculture, which is often referred to as traditional subsistence agriculture.

This type of agriculture is practiced in India, China, Vietnam, Cambodia, Mexico and Peru.

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→ AGRICULTURE PRACTICE

Agriculture is the practice of cultivating crops and livestock. It is the backbone of India's economy as most of the economy of the country derives from agricultural practices. Agriculture practices came into existence as the modern man emerged after the early age of hunting and gathering. Food men started cultivating and growing crops for his livelihood. Growing food earlier not only became the source of income but also reduced the effort of hunting among our predecessors. Agriculture has grown since then and now it is the main source of income for farmers and the primary source of food for the people.

→ Agricultural practices in today's world not only include the growing and cultivating of crops. It also includes growing livestock, poultry farming, animal husbandry, apiculture, horticulture, floriculture, etc. All of these practices come under various agricultural branches. Now we look at a few methods that are employed in the field of agriculture. These methods enhance the production of crops. They are as mentioned.

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SOIL PREPARATION

Soil is the primary substance in traditional agricultural practice for the formation of tasty and healthy vegetables. It is a necessary procedure to make the earth better before planting crops and sowing seeds. Different methods are used to enhance the nutrients in the soil. The soil contains both living and nonliving organisms that are equally required for the growth and development of the crops. The existing components are the earthworms, microorganism like nitrogen fixing bacteria, decayed organic matter, and other organisms. The nonliving components are the minerals, nutrients, water that the roots absorb from the soil. Three procedures come under soil preparation. They are :-

→ PLOWING

Plowing is the process of loosening the ground. The process makes all of minerals of the earth to come up. The soil receives the proper amount of oxygenation. Traditionally, it was done by bulls or ox, but in recent times, tractors are used to plow the land.

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LEVELING:- It is the Process of making the ground surface even after plowing. This Process ensures that all of the crops are grown on an even surface.

MANURING:- It is the Supplementation of nutrients to the soil at the required intervals to enhance the growth and development of the plant.

→ SOWING

Sowing is the procedure of burying the healthy seeds that grow into the crops in the later stage. First, the farmer has to select the appropriate seeds to plant. Later, the seeds can be planted into the ground manually or with the aid of seed-drilling machines. It is done after the process of soil preparation. Proper seed selection and distribution are necessary for the adequate growth of the plants. In few plants like Paddy the seeds are first grown into seedlings in a smaller area and later transferred to the main field where the rice is grown. Farmers also store seeds for later use.

So. Nice Things

St. Paul Institute

of Professional Studies, Indore



B. A. I Year

(2023-24)

Internship Training Report

Undertaken At

MANOVRUDDHI KENDRA

Guided by:

Prof. Tapan Pandit

Assistant Professor

SPIPS, Indore

RTP
6/8/24

Authorized By:

Dr. Sr. Alice Thomas

Principal

Date:

Sr. Alice Thomas

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Stamp: St Paul Institute of Professional Studies
INDORE

AREA / SCOPE OF INTERNSHIP

An internship is a professional learning experience that offers meaningful, practical work related knowledge to a student's field of study or career interest. An internship gives a student the opportunity for career exploration and development, and to learn new skills. It offers the employer the opportunity to bring new ideas and energy into the workplace, develop talent and potentially build a pipeline for future full-time employees.

An internship not only provides us with a limited knowledge but instead, it unleashes us to the real, practical world.

An internship gives us a surreal exposure to the world where we can grab anything we want, be it knowledge, experience, exposure, practicality or the way to live life.

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Performa-G4

Feedback Form

Name of Trainee Student: Nishkat Fatema Noori Khan
College Name : St. Paul Institute of Professional Studies
Class : B. A. I year
Section and S.No. : _____

S.No.	Basis of Valuation	Grade (A/B/C)	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	A	
4.	Sincerity & Interest towards work	A	Sincere and hardworking
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade	A	Deserve A+

Date: 19/01/2024

Signature: G. Tendha Manovruddhi Kendra
4-A, Sch. No. 71-C

Place: Manovruddhi Kendra

Name of the Head: G. Tendha Kan Chhabra

Name of the Organisation: Manovruddhi Samiti

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Performa-G2

Information and Consent Of The Organization

1.Name and Registration of the Organization

Manoruddhi Kendra run by Manoruddhi Samiti/03/27/03/07519/06

2.Structure(Government/Semi Government/Private/other)

Non Government Organisation

3.Nature of work

Educational & Vocational training of Intellectually Disabled

4.Total No. of Collaborators in the Organization

5.Maximum No. of Students which you can guide

One day for each group.

6.Employment possibility after Training

Assistance and volunteering possibility.

7. Other important Information

Student's regularity is must.

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.

Anech 15/12/2023
Signature with date
Head of the organization

S. Alice Thomas
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INDORE

Acknowledgement

Firstly, I am very thankful to my supervisor, Ms. Gitendra Kaur Chibala Ma'am for providing me with this opportunity. This internship has helped me enhance my professional skills and knowledge.

I started this internship as a complete beginner and at that time the team members really helped me. I am thankful to each and everyone from Manovruddhi Kendra team for their kind support and for always guiding me through the journey.

I also want to thank my college, St. Paul Institute of Professional Studies for giving me this amazing opportunity to take this internship. Special thanks to our professor, Mr. Jagan Pandit who supported and encouraged us throughout the work on this internship.

Now, I am ready with academic and practical learnings to shape my career for the future.

Place: Manovruddhi Kendra

Date: 31 Jan 24

Sign. of the Student: 

Name: Mishkat Fatema Noori Khan

Class: B.A. I year

Roll No: 34

S. Alice Thomas

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MANOVRUDDHI SAMITI

4-A, Sch. No. 71, C, Near Foothi Kothi Circle, INDORE Ph.: 0731-2381661
email : manovruddhikendra@gmail.com | Mob.: 98269-41815

This is to certify that Mr./Ms. Nishkat Fatema Noori Khan
of **St. Paul Institute of Professional Studies, Indore**, has successfully
completed the Internship Training from 16/12/2023 to 02/01/2024
in our organisation.

His / Her work and behaviour during this period was good. We wish
him/her a bright future.

Signature: Gitench

Name of the Org: Manovruddhi Samiti

Head/Delegate: Gitench Kan Chhabra

Stamp:

Manovruddhi Kendra
4-A, Sch. No. 71-C

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Certification by Internship Guide

This is to certify that Mr./Ms. Nishant Jyoti Nairi Khan of **B.A.**
I Year, _____ has carried out the Internship Training under my guidance
and supervision in partial fulfilment of the degree Bachelor of arts, offered
by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in Manowruddhi Kendra from
16 /12 / 2023 to 2 /01 / 2024.

I wish him / her all the success in the future endeavours.

Signature:

[Handwritten Signature]
23/01/24

Name of the Guide: Prof. Tapan Pandit

Designation: Assistant Professor

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Declaration by the Student

I hereby declare that the *Internship Training Report* submitted to *St. Paul Institute of Professional Studies, Indore*, is a record of an original work done by me under the guidance of *Prof. Tapan Pandit (Assistant Professor)*, and this report is submitted in the partial fulfillment of the requirement for the award of the degree of *Bachelor of Arts*. The analysis/results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: *Manoruddhi Kendra*

Date: *31 Jan 24*

Signature: *[Signature]*

Name: *Mishkat Fatima Noori Khan*

Class: *B.A. I year*

Roll No: *34*

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Overall, Manoruddhi Kendra Indore is a trusted and reliable resource for individuals seeking support for the mental health needs. Their commitment to improving the well-being of their clients sets them apart as a valuable asset to the community.

★ Services Provided

- ~ Student's assessment
- ~ Self-Help skills
- ~ Special education
- ~ Parental Counselling
- ~ Speech Therapy
- ~ Occupational Therapy

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So Alice Thomas

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The individuals who could perform daily life activities were also helping us to bring & distribute the food.

We also played with the children if it was so fun to watch them playing, running, enjoying etc.

According to me, they all were not same but they acted in the same way with each other.

While questioning to the teachers about the children, as we wanted to know that why some of them were repeating their sentences, why some children looked alike, why some of them were so quite and some very active, why some of them looked completely normal and why some of the children were not able to do anything,

so the teachers explained us that the students in the centre had various mental disabilities or disorders. Some children were hyperactive also and some did not had proper speech and vision.

Overall, it was a day filled with fun, happiness and adventure. And it was also a day to remind myself that how lucky and grateful I am.

S. Nileshwar

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Later, in the case group, I also came to know about a boy who looked so much normal, but he was a case of epilepsy. I encountered seizures of fits, due to which he acted arrogantly sometimes and was hyperactive most of the time.

One of the major thing I noticed about these individuals is that, they need attention.

They want people's attention towards themselves and they also want others to care for them and to love them. As it is just basic human tendency to crave for love and care but we can hide this craving and control our behaviour, but they are not able to do the same.

These children are also very sensitive and sometimes it becomes very hard to handle them.

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These students have poor memory due to which they mostly forget about the new topics or question on any subject explained to them. But some of the things they still remember.

These children can even fight or they can sometimes even beat other children too when they get angry.

They sometimes even fight and become aggressive too, and it becomes very difficult for the teachers to control them, so the teachers also have to be a little harsh sometimes.

As the days passed, I went in the pre-vocational class also,

here the specially-abled children can perform various activities, and their motor skills are also fine.

They can do different actions, can carry out daily life activities, some of them who are not suffering from Cerebral Palsy (CP) can also walk properly, they can exercise and can also play efficiently.

They are able to understand everything we say and can even speak and talk. These children also listen to our instructions carefully.

But on the other hand, sometimes they can be moody also and should be handled with care.

Students in this group can write & read, solve puzzles, which increases their concentration. And through these games and puzzles they get better at their skills and learn to focus as well.

They can also remember the dates, days and month along with their spellings. They also recite poems in the class and they also know about animals, movies, food, birthdays etc. They can also help in vocational work.

S. Niveetha These children are very chill and energetic. They are happy souls.



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All the students in Mamavruddhi Kendra had a yoga or exercise session everyday for 1 year, which kept them active.

I also went in the vocational group where the students were having mild-moderate retardation.

These students were above 20 years of age, and can also perform various vocational tasks like diya decoration, bag making, bag decoration and necklace making as well.

These individuals can easily perform daily life activities without much difficulty. These students were academically poor and can study only till the level of 1st and 2nd standard. These children are easy to control as they are mild or moderate cases and listen to the instructions carefully.

Some of them had poor speech, but most of them had moderate to good speech.

I also got to know about a girl who was very much interested in studies, who loved to read, to solve mathematical questions, to write and to explore more in the field of education.

S. Alice Thomas

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Sr. Alice Thomas

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On the next days, I first show the class of care group on the class of severe retarded cases. My other friends were in different classes which handled the mild & moderate group children.

At first, when I went to each & every one of them and greeted them, some of them were a little while some greeted me with great enthusiasm and energy and were so happy to shake their hands with me.

Care group contained children with severe or profound retardation who had been suffering from various disorders or syndromes. For example, Attention Deficit Hyperactivity Disorder (ADHD), Down Syndrome, Autism, Epilepsy.

Some of the children in this group were able to solve easy puzzles, recite alphabets, some can also recite poems and learn one-word question and answers also. Some of them also had general knowledge like information about the Prime Minister of India, their favourite songs & many more.

I also observed that most of the children were able to understand what we were saying, but they were unable to reply or react properly.

Some children in care group had poor to no vision while some had poor to no speech.

There were also some children who had poor speech but still they were able to perform various activities.



As it was the first day of our life's first internship, we were so excited about what's going to happen and how are we going to make this internship a very knowledging and memorable one too.

Actually, it was my 2nd experience with the specially abled children. First time was when our school invited them on children's day.

To be honest, I feel so grateful everyday. But on that day, specially after watching those children, I neither felt lucky nor luckier but THE LUCKIEST!

Those children inspired me as how we should focus not on the deficits or shortfalls rather we should focus on, how to live our life in our own way.

The ^{day} when our internship started was the picnic or trip day of the students. We went to a farmhouse where we got to know a little bit about the students and a little rapport was also built between the children and us.

On that day I also noticed one more thing, that how those children were so caring towards each other. Some of them were older who were feeding the younger ones and even the ones who were on the wheel chair, they were also helping them to move.

S. Alice Thomas



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Importance Of Details of the Work Done

Our internship was from 16th December, 2023 to 2nd January 2024. It was the first internship of my life. The centre or school had 6 classes where 4 of the classes undertook the differently retarded students. Each class contained students which had different ranges of intellectually disabled children. And the other two classes worked on giving Speech Therapy & Occupational Therapy.

Each and every moment spent with those children was memorable, lively and obviously unforgettable. We not only gained knowledge and experience but also a way to live happily along with being grateful with whatever we have in our life.

S. Alize Thomas

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Details of the Organisation

Manoruddhi Kendra is an organisation under Manoruddhi Samiti which is a society of 11 members. The organisation started in 2005 and was registered in 2006.

It is a Non-Government Organisation (NGO) and a Non-Profit Organisation (NPO) certified under 12 A certification.

Manoruddhi Kendra is an educational and care centre for the intellectually disabled.

The organisation is committed to providing quality care and support to individuals struggling with various mental health issues at a very affordable price. The team at Manoruddhi Kendra Indore is comprised of experienced and dedicated mental health professionals who are passionate about making a positive impact in the lives of intellectually disabled individuals.

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In Manoruddhi Kendra, we got to know more about Intellectual Disability, and how much importance it carries in the life of a child as well as his/her loved ones and how it can affect them both.

We also learnt to deal with intellectually disabled children along with the way by which we can help them grow and face the hardships, instead of feeling hopeless and helpless.

This internship also taught us the importance of love, care and attention in one's life and how it can change a person's life.

We even got more knowledge and skills in the field of psychology.

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As we know that these intellectually disabled children or individuals face many difficulties in everyday life. Some of them face problems in each and every activity they perform.

So, to help them in performing these activities efficiently, to carry out daily life activities easily, Manovruddhi Kendra provides speech therapy as well as occupational therapy.

They have therapy sessions for 40-45 minutes for each child.

Speech therapy helps the child to improve the speech by trying various therapies, exercises and massages.

Teachers ask the child to do exercise like air blowing, candle blowing, to strengthen muscles which are weak, mostly of throat. They try to make the proper tongue movement by the children and also ask the student to pronounce different words.

Occupational Therapy works to utilize the energy of a child's body.

It provides, with some physical exercises which can increase a child's balance, concentration, sensation, activeness, movement, sense of taste, smell etc. Therefore, OT is also considered as one of the most important pillar of Clinical Psychology.

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Methods

- * Spread awareness about intellectual disability by educating their parents and other people in the society or community.
- * Advocating for change within systems that impact the lives of those with intellectual disability or other disorders.
- * Developing awareness and sensitivity towards people who suffer from various syndromes or disorders or retardation.
- * Learning to sympathise with the intellectually disabled individuals and trying to provide the special education and training, they need for carrying out daily life activities.
- * Gaining practical experience through direct practice by observing professional, trained & experienced facilitators.

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Objectives

- * To gain knowledge about intellectual disability and also how it tells us to deal with intellectually disabled people or the individuals having disorder like Autism, hyperactivity or even down syndrome.
- * Manoruddhi Kendra was a location which gave us a practical space to acquire practical knowledge and understanding of the life of specially-abled individuals.
- * In Manoruddhi Kendra we also understood the importance of observation, as we discovered many new things while observing the children and the teachers.
- * Manoruddhi Kendra creates a safe & non-judgemental environment, where we students, can learn freely without any force or judgements.
- * Manoruddhi Kendra along with all its members and staff is aimed at transforming the society by shaping the lives of the specially abled children, and also helping & providing a great opportunity and platform to young students like us who are beginners and seek experienced, calm and co-operative trainers to train us.

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Intended Outcome

As I always wanted to pursue my career in psychology, so, I grabbed the opportunity of doing an internship in psychology.

And moreover, this internship provided us with the knowledge about the specially abled children which is a vast discipline in itself.

- * By doing an internship in Manoruddhi Kendra, I wanted to gain a deeper understanding of the unique needs and challenges faced by this population.
- * The internship intended to develop effective strategies for providing support & intervention and to enhance our skills and gain knowledge and experience in assessment, treatment planning and therapeutic techniques tailored to individuals with intellectual disabilities.
- * Even I also wanted to sympathise as well as empathise and understand the deficits of these individuals, I also wanted to know more about the way these individuals carry out their daily life activities.

Sr. Aize Thomas



S. Alina Thomas

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I intended to find the therapies or counselling which can help these children to improve the quality of life and well-being of intellectually disabled individuals through competent and compassionate care.

S. Alize Thomas

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Achieved Outcome

In my internship, I encountered one of the most beautiful experience and moments of my life.

I learnt countless new things, which gratified my knowledge and experience as well. Also, there were a lot and lots of things about which I was not aware of and it came into my knowledge after this great internship.

During this internship, we learnt various interventions, activities and therapies which are successful in helping these individuals develop important life skills, increase their independence and enhance their social interactions.

Through this internship, I understood the importance of communication, care, hard work and being grateful.

During this internship, I also learnt how important yoga & exercise are for our heart and minds and also what difference it can bring in the lives of these specially abled children also.

I also learnt to sympathise and sometimes to empathise as well and also understood the problems faced by them in carrying out their daily life activities.

Sr. Alice Thomas

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<u>51</u>	<u>62</u>	<u>71</u>	<u>81</u>	<u>91</u>
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<u>53</u>	<u>63</u>	<u>73</u>	<u>83</u>	<u>93</u>
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<u>59</u>	<u>69</u>	<u>79</u>	<u>89</u>	<u>99</u>
<u>60</u>	<u>70</u>	<u>80</u>	<u>90</u>	<u>100</u>

So. Nize Thomas

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To overall, above all,

my internship experience was a type of experience which not only gave knowledge which was ordinary, but the knowledge and experience it gave me, it reached and touched my soul.

This internship taught me ~~to~~ love myself the way I am, to accept myself the same way I am.

And above all, being GRATEFUL!

S. Alice Thomas

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As I have also mentioned about the daily yoga and exercise sessions in the centre, I got to learn by our yoga trainer that these children need time to learn. They require patience to learn anything.

Our sir explained that when we try to teach them something new, they will not be able to follow our instructions and we should not force them in the starting only.

Firstly, we have to leave them and then later, we have to cope up with their learning capabilities.

As we know, that every child is different so likewise, every child has different behaviours or different learning capabilities, like some need more pampering, some are slow learners, some are virtually impulsive or some are over-reactive, so you have to push them sometimes.

So, he taught us that, we should plan before we are going to execute and even if the child is unable to express, we should know how to understand them through their body language.

S. N. Sharma

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Dr. Alice Thomas

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In the primary group, the children were a little shy, they also had poor speech. Some of them had a little clearer speech by which we can understand what they are trying to say.

Children in this group can write, perform activities, but even if they know how to write, they still copy if write because most of them are intellectually disabled and forget easily due to poor memory, so they copy if write.

When I was in the Primary Group, one day during the lunch time, a little girl from primary group suddenly came to us, took our books or diaries from our hands and started taking sounds along with singing "Ring-a-ring-a-Rosies".

This was the thing which I admired the most for the whole day. These children carry love within themselves and ultimately love everyone.

It shows how loving and caring these children are and they spread love and happiness.

S. Alice Thomas

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Increase in Knowledge and Skills

- * After completing an internship working with intellectually disabled individuals and those with different disorders, I have seen a significant increase in my knowledge and skills in several key areas.
- * Firstly, I have gained a deeper understanding of the various types of intellectual disabilities and disorders that can affect individuals.
I have also learnt about the specific challenges and barriers that these individuals may face in their daily lives, as well as the best practices for supporting them in achieving their goals and living fulfilling lives.
- * Additionally, my communication skills have improved significantly through my interactions with intellectually disabled individuals. I have learnt how to efficiently communicate with individuals who may have difficulty expressing themselves verbally, as well as how to adapt my communication style to meet their needs.

So-Alice Thomas

Furthermore, my empathy and patience have grown as a result of working with intellectually disabled individuals. I have developed a greater appreciation for the unique strengths and abilities that each individual possesses, and I am more committed to advocating for their rights and promoting inclusivity in all aspects of society.

Overall, my internship experience has been incredibly valuable in helping me develop the knowledge and skills needed to support specially-abled children or individuals effectively.

I am very grateful for the opportunity to learn from these individuals and contribute to their well-being in a meaningful way.

Sr. Alize Thomas

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One more thing, which inspired me on a great extent was the patience of the teachers or the staff members. how patiently and calmly they have to deal with them.

They have to give 100% of their energy and still they have to stay calm & composed. I literally admire all the staff members there.

Teachers literally get exhausted at the end of the day, but still they wear a beautiful smile on their faces.

No matter how tired and exhausted they feel, they still looked at us and smiled. And even though they were older than us, they still looked less tired.

The biggest thing which I learnt during this internship is that I realised that how much patience does this field require.

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Application of Internship Work in Real Life

We can learn how to apply the knowledge we have acquired during an internship to our future workplaces.

In addition to this, it is an excellent learning curve for young graduates & students while meeting new people and making connections in the professional world.

During my internship, I gained valuable experience working with intellectually disabled individuals and individuals with other disorders like autism, hyperactivity and many more.

I can also use my internship experience to educate others about the unique needs and abilities of individuals with intellectual disabilities, down syndrome and hyperactivity. This could involve giving presentations at schools or community events, writing articles or posts on the topic etc.

As an intern, it is very crucial for us to be observant, as well as to be empathetic towards other individuals. Being empathetic, makes us feel lucky as well as it also builds a trustful relation between the children and us.

Even if the internship has ended but I would still stay informed about the best practices in supporting individuals with disabilities.

or I would consider pursuing further education or training in special education, psychology or related fields to deepen my understanding of these populations.

Overall, applying my internship work in real life involves using my knowledge and experiences to make a positive impact on the lives of individuals with disabilities and advocating for greater inclusion and support within society.

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Conclusion & Planning for future

CONCLUSION :-

Intellectual Disability should never ever be considered as a bane in someone's life, and instead of focusing on the shortfalls, we should focus on the hope, that carries out our lives.

Just because these children walk on a different path, it simply doesn't mean that they can't walk along with us.

Instead, we have also seen some of these children who had excelled more than us in various fields. We even have the example of the child from Manoriddhi Kendra, who was selected in National Level Marathon of specially abled children.

So, we should always remember that there is no limit of opportunities for those who seek them.

S. Alice Thomas
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FUTURE PLANNING :-

In my future, I would like to pursue psychology and built up a career in psychology only.

As, psychology not only helps us to understand the feeling, emotions and behaviours of others, but it also helps us in understanding our own self in a better way.

It also teaches us to accept ourselves the way we are.

And this same thing, I have learnt from this internship, that is to ACCEPT OURSELVES.

Sr. Alice Thomas

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B. Com (Hons) II 'A' Year
(2023-24)

Project Report

RS BIOPLASTICS INDUSTRY

S.No.	Name of Students	Class	Roll Number
1	Yawar Khan	B.Com II Year 'A'	52
2	Umar Zaid	B.Com II Year 'A'	47
3	Helena Kindo	B.Com II Year 'A'	21
4	Vaishnavi Chandel	B.Com II Year 'A'	49
5	Nikita Yadav	B.Com II Year 'A'	39
6	Mahek Hinduja	B.Com II Year 'A'	34

Guided by:

Prof. Mathew M Joseph
Assistant Professor
SPIPS, Indore

Authorized By:

Principal : Dr. Sr. Alice Thomas

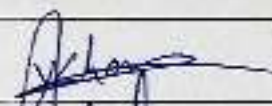


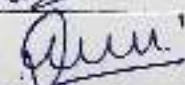
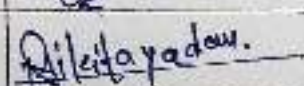
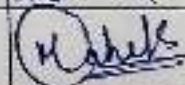
Date

Stamp

St. Paul Institute of Professional Studies
INDORE

DECLARATION BY STUDENTS

We hereby declare that the project work entitled "RS BIOPLASTICS INDUSTRY" submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of Prof. Mathew M Joseph (Assistant Professor), and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of Bachelor of Commerce. The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Name of Students	Class	Roll Number	Signature (with Date)
Yawar Khan	B.Com II Year 'A'	52	
Umar Zaid	B.Com II Year 'A'	47	
Helena Kindo	B.Com II Year 'A'	21	
Vaishnavi Chandel	B.Com II Year 'A'	49	
Nikita Yadav	B.Com II Year 'A'	39	
Mahek Hinduja	B.Com II Year 'A'	34	

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Certification by Project Guide

This is to certify that **Mr. Yawar Khan, Mr. Umar Zaid, Miss. Helena Kindo, Miss Vaishnavi Chandel, Miss Nikita Yadav, Miss Mahek Hinduja** of Class **B.Com II Year 'A'** Roll No. has carried out the Project / Internship Training under my guidance and supervision in partial fulfillment of the degree **B.Com**, offered by the **Devi Ahilya Vishwavidyalaya, Indore (MP)**.

The above work is done in **RS BIOPLASTICS INDUSTRY** from **03 JAN 2024 to 18 JAN 2024**

I wish him / her all the success in the future endeavors.

Signature:

Name of the Guide: **Prof. Mathew M Joseph**

Designation: **Assistant Professor**

Sr. Alice Thomas


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Certification by the RS BioPlastic Industry on Company Letter Head

This is to certify that Mr. Yawar Khan, Mr. Umar Zaid, Miss Helena Kindo, Miss Vaishnavi Chandel, Miss Nikita Yadav, Miss Mahek Hinduja of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project work from 3 Jan 2024 to 18 Jan 2024 in our organization.

His / Her work and behavior during this period was good. We wish him/her a bright future.

Signature: 

Name of the Org: RS. BioPlastic Ind

Head/Delegate:



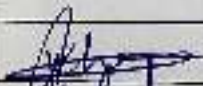
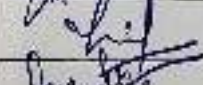

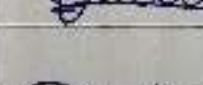
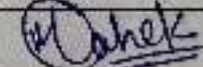
Sr. Aize Thomas

PRINCIPAL

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INDORE

Acknowledgements

I/We hereby declare that the project work entitled "RS BIOPLASTIC INDUSTRY". Submitted to St. Paul institute of Professional Studies, Indore. is a record of an original work done by us under the guidance of Prof. Mathew M Joseph (Assistant Professor), and this project work is submitted in the partial fulfillment of the requirement.

Name of Student	Class	Roll No.	Sign with Date
Yawar Khan	B.Com II Year 'A'	52	
Umar Zaid	B.Com II Year 'A'	47	
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Vaishnavi Chandel	B.Com II Year 'A'	49	
Nikita Yadav	B.Com II Year 'A'	39	
Mahek Hinduja	B.Com II Year 'A'	34	

Place:

Date:

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S. Alice Thomas

RS

Bioplastic

Industry

Dr. Nisha Thakur

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INDORE

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Introduction Of RS Bioplastics Industry

Biodegradable Plastics as per rule 3 (A) of BWM Rules is Plastics, other than Compostable Plastics, which undergoes degradation by biological processes under ambient environment (terrestrial or in water) conditions, with out leaving any micro plastics, or visible or distinguishable or toxic residue, which has adverse environment impacts, adhering to laid down Standards of Bureau of Indian Standards and certified by the Central Pollution Control Board".

As per the Rule 4(h) (conditions) of BWM Rules 2016, the manufacturers or sellers of biodegradable plastic carry bags or commodities or both have to obtain certificate from the Central Pollution Control Board before marketing or selling biodegradable plastic carry bags or commodities or both.

S. H. Chavhan

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2

The protocol for biodegradable plastic material as per the fifth Amendment to Rule 10 of PWM Rules dated July 06, 2022 (Annexure I) is as given below:

(1) Determination of the degree of degradability and degree of disintegration of plastic material shall be as per the protocols of the Indian Standards listed in Schedule 1.

(2) The biodegradable plastics shall conform to the standard notified by the Bureau of Indian Standards and certified by the Central Pollution Control Board.

(3) Until a standard referred to in Sub-rule (3) is notified by the Bureau of Indian Standards, biodegradable plastic shall conform to Tentative Indian Standard IS 17899 T: 2022 as notified by the Bureau of Indian Standards.

(Annexure II).

(4) As a transitory measure, provisional Certificate for biodegradable plastic, shall be issued by the Central Pollution Control Board in cases, where as in form as per the report is submitted.

Project Work Plan

we have visited the bioplastics industry during the particular time period. from the starting, we have made the group of four members as per the guideline. Then we have discussed about the project with group members. And some of our group member also visited the organization for the information and taking the official seal and signature by head manager.

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Distribution Of Work

1. YAWAR - visit the organization for official work and to get information about the organization.
Prepare P1 {with all sub points}.
2. UMAR - visit the organization for official work and to get information about the organization work flow, field work and literature review {Sub points of P2}.
3. Helena and vaishnavi - visit the organization for official work and to get information about the organization.
P3 {with all sub points}.
4. Mathek and nikita - visit the organization for official work and to get information about the organization.

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Introduction of the RS Bioplastic Industry / Work Place

Bioplastics represent a revolutionary stride in the realm of sustainable materials, addressing the environmental concerns associated with traditional plastics. Derived from renewable biomass sources such as corn starch, sugarcane, or algae, bioplastics offer a promising alternative to petroleum-based counterparts. These eco-friendly polymers can be synthesized through various processes, including fermentation and chemical reactions.

One of the key advantages of bioplastics lies in their reduced carbon footprint during production, as they often require less energy and emit fewer greenhouse gases. Moreover, their biodegradable nature distinguishes them from conventional plastics, easing the burden on landfills and oceans. Bioplastics exhibit versatile applications, ranging from packaging materials and disposable cutlery to automotive components and medical devices.

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Date _____
Page _____

Despite these benefits, challenges persist, such as cost-effectiveness and scalability of production. Ongoing research focuses on enhancing the performance and durability of bioplastics, ensuring they meet stringent industrial standards. As global efforts intensify to combat plastic pollution, bioplastics emerge as a promising solution, fostering a sustainable future for the planet.

work place

Address : 354/2, GODWAN NO E 1, PH No.
25/2, NEMAWAR ROAD, BADIYA
KEEMA INDORE, MADHYA PRADESH
452001.

S. Alize Sharma

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Objectives Of the Project along With its Relevance in Real Life

1. Environmental Sustainability :

Bio-plastics aim to reduce dependence on traditional plastics derived from fossil fuels, promoting a more sustainable and eco-friendly alternative.

2. Renewable Resources :

utilizing bio-based materials like corn starch or sugarcane, bio-plastics aim to decrease reliance on finite resources, contributing to a circular economy.

3. Reduced Carbon Footprint :

The production of bio-plastics often involves lower greenhouse gas emissions compared to conventional plastics, aiding in the global effort to combat climate change.

4. Biodegradability :

Bio-plastics are designed to break down more easily than traditional plastics, reducing the persistence of plastic waste in the environment.

5. Waste Reduction :

By creating materials that can be composted or recycled more efficiently, bio-plastics strive to minimize the impact of plastic pollution and address issues related to waste management.

In real life, bioplastics offer benefits like decreased carbon footprint, biodegradability, and potential for renewable resources, contributing to a more eco-friendly approach in various industries such as packaging, agriculture, and consumer goods.

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Work flow of Bioplastics

Bioplastics, derived from renewable sources like plants, follow a distinct workflow. Initially, raw materials such as starch, sugarcane, or corn undergo extraction. Subsequently, these feedstocks are processed to obtain biopolymers through methods like fermentation or chemical synthesis. Once the biopolymers are produced, they undergo polymerization to form the final bioplastic material.

The next step involved shaping the bioplastic into desired products through processes like injection molding or extrusion. Manufacturers then integrate these bioplastic products into various industries such as packaging, agriculture or consumer goods.

Effective waste management and recycling infrastructure play a crucial role in closing the loop for bioplastics. As technology advances, the industry continually explores more sustainable practices.

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Field Work & Methods Process of Data Collection

To investigate bioplastics, fieldwork involves systematic data collection using various methods. Firstly, researchers may conduct literature reviews to understand existing knowledge. Subsequently, field surveys are employed to gather primary data, examining sources and types of bioplastics used in different industries.

Laboratory experiments play a crucial role, allowing for the analysis of bioplastic properties, degradation rates, and environmental impact. Interviews with experts in the field provide valuable insights into emerging trends and challenges.

In situ observations of bioplastics applications in real-world settings enhances the understanding of practical use and performance. Sampling methods involve collecting bioplastic samples from production facilities, waste

management sites, and natural environments to assess their distribution and persistence.

By employing a multi-faceted approach, researchers can comprehensively explore the life cycle and impact of bioplastics, contributing to a more informed and sustainable future.

Literature Review

The literature on bioplastics is extensive and covers various aspects, such as material development, environmental impact, and industrial applications. Research commonly addresses the need for sustainable alternatives to traditional plastics, emphasizing the potential of bioplastics to mitigate environmental concerns.

Studies delve into the chemical composition of bioplastics, exploring materials derived from renewable resources like starch, cellulose, and various biopolymers. The mechanical and thermal properties of these bioplastics are thoroughly examined to assess their suitability for diverse applications, from packaging to medical devices.

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environmental impacts, including biodegradability and compostability, are focal points in the literature. Researchers evaluate the degradation processes of bioplastics under different conditions, aiming to understand their lifecycle and minimize ecological harm.

Individual Work Progress Of Each Student as per Work Alloted

We distributed our work to our following team members:-

1. Yawar
2. Umair
3. Helina
4. Vaishnavi
5. Nikita
6. Mahak

FORMAT P1:- Was done by Yawar which includes:-

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Introduction of our project

Our project Work Plan

Distribution of work

Introduction of organization, and

Objectives of the project along with its Relevance ~~includes~~ in real life.

FORMAT P2 :- Was done by Umar which includes :-

Work flow of the Project

Field work / collection of data and Methods /
Process of Data collection.

Literature review, and

Individual work progress of each student
as per work allotted.

FORMAT P3 :- Was done by Helena and Vaishnavi.

In which

Individual work done by Helena and Student
and

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Statistical analysis data was done by Helena.

And Methods of analysis / applied technology, result analysis along with its comparison with expected results, and

challenges faced in field work / Project work along with solution are done by Vaishnavi.

FORMAT P4:- Was done by Mahak and Nikita.

In which

field work, engaged in hands on activities or research related to bioplastics, possibly involving bioplastics, possibly experiments, data collection and on site observation.

Gathering information on types manufacturing process and manufacturing process and compiled comprehensive overview of Bioplastics was done by Mahak, and.

Planning of Bioplastics

Background

Reviews and

targets

was done by Nikita.

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P

3

Statistical Analysis of Data

Bioplastics are a group of polymers derived from renewable biomass sources, offering a promising alternative to traditional petroleum-based plastics. These eco-friendly materials aim to mitigate environmental concerns associated with plastic pollution and fossil fuel dependency. Typically sourced from plants like corn, sugarcane, or cellulose, bioplastics exhibit varying degrees of biodegradability and compostability.

The analysis of bioplastics involves assessing their mechanical properties, thermal stability, and overall performance compared to conventional plastics.

Researchers explore factors such as tensile strength, flexibility, and decomposition rates to determine their suitability for diverse applications. Additionally, life cycle assessments evaluate the environmental impact of

Bioplastics, considering factors like resource consumption and carbon emissions throughout their production and disposal.

While bioplastics offer advantages in reducing carbon footprint and dependence on non-renewable resources, challenges remain, including scalability, cost-effectiveness, and addressing potential competition with food production. As the industry advances, ongoing research and technological innovations will play a crucial role in optimizing the sustainability and functionality of bioplastics for a more environmentally conscious future.

Statistical analysis of bio-plastics data reveals a growing trend in their production and utilization.

One key metric is the global bio-plastics market size, which has shown a steady increase in recent years.

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This growth is attributed to rising environmental concerns and a shift towards eco-friendly materials.

Furthermore, regional analysis highlights variations in bio-plastic adoption.

Developed regions often exhibit higher usage due to advanced waste management systems and increased awareness.

In conclusion, statistical analysis of bio-plastic data paints a promising picture of an industry on the rise. As global awareness of environmental issues increases, bio-plastics are poised to play a pivotal role in shaping a more sustainable future.

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Individual Work Report By Each Student

DISTRIBUTION OF WORK

We distributed our work to our following team members:-

- (i) Yashar
- (ii) Umar
- (iii) Helena
- (iv) Vaishnavi
- (v) Nikita
- (vi) Mahak

FORMAT PT was done by Yashar which includes:-

- (i) Introduction of our project
- (ii) Our project work plan
- (iii) Distribution of work

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- (iv) Introduction of Organization, and
- (v) Objectives of the project along with its Relevance in Real life.

FORMAT PII was done by UMAR which includes -:

- (i) Work flow of the project
- (ii) Field work / collection of Data and Methods / Process of Data collection
- (iii) Literature review. and,
- (iv) Individual work progress of each student as per work allotted.

FORMAT PIII was done by Helena and Vaishnavi.

In which

- (i) Individual work report by each student. and,
- (ii) Statistical Analysis data was done by me

And,

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- (i) Methods of Analysis / Applied Technologies Result analysis along with its comparison with expected results, and
- (ii) challenges faced in field work / project work along with solutions are done by Harshvi

FORMAT P IV was done by Mahak and Nikita.

In which

- (i) Fieldwork: Engaged in hands on activities are research related to bioplastics, possibly involving experiments, data collection and on site observation.
- (ii) gathering information on types manufacturing process and chemical comprehensive overview of Bioplastics was done by Mahak, and.

- (i) Planning of Bioplastics
- (ii) Background
- (iii) Review and
- (iv) Targets was done by Nikita.

S. Nice things

Methods of Analysis Applied Technology AND Results of Bio Plastics:

The analysis of bio plastics involves various methods aimed at assessing their properties, environmental impact, and performance compared to traditional plastics. One common method is spectroscopy, which includes techniques like Infrared (IR) spectroscopy and nuclear magnetic resonance (NMR) spectroscopy. These techniques help in identifying the chemical composition and structure of bio plastics, crucial for understanding their properties and behaviour. Another approach involves thermal analysis such as differential scanning calorimetry (DSC) and thermogravimetric analysis (TGA). These methods determine the thermal stability, melting behaviour, and degradation temperatures of bio plastics, which are essential for their processing and applications.

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Mechanical testing is also vital, employing techniques like tensile testing, flexural testing, and impact testing. These tests evaluate the strength, stiffness and toughness of bio plastics, guiding their suitability for specific applications and industries.

Furthermore, environmental analysis is crucial to assess the ecological footprint of bio plastic. Life cycle assessment (LCA) helps in quantifying the environmental impacts associated with the production, use, and disposal of bio plastics compared to conventional plastics.

Regarding results, bioplastics have shown promising outcomes in terms of biodegradability, renewable sourcing and reduced carbon footprint. Spectroscopic analysis confirms their composition, often derived from renewable resources like plant based materials or microbial fermentation products. Thermal analysis reveals favorable properties such as decent thermal stability and melting behaviour, indicating potential for processing into various products.

Mechanical testing often demonstrates acceptable mechanical properties comparable to traditional plastics, though sometimes with variations depending on the specific formulation and processing conditions.

Environmental Analysis frequently highlights the reduced environmental burden of bioplastics, particularly in terms of lower greenhouse gas emissions and decreased reliance on finite fossil resources.

In conclusion, the multifaceted analysis of bioplastics yields valuable insights into their composition, properties and environmental impact, showcasing their potential as sustainable alternatives to conventional plastics.

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Challenges Faced In Field Work AND Its Solutions

As a visitor of RS Maya and Sons Industry we encounter several challenges including:

1. **Safety Precautions:** Due to the nature of manufacturing processes and handling of chemicals, you'll likely need to adhere to strict safety protocols, such as wearing protective gear and following designated pathways.
2. **Restricted Access:** Certain areas of the facility may be off-limits to visitors due to safety, proprietary technology or confidentiality reasons.
3. **Understanding technical Processes:** Bioplastic Dr. Alice Thomas manufacturing involves complex processes and equipment, which may be difficult to understand without prior knowledge or explanation.

from knowledgeable staff.

40. **Communication Barriers:** If you're not familiar with the terminology and concepts used in bioplastic production, communicating with employees or engineers at the facility might be challenging.

50. **Time Constraints:** Depending on the company's schedule and priorities, you may have limited time to observe or discuss specific aspects of the manufacturing process.

⇒ Overcoming these challenges may require some solution like ask for simplified explanations during the tour and clarify any uncertainties.

• Stay within designated visitor areas to minimize exposure to potential hazards.

• Engage with knowledgeable staff members who can provide guided explanations, ask questions to clarify any confusion and request simplified demonstrations of key processes.

• If necessary, request translation services or rely on visual aids to facilitate communication.

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INTRODUCTION

Biodegradable plastics as per Rule 3 (a) of PWT Rules is "plastics, other than Compostable plastics, which undergoes degradation by biological processes under ambient environment (terrestrial or in water) conditions, without leaving any micro plastics, or visible, or distinguishable or toxic residue, which has adverse environment impacts, adhering to laid down Standards of Bureau of Indian Standards and Certified by the Central pollution control Board".

Bio-plastics are innovation materials derived from Renewable resources, such as Cornstarch, Sugarcane, or algae, providing a Sustainable alternative to traditional petroleum-based plastics. Introduced in response to environmental concerns, bio-plastics aim to mitigate the ecological impact of plastic pollution. Unlike Conventional plastics, which can persist for centuries, bio-plastics are designed to be biodegradable or Compostable, breaking down more efficiently in natural environments.

These eco-friendly materials have gained traction in various industries, including packaging, agriculture, and consumer goods. Companies worldwide are embracing bio-plastics to reduce their carbon footprint and promote a circular economy. The production of bio-plastics often emits fewer greenhouse gases, contributing to a more environmentally friendly manufacturing process. While challenges remain, such as cost-effectiveness and scalability, the continuous development and adoption of bio-plastics mark a positive step towards a more sustainable and responsible approach to plastic usage in the 21st Century.

Sr. Aishwarya

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Background Literature Review of Bioplastics

The background literature on bioplastics reveals a growing interest in sustainable alternatives to traditional petroleum-based plastics. Environmental concerns, including the persistence of plastic waste in ecosystems and its contribution to climate change, have spurred research into biodegradable and compostable materials. Bioplastics, derived from renewable resources like starch, cellulose, and polylactic acid (PLA), offer potential solutions.

Studies highlight the diverse applications of bioplastics, spanning packaging, agriculture, and medical fields. The emphasis is on reducing reliance on fossil fuels and mitigating environmental impacts. Research also delves into the life cycle assessment of bioplastics, comparing their environmental footprint to conventional plastics. Balancing factors like resource allocation, energy consumption,

4

and end-of-life disposal is crucial for a comprehensive understanding

Challenges, such as cost competitiveness and scalability, acknowledged in the literature. Researchers explore ways to enhance the mechanical and thermal properties of bioplastics for broader industrial adoption. Furthermore, attention is given to public perceptions, policy frameworks, and market dynamics shaping the trajectory of bioplastics in global context. The literature underscores the multidisciplinary nature of bioplastics research, involving chemistry, engineering, environmental science, and policy studies to address the complex challenges associated with transitioning to more sustainable materials.

S. Alice Thomas

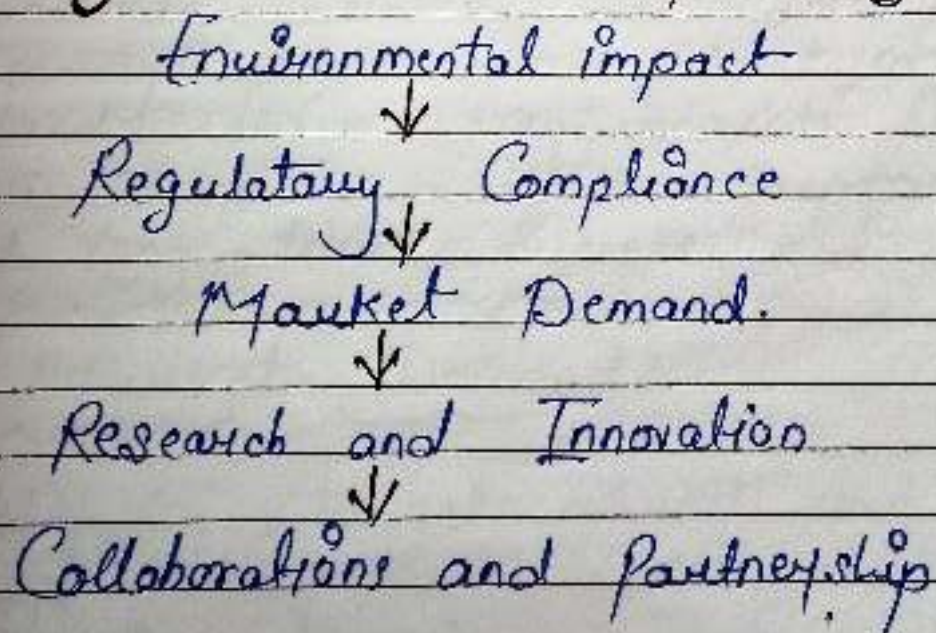
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Planning of bio Plastics Relevance and Target Return.

The planning of bio-plastics involves a strategic approach to address both Environment Concerns and Economic viability. The relevance of bio-plastics lies in their potential to offer a sustainable alternative to the traditional plastics, aligning with growing consumer and regulatory demands for eco-friendly solutions.

⇒ Key Considerations in planning



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Environmental Impact

Conducting a thorough life cycle analysis to understand and minimize the Environmental footprint of bio-plastics. This includes assessing raw material sourcing, production processes, and end-of-life disposal.

Regulatory Compliance

Staying abreast of evolving Environmental regulations and standards related to plastics. Ensuring bio-plastics meet or exceed these requirements is crucial for market acceptance and long-term success.

Market Demand

Identifying target markets and industries where bio-plastics can make a significant impact.

Understanding consumer preference and fostering awareness of the environmental benefits are essential for market penetration.

S. K. PATEL

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Research And Innovation

Investing in research and development to improve the performance, cost-effectiveness, and scalability of bio-plastics. Continuous innovation is vital for staying competitive and addressing challenges associated with these materials.

Collaborations and Partnership

Fostering collaborations with stakeholders across the supply chain, including raw material suppliers, manufacturers, and end-users. Building a network can help streamline production processes and enhance market reach.

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Target Return: -

(Economic Viability) → Achieving Cost Competitiveness with traditional plastics through efficient productive methods, Economies of Scale, and advancements in technology.

(Market Penetration) → Capturing a significant share of the target market by providing bio-plastics that meet or exceed performance expectations and regulatory requirements.

(Brand Reputation) → Establishing a positive brand image as an environmentally conscious and responsible company. Consumer perception plays a crucial role in the success of bio-plastics in the market.

(Long-term Sustainability) → Ensuring the long-term sustainability of bio-plastics by continuously improving processes, exploring new feedstocks, and adapting to evolving market dynamics.



Work Place / RS Bioplastics

Details

Biodegradable plastic as per Rule 3(ac) of PMW Rule is "plastic, other than compostable plastic, which undergoes degradation by biological processes under ambient environment (terrestrial or in water) conditions, without leaving any micro plastics, or visible, or distinguishable or toxic residue, which has adverse environment impacts, adhering to laid down Standards of Bureau of Indian Standards and certified by the Central Pollution Control Board".

Determination of the degree of degradation and degree of disintegration of plastic material shall be as per the protocols of Indian Standards listed in Schedule 1.

Work :- Thermoframing glasses and cups.

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Collection Of Details

To investigate bioplastics fieldwork involves systematic data collection using various methods. Firstly, researchers may conduct literature reviews to understand existing knowledge. Subsequently, field surveys are employed to gather primary data, examining sources and types of bioplastics used in different industries.

Laboratory experiments play a crucial role allowing for the analysis of bioplastics properties, degradation rates, and environmental impact. Interviews with experts in the field provide valuable insights into emerging trends and challenges.

Observations of bioplastics applications in real-world settings enhances the understanding of practical use and performance. Sampling methods involve collecting bioplastic samples from production facilities, waste management sites, and natural environments to assess their distribution and persistence.

S. Arica Thomas

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Analysis Of the Conclusion & Result Of Bioplastics

The conclusion and results of a study on bioplastics typically highlight the findings and implications of the research. In a one, might emphasize key points such as the effectiveness of bioplastics as a sustainable alternative to traditional plastics, the degree of biodegradability and any limitations or challenges identified in the study.

Summary of Results: Start by summarizing the main results presented in the conclusion.

Interpretation of Results: Discuss how the results align with the study's objectives and hypotheses.

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Challenges In RS Bioplastic Industry

As a visitor of RS Bioplastic Industry we encounter several challenges including:

1. Safety Precautions: Due to the nature of manufacturing processes and handling of chemicals, you'll likely need to strict safety protocols, such as wearing protective gloves and following designated pathways.

Understanding technical Processes: Bioplastics manufacturing involves complex processes and equipments which may be difficult to understand without prior knowledge or explanation from knowledge staff.

Communications Barriers: If you're not familiar with the terminology and concept used in bioplastics procedure, communicating with employees or engineers at the facility might be challenging.

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Recommendations Based On Conclusion Of Bioplastic

Bioplastics offer a promising alternative to traditional plastics, but their environmental benefits depend on various factors like sourcing, production methods, and end-of-life disposal.

1. Education and Awareness: Promote awareness about bioplastics' benefits and limitations among consumers, businesses, and policymakers to encourage their responsible use and disposal.

2. Research and Innovation: Support research and development efforts to improve the efficiency, affordability, and sustainability of bioplastic production processes.

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3. Regulations and Standards: Establish clear regulations and standards for bioplastics production, labeling, and end of life management to ensure their environmental benefits are realized.

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of Professional Studies, Indore



B.Com CA II Year
(2023-24)

Project Report

BUSINESS ANALYSIS OF MCDONALD'S

S. No	Name of Students	Class	Roll Number
1	ALVIN JAMES DAMASUS	BCOM CA II YR	03
2	ANJALI JAISWAL	BCOM CA II YR	06
3	BERNADETTE JOSEPH	BCOM CA II YR	12
4	RONAK PARMAR	BCOM CA II YR	44
5	SIMRAN CHHABRA	BCOM CA II YR	54
6	VIKAS PATEL	BCOM CA II YR	60

Guided by:

S. Solanki

Name of Faculty: PROF. SONALI SOLANKI SHARMA

Authorized By:

Principal : DR. SR ALICE THOMAS

Designation:

Asst. Prof.

SPIPS, Indore

Suati
13/4/24

Date:

Sr. Alice Thomas

Stamp:

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DECLARATION BY STUDENTS

We hereby declare that the project work entitled "Business Analysis of McDonald's" submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of **Prof. Sonali Solanki Sharma (Class Teacher)**, and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of bachelor of commerce. The embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

NAME OF STUDENTS	CLASS	ROLL NO.	SIGNATURE (WITH DATE)
ALVIN JAMES DAMASUS	BCOM CA II YR	03	<i>[Signature]</i> 6/2/24
ANJALI JAISWAL	BCOM CA II YR	06	<i>[Signature]</i> 6/2/24
BERNADETTE JOSEPH	BCOM CA II YR	12	<i>[Signature]</i> 6/4/24
RONAK PARMAR	BCOM CA II YR	44	<i>[Signature]</i> 06/02/24
SIMRAN CHHABRA	BCOM CA II YR	53	<i>[Signature]</i> 6/2/24
VIKAS PATEL	BCOM CA II YR	60	<i>[Signature]</i> 6/2/24

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Certification by Project Guide

This is to certify that we, Alvin James Damasus, Anjali Jaiswal, Bernadette joseph, Ronak Parmar, Simran Chhabra and Vikas Patel of Class B. Com CA II Year, have carried out the Project under my guidance and supervision in partial fulfillment of the degree in Bachelor of Commerce, offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done at McDonald's from 17, December 2023 to January 2024.

I wish them all the success in the future endeavors.

Signature: S. Sonali

Name of the Guide: Prof. Sonali

Designation: Asst. Prof.

S. N. Thompson

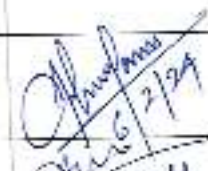
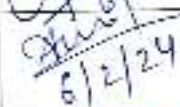
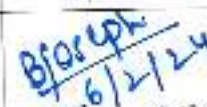
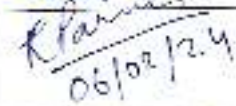
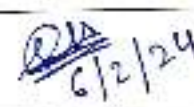

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Acknowledgements

We wish to extend our heartfelt appreciation to Rev. Fr. Simon Raj, our esteemed director, and Dr. Sr. Alice Thomas, our dedicated principal, for granting me the invaluable opportunity to undertake this exceptional project. We are truly grateful for their support, which not only allowed us to contribute meaningfully but also facilitated significant personal growth and acquisition of new knowledge. We would also like to express our gratitude to Dr. Unmekha Tare, the college coordinator, and HODs Dr. Goldie Zaki and Prof. Sonali Solani Sharma. Their confidence in our abilities and guidance throughout this endeavor have been instrumental in broadening our understanding and honing our skills.

Furthermore, we extend our sincere thanks to our parents and friends for their encouragement and assistance have played a crucial role in the success of this project. We are genuinely thankful to all involved for the golden opportunity and the wealth of knowledge we have acquired.

NAME OF STUDENT	CLASS	ROLL NO.	SIGN WITH DATE
ALVIN JAMES DAMASUS	BCOM CA II YEAR	3	 6/2/24
ANJALI JAISWAL	BCOM CA II YEAR	6	 6/2/24
BERNADETTE JOSEPH	BCOM CA II YEAR	12	 6/2/24
RONAK PARMAR	BCOM CA II YEAR	44	 06/02/24
SIMRAN CHHABRA	BCOM CA II YEAR	53	 6/2/24
VIKAS PATEL	BCOM CA II YEAR	60	 6/2/24

Place: INDORE

Date: 06/02/2024


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	• RESEARCH METHODOLOGY	30-32
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P-1

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as a franchise agent & in 1961 bought out the Mc Donald's. Previously headquartered in Oak Brook, Illinois, it moved to nearby Chicago in June 2018. Mc Donald's is also a real estate company through its ownership of around 70% of restaurant buildings & 45% of the underlying land (which it leases to its franchisees).

Apart from fast food being available at the local colony restaurants and at some five star restaurants, and at some for Nirula's was the only fast food chain existing in the country with its restaurants expanding with every passing since its inception. It has been almost 50 years now since its set up & there is hardly any one who doesn't know that Nirula's exist. Nirula's was the first one to bring fast food to India back in the 50's since then it has evolved into an eating place with tremendous brand equity & brand recognition. It proved to be a perfect eating place for an average middle class who wants to eat out at an affordable price that can't afford the five star restaurant & would not want to go to



Mc Donald's is the world's largest fast food restaurant chain, serving over 69 million customers daily in over 100 countries in more than 40,000 outlets as of 2021. Mc Donald's is best known for its hamburgers, cheeseburgers and french fries, although their menu also includes other items like chicken, fruit, fish & salads. Their best-selling licensed item are their french fries, followed by the franchises, as well as sales in company operated restaurants. Mc Donald's is the world's second largest private employer with 1.7 million employees (behind Walmart with 2.3 million employees), the majority of whom work in the restaurants' franchises.

As of 2022, Mc Donald's has the sixth largest brand ~~val~~ global brand valuation. Mc Donald's has been subject to criticism over the health effects of its products, its treatment of employees, & its support to the Israeli Defence forces in the free food during the 2023 Israel Hamas war, for which it is currently under boycott.

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HISTORY & BACKGRO- UND

In 1955, Ray Kroc, a 52-year old salesman of milkshake mixing machines, became interested in a string of seven restaurants owned by Richard & Maurice McDonald. These two founded the quick service restaurant industry when they converted their barbecue drive in with car hops into the world's first M.C. Donald's limited menu, self-service drive-in in 1958, in California. Kroc liked their fast-food restaurant concept and bought the chain for \$2.7 million.

Dick and Mac Donald moved to California to seek new opportunities they felt unavailable in New England, failing in the movie business, they subsequently proved successful in operating drive-in restaurants. In 1948 they took a risk by streamlining their operations & introducing their Speedee Service System featuring 15 cent hamburgers. The restaurant success led the brothers to begin franchising their concept - nine becoming operating restaurants. At the San Bernardino location Dick & Maurice Thomas



Mac McDonald perfected their Speedee Service System featuring a limited menu including fifteen cent hamburgers, shakes and fries. The brothers sold 14 franchises of which 10 became operating restaurants not including their original location in San Bernardino.

Ray Kroc visited the Mc Donald brothers in 1954 which led to him becoming their franchise agent. In 1955, Kroc opened the first Mc Donald's east of the Mississippi river.

Mc Donald's is the largest and the best known global food service retailer. Its global market potential is enormous seeing the number of restaurants it has. On any day Mc Donald's serves less than one percent of the World's population. Its outstanding brand recognition. (It is one of the most recognized brand all over the world), experienced management, high quality food, site development, site development expertise, advanced operational systems & unique global infrastructure helps to capitalize on global opportunities.

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Mc Donald's and Burger King started in the franchise food business in 1955 and 1954 respectively.

Burger King is an American multinational chain of hamburger fast food restaurants. Headquartered in Miami-Dade County, Florida, the company was founded in 1953 as Insta-Burger King, a Jacksonville, Florida-based restaurant chain. After Insta-Burger King ran into financial difficulties, its two Miami-based franchisees David Edgerton (1927 - 2018) and James Mc Lawrence (1926 - 1996) purchased the company in 1959 and renamed it "Burger King". Over the next half century, the company changed hands four times & its third set of owners, a partnership of TPG Capital, of Brazil Bain Capital & Goldman Sachs Capital Partners, took it public in 2002.

The 1970s were the "Golden Age" of the company's advertising, but beginning in the mid-1980s, Burger King advertising began taking focus. A series of less successful advertising campaigns created by the procession of advertising with a series of new

condiments. The "Subway way" of assembling sandwiches in front of customers emphasized freshness and customization.

- **Global Expansion:** Throughout the 1980s and 1990s, Subway expanded its footprint globally, opening restaurants in numerous countries around the world. Its franchise model facilitated its growth and helped establish its presence in diverse markets.
- **Healthier Image:** Subway marketed itself as a healthier fast-food option, focusing on fresh ingredients and lower-calorie menu items. The chain became known for its advertising campaigns promoting healthier eating choices.
- **Menu Evolution:** While sandwiches remain the core of Subway's menu, the chain has periodically introduced new items such as salads, wraps, breakfast sandwiches, and healthier ingredient options to cater to changing customer preferences.
- **Challenges and Changes:** In recent years, Subway has faced challenges related to changing consumer trends.

Dr. Alice Thomas



increased competition, and franchisee-related issues. The company has responded by revamping its menu, modernizing stores, and adapting its strategies to meet evolving consumer demands.

Over the years, Subway has grown to become one of the largest fast-food chains globally, known for its fresh ingredients, customization, and healthier image within the fast-food industry.

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BURGER KING'S

Burger King's tagline & vision have evolved over time, reflecting the brand's values & goals.

Tagline :- Burger King's tagline has changed periodically, & currently, as of my last update, their tagline is "taste is king". This tagline emphasizes the brand's commitment to providing delicious & flavorful food, highlighting the importance of taste in their menu offerings.

vision :- Burger King's vision, often reflected in its mission statements, revolves around being recognized as the best quality quick-service restaurant globally. They aim to achieve this by offering high quality, great tasting, and affordable food while continuously innovating & adapting to meet customer preferences. Their vision emphasizes continual improvement & adapting to changing consumer needs & preferences.

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OBJECTIVES



OBJECTIVES OF STUDY

Objective :-

- The customer satisfaction in fast food service industry prevailing in McDonalds :-

To find out the customer satisfaction of McDonalds in the various areas and finding out the deficiencies.

- customer satisfaction in fast food service industry of other players vis-a-vis McDonalds :-

Comparing the services quality of McDonald's along with that of Burger King, Subway.

- Area of improvement :-

To find out the ways by which McDonald's can improve upon its customers satisfaction in fast food service industry & bring more satisfaction to customers & thus add value to its

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LITERATURE

REVIEW

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— 1900 —
The Institute of International Studies
1900



LITERATURE REVIEW

→ McDonald's, a global powerhouse in the fast-food industry, has been a subject of extensive analysis and scrutiny in both academic and business circles. Within the vast body of literature surrounding McDonald's, several recurring themes emerge, shedding light on the company's strategies, challenges, and impact on the fast-food landscape. One prominent area of focus has been McDonald's brand identity and market positioning. Scholars have explored the factors behind McDonald's enduring brand recognition and market leadership, emphasizing the company's commitment to consistency, affordability, and convenience. Moreover, McDonald's global expansion efforts have drawn considerable attention, with researchers examining its entry strategies into new markets and adaptations to local preferences. Menu innovation and product development have also been extensively studied, highlighting McDonald's efforts to diversify its offerings and



STRENGTHS

1. Global Brand Recognition: Mc Donald's is one of the most globally recognized brands, providing a competitive edge.
2. Operational Efficiency: Streamlined processes and a well-established supply chain contribute to operational efficiency.
3. Diverse Product Offering: A varied menu caters to different tastes and preferences, appealing to a broad customer base.
4. Marketing and Advertising: Successful marketing campaigns and consistent advertising maintain brand visibility.
5. Franchise Model: The franchise model allows for rapid expansion with lower capital investment.

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WEAKNESSES

1. Health Concerns & Criticism for offering unhealthy menu items has led to concern about the impact on public health.
2. Dependency on Franchises: Reliance on Franchises can lead to variations in service quality and brand representation.
3. Vulnerability to External factors: Economic fluctuations and geopolitical events can impact sales and profitability.
4. Limited Innovation: Slow adaptation to changing consumer preferences and trends in the food industry.
5. Negative Public Perception: Issues related to labour practices and environmental impact have generated negative publicity.

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OPPORTUNITIES

1. **Healthier Menu Options:** Responding to the growing demand for healthier food choices can attract health conscious consumers.
2. **Digital Transformation:** Leveraging technology for online ordering, delivery services, and loyalty programs can enhance customers experience.
3. **Expansion in Emerging Markets:** Untapped markets in developing countries present opportunities for growth.
4. **Sustainability Initiatives:** Implementing environmentally friendly practices can appeal to eco-conscious consumers.
5. **Partnerships and Collaborations:** Forming strategic alliances with other brands are entering new markets through partnerships.

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RESEARCH

METHODOLO-

GY

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RESEARCH METHODOLOGY

The research process is carried out according to a designated series of steps, which are required to be taken in a chronological order.

Fundamental to the success of any research project is sound research design. It is the framework or plan for a study that guides the collection & analysis of data.

The research design used for this project is exploratory in nature. The major emphasis is on the discovery of ideas. The exploratory study is also used to increase the analyst familiarity with the problem under investigation.

sample design :-

target population are those who have regularly visited in the fast-food.

sampling unit :-

Andore market is treated as sampling unit.

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sample unit :-

20

Data collection :-

Primary
Data

Primary data
has been collected
through surveyed
to the consumer.

Secondary
Data

Secondary data
has been collec-
ted from the
company's inform-
ation brochure
and internet.

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DATA

ANALYSIS

INTERPRE-

TATION

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SURVEY REPORT 2023-2024



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SURVEY REPORT

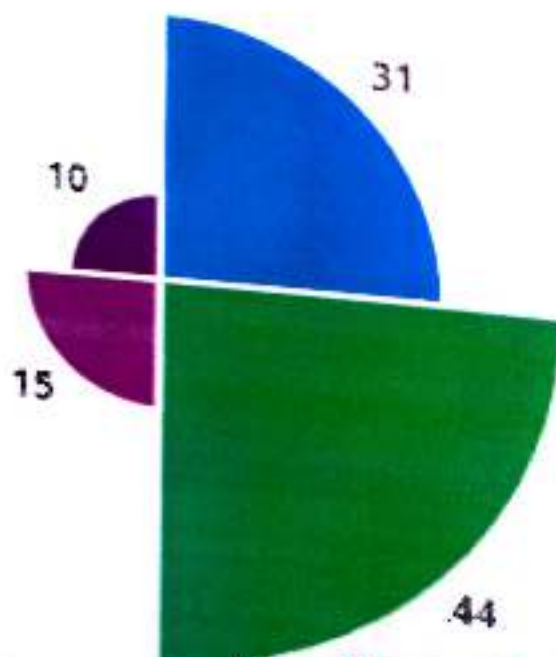
HOW FREQUENTLY DO YOU GO TO RESTAURANTS ?

A. HOLIDAYS

B. SPECIAL OCCASIONS

C. WEEKENDS

D. EVERYDAY



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SURVEY REPORT

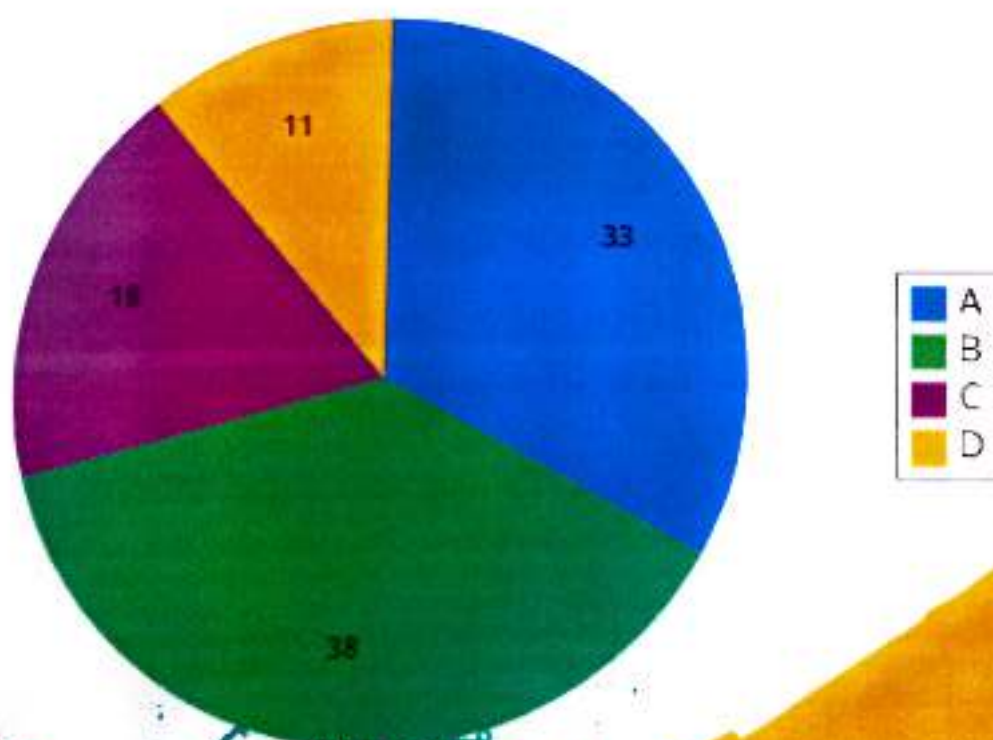
WHICH RESTAURANTS DO YOU GO IN ?

A. MCDONALD'S

B. DOMINO'S PIZZA

C. PIZZA HUT

D. TACO BELL



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SURVEY REPORT

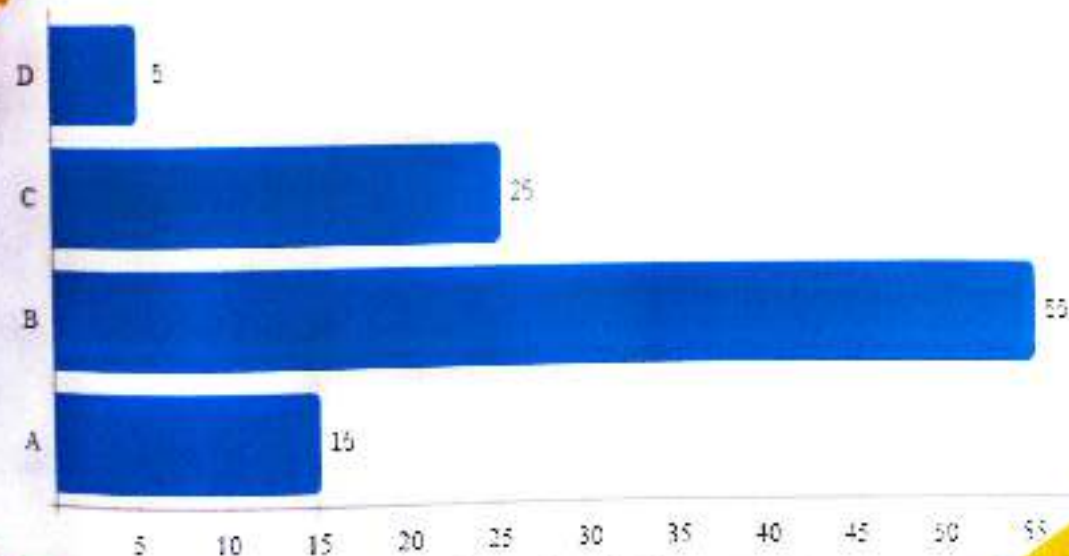
**WHAT IS YOUR VIEW ABOUT THE
HOSPITALITY PROVIDED BY THIS
RESTAURANTS ?**

A. AVERAGE

B. GOOD

C. VERY GOOD

D. EXCELLENT



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Ques 5] Why do you prefer McDonald's?

Ans 5] There can be various reasons why people like one particular restaurant

According to the answers given by the respondents to this question, majority of people, that being 37%, prefer McDonald's because of the price range, i.e. affordability of the food items. 26% of the people go to McDonald's because of the quality of available food, while 20% for the product variety. The remaining 17% are attracted to the fast-food joint because of the service offered.

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Ques] Which restaurant is having the best ambience?

Ans] Ambience refers to the character and atmosphere of a place. It is a characteristic that plays a huge role in a customer's opinion of the particular place.

According to the answers given by the respondents, 31% people prefer McDonald's for the ambience, while Taco Bell follows with a close 27%. Domino's Pizza also is a big competitor with 29% votes in terms of Ambience. Then comes Pizza Hut with 13% votes.

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SURVEY REPORT

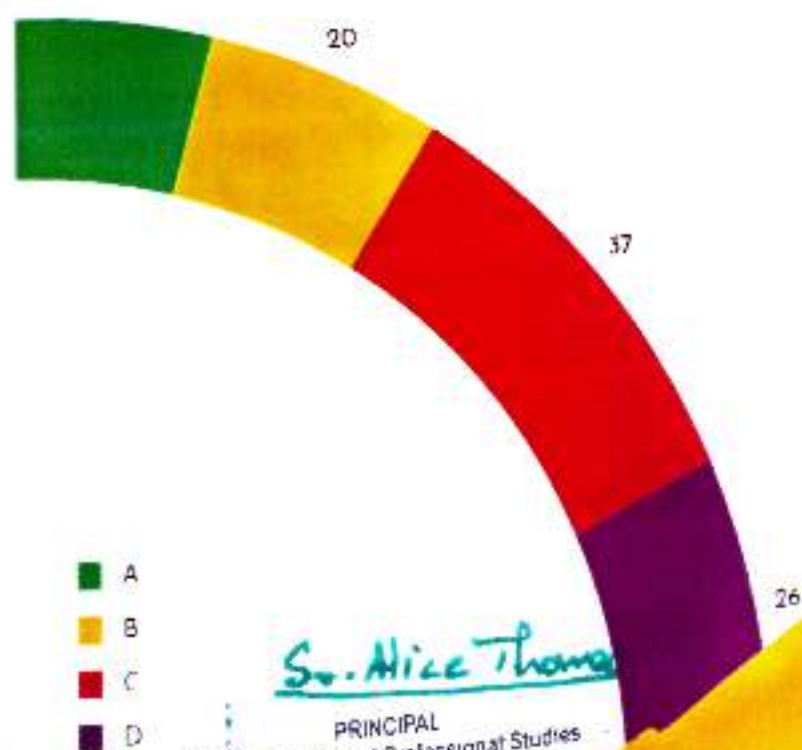
WHICH RESTAURANT IS HAVING THE BEST FOOD MENU?

A. PIZZA HUT

B. TACO BELL

C. MCDONALD'S

D. DOMINO'S PIZZA



- A
- B
- C
- D

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SURVEY REPORT

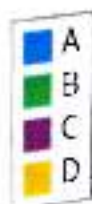
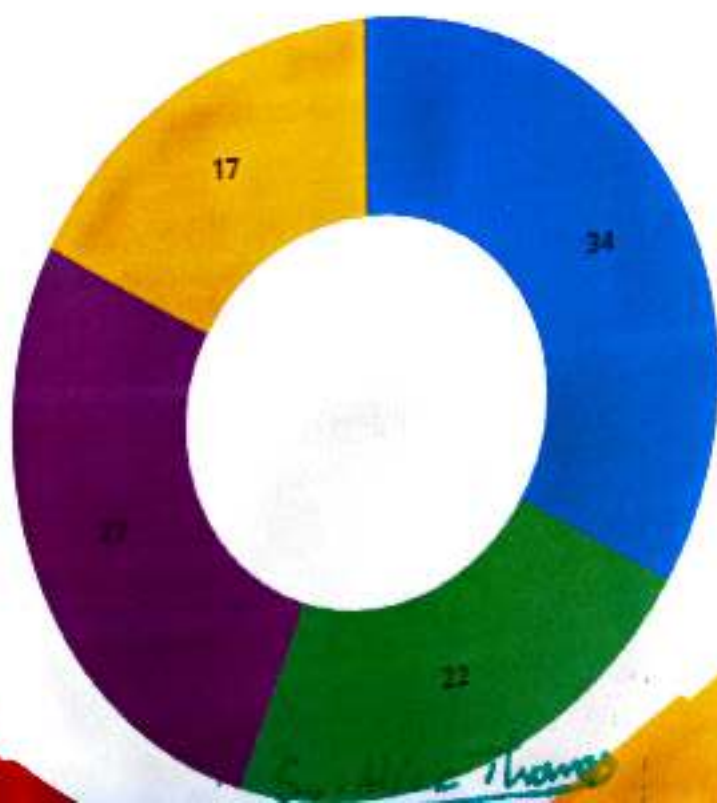
WHICH RESTAURANT IS BEST IN TERMS OF SPACE MANAGEMENT?

A. PIZZA HUT

B. TACO BELL

C. MCDONALD'S

D. DOMINO'S PIZZA



Ques] Which restaurant is best in terms of space management?

Ans] Effective space management is vital for a restaurant's success as it directly impacts customer satisfaction, operational efficiency, and profitability. Strategic layout planning facilitates smooth traffic flow, minimizes congestion, and reduces wait times, enhancing the overall dining experience for the customers.

As per the responses of the survey, Pizza Hut and McDonald's are the best in terms of space management, with 34% & 27% votes respectively. Taco Bell comes next with 22% votes, followed by Domino's Pizza with 17%.

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SURVEY REPORT

McDonald's

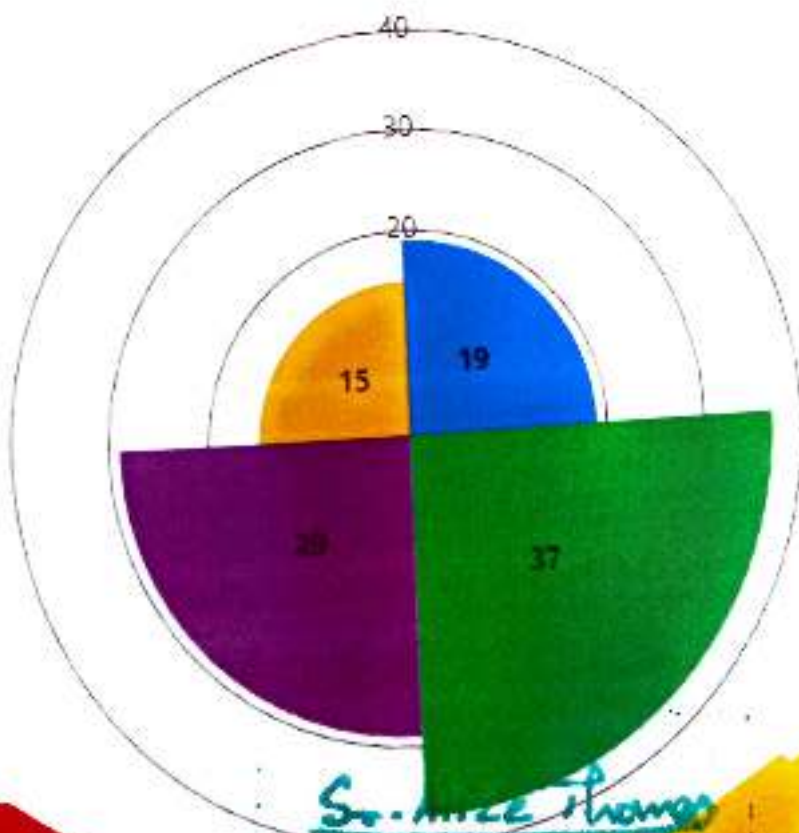
WHICH RESTAURANT IS HAVING BEST
EMPLOYEE BEHAVIOR TOWARDS
CUSTOMERS?

A. PIZZA HUT

B. TACO BELL

C. MCDONALD'S

D. DOMINO'S PIZZA



CONCLUSION

§

RECOMMEND-

ATION

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Sw. Nite Thane

https://www.britannica.com/topic/Subway-restaurant-chain

https://www.britannica.com/topic/Burger-king-Company

https://www.thestreet.com/market/history-of-mcdonalds-15128096

https://www.mcdonalds.com/us/en-us/about-us.html

https://www.britannica.com/topic/McDonalds

Questionnaire

Q1) How Frequently do you go to Restaurants?

- a. Holidays
- b. Special Occasions
- c. Weekends
- d. Everyday

Q2) Which Restaurant do you go to?

- a. McDonald's
- b. Domino's Pizza
- c. Pizza Hut
- d. Taco Bell

Q3) What Drives you to go to this Restaurant?

- a. Quality
- b. Service
- c. Homely Atmosphere
- d. None

Q4) What is your view about the Hospitality provided by the restaurants?

- a. Average
- b. Good
- c. Very Good
- d. Excellent

Q5) Why do You Prefer McDonald's?

- a. Service
- b. Product
- c. Price
- d. Quality

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Q6) Which Restaurant is Having best Ambience?

- a. Pizza Hut
- b. Taco Bell
- c. McDonald's
- d. Domino's Pizza

Q7) Which Restaurant is cleaner?

- a. Pizza Hut
- b. Taco Bell
- c. McDonald's
- d. Domino's Pizza

Q8) Which Restaurant is Having the best food Menu?

- a. Pizza Hut
- b. Taco Bell
- c. McDonald's
- d. Domino's Pizza

Q9) Which Restaurant is best in terms of Space Management?

- a. Pizza Hut
- b. Taco Bell
- c. McDonald's
- d. Domino's Pizza

Q10) Which Restaurant is having best Employee Behavior Towards Customers?

- a. Pizza Hut
- b. Taco Bell
- c. McDonald's
- d. Domino's Pizza

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B. Com. 1 Year (B)
(2023-24)

Project Report

“Exploring user preferences: A comparative analysis of
different payment apps”

S.No.	Name of Students	Class	Roll Number
1	Avni jain	B.com 1 year (B)	
2	Harshita Gehlod	B.com 1 year (B)	
3	Bhuwan chouhan	B.com 1 year (B)	
4	Hashim Mansuri	B.com 1 year (B)	
5	Poorab Siya	B.com 1 year (B)	
6	Arwa	B.com 1 year (B)	

Guided by:

Name of the Faculty - Dr. Danish Khan

Designation Asst. Professor

SPIPS, Indore

Authorized By:

Principal : Dr. Dr. Alice Thomas

Date

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Stamp

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Progress Report I

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18/02/22

DATE
PAGE

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S.NO	DESCRIPTION	PAGE No
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2.	Project Work Plan	4-5
3.	Distribution of Work (Student Wise)	6
4.	Introduction of the organisations / Work Place	7-8
5.	Objectives of the Project	9

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Introduction



Project

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Recent years have seen a technological revolution in the governance in India. Government services have been slowly and steadily brought on board and today, we avail services with click of mouse in seconds or in just few taps on our mobile screen. Moreover, Digital payments transactions have been consistently increasing under the strategy of Government of India to digitalise financial sector and economy.

Before UPI, India was predominantly a cash economy with 98% of all its economic transactions done in cash. However, All of these changed after demonitisation took place in year 2016. Demonitisation acted as a catalyst to adoption to digital payments there were also other incidents which surged payment system while which will be further explained in the final report.

In a way, This lead to the national payments corporation of India (NPCI) to launch Unified Payments Interface (UPI) on 25th of August, 2016.

UPI became the most advanced system of digital payment in India, which is a system that allows users to link more than

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one bank account. in a single smartphones app and make make fund transfers without having to provide IFSC code or account number, also it is a real time payment system where funds are credited instantly on real time basis.

As a customer, it is very easy to start using UPI payments system by following these steps :-

1. Install any UPI app / PSP from play store or app store.
2. Open App and enter your phone number that is linked to your bank Account.
3. The App will now ask for necessary permissions, allow them accordingly.
4. Now, wait for the OTP & tap on next.
5. Set UPI PIN.
6. Add Bank account by selecting your bank.
7. By entering UPI pin you will get UPI ID.

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8. Now whenever you want to make any payments, you just need to enter UPI ID.

In this study, the main intention was to know about UPI and digital payment system in India. It was done through comparing different payment apps, their interface, facilities they provide, benefits to their user, user-friendly, etc.

~~From~~ The main purpose of the study is to investigate the benefits of using online payments applications and to analyze the various online payment applications in India.

The main agenda of this study is to find out the impact of paytm, google pay and phonepe and find out that using these apps as a payment method has helped the customers or not.

The objective of this study is to know the customer preference, level of satisfaction towards the UPI scheme and to study the problems faced by customers in using UPI schemes.

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PROJECT WORK PLAN

In order to make a descriptive and through report on the topic 'Exploring user preferences: A comparative analysis of different payment apps'

All the data and information has been collected through the usage of different research methodology in which both primary and secondary data is used by different members of the group.

★ From ~~21st November~~^{2nd December} 2023 to ~~26 November~~^{2nd December} 2023, the members of group, decided that we will make ~~profit~~ project on, "Exploring user preferences: A comparative analysis of different payment apps"

★ Then after that the members started collecting information about the topic and written roughly.

★ Then, we all do the correction of the project and our ~~class teacher~~ ~~Professor~~ Dr. Danish Khan guided us, what correction should be done and in what manner. We have to make the project fair work.

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DIVISION OF WORK

We allotted the project work to the group members accordingly:

- Aumi Jain was allotted for report writing introduction of the project.
- Harshita Gehlot was allotted for field survey and data collection.
- Anura was allotted for doing the study on literature review.
- Poorab was allotted to analyse the data collected and interpretation.
- Hashim Mansuri was allotted to work on the challenges faced in the project.
- Bhuvan Chellhan was allotted for the conclusion and suggestion.

It is a way of dividing up tasks so that everyone contributes towards the project. All members of the group are responsible for the timely and efficient completion of the project work.

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INTRODUCTION OF THE WORK PLACE

Collection of the data and information has been done through various articles, feedbacks of the customers, etc.

The primary data was collected through questionnaires, field survey, etc. The data was based on the preference and perspective of general consumers about some reputed payment apps.

∴ Some of the apps are discussed or studied below:

1. PAYTM

Paytm is an Indian multinational financial technology company, that specialises in digital payments and financial services based in Noida.

It was founded by Vijay Shikhar Sharma in 2010 under One97 Communications. Its headquarters are situated in Noida, Uttar Pradesh, India.

* Paytm provides ~~various~~ services such as:

- Recharge & Bill payment, Recharge including mobile, DTH etc.
- Paytm can be used to book movie tickets, train tickets, etc.

In 2014, company launched 'Paytm Wallet', India's

largest mobile payment service platform with over 4 million users.

In 2017 Paytm has launched a new bank name paytm payments bank limited (PPBL).

2. Google Pay

Google Pay is a mobile payment service developed by Google to power in app, and in person contactless purchases on mobile devices, enabling users to make payments with android phones, tablets, or watches. Users can authenticate via a PIN, passcode, or biometrics such as 3D face scanning or fingerprint recognition. Initial release 3 May 2011

3. PhonePe

It is an Indian payments and financial technology company, headquartered in Bengaluru, Karnataka, India. PhonePe was founded in December 2015, by Sameer Nigam, Rahul Shrivastava and Burzin Engineer. PhonePe app is based on the Unified Payment Interface (UPI); went live on 1 August 2016.

It is owned by Flipkart, a subsidiary of Walmart.

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OBJECTIVES

1. Investigate the factors that influence user preferences when choosing a payment app.
2. Compare and contrast the features and user experiences of popular payment apps.
3. Analyze the advantages and disadvantages of using different payment apps for various transactions.
4. To analyze the consumer satisfaction towards online payment apps.
5. To examine the impact of online payment apps by analyzing the issues faced by customers.

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Progress Report 2

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P2 - INDEX

S. No.	DESCRIPTION	Page No.
1.	Work Flow	10-11
2.	Field Work / Data Collection Methods / Process of Data collection.	11-13
3.	Literature Reviews	14-17
4.	Individual Work, progress of each student as per work allotted.	18

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WORK FLOW

• INTRODUCTION OF THE PROJECT / PLANNING

The members of the group planned to collect the information and data from different sources. It was also planned to make a questionnaire of the survey done by the team members.

• LITERATURE REVIEW

Soon after we also studied review of different persons from different published articles and journals on the topic we have chosen.

• CREATING A QUESTIONNAIRE

The questionnaire was prepared as planned. It included demographic profile like age, gender, income, level, etc. It was prepared keeping in mind the objectives of the project.

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DATA COLLECTION

The data was collected ~~was~~ using primary as well as secondary sources. The primary sources includes questionnaire, field survey. The secondary sources includes various articles, journals websites, etc.

PRESENTING THE PROJECT TO THE PROJECT GUIDE AND RECEIVING GUIDANCE ON IMPROVEMENT

We presented the rough draft of the project to our project guide and he checked and suggested the connection that should be made in our project.

DATA COLLECTION & METHODS

There are two methods of collecting data.

- (i) Primary data
- (ii) Secondary data

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PRIMARY DATA

Primary Data is the data which is collected for the first time through personal experience or evidence particularly for research.

For this project primary source of data was collected for the first time by conducting a field survey through questionnaire. The questionnaire was prepared keeping in mind the objectives of the study.

SECONDARY DATA

The secondary sources of data refers to the data which is not original or first hand. It is the data which is already published & is available on various platforms.

In this project the secondary data was collected through various articles, websites, etc. which helped in completing the review of literature.

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RESEARCH METHODOLOGY

The present study is statistical in nature and the study examines the customer insight towards UPI. The study uses primary as well as secondary data. Due to the special nature of study the qualitative data has been used in the study.

METHOD OF SAMPLING

Sampling is a process used in statistical analysis in which a predetermined number of observation are taken from a larger population in which a every member of the population has an equal chance.

STRUCTURE OF QUESTIONNAIRE

The first section covers the demographic profile consisting age, gender, education, qualification, income level, frequencies etc.

The second section studies the factors that influence user preferences when choosing a payment app.

LITERATURE REVIEW

This study is about the online payment apps in India with reference to Phonepay, google pay and paytm. It reflects the impact of online payment apps on customers. It also shows the advantages and disadvantages of all the above apps.

The objectives of this study was to investigate the factors that influence user preferences; analyzing the advantages and disadvantages of using different payments apps for various transactions.

This study was conducted in Indore region. The survey was collected through a structured questionnaire.

A descriptive study was conducted through which 100 responses was collected.

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Batra and Kabra (2016)

"Are digital wallets the new currency?"

The results indicate that ~~that~~ there exists a huge untapped market for digital wallets both in terms of increasing awareness as well as its usage. Time saving and ease of usage were found to be the main reasons for using wallets. Her investigation let us know in a period of digitalization the examination intends to contemplate the client recognition, utilization design inclinations and fulfilment level with respect to advanced wallet in view of an investigation of 50 respondents it additionally recognises the hindrances and difficulties.

The outcomes demonstrate that there exists a tremendous undiscovered market for computerized wallets both regarding expanding mindfulness and also its uses.

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Vally and Diyya (2018)

The Vally and diyya in his paper titled "A study on Digital payments in India with perspective of consumer adoption." studied on the adoption of Digital payments in India. Findings of study was to verify the Customer perception on Digital payments with the concept of Digital banking in our country. The main objectives of this study was to verify the customers to suggest that appropriate measures should be taken to create awareness about various technology and security of the usage of digital payments in India.

Kham and Jain (2018)

This research titled "A study on Usage of E-payments for sustainable Growth of Online Business" focuses on the on the frequency and the problems faced by consumers while using online payment methods. The researchers also examined the effect of e-payments contribution towards the sustainability of the business growth in India, these were the main objectives of this research paper. The findings of this research suggested that the users of e-payments have increased and it has become popular and that majority.

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Bijin Philip (2019),

Bijin Philip in his research paper titled "The Unified Payment Interface Impact of UPI in customer satisfaction" UPI introduced by the national payment corporation of India (NPCI) is one of the most excellent, modernized and cost effective innovation that is capable of making a remarkable mark upon Indian economy which has already taken its strides in the marathon towards digitalization.

Radhika Arora (2020),

Radhika Arora in his research papers titled "A study on customer perception towards UPI and its growing influence in the realm of digital payments: An Empirical Study." studied that the last decade has seen tremendous growth in use of Internet and mobile phone in India. UPI has been a trendsetter in our country which is moving towards a digital and a cashless economy especially after the demonetization initiated by our prime minister in 2016.

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INDIVIDUAL WORK PROGRESS

1. **Arni Jain** - Arni has done introduction of project, project work plan, distribution of work, literature review, work place and organisational details, objectives of the project and conclusion.
2. **Bhuvan Chouhan** - Bhuvan has done data collection, field work, process of data collection. He has also done planning of the project, relevance and target return.
3. **Harshita Gubald** - Harshita has done Introduction of the organization / Work place along with individual work progress of each student.
4. **Kashim Mansuri** - Kashim has done work flow of the project, collection of details, and challenges in project work.
5. **Poorab Diga** - He has done method of analysis and progress report 1.
6. **Aksha** - She has done recommendation based on conclusion and part of progress report 2.

Progress Report

3

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2.	Statistical Analysis of data	20
3.	Methods of Analysis / Applied Technology, Result analysis along with its comparison with exact results.	21-30
4.	Challenges faced in field work / Project work & along with solutions.	31

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INDIVIDUAL WORK REPORT

1. Suni Jain - Suni has done introduction of project, project work plan, distribution of work, literature review, work place and organisational details, objectives of the project and Conclusion, method of analysis, result analysis along with its comparison with expected results.
2. Bhuvan Chohan - Bhuvan has done data collection, field, process of data collection. He has also done planning of the project, relevance and target return, statistical analysis of data.
3. Harshita Gehlot - Harshita has done Introduction of the organisation/Work place along with Individual work progress of each student. She has also done individual work by each student.
4. Hashim Manvi - Hashim has done work flow of the project, collection of details, and challenges in project work and challenges faced in field work.
5. Poojab Syal - He has done method of analysis and progress report.

STATISTICAL ANALYSIS OF DATA

Statistics are used to describe the basic features of the data to or study. They provide simple summaries about the sample and the measures. Together with simple graphical analysis they form the basis of virtually every quantitative analysis of data. Descriptive statistics are simply describing what is or what the data shows. Descriptive statistics are used to present qualitative discipline in a manageable form. In case we may have lots of measures, statistics helps to simplify large amount of data in a sensible way. Each descriptive statistic reduces lots of data that into a simpler summary. Descriptive statistics in the term given is to the analysis of data in meaningful way. Descriptive statistics do not however allow making conclusion regarding any hypothesis we might have made. They are simply a way to describe our data. Descriptive statistical tools are those tools in which these are used to describe the characteristics.

Hypothesis of this study is that mostly businessmen uses Phone and Pay and mostly students & childrens uses paytm.

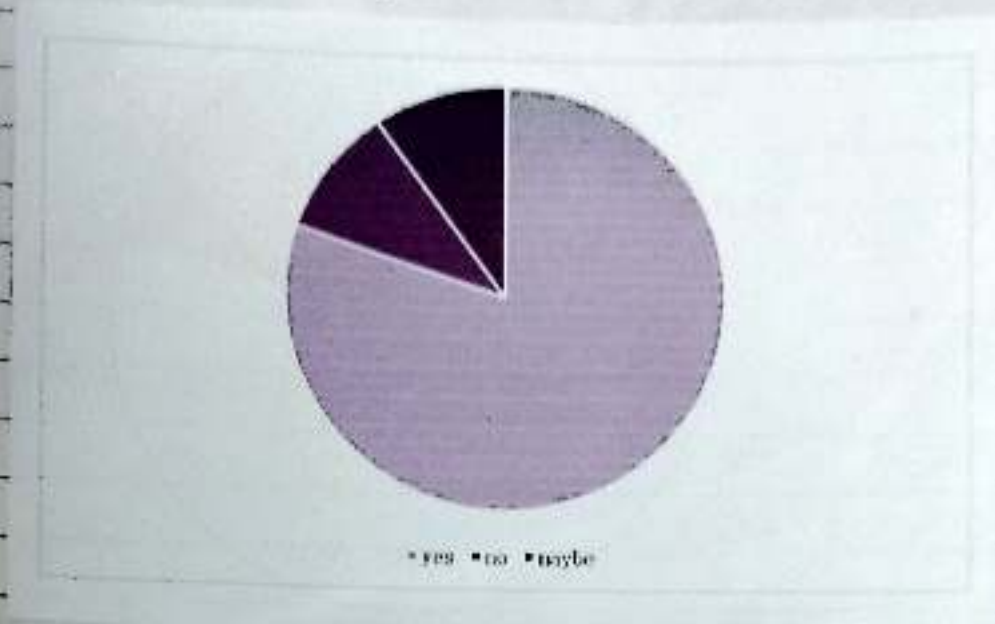
S. NICE THAKUR

Methods of Analysis

Applied Techniques -

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1. Do you use UPI?



Out of 100 respondents 80 respondents uses UPI, 10 users uses ~~so~~ UPI sometime, and 10 users do not use UPI.

It shows that mostly people prefer to use digital payment.

Particulars	No. of respondents	Percentage
Yes	80	80%
No	10	10%
Maybe	10	10%
TOTAL	100	100%

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Table showing the gender of the respondents

Particulars	No. of Respondents	Percentage
Male	60	60%
Female	40	40%
Total	100	100%

From the table it is clear that out of 100 respondents, 60% are male and 40% of them are female.

Figure showing gender of the respondent.



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Table showing the age of the respondents.

Particulars	No. Of Respondents	Percentage
Below 18 years	20	20%
18-25 years	40	40%
26-46 years	30	30%
46-55 years	10	10%
TOTAL	100	100%

Interpretation:

From the above table it is inferred that 20% of the respondents are from age of below 18 belong to the age group of below 18 years, 40% of the respondents belong to the age group of 18-25 years, 30% belong to age group of 26-46 years, and 10% of the respondents belong to the group of 46-55 years.

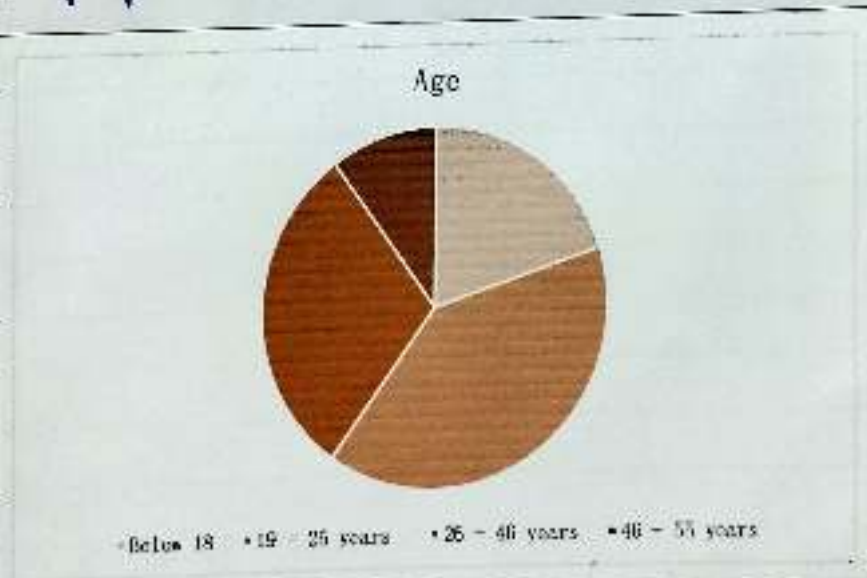


Figure showing the age of respondent.

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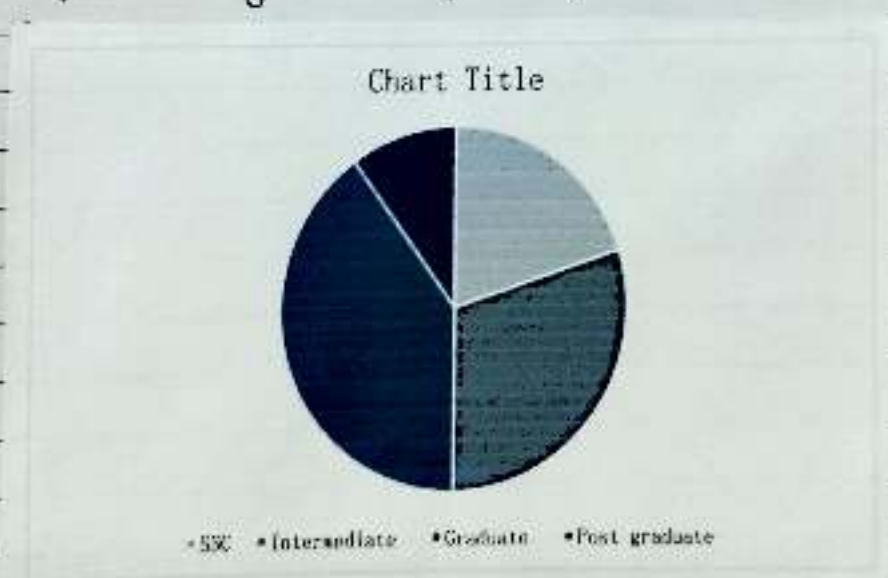
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Table showing the education of the respondents

Particulars	No. of Respondents	Percentage
SSC	20	20%
Intermediate	30	30%
Graduate	40	40%
Post Graduate	10	10%
TOTAL	100	100%

Interpretation: The above table shows that out of 100 respondents 40% are graduate, 30% are intermediate, 20% are SSC and 10% are post graduate.

Figure showing education of the respondents



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Table showing occupation of the respondents

Particulars	No. of Respondents	Percentage
Student	30	30%
Employee	20	20%
Businessmen	40	40%
Housewives	10	10%
TOTAL	100	100%

Interpretation: From the above table, student is 30%, 20% are employee, 40% are businessmen, and 10% are housewives.

Figure showing occupation of the respondent

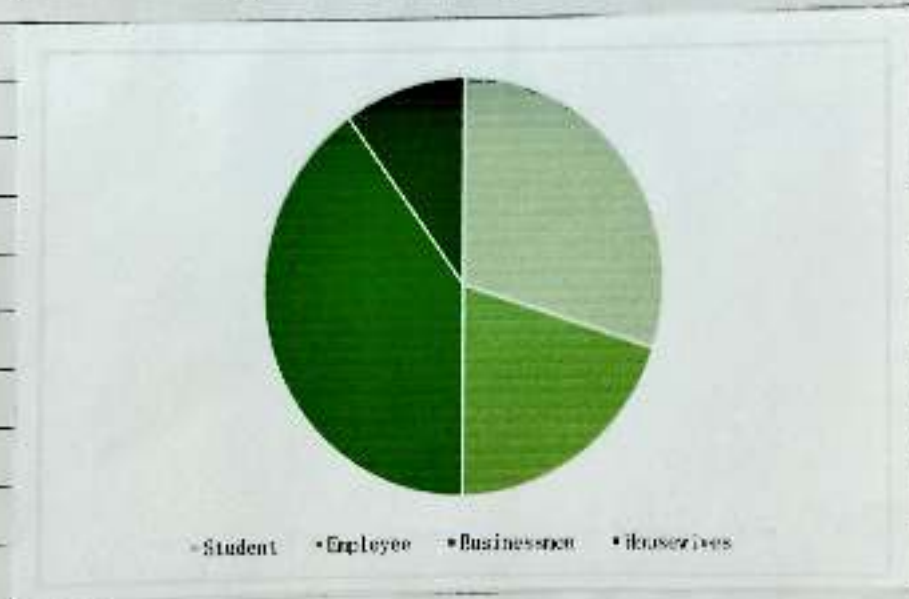


Table showing the duration of using UPI

Particulars	No. of Respondents	Percentage
6 Months	12	12%
1 Year	32	32%
2 years	24	24%
more than 2 years	22	22%
None	10	10%
TOTAL	100	100%

Interpretation: From the table it is clear that out of 100 respondents majority of the respondents are using the UPI for 1 year, 12% are using UPI for 6 months, 24% are using it for 2 years, 22% are using for more than 2 years and 10% are not using UPI.

Figure showing duration of using UPI

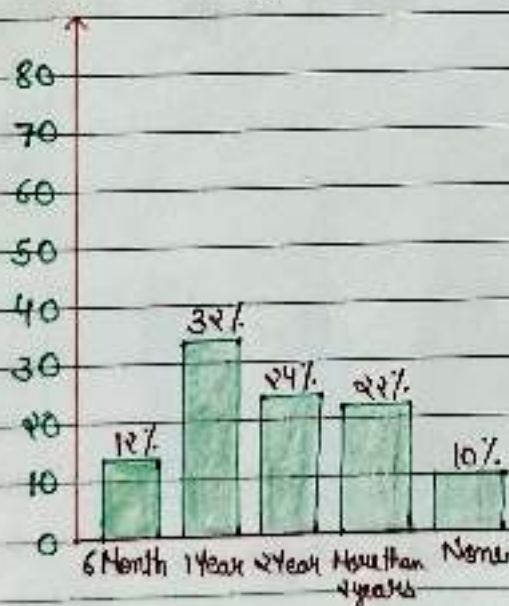
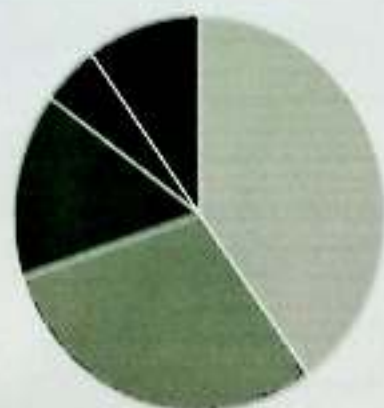
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Table showing problems faced while using UPI

Particulars	No. of Respondent	Percentage
Network Problem	40	40%
Pending Transaction	30	30%
Security Problem	15	15%
Others	6	5%
None	10	10%
TOTAL	100	100%

Conclusion: The above table shows that out of 100 respondents, 40% of the respondents face network problem while using UPI. 30% of the respondents face pending transaction transaction as a problem, 15% are facing security problems while using UPI, 5% face some other problems. Some don't use UPI that's why they face none, don't face any problems.

Figure showing problem faced while using UPI.



• Network problem • Pending Transaction • Security problem
• Others • None

S. A. L. S. S. S.

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RESULT OF ANALYSIS

- Majority (36%) of the respondents uses google pay as their UPI application.
- Mostly the ^{UPI} users are under the age group of 19-25 years and are mostly ~~businessmen~~ graduate.
- 40% of the respondents using UPI are businessmen.
- Majority (40%) of the respondents face network problems while using UPI.
- Majority (39%) of the respondents are satisfied towards the privacy provided by UPI apps.
- Mostly users are using UPI apps for a year.
- Majority (60%) of respondents are male.

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CHALLENGES FACED IN FIELD PROJECT

- Some experts worry that UPI won't be able to maintain itself over the long term without levying to pay for the infrastructure. Right now the customer nor the merchant pay an additional fee.
- Even though cash transactions have become less common since the introduction of UPI, they are still important. Due to the tax evasion threat and cash greater acceptance as a payment method, people still prefer using it.
- It is still very difficult to conduct UPI transactions because is still a significant percentage of the population without access to the internet or smartphones.
- Most of the people lack digital literacy they are unable to use the UPI system.

S. Anand Kumar

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Progress Report

4

S. A. Thakur

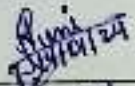

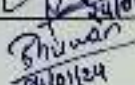
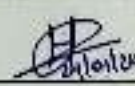

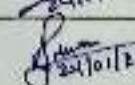
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DECLARATION BY STUDENTS

We hereby declare that the project work entitled "Exploring user preferences: A comparative analysis of different payment apps" submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of Dr. Danish Khan, and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of Bachelor of Commerce. The Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Name of Students	Class	Roll Number	Signature(with Date)
1. Avni Jain	B.com 1 year B		 24/10/24
2. Harshita Gehlod	B.com 1 year B		 24/10/24
3. Bhuwan Chouhan	B.com 1 year B		 24/10/24
4. Hashim Mansuri	B.com 1 year B		 24/10/24
5. Poorab Siya	B.com 1 year B		 24/10/24
6. Arwa	B.com 1 year B		 24/10/24

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Certification by Project Guide

This is to certify that Mr. / Ms. Avni jain , Harshita Gehlod , Bhuwan Chouhan , Hashim Mansuri , Poorab Siya , Arwa , of Class B.com I year (B), RollNo.....

..... , has carried out the Project under my guidance and supervision in partial fulfillment of the degree Bachelor of commerce , offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done on Exploring user preferences: A comparative analysis of different payment apps, from 11/12/23 to 24/01/24 .

I wish him / her all the success in the future endeavors.

Signature: *Dr. Danish Khan* 07/02/24.



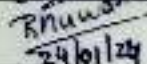
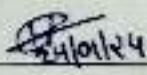
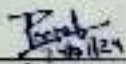
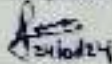
Name of the Guide: Dr. Danish Khan

S. Alize Thomas

Designation: Asst. Professor.....

Acknowledgements

Firstly, I wish to express my own sincere gratitude to our former director, Dr. Ex. Siman Raj and our beloved principle Dr. Sr. Alice Thomas for providing us an opportunity to do our field project. We indebted to express our deepest sense of gratitude to our college coordinator Dr. Vinaykumar Tare and to Dr. Laddie Zakki HOD, Department of Commerce, SPS and class animator Sr. Rashmi Khan for guiding us throughout this period for us it was a unique experience to study and was a great chance of learning & professional development. Finally, we would like to thank our families, friends, and colleagues for their unwavering support & encouragement throughout project.

Name of Student	Class	Roll No.	Sign with Date
1. Avni Jain	B.com 1 year B		 24/01/24
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3. Bhuwan Chouhan	B.com 1 year B		 24/01/24
4. Hashim Mansuri	B.com 1 year B		 24/01/24
5. Poorab Siya	B.com 1 year B		 24/01/24
6. Arwa	B.com 1 year B		 24/01/24

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Introduction

Area of the Project

We all are used to the payment apps like phone pe, Google pay, Paytm etc. These apps have become a crucial parts of our lives.

The transaction on these apps takes place by UPI - The Unified Payment Interface is a single interface payment system, developed by the National Payment Corporation of India (NPCI).

According to the NPCI, "Unified Payments Interface (UPI) is a system that purchases powers a multiple bank accounts, into a single mobile application, merging several banking features, seamless fund routing and merchant payments into one hand. UPI's overall importance comes from the intense desire and effort made by the RBI and the government to create a cost effective, simple and safe digital payment system that will be used for the large population of the country. The RBI along with the NPCI has made commendable efforts to spread digital payments culture.

According to the RBI, a digital payments platform should be simple, safe and efficient while carrying out payments. Various criteria about an ideal payment system was brought out by RBI in its vision for a future payment system dreaming a digital transaction economy.

It also caters to the "pay to pay" collect request which can be scheduled and paid as per requirement and convenience.

* Following are the steps required to enable registration in different payment apps

- User downloads the UPI application from the App store / Play store / Banks website.
- User creates his/her profile by entering details like name, virtual ID (payment address), password, etc.
- Generating UPI-PIN User goes to "Add/link/manage Bank Account" option and link the bank and account number with virtual ID.

* Generating UPI-PIN

- User selects the bank account from which he/she wants to initiate the transaction
- User click one of the option.

* Product

A. Financial Transaction - UPI supports following financial transactions.

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(i) Pay Request

A pay request is a transaction where the initiating customer is pushing funds to the intended beneficiary. Payment address includes mobile number and MMID, Account number & IFSC and virtual ID.

(ii) Collect Request

A collect request is a transaction where the customer is pulling funds from the intended intended payer by using virtual ID.

B. Non-Financial Transactions - UPI will support following types of non-financial transactions on any PSP App.

- (i) Mobile Banking Registration.
- (ii) Generate One Time Password (OTP).
- (iii) Set/change PIN
- (iv) Check Transaction Status
- (v) Raise Dispute / Raise Query.

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BACKGROUND AND LITERATURE REVIEW

In this study researchers aims to identify the customers preference, functioning of UPI through different payment apps.

The researcher's find out the below review of literature which is relevant for this study.

- RATHORE (2016),

He stated that digital payment using wallet was highly convenient for consumers in purchasing products through online payment without physical movements across places.

- ASHISH DAS, RAKHI AGRAWAL (2010),

In their article "Cashless Payments system in India A- Roadmap" cash as a method of an installment is a costly suggestions for the govt. The Nation to move far away from money based towards, a cashless (electronic) installment framework. This will help diminish money administration cost, track

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exchanges, check charge evasion / misinterpretation and so forth, upgrade budgetary consideration and incorporate the parallel economy with the standard.

• RADHIKA BAS BAPPADITYA MUKHOPADHYAY (2016),

He studied cashless payments in India. He developed a theoretical model of payment decisions made by consumers and sellers. He founds that the convenience of cashless transactions weighed against the temptation to evade taxes.

• RAHUL GOGHWAL (2017),

He has done research on the advancement in payment system through unified Payment Interface and found that UPI is the most advanced payment system in the world as it includes low transaction cost and instant settlement as there are no intermediates involved. UPI has allowed different banks to communicate with each other and has enabled interoperability between disparate bank payment systems.

• S. PANGHAL and M. BALACHANDRAN (2018),

UPI's success is proof that India is moving mountains to usher in a less. But the scope of BHIM must be widened. BHIM should add more categories to payment application for user.

Planning of the
Project, Relevance
and
Target Return

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In this final report, the project is planned thoroughly and accordingly to the progress report made by the different researches.

In the final report the chapter 1 is written by Anish Dya, chapter 2 by ~~called~~ Anish Dya, chapter 3 by Ritesh Ranvase and Mohd. Touqeer Nagori.

The final report is based on the data collected in the progress reports which is further elaborated and studied in final report.

RELEVANCE

The main question arises is why do people prefer UPI? It is because of simplicity, a centralised facility that does not depend on a single bank and a robust infrastructure built on the back of a secure and proven IMPS system make UPI a winning success among digital payment gateways.

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With UPI, users bank account can be used as a wallet with a simplified two factor authentication which eliminates the need to store funds in any other wallet. use of virtual ID makes it more secure since share credentials

Across the country, merchants, service providers, small companies, and traders have already made UPI a part of their dally life.

The number of banks that are live on UPI has gone up to ~~57~~ 216 from 153 in April 2020. from when the platform began operations in April 2016, there were only 21 bank on board.

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Target Return

In this study the main target return was to ~~achieve~~ know UPI function and how all the payment app helps to facilitate the usage of UPI.

In the data analysis we were able to ascertain the most used and easy to use app for the consumer.

This study helped to know the vast difference that came in India with the introduction of UPI. It not only changed the market but also affected the consumer. It is stated that by being that easy to pay consumers started to pay and spend more.

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Work place and
Organisation details
Conclusion

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This research has been done in the premises of St. Paul Institute of professional studies under the guidance of Professor Danish Khan. Researching was done through research on functioning of UPI through different payment apps like PhonePe, Paytm, Google pay, etc.

• Paytm

It is an Indian e-commerce shopping website inaugurated in 2010, owned by one of the communication. Customers can add money into their wallets with the UPI-ID. Along with other payment options such as debit/credit card, net banking etc. UPI is also among them. Customers can initiate money collect requests through paytm with UPI. It is a platform owned by more than 4 million users.

• PhonePe

This is one of the most popular payment apps that allows user to transact using the UPI interface. It was founded in December 2015, by sameer nigam, rahul chauri and Burgin Engineer. It went live in year 2016. It is owned by flipkart.

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and powered by Yes Bank. It is Headquartered in Bengaluru, Karnataka (India).

This is considered to be one among the most preferred apps for UPI

• Google Pay

It is a mobile service developed by google and released on 26 May 2011. It provides contactless purchases on mobile devices enabling users to make payment with phones, tablets or watches. Users can authenticate via PIN, passcode or biometrics or fingerprint scanning also.

• BHIM App

It is the UPI based Indian mobile payment app developed by National payments corporation of India (NPCI), launched on 30th December 2016. It is intended to facilitate e-payments directly through banks and encourage cashless transactions. It was named after Dalit leader Dr. Bhimrao Ambedkar. The payment interface comes with all the essential features and it is known for good user experience.

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Advantages And disadvantages of Different Payment Apps for various transaction

(i) PHONE PE

ADVANTAGES

1. It is very easy to use. It has a user-friendly interface, making it convenient to navigate and complete transactions.
2. It has various payment options like UPI, credit & debit cards and wallets for users.
3. PhonePe offers various types of cashback and rewards making their users to save money while transacting.

DISADVANTAGES

1. It has very limited acceptance outside of India. It may have limited acceptance in foreign transaction.
2. Some times there can be technical glitches while making digital payment through phone pe. It can cause trouble for the user.
3. PhonePe depends on internet connections. If the internet connection is not stable the transaction may not be faulty.

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Q.1) GOOGLE PAY

ADVANTAGES

1. Google pay is almost used or accepted by various shops and stores in offline purchase as well as online purchase. It makes Google pay a suitable mode of making payments.
2. Google pay supports contactless payments, bringing allowing users to make quick and secure ~~secure~~ transactions with a simple tap.
3. Google pay flawlessly integrates with other Google services, making it to manage payments within the Google ecosystem.

DISADVANTAGES

1. Google pay may not be available in every country or region, which limits its advantages for international transactions.
2. It is necessary to have a Google account to use Google pay. It is a disadvantage for those who don't want to have a Google account.
3. If you're using Google pay it means sharing the payment data with Google, which creates concerns for Security.

some users.

(iii) PAYTM

ADVANTAGES

1. Paytm is very popular in India. It is used and accepted by various users in India making it easy for within country transaction.
2. It offers various types of schemes like cashbacks & discounts making users attracted towards it.
3. In Paytm there is no need for you to go to any bank or shop. You can receive and pay by a single tap on your mobile screen while sitting at home.

DISADVANTAGES

1. It also have limited acceptance outside India, restricting international transaction.
2. Paytm have transaction limits for certain activities like sending money or making large payments.

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Work Flow

DATE _____
PAGE 47

* Deciding the topic of study

The first and foremost step was to decide a topic for the project. After discussion with all the team members and with approval of our project guide we decided to study on the topic.

"Exploring user preference: A comparative analysis of different payment apps."

* Created a list of Jobs to be done
The next step of the project was to create a list of individual task that our team needs to complete to successfully finish the project.

* Planning

Then all the members to collect the information and data from different sources. It was also planned to make a questionnaire of the survey done by team member.

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Literature Review

Soon after we also studies review of different persons on topic we have chosen.

Execution

We started to implement the plans that we made for the project. We used resource like books, internet, articles etc to collect the information and communicated to all the members of the group.

Presenting the project to the project guide and receiving we presented the rough draft of the project to our project guide and he checked and suggested the correction that should be made in our project.

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Collection of Details.

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Meaning

Unified payment interface (UPI) is one of the fastest growing Digital payment system through which a user can both send and receive money through a Virtual payment Address (VPA). The uniqueness of UPI as other digital payment methods like 24x7 and 365 days available easy and convenient to secure gate way attracts the customers of secure sector.

The unified payment interface is a real-time payment system. It is a great designed to enable peer to peer inter bank transfer through a single click. Two factors authentication click process the interface authentication is regulated by the reserve bank of India (RBI). India's Central Bank. It work by transferring money b/w two banks account along with a mobile platform.

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Feature of UPI

UPI enable person mobile to be used as a primary device for all payment to person. Using UPI user can seamlessly make or request payment with ease and security to from friends, Merchants or pay their bills etc, without the need to share bank credentials. User a single UPI app which makes or request payments with ease make of good user experience for user.

The payment can be Initiated both by sender (payer) and receiver (payee) this enables a personal mobile to be used to pay

UPI allows user to create their unique virtual payment address without the need enabling user to provide sensitive details like bank accounts number or credentials on third party application or the website the payment can be done using multiple identifiers like Virtual address address Virtual ID account number

UPI provide a standard of apps to enable transactions of UPI platform thus enabling a fully interoperable system across all banks, financial institution and payment system without having silos and closed system these minimalist and fully functional apps innovation by payment service providers.

To Build Customized payment solution for business and function such mobile for business and functioning such mobile apps for consumer's without having to change the core API structure.

UPI uses one click 2 factor authentication for safe and secure payment using a personal mobile phone without the need for any separate acquiring devices for physical takes.

Sr. Alize Thomas

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Trends in using UPI

Transactions made using the unified payment interface scaled a new peak in December 2021 surpassing the previous record set in October when it 100 billion for the first time according to Data from the national payment corporations worth about Rs 8.27 crore UPI were conducted last month that compares with 422 crore transactions worth about 7.41 lakh crore in October and 230 crore crore transaction worth ₹ 4.31 lakh crore last January.

In all of 2021 more than 3,800 crore UPI transaction amounting to ₹ 13 lakh crore were conducted. NPCI now expects the UPI platform to hit 100 crore transaction per day after the reserve Bank of India enables the use of UPI wallets of low value offline transactions.

S. Alice Thomas

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Future growth of UPI

Transaction values in 2021 have grown by 103 percent. When the unified payment interface (UPI) was launched in 2016 little did anyone know that it would account for over 50 percent of retail payments in India in just five years.

While India looked towards Digital payment modes right after the Demonetisation of 500 and 1000 ₹ notes.

In 2016, It was the pandemic in 2020 that brought a largest chunk of new users onto digital platform amid the nationwide lockdown. In 2021 the second year of the e to the pandemic, with the 2nd wave of covid-19 way worse than anything India had seen earlier people began switching to digital transactions more than ever before. Monthly UPI transaction values took four years to breach the ₹ 3 lakh crore mark in August 2020. Barely 14 months later the astonishing figure.

More than double and crossed
them 2 7 lakh crore mark
once the habit set in

Many Indians have only used
online payment for transaction
are no longer the preserve
of restaurants and bigger
establishment But can be
seen even in roadside stalls

The year began with the monthly
UPI transaction value of at
2 1 lakh crore and with
barely a week left for 2021
to end, that value has
nearly doubled to 5 70.5 lakh
crore
(over 100 billion dollars)

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Customer of UPI

Unified Payment interface (UPI) has is a system that pools multiple Banks accounts into a single tap mobile applications (of any participating Bank) Merging several banking features Seamless fund routing and Merchant Payment.

Into one hood it also confers to the peer to peer collect request which can be scheduled and paid as per requirement and convenience out of all UPI transactions done 54% are person - to - person (P2P) while were person - to - Merchant (P2M)

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Method of analysis /

Applied Techniques

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Scope and Significance of Study

Due to various reason Online payment have become an important kind of transactions in trade. As it is imperative that to find the various source of online source towards money transaction.

By this study we are trying to find out what we are the various method of online payment term related to UPI.

This study is to analyze the awareness and satisfaction level of customer in UPI and the security and privacy concerns influencing consumers in UPI and the study analyze the consumer perception and problems towards UPI. It also helps to identify the variance between UPI services and traditional service.

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OBJECTIVES OF STUDY

The objectives of this study was:

1. To Investigate the factors that influence user preference when ~~was~~ choosing a payment app.
2. Compare and contrast the features and user experiences of popular payment apps.
3. To analyze the advantages and disadvantages of using different payment apps for various transactions.

RESEARCH METHODOLOGY

The present study is statistical in nature and the present study examines the customer insight towards UPI. The study uses primary as well as secondary data. Due to special nature of study the questionnaire qualitative data has been used in the study.

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CONCLUSION

DATE _____
PAGE 58

UPI developed the M-payment technology by facilitating mobile phone to be used as a main payment device for giving and accepting payment in contrast to all of payment system it can be say that UPI is that most advanced payment system

In the world UPI payment system allows money transfer between any two banks account to different merchants both online and offline without the hassle of typing Credit Card details, TFSC Code or Net Banking Password it aims to simplify and provide a single interface to money transfers easy, quick and hassle free. These features of UPI motivates the respondent of service sector to adopt the tool and the above study revealed that there also a significant difference found between the gender towards the adoption of UPI.

The use of smart phones, The availability of an online verifiable identity.

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Universal access to banking and introduction of biometric sensors in phones will proactively encourage UPI transaction and findings revealed that respondent have positive attitude towards the UPI transactions for ushering in a cashless society in India.

Despite all the claims of government the most preferred mode of payment remains cash and cards on an average although usage digital payment has increased manifold by the people in all age groups, but more awareness needs to be spread especially in field of UPI the frequency of digital payment is highest in the age groups of 20-35 and least in above 40 peoples are although aware of UPI, but are not as inclined towards it as they are to mobile wallets and debit credit cards the new technology faces challenges that needs to be addressed and taken care of in order to promote it in future.

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In case of UPI the front-end platform is to be designed by the banks. If banks fails to work effectively on this then consumer adopting the UPI will be difficult more likely because private mobile firms have sincerely invested in creating merchant network to ensure smooth and failure free payment process. Moreover they have also included cashbacks and discounts to attract customers atleast for a trial usage.

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Challenges in Project work

There were many challenges in this project, because it is all depended on the guidance, Co-Ordination, creativity, mentality & knowledges etc.

The main challenges in the project was the team work. It is the hardest and difficult task to perform by the guidance and co-operation.

With the help of the members of the group and friends with all had co-operated and with joy we had made the project report.

So. Alize Thomas

Team work :-

Team work is a ability of people to work together. Team work happens when people work together toward a common goal. That goal could be professional or personal. You can work as a team to move a couch up, a flight of stairs, launch a work project, or play over.

Sr. Alice Thomas

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Sr. Alice Thomas

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St. Paul Institute of Professional studies, Indore

Name - Mohd. Afham

Date - 17-01-24 Sign - Afham

Questions:

1. Do you use UPI ?

Yes ☒

No. ☐

Maybe. ☐

2 Gender

Male ☒

Female ☐

2 AGE

Below 18 ☐ 19 Years- 25 Years ☒ 26 Years - 46 Years ☐ 46
Years - 55 Years

3. Education

SSC ☐ Intermediate ☐ Graduate ☒ Post graduate ☐

4. Occupation

Student ☒ Employee ☐ Businessmen ☐ Housewives ☐

5. Which UPI apps do you prefer?

Google pay ☐ Phone Pe ☒ Paytm ☐ Others ☐

6. How long are you using the UPI apps

6 month. ☐ 1 year ☐ 2 years ☒ more than 2 years ☐

7. Level of satisfaction towards UPI

Satisfied ☐ Highly satisfied ☒ Dissatisfied ☐ Highly
dissatisfied ☐

8. What are the problems you have faced while using UPI for transactions.

Network problem ☒ Pending transaction ☐ Security problems ☐
Others ☐

S. Nize Thomas

PRINCIPAL

St. Paul Institute of Professional Studies
INDORE

St. Paul Institute of Professional studies, Indore

Name - Nupur Sen

Date - 17-01-24 Sign - Nupur

Questions:

1. Do you use UPI ?

Yes (✓)

No. ()

Maybe. ()

2 Gender

Male () Female (✓)

2. AGE

Below 18 () 19 Years- 25 Years (✓) 26 Years - 46 Years () 46
Years - 55 Years

3. Education

SSC () Intermediate () Graduate (✓) Post graduate ()

4. Occupation

Student (✓) Employee () Businessmen () Housewives ()

5. Which UPI apps do you prefer?

Google pay () Phone Pe (✓) Paytm. () Others ()

6. How long are you using the UPI apps

6 month. () 1 year () 2 years (✓) more than 2 years ()

7. Level of satisfaction towards UPI

Satisfied () Highly satisfied (✓) Dissatisfied () Highly
dissatisfied ()

8. What are the problems you have faced while using UPI for transactions.

Network problem (✓) Pending transaction () Security problems ()

Others ()

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INDORE

St. Paul Institute of Professional studies, Indore

Name - Palak Yadav

Date - 22-01-22

Sign - Palak

Questions:

1. Do you use UPI ?

Yes ☒ (✓)

No. ()

Maybe. ()

2. Gender

Male ()

Female ☒ (✓)

2. AGE

Below 18 ☒ (✓) 19 Years- 25 Years () 26 Years - 46 Years () 46
Years - 55 Years

3. Education

SSC () Intermediate ☒ (✓) Graduate () Post graduate ()

4. Occupation

Student ☒ (✓) Employee () Businessmen () Housewives ()

5. Which UPI apps do you prefer?

Google pay ☒ (✓) Phone Pe () Paytm ☒ (✓) Others ()

6. How long are you using the UPI apps

6 month. () 1 year ☒ (✓) 2 years () more than 2 years ()

7. Level of satisfaction towards UPI

Satisfied ☒ (✓) Highly satisfied () Dissatisfied () Highly
dissatisfied ()

8. What are the problems you have faced while using UPI for transactions.

Network problem ☒ (✓) Pending transaction () Security problems ()
Others ()

S. Alice Thomas

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St. Paul Institute of Professional Studies
INDORE

St. Paul Institute of Professional studies, Indore

Name - Nisha Jain

Date - 24/11/23 Sign - Nisha Jain

Questions:

1. Do you use UPI ?

Yes ()

No (✓)

Maybe ()

2 Gender

Male ()

Female (✓)

2 AGE

Below 18 ()

19 Years - 25 Years (✓)

26 Years - 40 Years () 40

3. Education

SSC ()

Intermediate (✓)

Graduate ()

Post graduate ()

4. Occupation

Student ()

Employee ()

Businessmen ()

Housewives (✓)

5. Which UPI apps do you prefer?

Google pay ()

Phone Pe ()

Paytm. ()

Others (✓)

6. How long are you using the UPI apps

6 month. ()

1 year ()

2 years ()

more than 2 years ()

0 years (✓)

7. Level of satisfaction towards UPI

Satisfied ()

Highly satisfied ()

Dissatisfied ()

Highly

dissatisfied ()

None (✓)

8. What are the problems you have faced while using UPI for transactions

Network problem ()

Pending transaction ()

Security problems ()

Others (X)

None (✓)

S. Nisha Jain

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INDORE

St. Paul Institute

of Professional Studies, Indore



B.Com Plain I Year
(2023-24)

Project Training Report

Undertaken At

SHIVAM GROUP

S. No.	Name of Students	Roll Number	Signature
1	Palak Jashnani		<i>Palak Jashnani</i>
2	Dimple Joshi		<i>Dimple Joshi</i>
3	Suryansh Yadav		<i>Suryansh Yadav</i>
4	Alefiya Banglorewala		<i>Alefiya Banglorewala</i>
5	Sharad Sivarajan		<i>Sharad Sivarajan</i>
6	Kanak Kashyap		<i>Kanak Kashyap</i>

Guided by:

Dr. Jyoti Bathra

Assistant Professor

SPIPS, Indore

Authorized By:

Dr. Sr. Alice Thomas

Principal

Date:

Stamp:

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Declaration by the Student

I hereby declare that the *Internship Training Report* submitted to *St. Paul Institute of Professional Studies, Indore*, is a record of an original work done by me under the guidance of *Dr. Jyoti Bathra (Assistant Professor)*, and this report is submitted in the partial fulfillment of the requirement for the award of the degree of *Bachelor of Commerce*. The analysis/results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

S. No.	Name of Students	Roll Number	Signature
1	Palak Jashnani		<i>Palak Jashnani</i>
2	Dimple Joshi		<i>Dimple Joshi</i>
3	Suryansh Yadav		<i>Suryansh Yadav</i>
4	Alefiya Banglorewala		<i>Alefiya Banglorewala</i>
5	Sharad Sivarajan		<i>Sharad Sivarajan</i>
6	Kanak Kashyap		<i>Kanak Kashyap</i>

Place: Indore

Date: 2/3/24


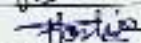
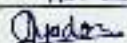


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INDORE

Certification by Guide

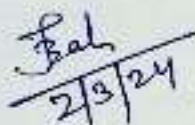
This is to certify that Following students of **B.Com Plain I year D** have carried out the Project Training under my guidance and supervision in partial fulfilment of the degree Bachelor of commerce, offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

S. No.	Name of Students	Roll Number	Signature
1	Palak Jashnani		
2	Dimple Joshi		
3	Suryansh Yadav		
4	Alefiya Banglorewala		
5	Sharad Sivarajan		
6	Kanak Kashyap		

The above work is done in Shivam Group (Name of the organization) from 28/12/2023 to 13/01/2024.

I wish him / her all the success in the future endeavours.

Signature:


2/3/24

Name of the Guide: Dr. Jyoti Bathra

Designation: Assistant Professor

II

S. Alice Thomas

Acknowledgement

I would like to express my sincere gratitude to Dimple, Palak, Alefiya, Kanak, Sharad, Suryansh for their invaluable contribution and support during the development of the project. I am also thankful to Tyate mam and our college principal for giving us opportunity to do practical experience and also improve our communication skills. who has been very helpful in completion of the project. I sincerely express my thanks for their valuable guidance, intellectual suggestion and constant help in a lot of various way during project.

S. No.	Name of Students	Roll Number	Signature
1	Palak Jashnani		
2	Dimple Joshi		
3	Suryansh Yadav		
4	Alefiya Banglorewala		
5	Sharad Sivaraman		
6	Kanak Kashyap		

Place: Indore

Date: 2/3/24

S. Alize Thomas

Performa-G2

Information and Consent Of The Organization

1. Name and Registration of the Organization

SHIVAM GROUP

2. Structure (Government/Semi Government/Private/other)

PRIVATE

3. Nature of work

FINANCE

4. Total No. of Collaborators in the Organization

6

5. Maximum No. of Students which you can guide

50

6. Employment possibility after Training

60%

7. Other important Information

No

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.

For SHIVAM GROUP

Shivam

PROPRIETOR

Signature with date

Head of the organization

Sr. Alice Thomas

Performa-G4

Feedback Form

Name of Trainee Student: Dimple, Surajesh, Abhi, Aditya, Shradha
College Name : St. Paul Institute
Class : B.Com 1st yr 'A'
Section and S.No. : 'D' Block

S.No.	Basis of Valuation	Grade (A/B/C)	Remark
1.	Attendance	A	Excellent
2.	Theoretical skills gained	B	Good
3.	Practical skills gained	A	Excellent
4.	Sincerity & Interest towards work	A	Excellent
5.	Attitude and behavior during training	A	Excellent
6.	Coordination with working group	B	Good
7.	Overall grade	A	Excellent

Date:

Signature: S. R. Yadav

Place:

Name of the Head: S. R. YADAV

Name of the Organization: SHIVAM GROUP

VI

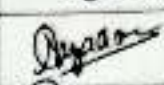
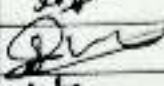

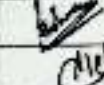
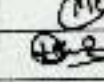
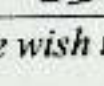
S. Alice Thomas

❖ HOME LOAN, MORTGAGE LOAN, TAKEOVER LOAN, PROJECT LOAN, OD/C.C.LIMIT

328 3rd FLOOR PHADNISH COMPLEX, NEAR KOTHARY MARKET, INDORE (M.P.) 452001

CONTACT NUMBER : 9907528531 Email ID : shivamgroup15@gmail.com (TIME 11 TO 6 P.M.)

This is to certify that that Following students of B.Com Plain I year D of St. Paul Institute of Professional Studies, Indore, have successfully completed the Project Training from 28/12/2023 to 13/01/2024 in our organization.

S. No.	Name of Students	Roll Number	Signature
1	Suryansh Yadav		
2	Sharad Sivarajan		
3	Dimple Joshi		
4	Palak Jashnani		
5	Alefiya Bangalorewala		
6	Kanak Kashyap		

Their work and behavior during this period was good. We wish them for their bright future.

Signature: 

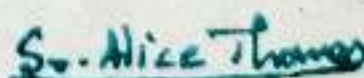
Name of the Org: SHIVAM GROUP

Head/Delegate: S. P. Yadav

Stamp: For SHIVAM GROUP

PROPRIETOR

"Your partner in financial progress"



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Index.

S. No.	Description
	P1 First Progress Report
1.	Introduction of Project
2.	Project Work Plan
3.	Distribution of Work (Student Wise)
4.	Introduction of the Organization
5.	Aim/Objectives of the Project along with its Relevance in Real life

P2 Second Progress Report

1.	Work Flow
2.	Field Work / Data Collection & Methods / Process of Data Collection
3.	Literature Review
4.	Individual work progress of each student as per work allotted

S. Alize

P3 Third Progress Report

1. Individual work report by each student.
2. Statistical Analysis of Data
3. Methods of Analysis / Applied Technology, Result analysis along with its Comparison with Expected Results.
4. Challenges faced in Field Work / Project Work & Along with Solutions.

Final Report P4

- I Declaration By Candidates
- II Certification by Internship guide
- III Certification by Organization
- IV Acknowledgement
- V Offer Letter

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Chapter I

- 1.0 Introduction / Area of the Project
- 1.1 Background / Literature Review
- 1.2 Planning of the Project, Relevance & Target Return
- 1.3 Work Place / Organization's Details

Chapter II

- 2.0 Work Flow of the Project
- 2.1 Collection of Details / Field Survey
- 2.2 Method of Analysis

Chapter III

- 3.0 Analysis of the Conclusion & Results
- 3.1 Challenges in Project Work
- 3.2 Recommendations Based on Conclusion

S. A. K. Sharma

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PRIMARY
REPORT

1

Introduction...

In this project work, we will be analyzing 'SHIVAM GROUP OF ORGANISATION' and making the file. Shivam Group of organization is well established firm with the legacy of 20 years in the loan procedure industry. The company is specialized in providing various types of loan, including project, housing and mortgage loans. Led by experienced proprietor, Mr. SP Vadar, Shivam Group has built a strong reputation with hardwork and has gained reliability in the loan sector.



Project Work Plan...

In the planning of our project we selected Shivam group for our project. We initiated discussions with the proprietor, Mr S.P Yadav to formalize our collaboration and establish the project's framework. During the meeting we outlined project requirements, Negotiated timelines. Mr S.P Yadav expressed his commitment to ensuring the successful completion of the project within the agreed upon parameters.

Subsequently, we distributed the allocated tasks among our team members, considering their interest and availability. Each member received clear instructions and timelines to guide their work.

Regular communication channels were established to facilitate updates, address concerns and maintain alignment throughout the project.



Distribution of Plan...

Distribution in work is done in groups. In each group there are two students and there are total 3 groups for working in Organisation.

Group A -

There are two members are there in group A. Dimple Joshi and Palak Jashmani. They are doing Documentation in loan processing unit at Shivam group. we are generally taking all the documents related to loan process.

Group B -

There are two members are engage in group B. Afiya Bangalorewala and Kanak Kashyap. They are doing in Telecommunication calling. They generally giving information and create awareness about Organisation giving loan.

Group - C

There are two members are there in group C. Suryansh Yadav and Sharad Shivrajan. They are engage in field survey and going at different places and giving information about Swachh Bharat Mission in Organisation.

Introduction of the Organization...

Shinam Group is a well established firm with a legacy of twenty years in the loan procedure industry.

The Company specializes in providing many types of loans including project loans, housing loans, mortgage loans and takeover loans.

Led by the experienced proprietor, Mr. SP Yadav, Shinam Group has built a strong reputation for its expertise and reliability in the loan sector.

The Shinam Group comprises of a dedicated team of professionals who possess extensive knowledge and experience in the loan procedure industry.

The team comprises of loan experts, financial analysts, customer service representatives and support staff, all working together to deliver exceptional services to the clients.

S. S. S. S. S.

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Objective of The Project along with its Relevance in Real Life...

OBJECTIVE

Providing various types of loans

The company specializes in providing various types of loans, including project loans, housing loans, mortgage loans and takeover loans.

Build a strong Reputation

The company aims to build a strong reputation for its expertise and reliability in the loan sector.

Empower Individuals and Businesses

Its objective is to provide financial solutions that empower individuals and businesses to achieve their goals and aspirations.

Development and Training of Team Members

Another one of its objective is to invest in the continuous development and training of its team members to ensure they stay updated with the latest industry trends and best practices.

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RELEVANCE IN REAL LIFE

Variety of Loans.

The company provides various types of loans which include project loans, housing loans, mortgage loans and takeover loans.

Customer - centric

The company prioritizes its customer's needs and strives to provide them with personalized, efficient and reliable loan services.

Financial Solutions

They provide financial solutions to individuals and businesses to empower them and enable them to achieve their goals and aspirations.

Expertise and Reliability

This company is a well established firm with a legacy of 20 years in the loan procedure industry. Innovation and technology is embraced to enhance the delivery of their services to their customers and stay ahead in the dynamic loan industry. As a result, the company has built a strong reputation for its expertise and reliability in the loan sector.

PRIMARY
REPORT
II



WORK

Flow...

Selection of Company (SHIVAM GROUP)

In this step, the team searched and identified the company 'SHIVAM GROUP' as the subject of their project. This was likely done through research and analysis of different companies in the industry to determine which one would be the most suitable for project work.

Study of Company

Once the firm was selected, the team conducted a thorough analysis of Shivam Group. This involved researching the company's history, products, services, market position, competitors and other relevant information. The team used the annual reports of the firm and articles written for comprehensive understanding of the company.

Visit of the Company

St. Aize Thomas

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After analyzing the company, the team visited Shivam Group to gather information and to start our work. After visiting the firm, we had the tour of the organization, interaction with the employees.

and managers and observing day-to-day operations. The team members were introduced to their works and started working for the same. On the same day, the team met the proprietor and had a fun and engaging session with them. The environment was very favourable and friendly. The team enjoyed their work and developed the initial version of the report.

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Field Work

Data

Collection
&

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Methods/Process
Data Collection

From Group C, the students are engaged in field work for collecting the data and analyzing. we have collected data by directly questioning the stores manager, general public, and going in some companies and conducting customer survey and doing analysis of that data and writing the information according to that. Under field work we also understand how to deal in different dynamic condition, how to deal with different people which also improving our communication skills which is helpful for our future jobs as we know communication is most important in field work and telecommunication centre. because in there we deal with different opinion of the people.

we used google forms as a tool for data collection in field survey. and gathering information about consumer preference, attitudes and different behaviour for analysing.

Field work and collection of data help us to think realistic. because it contains real world data and insights and help to develop different strategies and policy through field work. Sr. Alice Thomas




Literature Review...

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Shivam Group with the mission of providing financial solutions that empower individual and businesses to achieve their goals and aspiration is a well-established firm with a legacy of 20 years in the loan procedure industry.

The company specializes in providing various types of loans, including project loan, housing loan, mortgage loans and takeover loans.

The firm is led by the experienced proprietor Mr. SP Yadav, Shivam Group has built a strong reputation for its expertise and reliability in the loan sector.

The vision of this firm is to become the leading provider of loan services, recognized for our commitment to customer satisfaction, innovations and ethical practices.

The firm uphold some core values in their day-to-day operations

1. Integrity
2. customer-centric
3. Excellence
4. Innovations
5. Team work.

S. Alice Thomas

Individual
Work

Progress of
each Student
as per Work
Allotted...

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Group A

The members of Group A, Alfiza and Karak, were tasked with making phone calls to potential clients and explaining them the various kinds of loans provided by the Company and the terms and conditions regarding the loans.

Through this work, the members of this Group learned how to politely talk to people in a convincing and persuasive manner. Patience was a key trait acquired through this work experience as many people don't even receive calls and it is very demanding to convince people.

Group B

The members of this Group, Nimple and Palak were entrusted with the work of collecting, arranging and compiling the various documents required in order to get a loan. The documents required included Identification proof, proof of income, employment verification, credit history, loan application form, etc.

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By doing this work of documentation they learned how to compile accurate borrower details, assess financial documents and ensure compliance with regulatory requirements.

They gained knowledge of loan terms, legal aspects and proper record keeping practices. Effective communication and attention to detail are crucial skills learned through this work.

Group C

The members of this Group, Sharad and Suryansh, were assigned with field work. They had to visit business firms and explain about the various kinds of loans provided by the company and the terms and conditions of the same.

Through this assigned task, they learned the importance of financial analysis, understanding the challenges faced by business owners in securing loans and how to tailor loan solutions to meet diverse business needs.

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PROGRESS
REPORT
III

Individual
Work report
of
Each Student...

Group A -

Under This Organisation we learned to many things. It will help me to do great work in future job. we learned in file documentations, It include comments to explain the purpose of the file, describe function or methods. Include information about how each function contribute to the loan processing workflow. It teach up us how to manage and arrange all the documentation. It also give us knowledge about what are the things are required for loan processing. we gain the knowledge about all the necessary documents require in loan processing. Our experience in the Organisation is very nice.

Group - B

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Under This Organisation, we are in a Telecommunication sector, In which we learned how to connect with different opinion people how to deal with them and commencing team for taking loan through telling them about the importance of it. It improves our communication.

skill which is very helpful for us. It help us to manage all the situation in life in proper way. It also improve our way of communication, when to react and when not. It also teach us to how to work in any organisation. It environment and cultural. How does the self communication unit work in any of the organisations, what problems and challenges we are going to face. It teaches about that overall it built our personality and our experience in organisation is great.

Group C

Under this organisation, we had done field survey and it is fabulous experience for us. as we learn all how to deal in the dynamic environment with different person and different opinion. It also improve our convincing power. It provide us first hand data by collecting information directly from the source, ensuring accuracy and relevance. Our work help to do easily comparison and more trustworthy data.

Statistical Analysis of Data

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- 1) Loan approval rate → The percentage of loans approved by firm.

Approved → 80%.
Disapproved → 20%.
- 2) Average Loan amount → The average size of loans provided by the firm is 80 lakhs.
- 3) Processing time → The total time taken to process a loan application ranges from 7 days to 20 days.
- 4) Profit margin → The commission charged for the procedure of the loan is between 2% to 7%.
- 5) Customer satisfaction → Feedback from customers regarding their satisfaction with loan procedure.

From the Scale of 5

80% of customers rated 5

15% of customers rated 4

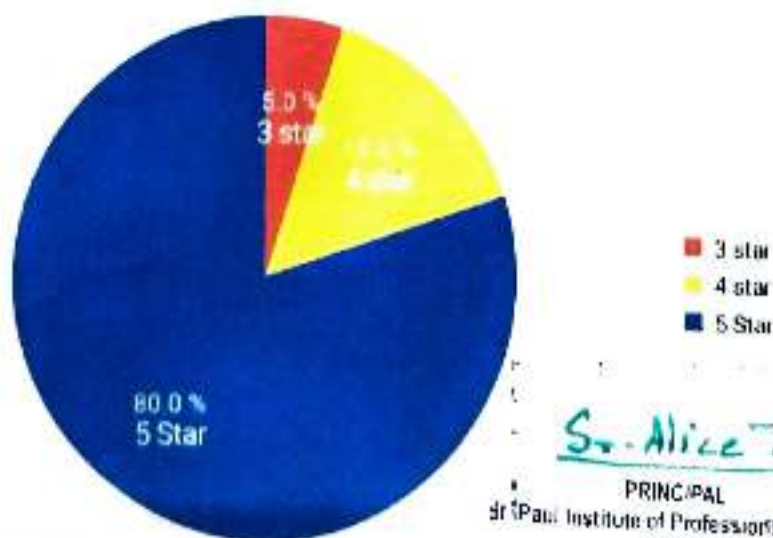
5% of customers rated 3

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6) Sources/Mediums of getting customers/clients :-

- 1) Referrals → Mouth to mouth communication by the satisfied customers.
- 2) Marketing → Through the means of online marketing, telly marketing, Print media.
- 3) Partnerships/Collaborations → Partnerships and collaboration with other firms and institutions.
- 4) Direct sales → Employing sales team to directly reach potential customers.

Customer satisfaction rate



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Methods of Analysis/ Applied Technology

Result analysis along
with it's comparision
with
Results

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Method of Analysis.

The methods of analysis and applied techniques play a crucial role in deriving meaningful insights from the data collected during our visit to a loan firm:-

While talking about analysis the percentage of loan approval is 80%. Where the average size of the loan is 80 lakhs. The total time taken to process a loan application can be 7 to 20 days while the commission charged is between 2% - 7%.

After doing the customer survey, we got to know that the customer satisfaction with loan procedure.

- 80% of customers rated 5
- 15% of customers rated 4
- 5% of customers rated 3.

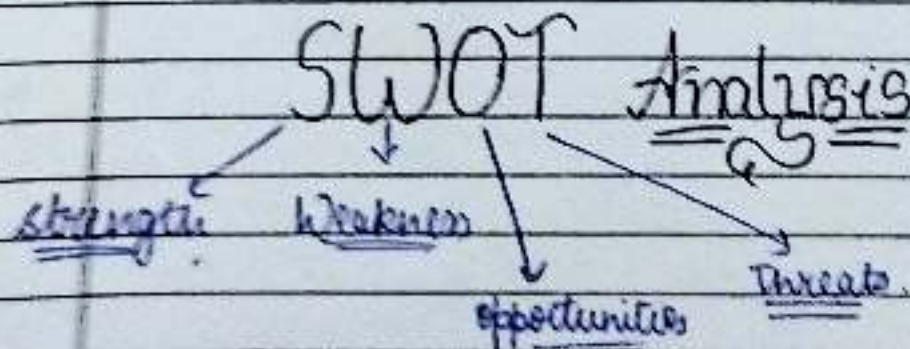
We also analyzed the sources of getting customers / clients

1. Referrals - Mouth to Mouth communication by the satisfied customers
2. Marketing - Through means of online marketing, ~~all~~ social media marketing and Print media.

3. Partnership and collaboration → Working with other institute and firm.
4. Direct service → Sales team directly reaching to the potential customers.

Qualitative Data Analysis

- While working in three different departments we analyzed the techniques of working, analyzed the content and the employee working methods. There was a very friendly environment and all the members were co-operative as well.
- We also analyzed through customer feedbacks and ratings. Employee response also played a major role during the analysis.



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Challenges faced
in

Field Work /
Project Work

&
along with

Solution...

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→ This Group involved in document processing for loans faced challenges such as:
Ensuring the authenticity of submitted documents posed a challenge.
They attempted to solve this problem by researching on net regarding this challenge and consulting their coworkers.

→ Another challenging situation in this work was maintaining accuracy in document processing. This problem was solved by double checking the work after its done and taking help from their co-workers.

This Group faced such challenges during their works

→ It was not an easy task to effectively communicate loan terms and benefits persuasively.

In order to overcome this problem, the members of this group listened to their fellow workers communicating with potential clients and attempted to "implement" the same.

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→ Insufficient understanding of loans hindered the ability to address client queries. The fellow coworkers helped in addressing this problem.

They told us about the possible questions that the client may ask and how to answer them in the best way possible.

→ Different clients have different attitudes and mannerisms. We tried to become flexible according to the client in order to convey our points regarding the loans.

The members of this group involved in field work faced the following challenges:

→ Lack of experience in financial products and terminology. To overcome this difficulty they observed how their fellow co-workers conversed with the potential clients in person.

→ Difficulty in remembering the terms and conditions of loans. Solution: Revising terms and conditions before going for the field work.

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PROGRESS

REPORT

IV

[FINAL REPORT]

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Introduction Area of Project...

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Introduction...

Through this project we will try to understand the working and functioning of the Shivan Group and how they managed to establish a reputation characterized by reliability in twenty years.

We will try to comprehend how this company manages to ensure excellence in their operations, ensuring accuracy, efficiency and professionalism in all aspects of their work.

The company provides various types of loans and tailor loans according to the need of the client so that the individuals and businesses can achieve their aims, dreams and aspirations.

This company / project analyzed by the following students:

1. Dimple
2. Palak
3. Alefiya

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4. Kanak
5. Sharad
6. Shreyansh

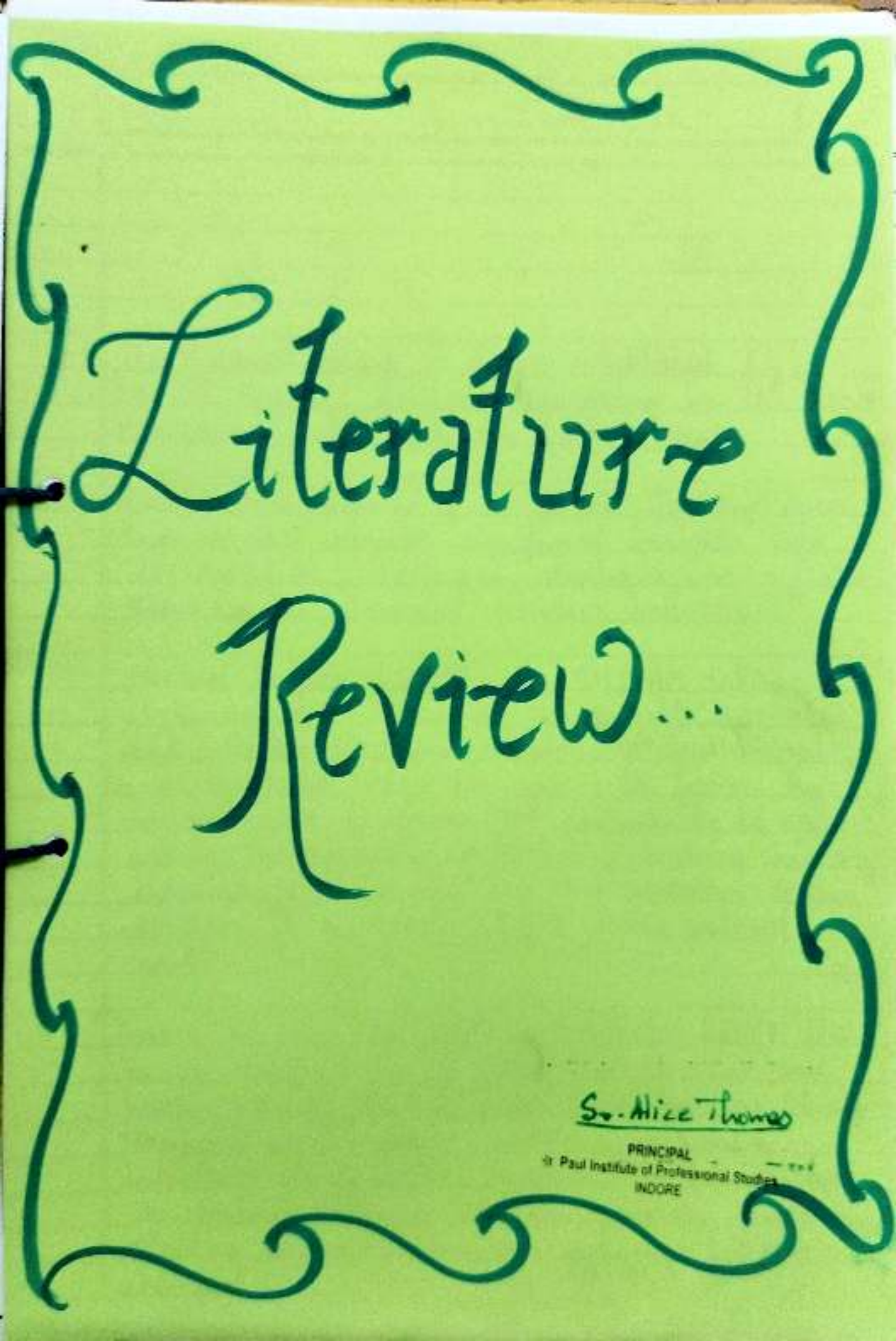
We did the following activities in order to better understand the functioning of the company:

- Making phone calls to individuals and businesses, who are potential clients, and tell them about the various loans they can opt for to achieve their goals.
- Doing field work, visiting businesses firms and tell them about the available loans.
- Collecting and compiling documents which are required to process the loan and verify the credibility of the client.

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Literature Review...

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- The Shivam Group a firm established by Mr. SP Yadav, has been operating in the Loan Procedure Sector for the past 20 years.

A literature review of the firm's Journey over two decades reveals significant insights into its evolution, challenges, strategies and contributions to the financial services industries.

Founded in year (2002), the SHIVAM GROUP embarked on a mission to provide accessible and reliable financial services to Individuals and businesses. Over the years, the firm has demonstrated resilience and adaptability in navigating the dynamic landscape of lending history through strategic planning and customer-centric approaches, it has established a strong foothold in market.

One of the key strengths of SHIVAM GROUP lies in the hands of Mr. SP Yadav the director and proprietor of Shivam group, epitomizes strong leadership and strategic vision with years of experience in financial domain. He has steered the company through various economic landscapes, adapting to market dynamics and regulatory changes.

Over the years, Shivam group has demonstrated commendable performance and sustained growth. through prudent risk management practices and prudent strategies the company has navigated through economic downturns and market fluctuations. its ability to adapt to changing consumer preference and emerging trends underscores its resilience and agility in competitive landscape.


Customer satisfaction remains a core cornerstone of shivam group ethos. the company places a premium on delivering superior service and fostering trust and transparency in all its interactions. Customer feedback and testimonials reflect high level of satisfaction with shivam group services, highlighting its commitment to excellence and integrity in financial transactions.

In Conclusion the literature review underscores shivam group's standing as a reputable firm in the loan providers sector, guided by the Visionary leadership of Mr. S.P Yadav. through its unwavering commitment to excellence, regulatory compliance, and customer satisfaction, Shivam Group continues to set benchmarks for performance and innovation in the dynamic landscape of financial services.

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Planning of the Project...

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Before starting the planning of the project, we ~~pts~~ were in search of companies who would guide us ^{and} provide the valuable information and time. We then met up with Shriam Group and they were ready to work with us for the same.

Shriam Group is a reputable organization that has been in the loan procedure for 20 years. It specializes in offering a range of loans, such as project plans loan, housing loans. Under the direction of its seasoned owner, Mr SP Yadav, Shriam Group has established a solid reputation for competence and dependability in the lending industry.

Our objective for the visit was to work with them and eventually understand the working and analyzing the same. We were there to understand their operations, evaluating their customer service and identifying areas for collaboration.

After meeting and discussion we were assigned with the tasks.

1. File management
2. Field Survey
3. Telecalling.

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Before planning, we also interacted with the customers who were already working with the firm. From doing these, we got to know the customer satisfaction and got to know more about the firm.

After starting our work in the firm, we were engaged in our work. Through our tasks we got to know more about the firm and the employees. Being a loan provider company, it involves a high risk of loss. As the days passed, we learned more and more about how the files were managed? how to interact and make new customers over call? How to field survey and make new customers and aware people about the same?

Each department has its importance of providing effective loan services.

Our target for working in Shriam Group was to analyze and learn from day-to-day operations of the firm. As an individual all the students from the group had their own learning and analysis which is put together in their this project file.

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Organization Details

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Organization Details

Shivam group is a Private firm established in 2003. It is a well-established firm with a legacy of 20 years in the loan production industry, specializing in various types of loan, including project loans, housing loans, mortgage loans, and take over loans.

Their mission is "To Provide financial solutions empowering individuals and business to achieve their goals and aspirations."

It is located in Indore at 328 3rd floor, Fadnis Complex, Near Kothari Market, Indore (M.P) 452001.
and Contact details are Phone no. 9907528531
and their email id: shivamgroup15@gmail.com

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The Director / owner S.P. Yadav (Sharad Prasad Yadav) he leads and hold to his expertise in loan procedure

Shivam group have tie-ups with many bank as well as private banks all over India. which helps them to get loan for their client on the basis of their Criteria.

And, as their tag line says

'your partner in financial progress'

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Work Flow of the Project

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- Project Initiation: Gather requirements and objectives of the internship project from shivam group.
- Assign roles and responsibilities to the interns based on their skills and interests.
- Group formation: Group members Suryansh, Dimple, Palak, Alefiya, Kamak, Sharad
- Documentation → (Dimple, Palak)
- Field survey → (Suryansh, Sharad)
- Tally calling → (Alefiya, Kamak)
- Regular meetings and Updates:
- ~~Analyze~~ Conduct regular meetings among the group to share progress updates discuss challenges and coordinate efforts.
- Review and evaluate the quality of work produced by each group providing constructive feedback and support as needed.

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→ Data analysis and interpretation:

- Analyze the data collected from field surveys, tally calling, and other sources to identify trends, patterns and insights relevant to the project objectives.
- Interpret findings and draw conclusions to support recommendations and decision making processes.

→ Report preparation and presentation:

- Collaborate across groups to integrate findings, analysis and documentation into comprehensive report.
- Prepared key findings & recommendations, and outcomes of internship report.


→ Project evaluation and closure:

- Conduct a final evaluation of the internship project, reflecting on success, challenges and lessons learned.
- Wrap up loose ends, submit final deliverables and express gratitude to Shivam group for the opportunity to contribute.

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Collection of Data

Field Survey

Details

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Field survey and data collection play a crucial role in organizational process and decision making for several reasons.

1. Informed Decision Making.

Gathering real world data through field surveys provides organisations with the necessary information to make informed and strategic decisions. So through field survey we get the statistical data with accuracy which help us to make more better decision.

2. Competitive Analysis.

By conducting field survey, organisation can gather information about competitors, market trends and industry benchmark, aiding in strategic planning. So we get numerical data under field survey. It help to comparative analysis of competition in more clear way.

3. Customer Feedback: S. Alize Thomas

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Direct Interaction with Customers Through field survey for data collection

provide valuable feedback, help the Organisation gauge customer satisfaction and loyalty. In a field survey, there is personal face to face communication with help to take proper Customer Feedback, which help the organisation to know about customer reviews and they can change it according to that.

4 Quality Improvement -

Organisation can use field surveys to assess the quality of their services. Identifying the areas for the improvement and ensuring customer satisfaction. A field survey tells in what areas we are lacking and help to improve that for better working of an organisation.

5 Market Research -

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In business field survey contribute to market research, help organisation understand customer needs, trends preferences and changing of the dynamic environment because of continuously changing of customer demand. So by knowing the taste and preference of local

Customer help to change the policy of the organisation according to that. Market research is very important for any organisation to understand what is going on in the market specially in finance related organisation.

Risk Assessment

Field survey help organisation assess potential risk and challenges associated with project, operation or market entry, allowing for proactive risk management.

Through field survey the organisation can also predict the risk and challenges which may an organisation can face in future so it reduce that possibility.

From our group c, the students are involve in the field survey work. They used Questionnaire as a tool for data collection in field survey and gathering information about consumers preference, attitude and different behaviour for analysing which help to give a accurate and ~~Good~~ Qualitative Data for analysis.

Analysis of the Conclusion & Results

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c/ This Project helped us to understand how a loan providing firm works and operate its functions

Shivam Group is a company who provide financial solution to empower individuals and business to achieve their goals. as they are try their best to become leading provider of loan services. It been over 2 (two) decade.

They help individuals to get loan for 2% to 7% on their principal amount.

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As a Individual simply and polite learned about the importance and validity of documents in loan process. They also learned how maintain the records of the clients.

Atifiga and Hayak learned about the importance of tele-calling as making out bound calls to potential customers, providing information about loan service services, answering queries, and potentially generating leads or sales. in other words reaching out to those who don't know about the services.

Suryansh and sharan learned about the importance of collecting or yield valuable data and also coming across the attitude, behavior or environmental conditions and also help them to conduct little survey for the same.

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Challenges in Project Work

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We faced certain challenges while working on this project.

Initially, there was lack of communication between the members of the group of the project regarding the discussion of the project. It was not an easy task of choosing a firm which we would analyze, comprehend and make the project work.

At the beginning, there was some confusion regarding how the project is to be made. The first day of working in the company was not easy as we were not trained or habitual of doing the work.

The work of telecommunication was not easy as well as it was difficult to remember the terms of conditions of loans which needed to be conveyed to the individuals and businesses who are potential clients.

Also, it took a while to understand and comprehend ~~St. Alice~~ St. Alice related to loans.

It was challenging to get leads as it takes time to persuade and convince people. Another challenge was to flexibly adapt to the client's personality and situation.

It proved challenging to converse with potential clients in person as well during the field work. It was difficult to suggest tailored loans right away to the client due to lack of knowledge of the services of loans.

It took time to understand and comprehend how the documents for loan processing are collected, compiled and verified for its authenticity.

The first day at the Company was a little overwhelming as the environment and the work assigned to us were unfamiliar, but with the help, support and motivation of the staff members we were able to overcome this challenge.

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Recommendation Based on Conclusion

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Concluding, at Shriam Group, they have a dedicated team of professional who possess extensive knowledge and experience in the loan procedure industry.

The team comprises loan experts, financial analysts, customer service representatives, and support staff, all working together to deliver exceptional service to ~~over~~ their clients.

They also invest in the continuous development and training of team members to ensure they stay stay updated with the latest trends and best practices.

After working with the team we all would recommend Shriam Group for ~~your~~ your next loan. Every firm has its weakness and strengths and working on them would make the firm more beneficial and strengthen its position in the market.

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Survey Regarding Loan Requirement

1. Are you looking for a loan?

- ☐ Yes
- ☐ No
- ☐ Maybe

2. Which kind of loan are you looking for?

- ☐ Home loan
- ☐ Project loan
- ☐ Mortgage loan

3. Do you have any active loan?

- ☐ Yes
- ☐ No

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4. What is your current income source?

- ☐ Business
- ☐ Job
- ☐ Other income

5. Duration of loan repayment?

- ☐ Short-term loan
- ☐ Long-term loan

6. What's your current CIBIL score?

- ☐ Below 300
- ☐ Below 600
- ☐ Below 900

7. Do you have all necessary documents?

- ☐ Yes
- ☐ No
- ☐ Some of them

8. Do you have any collateral?

- ☐ Yes
- ☐ No

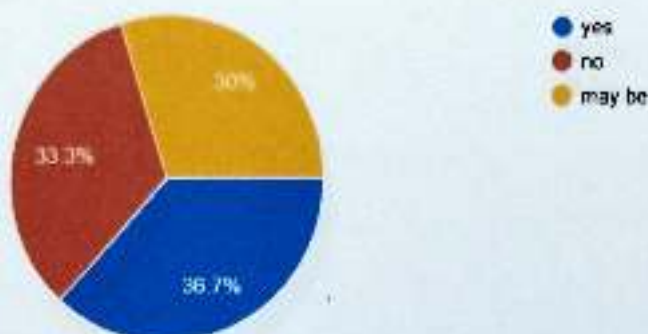
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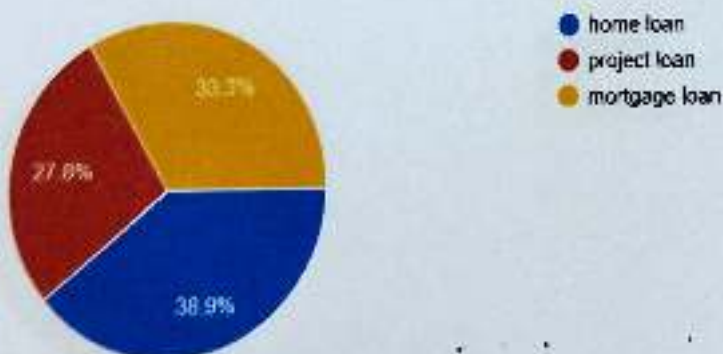
Analysis of the Data

1. Are you looking for a loan?



We found that out of thirty people only eleven people were willing to take a loan.

2. Which kind of loan are you looking for?

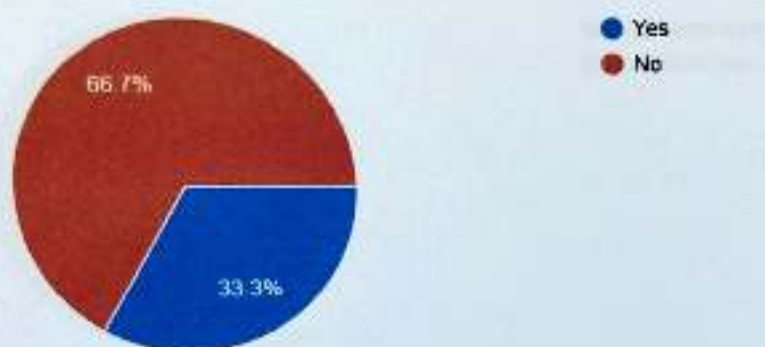


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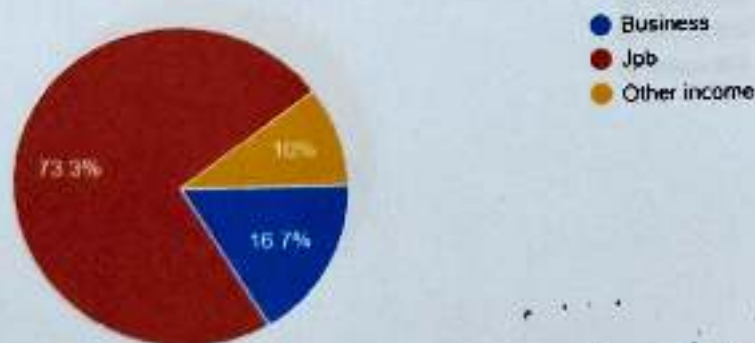
Out of eighteen people, seven people
wanted home loan. More people
opted for home loan.

3. Do you have any active loan?



Out of all the people surveyed,
majority people did not have
an active loan.

4. What is your current income source?



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The current income source of most of the people is through jobs

5. Duration of loan repayment?



Mostly people opted for long term loan because they found it easier to repay.

6. What's your current CIBIL score?



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According to the survey, 53% have below 900 and 49% have below 600

7. Do you have all necessary documents?



According to the survey, 60% have all the documents with that 23.3% doesn't have all and 16.7% have some of them.

8. Do you have any collateral?

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St. Paul Institute of Professional Studies, Indore



Name of Student: Mahesh Pal
BBA/B. Com./B.A./B.Sc. III Year
(2023-24)

Internship/Apprenticeship Training Report Undertaken At

Name of the Organization

Guided by: Dr. Gireesh Zaki

Authorized By:

Name of the Faculty

Principal

Dr. Sr. Alice Thomas

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Designation HOD [Commerce]

Date

SPIPS, Indore

Stamp

06/03/24

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Declaration by the Student

I Mahi pal hereby declare that the Internship Training Report submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by me under the guidance of **Dr. Goldie Zaki** and this report is submitted in the partial fulfilment of the requirement for the award of the degree of Bachelor of Commerce. The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: Indore

Date: 05/ Feb/ 2024

Signature: Mahi

Name: Mahi Pal

Class: B.COM. [HONS]. III 'B'

Roll No. 23

Sr. Alice Thomas

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St Paul Institute of Professional Studies
INDORE

Certification by Internship/Apprenticeship

This is to certify that Ms. Mahi pal of Class B.Com(hons)III B Roll No. 23 has carried out the Internship Training under my guidance and supervision in partial fulfillment of the degree Bachelor Of Commerce offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in AP SOLAR WORKS from 05 January 2024 to 25 January 2024.

I wish her all the success in the future endeavors.

Signature:

FOR AP SOLAR WORKS

PARTNER

Name of the Guide:

Akshay Gupta

Designation:

AP solar works

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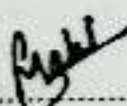
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Acknowledgements

I am very thankful to my supervisor Akshay gupta for providing me with this opportunity. This internship has helped me enhance my professional skills and knowledge. I also want to thank my college for giving me this amazing opportunity to take this internship. Now I am ready with academic and practical learnings to shape my career for the future.

Place: Indore

Date: 5/feb/2024

Sign. of the Student: 

Name: Mahi Pal

Class: B.COM [HONS.] III 'B'

Roll No 23..

S. Alice Thomas

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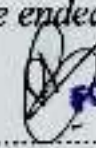
Sr. Paul Institute of Professional Studies
INDORE

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This is to certify that Ms. Mahi pal of Class B.Com(hons)III B Roll No. 23 has carried out the Internship Training under my guidance and supervision in partial fulfillment of the degree Bachelor Of Commerce offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in AP SOLAR WORKS from 05 January 2024 to 25 January 2024.

I wish her all the success in the future endeavors.

Signature:  FOR AP SOLAR WORKS PARTNER

Name of the Guide: Akshay Gupta

Designation: AP solar works

S. Alice Thomas

PRINCIPAL


St Paul Institute of Professional Studies
INDORE

Acknowledgements

I am very thankful to my supervisor Akshay gupta for providing me with this opportunity. This internship has helped me enhance my professional skills and knowledge. I also want to thank my college for giving me this amazing opportunity to take this internship. Now I, am ready with academic and practical learnings to shape my career for the future.

Place: Indore

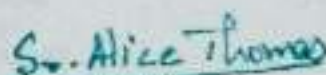
Date: 5/feb/2024

Sign. of the Student: 

Name: Mohit Pal

Class: B.COM [HONS] III 'B'

Roll No. 23...



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Sr. Paul Institute of Professional Studies
INDORE



S-113,114, Yashwant Plaza, Opp. Railway Station, Indore (M.P.) 452001
Ph: 0731-4959313. Email: apsolarworks@gmail.com, Web: www.apsolar.co.in

Ref. No: APS/23-24/INT/055

Date: 04/01/2024

To,
Ms. Mahi Pal,
35, Shiv Shakti Nagar, Indore (M.P.)

Sub.: Appointment Letter for Post of Intern Trainee

We are happy to inform you that you are selected to work in our organization as a result of the interview held on 03/01/2024. The company is therefore pleased to appoint you as an Intern Trainee on the following terms and conditions:-

1. (A) Your appointment will be initially on probation for a period of Six months. During the period of probation if your work is not found satisfactory, of which the company will be the sole judge, the company will have absolute discretion to extend the said period of probation for another term of six months or to terminate your probationary services at any time during the period of probation or extended period of probation without assigning any reasons and/or without any notice or pay/compensation in lieu of notice.

(B) In case your work is found satisfactory at the end of the period of your probation or extended period of your probation, you will be confirmed in the services of the company by an order in writing. Your salary hike at the end of probation will depend upon your performance in the probation period.

(C) This appointment is made subject to production of evidence of your graduation certificates, Identity proof, Address proof and of proof of age and qualification by producing certificate in original.

2. During the period probation or extended probation, your salary will be as follows:

On confirmation

1. Basic	Rs. 2000.00
2. Dearness Allowance	Nil
3. House Rent Allowance	Nil
4. Travelling Allowance	Variable
5. Performance Bonus	Variable
6. Attendance Incentive	Nil
Total	Rs. 2000.00

(Rupees Two Thousand Per Month)

Alice Thomas

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3. The Company will have the right to assess from time to time the work of individual employees and that your future prospects will be decided by the Company in accordance with such assessment of your work. This was told to you at the time of your interview and you had specifically agreed to this arrangement. You will be governed by the provisions of the respective Acts and Legislations.
4. Your working hours will be determined by the Company from time to time. It is, however, understood that you agree and undertake to work as per the working hours prescribed by the companies act.
5. You will not be eligible to any type of leave during the probationary period. You will have the option to leave the company only after the first six months of your joining. You will have to serve a notice period of 1 month in case you decide to leave the organization.
6. You will have to wear such uniform / Formals as may be prescribed by the Company from time to time in the Office during working hours which will be similar in all respect to the uniform/formals overall worn by other employees.
7. You will be responsible for the safe keeping and return in good condition and order of all our property such as tools equipment, instruments, books, shoes, which may be in your custody for use, care or charge. We shall have the right to deduct the money value of all such things from your dues and take such other action as we deem proper in the event of your failure to account for such property to our organization.
8. You will do any work that is entrusted to you and will carry out all the instructions given by our superiors faithfully and diligently.
9. You will have to work with the team of sales executives. You will be responsible for the sales of the company in Indore region. You will take the steps to strengthen the sale of company in the area. You will directly report to your immediate Area Sales Manager. Company holds the right to transfer or promote you in accordance with your performance.
10. You will be prepared and have to work in shifts whenever required to do so.
11. You will keep us informed of any change in your residential address or civil status or family background.
12. You will willingly submit yourself for a medical checkup at any time during your employment if so required by the company.
13. Any information regarding the processes and technology including drawings, designs, jigs, fixtures plans etc. and the policies of the Company that may come to your knowledge during your fixtures not be divulged to any unauthorized persons / employee or an outsider.

S. Nize Thomas

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Ph: 0731-4959313, Email: apsolarworks@gmail.com, Web: www.apsolar.co.in

14. You are liable to be transferred to any other Office/ Region belonging to the Company or branches or sister concern or associates in Indore or anywhere outside Indore or in any department of company.
15. You will obey at all time any lawful order of your superiors and you will conduct yourself in a manner which would be in the best interest for the company
16. You shall not take active part directly or indirectly in any political activity nor shall you participate in any political elections to any municipal or local bodies without obtaining the prior permission in writing from the company
17. While in the service of the Company you shall not carry on any studies or courses of study in any school, college or institutions without the prior permission of the Company.
18. You shall not engage yourself directly or indirectly in any other trade, business or service while in the employment of the Company
19. Your activities will be governed by the policy formulated by the Company from time to time by the Standing Orders and Rules & Regulations of the Company framed from time to time.
20. Your services shall be liable to be terminated forthwith in case any of the terms and conditions mentioned herein are not observed by you.
21. In case of your acceptance of the appointment you should report for duty at the Company Office, Indore of the Company on 05/01/2024 at 11:00 A.M. along with your letter of appointment, school leaving certificate and proof of age and educational qualifications and certificate in original
22. This is appointment memo is issued to you subject to your having read the standing orders, rules regulations and that you have understood and accepted them.
23. Please sign and return the duplicate copy of this letter of appointment as token of your acceptance of terms and conditions mentioned above.

Wishing you best of LUCK in our organisation

For AP SOLAR WORKS,

Yours Faithfully

Partner

S. Alice Thomas
PRINCIPAL

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INDORE

I accept all the above terms & Conditions

SIGNATURE

Area/Scope of Internship

What is internship?

→ An internship is a fixed period of hands-on-work experience that allows professionals to develop their knowledge in a certain field. It is commonly given to students or young people, but can be offered to anyone during an internship, you can work for a company and participate in projects, meetings, and job shadowing opportunities. Internships are all about learning and gaining skills in your chosen industry.

→ They are heavily guided opportunities with plenty of time for reflection and asking questions.

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- It's a good way to transition from studying to working, as you can gain valuable contacts within your chosen industry.

Scope of internship

→ Learning and skill Development :

- Internship provides an opportunity to apply theoretical knowledge gained in classrooms, to real world situation.

→ Networking and professional connections :

- Internship allows you to network with professionals in your field.
- Building relationships with colleagues, mentors and supervisors can lead to future job opportunities.

→ Industry Exposure :

- Internships expose you to the work culture and dynamics of a specific industry.
- you will understand the challenges and trends

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• relevant to your chosen career path

→ Resume enhancement :

- Listing an internship on your resume demonstrates practical experience and commitment.

- Employers value candidates who have applied their knowledge in real-world settings.

→ Exploration and decision making :

- Internships help you explore different roles within an industry.
- you can learn whether a particular career path aligns with your interests and strengths.

→ Potential job offers :

- Some internships may lead to full-time job offers if you perform well.

The scope of internships extends beyond tasks and projects - It's about personal growth, learning and preparing for your future career.

Sd/- Alize Thakur
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AP

Solar Works

Product and

Services

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Details of the Organization

AP SOLAR WORKS

COMPANY PROFILE

AP solar works is a renewable energy and cleantech startup based out of Indore. It is one of the fastest emerging organizations engaged in designing, consultancy and the field of solar energy. AP solar works take this opportunity to introduce ourselves as an esteemed organization engaged in designing, consultancy, EPC and MC of all types of solar power plants with their team of highly skilled and efficient professionals, latest technology, innovative and cost effective approach, they provide the best in class solar energy solutions to their clients.

company also offers services according to the needs and consumptions of the clients. Owing to company's competent & expert staff, skilled labour, best quality and services, they are able to cater demands of the clients in a proficient manner. The focus is to be always uniquely placed above the competitors with best in class solar solutions. The aim is to make every individual self-sufficient in energy consumptions by providing efficient and cost effective solar solutions.

Best Solar Rooftop Company

The company have been awarded as the "BEST SOLAR ROOFTOP COMPANY IN MADHYA PRADESH" by Renewable energy Magazine solar Quarter. The company have also been featured in National Media Journal Yaurstory and also been recognized as "Top 5 startups in India that are innovating in the field of solar energy".

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Aim

To make everyone self-dependent for their electricity usage by providing solution for ultimate & sustainable sources of electricity.

Vission

To make a global presence and be the global market leader in the field of solar energy by providing quality solar solutions.

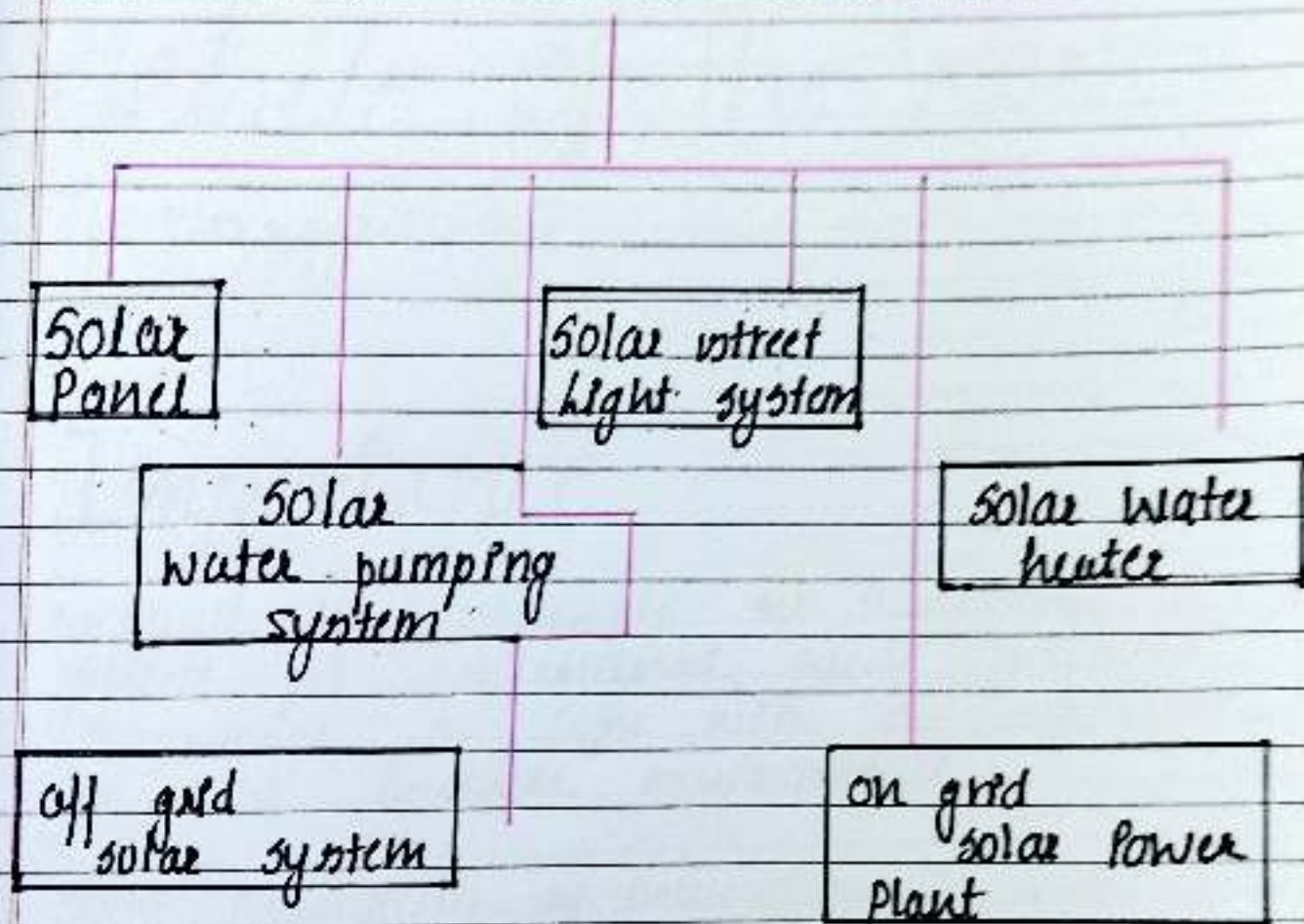
Mission

To provide best in class and renewable energy solutions. and service to our clients at an affordable prices and make the world cleaner, greener and a better place to live for the future generations to come.

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AP SOLAR WORK PRODUCT



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Importance and details of the Work Done

Importance

Without an internship no knowledge is perfect. A professional needs practical knowledge to cope with the difficulties in the business environment.

Some importance of internships I learned from my works are:

- I learned to materialize the theoretical knowledge in the practical field.
- The internship is done in the practical field. So the knowledge about the relationships between the different divisions or sectors can be acquired.

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- understanding sales dynamics : As an intern, I know the inner workings of a sales team. I learned about lead generation, prospecting, negotiation closing deals and post-sales follow up. This understanding helps in appreciate the complexities of sales and prepares us for similar roles later.
- Networking opportunities : Being part of a sales team exposes to various professionals, including the sales head, colleagues, clients, and industry contacts. Building relationships during an can lead to mentorship, references, and potential job offers.
- Skill development : Under the guidance of a sales head, you will develop essential skills such as communication, negotiation, time management, and problem solving. These skills are transferable and enhance your employability.

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- **Resume Enhancement** : Listing an internship under a sales head on a resume demonstrates commitment to learning and practical exposure. It adds credibility and makes us stand out to potential employers.
- **Industry Insights** : Interning under a sales head allows you to observe market trends, customer behaviour, and sales strategies firsthand. This knowledge is crucial for making informed decisions in the future sales roles.
- **Project Contributions** : As an intern, I liked to work on specific projects or tasks. Successfully completing these assignments showcase the contribution to the team and highlight ability to execute sales-related responsibilities.

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WORK DONE.

Basically AP solar works basically deal with references or lead. As an intern, my work is under the sales department. Under the sales department, first process is to generate the lead or references. Then the second step is to visit of the site of the consumer and check the following three things:

- No shadow blockage
- Space for mounting
- And south direction should be clear.

Then explain the qualities and varieties of plant. Then the third step is to check electricity bill of the client and under the electricity bill check the maximum load limit of loan sanctioned, phase given and amount of bill.

According to the electricity bill, the next step is to recommended the installation of plant to the clients.

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For example :-

Electricity bill

Kilo watt

3000 /-

4000 /-

5000 /-

3 Kilo watt plant

4 kilo watt plant

5 kilo watt plant

After all this, I suggested them the brand varieties of the panel.

Here are some of the top brands panel :

1. Adani
2. Mono half cut
3. Bifacial [which is recently launched]

These top 3 brands of the panel have 30 years of warranty. And the warranty which is provided by the company is 10 years after the installation of plant.

After all this steps, company will proceed to the paper work [i.e. documents]

Documents like :

- Aadhar card.
- Contact number
- Email id
- Property tax receipt
- electricity bill
- Passport size photo.

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• cancelled cheque.

After all this, now work will forward to Reasoning team.

Apply for solar rooftop installation.
[on national Portal rooftop system]



through this it will get feasibility approval



Initial survey of MPEB



Installation of structure, panel, Inverter and all other things.



Final survey of MPEB



Net meter [Installation of solar]
Here, solar power start working.



After that company will apply for subsidy on the behalf of consumer.



It will take [15-20] days for subsidy

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Objectives and Methods

1. Gain Experience : Job listing often state that they prefer candidates with educational and job experience.
2. Identify career goals : An internship can give you an authentic experience in a job role by providing you with an introductory experience to a career path, its duties and daily operations.
3. Strengthen a resume : Internships can give you workplace experience before you actually enter the workforce.
4. Develop new skills : Internships also often allow you to gain feedback from employers 3. Mr. Mentors who

already have experience in your desired industry.

- Job opportunities : Various businesses use internships as a talent acquisition strategy since these programs allow managers and human resources employees to monitor an intern's workplace behaviours and productivity.
- Punctuality :
- Multi-tasking and developing skills related to any particular industry.
- Gain experience - Internships provide practical knowledge within a professional role.
- Identify career goals - Internships allows individuals to explore a specific career path, understand its duties, and experience daily operations.

Sr. Aize Thomas

Methods to work at AP solar works:

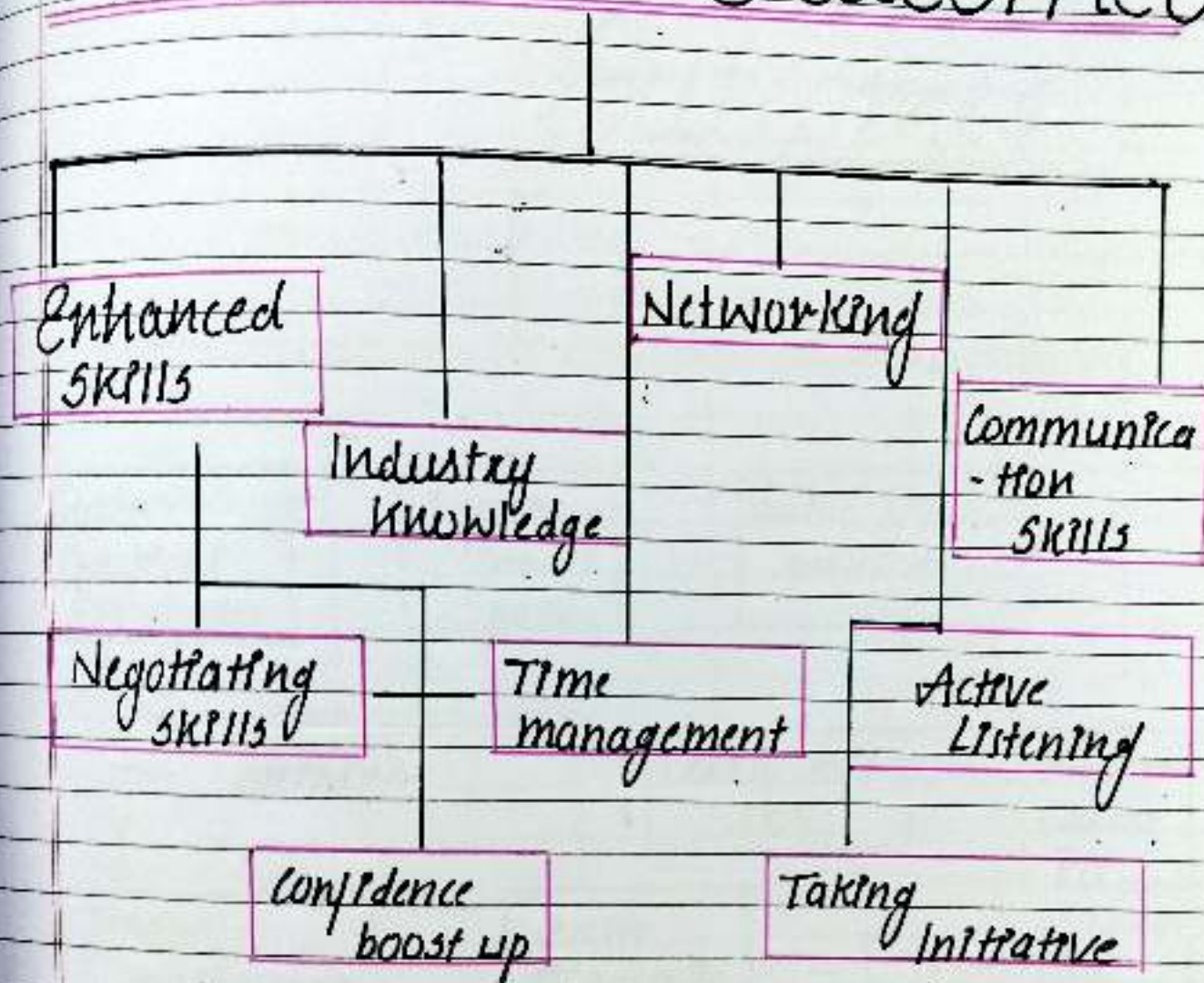
- Start by greeting the client with a positive attitude and smile and try to understand their requirements. Recommend them the panels they might like. Try to convince them with the pricing and assure them about the quality.
- Answer all the queries of theirs about everything about panels.
- Always make a bill of panels you sell. Give the original bill to clients and the copy to yourself. P.c store at the end of the day, match the sales as per the target made at the starting of the day and try to bring some initiatives and creative ideas for the organizations.

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Achieved Outcomes

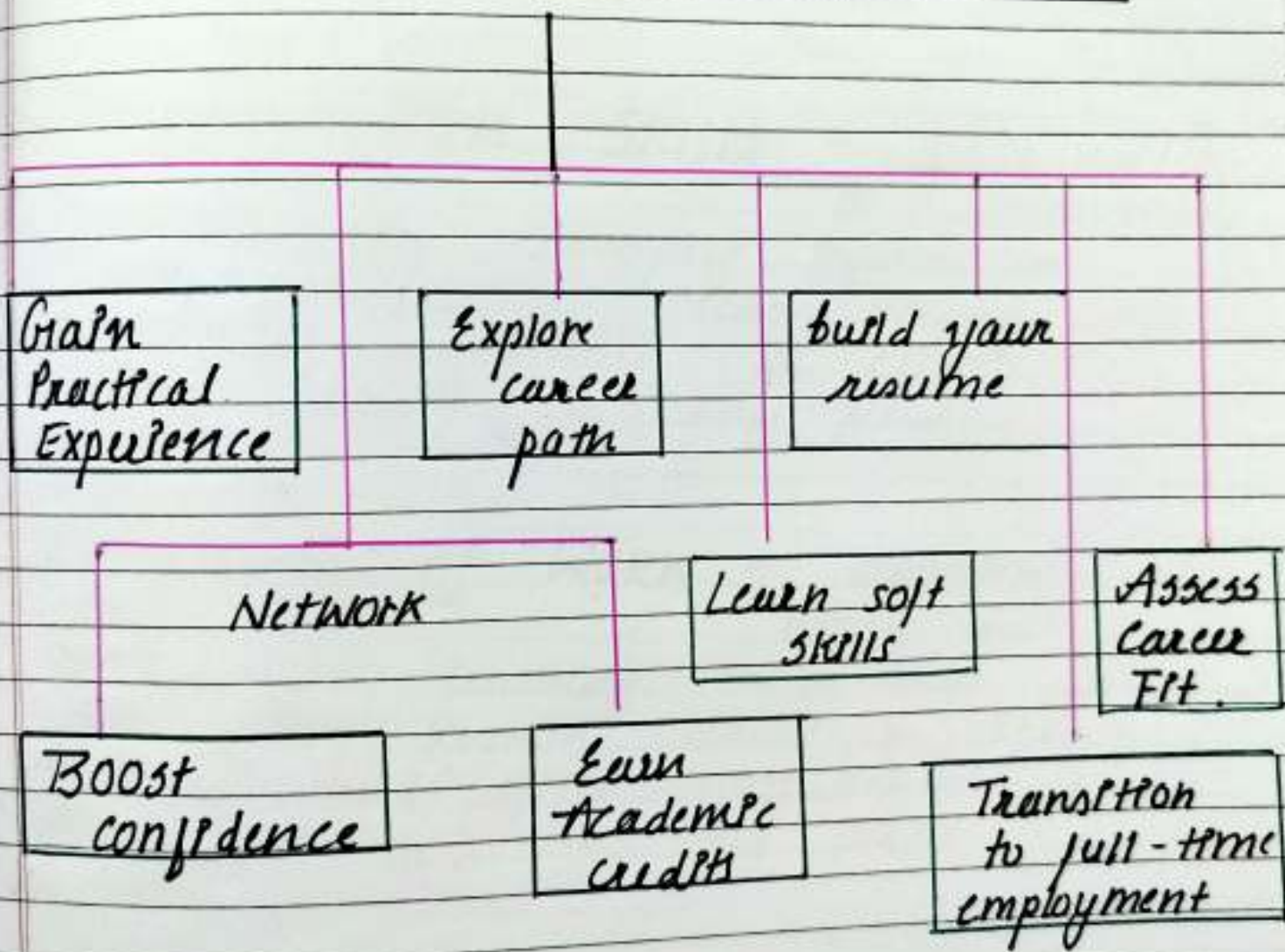


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Intended Outcomes



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Increase in Knowledge and SKILLS

1. **Communication SKILLS** - your ability to communicate effectively by conveying information and translating ideas among your coworkers, supervisors, or clients, becomes essential in any field.
2. **Experience of WORK** - Experience of work will involve your learning more than you have ever known about workplace politics and office relationships, which brings us to our next skill.
3. **Teamwork SKILLS** - Internships are professional roles where every team member must know how to work together to accomplish any task.

Sr. Alize Thomas

2 Internships allow you to gain a competitive edge.

The impact of an internship extends beyond the duration of the program. It shapes your professional journey and contributes significantly to your growth.

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Application of Internship WORK in Real life.

Research experience

WORK experience

Resume enhancement

Career clarity

Networking opportunities

Application of knowledge

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1. **Enhanced SKILLS** : Internships provide an opportunity to hone specific skills relevant to your field.
2. **Industry Knowledge** : By working in a professional setting you gained insights into industry practices, trends, and challenges.
3. **Networking** : During an internship, you likely connected with colleagues, supervisors, and other professionals.
4. **Communication** : Your ability to communicate effectively by conveying information and translating ideas among your coworkers, supervisors or clients, becomes essential in any field.
5. **Time management** : Time management is the art of effectively planning your time.

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There are many aspects of gaining experience in real life. Internships can help us to demonstrate our commitment and competitiveness to other people.

An internship is one of the best ways to gain that all important job experience.

- Internship provides exposure to real world.
- Internship gives you a platform to establish critical networking connections.
- Internships allow you to learn more about yourself.
- Internship equip you with more than just technical skills.

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CONCLUSION And Planning for Future.

1 In the end, I would like to state that this internship has been a very useful experience for me. Working for an organization as an intern and gaining such amazing skills and knowledge is the outcome I had. Here I can safely say that my understanding of the job environment / professional environment has increased gently and greatly.

However, I do think that there are some aspects of the job that I could have done better than and that I need to work on.

The two main things, I learned after my experience in this store are being self-motivated and time management.

I have been engaged in the sales team and was drawn to the convincing power and communication skills a person must have. I would like to believe that I added value to what they have been already doing.

Internships makes us to gain knowledge and skills for the betterment of our future.

PLANNING FOR THE Future -

1. Set clear goals : Define your objectives for the future. Explore a different department and clarify your path.

S. Alice Thomas

2. Network with V-Sales : Reach out to the vice president of sales. Request a meeting to discuss your internship experience, express your interest and seek advice.
3. Seek Mentorship : Ask if V-Sales would be willing to mentor you. Having a senior leader guide your career can be invaluable.
4. Learn About sales strategies : Dive deeper into sales strategies, market trends and customer behaviour.
5. Stay updated : Keep an eye on industry news, competitor analysis and emerging technologies. Knowledge is power in sales.
6. Professional Development : Consider certifications and courses related to sales.

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Regardless of the relationships - business or personal - social media channel offer an excellent opportunity to connect directly and keep in touch with others nowadays.

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Performa G-4

Feedback Form

Name of Trainee Student : Ms. Mahi Pal

College Name : St. Paul Institute of Professional studies

Class : B.com(Hons) III Year

Section and S.N.: B

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	A	
4.	Sincerity & interest towards work	A	
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade	A	

For AP SOLAR WORKS.

Signature with date

Head Authorized person of the organization

Partner

Su. Anize Thomas

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St. Paul Institute of Professional Studies, Indore



Name of Student: Anamika Tigga

B. Com TAX III Year

(2023-24)

Internship Training Report

Undertaken At

Satprakashan Sanchar Kendra

Guided by:

Dr. Mahesh Joshi

Designation: Associate Professor

SPIPS, Indore

Authorized By:

Sr. Alice Thomas
Principal : Dr. Sr. Alice Thomas

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Date

Stamp

Internship/Apprenticeship

Primary Report

(Handwritten, Min 500 Words)

1. Area/Scope of Internship/Apprenticeship
 - Proposed Work to be Done
 - Need of Work
 - Broad Area of Training
2. Work Description/Skills Required/Practical Work
3. Work Place/Organization Details (Where Work has to be Done)
 - Details of Org/workplace
 - Details about Method of Working for Allotted Work/Task

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FORMAT A2

(Hand Written, Min 2000 Words)

Index

S.No.	Description	Page No
I	Declaration By Candidates	I
II	Certification by Internship Guide	II
III	Certification by Organization	III
IV	Acknowledgment	IV
V	Offer Letter	V
1.	Area/Scope of Internship	1-3
2.	Details of the Organization/Firm/Person	4-5
3.	Importance & Details of the Work Done	6-9
4.	Objectives, Methods,	10-13
5.	Intended Outcomes	14-15
6.	Achieved Outcomes	16-17
7.	Increase in Knowledge & Skills	18-22
8.	Application of Internship Work in Real Life	23
9.	Conclusion & Planning for Future	24

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Declaration by the Student

I hereby declare that the Internship/Apprenticeship Training Report submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by me under the guidance of Dr. Mahesh Joshi, Asst. Professor, and this report is submitted in the partial fulfilment of the requirement for the award of the degree of Bachelor of Commerce. The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: Indore

Signature: *Anamika Tigga*.....

Date: 05/11/14

Name: Anamika Tigga

Class: B.Com. Tax., III Year

Roll No 212850185

Sr. Alice Thomas

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St. Paul Institute of Professional Studies
INDORE



Satprakashan Sanchar Kendra

10, Khandwa Road, Near Bhanwarkua Police Station, P.O. Box 507, INDORE - 452 001, M.P., INDIA

Phone : +91 (731) 236 37 33, 247 57 44, 408 56 92, Email : satprakashan@gmail.com

This is to certify that Ms. Anamika Tigga of Paul Institute of Professional Studies, Indore, has successfully completed the Project / Internship Training from 28 December 2023 to 12 January 2024 in our organization.

His / Her work and behavior during this period was good. We wish him/her a bright future.

Signature: *Anamika Tigga*

Name of the Org: Satprakashan

Head/Delegate: Asst. Director

Stamp: Asst. Director
Satprakashan Sanchar Kendra
Bhanwarkua Circle, Indore 452001

S. Alize Thomas

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St Paul Institute of Professional Studies
INDORE



RADIO VERITAS
ASIA
HINDI SERVICE

SATPRAKASHAN
SANCHAR KENDRA
INDORE



Satyaswar

Awards this certificate to Anamika Tigga
for participating in the Internship from 28 Dec. 2023 - 12 Jan. 2024
at Satprakashan Sanchar Kendra, Indore.

Asst. Director

Satprakashan Sanchar Kendra
Bhanwarpura Circle, Indore 452001

Anshu

Programme Co-ordinator

13.01.2024

Date

Cynthia

Director

Sr. Aice Thomas
Principal
St. Paul's Institute of Professional Studies
Indore



Satprakashan Sanchar Kendra

10, Khandwa Road, Near Bhanwarkua Police Station, P.O. Box 507, INDORE - 452 001, M.P., INDIA.
Phone : +91 (731) 236 37 33, 247 57 44, 408 56 92. Email : satprakashan@gmail.com

Date: 07.02.2024

Ms. Anamika Tigga

Satprakashan Sanchar Kendra

Subject: Offer letter (Internship)

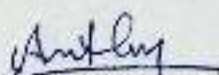
This is in response to your application for an internship with Satprakashan Sanchar Kendra. We would like to extend our heartiest congratulations on your selection for an internship with Satprakashan Sanchar Kendra based at Indore for 15 days.

Your internship will start on 5th January 2024 and will be complete on 20th January 2024, for 2 hours on a daily basis. You will be working under Satprakashan Sanchar Kendra. Our team at Satprakashan Sanchar Kendra is looking forward to having you work with us.

During your internship, the concentration will be on helping you understand the theoretical concepts with their practicality and implications to help you connect your classroom knowledge and on-field experience. We will be happy to train you to learn new skills which are extremely helpful in the professional setting.

Once again, congratulations to you on your selection and all the best.

Regards,


Satprakashan Sanchar Kendra

Asst. Director
Satprakashan Sanchar Kendra
Bhanwarkua Circle, Indore 452001


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17

Area / Scope of Internship

One of the priorities of the SVD general Chapter (1978) was Communications. Almost at the same time the idea of a centre to promote communication activities was being mooted. Sathrakshan Sanchar Kendra which came into existence in 1980 promotes the use of media facilities in collaboration with a net work of subsidiary centres in the district.

Sathrakshan Sanchar Kendra began as Divine Word Publication in May 20, 1975 at Sathrachar Press (an undertaking of the society of the Divine Word established in 1947) later shifted to the present premises.

Sathrakshan means the 'Light of Truth'. Sanchar indicates the element of communication and Kendra means centre. The centre which communicates truth. It indicated its roots with Sathrachar Press and the Divine Word, the Light of Truth.

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So. Alice Thomas

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Proposed Work to be Done:-

The proposed work from the beginning had been to publish and promote Christian literature in Hindi, to publish and promote development literature with a particular emphasis on adult education to publish books on missiology, anthropology, Religious sociology, Comparative Religion and social communications and media. Further to develop catalogue and distribute audio-visual software for group activities, to organize and run a book centre at Indore, thus making all these available through the centre for the people of this area. It also meant to train and promote Hindi Christian writers and to encourage them to contribute regularly for periodicals. The centre was recognized by the regional bishops conference as their communications centre since its goals fulfilled the expectations of the regional bishops conference.

S. Alice Nongma

★ Need of Work :-

1. This media House works first and foremost for the transformation of society through the use of communications media.
2. Second, to foster inter-religious collaboration in communication activities.
3. Third, to publish and promote humanitarian and development literature.
4. Fourth, for the use of all media i.e. print, radio, T.V., IT etc. for the integral development of peoples.
5. Fifth, to participate in the formation of public opinion on social, cultural, professional and spiritual issues.
6. Sixth, to conduct, train and promote Media Education for empowering peoples, especially in Madhya Pradesh and Chhattisgarh.
7. Seventh, to organize and conduct Media Training Centres of Excellence irrespective of caste, creed or language.

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Broad Area of Training

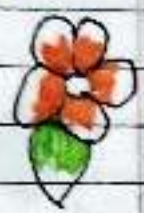
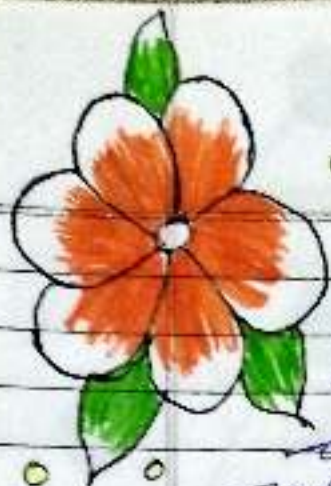
Dr. Clarence and Sony provide media training programmed for the Seminarists at KPRP Seminary Bhopal and request of various places like Ephraim Theological Seminary at Satna, Claretian Ashram Philadelphate, Wardha. We conduct media awareness and introduction to new technology, Seminars to religious and other schools on request. With the new extension, the centre is now equipped to house in house programmes. This facility is already being using by many other NGOs to conduct their Seminars and workshops on a regular basis, opening centre further to public. The Centre has been closely associated with various organizations and movements to promote human values. One such example is its close association and collaboration with Sharma Bharati National Institute of value Education for peace. The Centre helps them in editing

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their bimonthly publication Renaissance. The centre extends its services to schools, colleges, formation houses and parishes. It collaborates with the Mass Media department of Sri Abhaya Vishwa Vidyalaya Indore.

The centre provides facilities for residential seminar for 35 people with well furnished rooms and seminar halls. A large hall that can contain 200 persons is its specialty. We avail the facilities for seminars and brain storming sessions joining hands with organizations working in the fields of slum development, education of the poor, waste management, watershed and other environment issues, problems of geographically displaced due to various facts and women organizations.

It being a Regional and Diocesan Communications centre, coordinates the activities of social Communications in Indore diocese and in the

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region of Madhya Pradesh
and Chhattisgarh. It offers
training and awareness
programmes for social and
religious awakening.

Satprakashan is
owned by the central
Indian Province of a Reli-
gious Congregation called the
Society of the Divine Word
(SVD). SVD is an interna-
tional Religious Congregation
of Priests and Brothers wor-
king in more than 75
countries.

Satprakashan enjoys the
privilege of being the Regional
and the Diocesan Communi-
cation center for Madhya
Pradesh and Chhattisgarh.

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2. Work Description :-

- 1) Publishing :- From its inception, publishing of books were the major priority of Satprakashan. Use of media was the core of Arnold's vision. Having felt the needs of the people of Hindi belt, Satprakashan started publishing modern spiritual, classic, Biblical and devotional books.
- 2) Audio Cassettes :- In 1988, we began publishing our audio cassettes. So far 40 audio cassettes have been published.
- 3) Video Production :- The centre moved on to another powerful and effective field of media in 1997, when it acquired some semi professional equipment for video production.
- 4) Studio Service :- Both audio & video has been a great source of

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Contact and dialogue. It is like dialogue with life activities.

- 5) The Book Centre: Solprakashan started the book centre in 1981. Since then it has been growing steadily. Today several hundred titles, from all the Christian as well as Christian publishers of India and abroad are made available to the public. It also houses religious articles, statues of various size and kinds for the benefit of people religious and the missionaries. Hence, the book centre now is only one of its kind in the whole of Hindi belt.

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3. Work place

★ Details of Organisation

Sathrakashan Sanchar Kendra began as Divine Word Publications on May 20, 1975 at Sathrakashan Kendra (an understanding of the society of the Divine Word established in 1947) later shifted to the present premises. Sathrakashan means 'the Light of Truth'; Sanchar indicates the element of communication and Kendra means centre 'the centre which communicates truth'. It indicated its roots with Sathrakashan Press and the Divine Word, the Light of Truth.

On January 1, 1980, Sathrakashan Sanchar Kendra was launched with Fr. Clarence Irambical SVD as the director. From then onwards Sathrakashan had been operating from two rooms of Sathrakashan Press. The need was felt for a special place where the centre could also house other activities and grow gradually. As a result, it started operating from the present premises on December 1986 onwards.



★ Details about Method of Working for allowed Work task

1. Visual Media :- Today our life is controlled much by the visual media. Knowing well the significance and need of the Information Technology and Television. Samparkasham established a digital film studio. Since then the centre has been producing programs to encourage and promote.
2. Seminars :- The centre is a venue for various governmental and non governmental organization organize Seminars, classes and workshops for social development like - slum development, education of the poor.
3. News Presentation :- 'Radio Varitar Asia' is the only one Christian news channel, where we get all the church news in Hindi. The news is selected from matters of India (website), UN and vatican news.

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Area/Scope of Internship

One of the priorities of the SVD General Chapter was communications. Almost at the same time the idea of a center to promote communication activities was being rooted. Sathprakashan Sanchar Kendra which came into existence in 1980 promotes the use of media facilities in collaboration with a network of subsidiary centres in the districts. Sathprakashan Sanchar Kendra began as Divine Word publication on May 20, 1975 at Sathprachar Press (an undertaking of the Society of the Divine Word established in 1947) later shifted to the present premises. Sathprakashan means the Light of Truth. Sanchar indicates the element of communication and Kendra means center - the center which communicates truth. It indicated its roots with Sathprachar Press.

So. Alice Thomas



So. Hize Thomas

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and the Divine word, the light of truth. On January 1, 1980 Satprakashan Sanchar Kendra was launched with Fr. Clarence Sramikal SVD as the director. From then onwards Satprakashan had been operating from two rooms of Salspachar Press. The need was felt for a spacious place where the Centre could also house other activities and growth.

The goals from the beginning had been to publish and promote Christian literature in Hindi; to publish and promote developmental literature with a particular emphasis on adult education; to publish book on missiology, anthropology, Religious Sociology, Comparative religious and social communication media. Further to develop, catalogue and distribute audio-visual software for group activities, to organize and run a books center at Indore, thus making all these

Social Service

available through the center for the people of this area. It was also meant to train and promote Hindi Christian writers and to encourage them to contribute regularly for periodicals. The center was recognised by the regional bishops conference as their communication center since its goals fulfilled the expectation of the regional bishops conference. As a result, it started operating from the present premises on December 2986 onwards. Having studied the need of the people of Hindi belt, Sathraksham started publishing Modern Spiritual classic books.

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Details of Organisation

Satprakashan Sauchar Kendra began as Divine Word Publications on May 00, 1975 at Satprachar Press (an understanding of the Society of the Divine Word established in 1947) later shifted to the present premises. Satprakashan means 'the light of truth'. Sauchar indicates the element of communication and Kendra means Centre - 'the centre which communicates truth'. It indicated its roots with Satprachar press and the Divine Word, the Light of Truth.

On January 1, 1980 Satprakashan Sauchar Kendra was launched with Fr. Clarence Sambical SVD as the director. From then onwards Satprakashan had been operating from two rooms of Satprachar press. The need was felt for a spacious place where the centre could also house other activities and grow gradually.

Collectively contribute to the overall mission of Sathprakashan Sauchas Kendra in providing valuable media services to its audience and promoting knowledge and information dissemination.

On January 1, 1980 Sathprakashan Sauchas Kendra was launched with Fr. Clarence Grambical S.V.D. as the director. From then onwards Sathprakashan had been operating from two rooms of Sathprakashan press. The need was felt for a spacious place where the centre could also house other activities and grow gradually. As a result, it started operating from the present premises on December 1986 onwards.

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3> Importance & Details of the Works Done

1. Publishing :- From its inception, publishing of books were the major priority of Satprakashan. The use of media was at the core of Arnold's vision. Sensing importance of print media, Fr. Alois Kouska SVD along with Fr. Gerard Chakungal SVD, Fr. Henry Neria SVD and Fr. Clarence SVD began to publish books in the name of Divine Word publications. Having studied the needs of the people of Hindi belt, Satprakashan started publishing modern spiritual classics, Biblical and devotional books with number of titles related to the transformation of society, social development, empowerment of women and media.

Fr. Alice Thomas

books in Hindi and English. Up to now more than 250 titles have been published, several of them going through reprint a number of times. The publication of Paritra Bible in Hindi was the biggest contribution of Sathprakashan. The Indian Missiological review (today known as Mission today) was published from this centre. The Word Among us the bi-monthly family magazine is an offshoot of Sathprakashan.

2. The book centre :- Sathprakashan started the book centre in 1987. Since then it has been growing steadily. Today several hundred titles, from all the Christian and non-Christian publishers of India and abroad are made available to the public. It also houses religious articles, statues of various sizes and kinds for the benefit of people religious and the missionaries. Hence, the book centre now is only one of its kind in the whole of Hindi belt.

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So. Nisha Sharma

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3. Audio Cassettes :- In 1988, we began publishing our audio cassettes. So far 40 Audio Cassettes have been published. We have not been tied down to only religious and inspiring hymns but produce cassettes produced and published by the us have been a contribution to the liturgy and worship of the local as well as the regional church.

4. Video Production :- The center moved on to another powerful and effective field of media in 1994, when it acquired some semi professional equipment for video production. Though we have not yet begun producing programmes for commercial consumption, a few have been produced by the centre which is circulated for private use. Also the center has been making programmes for local cable network, secular programmes and special programmes for occasions like Christmas and Easter. Since 4 years with the arrival of Fr. George KV SVO, we have started

digital photo processing services. We offer state-of-the-art technology in digital film making in our video studio. We offer service from conception to completion.

So far we have produced more than 175 small and big documentary films and has associated with many professionals in the country.

Songs of Life, seven sisters (a documentary on north eastern states), Asta ka deep and Babadum are a few documentaries to name. A film on Jesus till khristian is almost finished among the people. A documentary on prayer in all religions,

a documentary on Vandemataram and a film on women empowerment titled Humali are under production video department is equipped with all the required equipment for a short film production.

5. Radio Veritas :- On April 6, 1987

Sathrakshan signed a contract with Radio Veritas Asia to take up the Hindu Service.

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Objective

* To produce high-quality videos for various purposes, such as documentaries, advertisements, and promotional content.

* To provide a platform and for the production and dissemination of weekly Hindi News, keeping the audience informed about current events and news stories.

* To publish books and cassettes that cater to a wide range of books, catering to different genres and interests.

* To establish and maintain that cater to the interest and needs of the target audience, promoting literacy and cultural enrichments.

* To operate and manage Radio Veritas Asia, a radio station that broadcasts informative and entertaining content to a wide audience.

* To organize and conduct media training Scouters of excellence

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Publish and promote humanitarian and development literature.

- * To conduct training and support media education for empowering people especially in Madhya Pradesh.

★ Methods

1. Video production and Editing :- Utilize professional video production equipments and software to create high quality videos.

→ Collaborate with clients to understand their requirements and deliver videos that meet their expectations.

→ Follow a structured production process, including pre-production planning, filming and post-production editing.

→ Ensure effective communication and coordination among the production team members.

2. Weekly Hindi News :- → Gather news from reliable sources

S. N. RIZI
PRINCIPAL



Sr. Alize Thomas

PRINCIPAL

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INDORE

and conduct through research to answer accuracy and credibility.

- Write news script in Hindi, achieving to journalistic standards and guidelines.
- Collaborate with new anchors, reporters and techniques to produce and broadcast the news program.
- Stay updated with current events and adapt the news content to reflect the latest developments.

3. Publishing Books and Cassettes :-

- Identify potential authors and content creators to produce books and cassettes.
- Review and edit manuscripts to ensure quality and wholeness.
- Develop marketing strategies to promote and distribute the published materials.

4. Book center :-

- Create a diverse collection of books.

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Concerning various subjects,

→ Provide a comfortable and welcoming environment for customers to browse and purchase books.

→ Offer personalized recommendations and assistance to customers based on their interest.

5. Radio Veritas:

→ Plan and schedule radio programs, ensuring a balanced mix of informative and entertaining content.

→ Operate and maintain broadcasting equipment to ensure uninterrupted transmission.

→ Monitor audience feedback and ratings to continuously improve the radio programs.

These methods & objectives

Intended Outcome

Comparative religious and social communications and media. Further to develop, catalogue and distribute audio-visual software for group activities, to organize and run a books centre at Indore, thus making all these available through the centre for the people of this area. It was also meant to train and promote Hindi Christian writers and to encourage them to contribute regularly for periodicals. The centre was recognised by the regional bishops conference as their communications centre since its goals fulfilled the expectations of the regional bishops conference.

With the advancement of technology, the centre ventured into the production of audio-visual programmes to achieve its goals. The audio recording studio with the state-of-the-art technology

S. Alice Thomas

has been established which attracts artists from different walks of life.

The centre has produced a number of spiritual, cultural, educational Patriotic audio programmes in Hindi and English. As promoters of indigenous cultural and traditions the Centre a number of musical productions to its credit especially in the Bhilati, Bhili and other tribal languages. Humanitarian and youth oriented Radio programmes are produced in Hindi and are broadcast from Akashvani and Radio Varanasi for the past 20 years.

Satprakashan has been of assistance to the society through its services during the times of natural calamities and disasters like the earthquake in Gujarat, and Tsunami in the south. It has to its credit a number of productions revealing the cultural heritage, religious pluralism, geographical diversities and ethnic richness of our country. It produced a programme for the MP police, for making awareness among the public on traffic rules.

6.7

Achieved Outcome

The centre has the unique privilege of being the regional communication centre of Catholic Church for Madhya Pradesh and Chhattisgarh. The centre has been collaborating and cooperating with many of the media related colleges and institutions of the city of Indore. It is a home for media professionals from all walks of life over the past many years and is committed to the production, promotion and propagation programs for the common good of the humanity.

1. This media house works first and foremost for the transformation of society through the use of communications media.
2. Secondly, to foster inter-religious collaboration in communication activities.

S. M. Kumar

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A. Ali Thomas
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3. Third, to publish and promote humanitarian and development - literature.

4. Fourth, for the use of all media i.e. print, radio, T.V. IT etc. for the integral development of peoples.

5. Fifth, to participate in the formation of public opinion on social, cultural, professional and spiritual issues.

6. Sixth, to conduct, train and promote Media Education for empowering peoples especially in Madhya Pradesh and Chhattisgarh.

7. Seventh, to organize and conduct media training. Enters of Excellence irrespective of caste, creed or language.

S. N. H. Thomas

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During the past 25 years it has produced a number of coveted titles irrespective of religion. Books and periodicals catering to the well being of children, adults, youth, marriage, family life and other socially work.

Increase in Knowledge & Skills :-

Media focuses on collecting, developing, reviewing and presenting news or information to the public through radio, television, magazines and newspapers. Media poses varied skills to conduct research and interviews on multiple topics and prepare news reports.

- Interviewing Skills :- Interviewing is the practise of talking to individuals and asking them questions regarding their work or daily life. It is a vital journalist skill that employers seek in a candidate while hiring them.

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Use specific examples based on experiences to illustrate important points. Ask questions from different people to present comprehensive information. Verify the facts collected from sources before printing or broadcasting the interview.

Reporting Skills :- Reporting skills include analysing the situation on the ground, investigating the aspects.

Editing Skills :- Editing is rewriting and organising different parts of the content that you have written. It helps a journalist to ensure that their work is free of errors. Multimedia journalists also edit their photos and videos as required. Using different editing tools before publishing them.

Creating headlines :- Headlines are titles of new items and allow a journalist to get the attention of their audience. These titles summarise the story in just a few words.

Dr. Nilesh Kumar

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DATE _____
PAGE _____

Prominent Journalists realise the importance of creating appealing headlines.

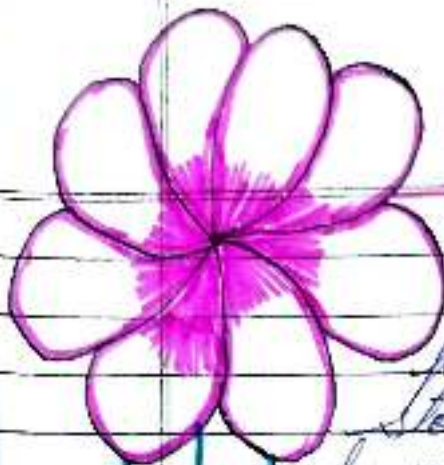
- Digital media Skills :- The content for digital media includes online stories, photos, videos and social media posts. Possessing digital media skills is important in journalism, given how several media outlets produce digital content. Which they publish on their websites and share on their social media pages. In digital media, a journalist can also include relevant informative videos to support their text stories.

- Website building :- A website is one of the most commonly used platforms for posting news stories or feature articles. Knowing how to build a website is important for free-lance.

S. NIZETHOMAS

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independent journalists. With the help of a website, these professionals can share their stories easily and do not have to rely on media outlets to get their content published.

Video recording and photography:-

Visual content has several advantages over text or audio content. The digital-first approach of media outlets focuses on using multimedia in abundance, so having video recording and photography skills proves to be helpful. Learning and enhancing these skills allow you to produce visual content, which helps you add value to your news articles by presenting engaging information.

Ethics:- Media ethics are based on truth, objectivity, and reality. It is vital to have trust-worthy relations with your audience through disseminating reliable information.

S. Nishitha

Common ethics of media are:-

- * Accountability
- * Fairness
- * Accuracy
- * Humanity

Writing Skills :- Writing is a fundamental aspect of media and remains an essential skill in the field. Media Professionals employ these skills to create podcast scripts, text stories, photo captions, reports and social media posts.

Grammar and spelling are some key elements that allow a Journalist to write articulated copies.

S. Hize Thomas

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Application of Internship Work in real life

As I have done my Internship work, I feel that this will be very much helpful for me in my real life like - I have learnt how to present the news, how to make the headlines of the news, to read it in a effective and proper manner in my practical life this will be a stepping stone in my real life, in my work place.

Also I learnt the graphic design - in that I learnt the photoshop, editing the photos, changing the back ground, making the photos more colorful and beautiful, attractive by using the different tools in the photoshop.

Which can be a great help for me in my practical life. And I can share and make the things more creative through my learnings of the Internship.

S. Alice Thomas

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Conclusion & Planning for future

As I have completed my 15 days of Internship in 'Sat-prakashan Shanchar Kendra' where I have got many more opportunities to learn about the media - in that I have learnt - :

- News presentation
- Photoshop & editing
- Making the thing Creatively

Through this I have prepared myself to work effectively in my future, doing the things confidently. So I may be able to do it in a good manner.

Sr. Alize Thomas

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Performa-G4

Feedback Form

Name of Trainee Student : Anamika Tigga

College Name : St. Paul Institute of Professional Studies

Class : B. Com. Tax III year

Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	Good
2.	Theoretical skills gained	A	Excellent
3.	Practical skills gained	A	Excellent
4.	Sincerity & Interest towards work	A	Good
5.	Attitude and behavior during training	A	Good
6.	Coordination with working group	A	Excellent
7.	Overall grade	A	Excellent

Date:

Asst. Director
Satprakashan Sanchar Kendra
Bhanwarpura Circle, Indore 452001

Place: Indore

Sr. Alice Thomas

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INDORE

Autel
Signature with date

Head/ Authorized person of the organization

St. Paul Institute

of Professional Studies, Indore



Student Name: Diksha Kujur

B. Com CA 3 Year

(2023-24)

Community Engagement Action Report

Guided by: Prof. Vidhi Paryani

Authorized By:

Name of the Faculty: Prof. Vidhi Paryani

Principal

Sr. Alice Thomas
DR. Sr. Alice Thomas
PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

Designation: Asst. Prof.

Date:

SPIPS, Indore

Stamp

06/03/24



St. Paul Institute of Professional Studies



ASSIGNMENT SUBMISSION

SESSION: 2023 - 2024

SUBJECT: Community Engagement

Submitted By: Diksha Kujur

Guided By:

Signature: [Signature]

Signature: [Signature]

Name: Diksha Kujur

Name: Prof. Vidhi Pargani

Contact No.: 7247204240

Class, Course / Section: Bcom in III yr

Roll No. in the University:

Enrollment No.: DC207956

Date of Submission: 10/2/24

[Signature]

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INDORE

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Declaration by the Student

I hereby declare that Community Engagement Action Report submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by me under the guidance of **prof Vidhi Paryani**, and this report is submitted in the partial fulfilment of the requirement for the award of the degree of Bachelor of Commerce Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: Indore

Date: 5/2/24

Signature: 

Name: Diksha Kujur

Class: B.com CA 3 year

Roll No. D.S. 2117958

Sr. Alice Thomas

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St. Paul Institute of Professional Studies
INDORE



रजि. नं. 03/27/10/2420/2
नीति आयोग एमपी 2022/031462
घेन नं. AACAU3138

उन्मुक्त आनंद

बच्चों व वृद्धों का निः शुल्क रजि. सेवा संस्थान

अध्यक्ष - सौम्या जैन तिलगोता

मों. 7828208984, 7987069085

CERTIFICATE OF APPRECIATION

This is to certify that **MS. DIKSHA KUJUR** student of St. Paul Institute of Professional Studies, Indore has successfully completed her Internship at the **Unmukt Anand Foundation** for forty hours (From 18/12/2023 to 1/1/2024).

She served the children as a mentor. The children have highly benefitted from her services.

We wish her success in all her endeavors and would look forward to have her at the open sky.

Mrs. Somya Tilgota

Mentor

Unmukt Anand Foundation

Indore..

अध्यक्ष/सचिव

उन्मुक्त आनंद मानव सेवा संस्था
इन्दौर (म.प्र.)

Sr. Alice Thomas

PRINCIPAL

St. Paul Institute of Professional Studies
INDORE

313, कालानी नगर, श्री गुरु रामचन्द्र झा स्कूल के सामने, एयरपोर्ट रोड, इन्दौर

Email : somyatilgota178@gmail.com



रजि. नं. 03/27/10/2420/2
नीति आयोग एमपी 2022/031462
सेन नं. AACAU3138

उन्मुक्त आनंद

बच्चों व वृद्धों का निः शुल्क रजि. सेवा संस्थान

अध्यक्ष - सौम्या जैन तिलगोता

मौ. 7828208984, 7987069085

CERTIFICATE OF INTERNSHIP

This is to certify that **Ms. Diksha Kujur** student of St. Paul Institute of Professional Studies, Indore. She has given her services as a mentor to our students. The program has successfully completed consecutive forty hours (From 18/12/2023 to 1/1/2024) of community service in our organization at **Unmukt Anand Foundation**.

We wish her success in all her endeavors and would look forward to have her at Unmukt Anand Foundation in future too.

Mrs. Somya Tilgota

Mentor

Unmukt Anand Foundation

Indore..

Somya
अध्यक्ष/सचिव
उन्मुक्त आनंद मानव सेवा संस्था
इन्दौर (MP)

S. Alice Thomas

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313, कालानी नगर, श्री गुरु रामचन्द्र झा स्कूल के सामने, एयरपोर्ट रोड, इन्दौर


Email : somyatilgota178@gmail.com

Acknowledgements

I express my deep sense of gratitude to all those who have been supported in preparation of the community engagement project. I am thankful to our Director Rev. Fr. Simon Raj and principal Dr. Sr. Alice Thomas for their constant support, effort and guided by Prof. Vithu Panyam through this internship my special thanks to Mrs. Sanyasidgotia. I come to know about many things.

Place: Indore

Date: 5/2/24

Sign. of the Student: 

Name: Diksha Kujur

Class: B.com CA 3 year

Roll No...12....

Sr. Alice Thomas
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St. Paul Institute of Professional Studies
INDORE

Undertaking Letter

To

The,


Respected Sir/Madam

I Diksha Kujur student of B.com CA 3 year , St. Paul Institute of Professional Studies, Indore hereby declare that Community Engagement Action has been chosen solely for the betterment of the Society.

I Pledge that I will try my best to see that community will be benefitted with the focused contribution. Social sensibility & responsibility will be the prime objective throughout the project.

Thank You.

Yours Faithfully,



Name: Diksha Kujur

Class: B.com CA 3 year

Roll No.

S. Nize Thomas

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- Broad area of study
- Targeted outcome.

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- Detail of study / survey.

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- Detail of organization
- Detail of method of working.

④ OBJECTIVES OF STUDY AND RELEVANCE

- Relevance of proposed work in real life.

S. Hize Thakur

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Area of Community Engagement.

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Area Of Community Engagement.

PROPOSED STUDY OUTLINE

- # Selection of Organisation.
- # Visiting the Organisation.
- # Study of working of the Organisation.
- # Collection of Details.
- # Distributions of work.
- # Analysis of work done.



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INDORE

BROAD AREA OF STUDY

We studied a wide range of issues and challenges. Nevertheless, we worked with the same dedication as on the first day after teaching different types of student of diff. mindset and from different types of programs held on every Saturday. So different sport activities, Dancing, singing and other activities and also there.

TARGETED OUTCOME

At the time of working we learned a lot. It provides opportunities for community and the student to contribute to public decision making process and information & educating communities on policy issues that impact their everyday lives. We learned a lot from there. We learned how to teach a diff. student how to treat. How to encourage them for the importance of education in our life.

S. Alize Thomas

Work Description

Sr. Alize Thomas

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Work Description.

DETAIL OF STUDY/SURVEY

Unmukt Anand naman senior sanskrita
 zone east education . gives a better
 future to . Indore's orphanage kids
 In Indore, Madhya Pradesh, Street
 buzzing with life every morning
 Hundreds of children pour
 in with books, bag and hopes of a
 bright future some of these children
 have lost their parents while others
 cannot grasp what is taught in
 the municipal school. And some others
 have never been to a formal school.



Dr. Anil Kumar
 PRINCIPAL

Paul Institute of Professional Studies
 INDORE

Work Place / Organization Details

S. Alice Thomas

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INDORE

Work Place / Organization Details.

DETAILS OF ORGANIZATION

Unmukt Aarand Manav Seva Sanstha is established on 21 April 2022 as a registered Societies (nongovernment) in Madhya Pradesh.

Motive :-

The motive of Unmukt Aarand Manav Seva Sanstha is Art and Culture Children education and literary aged and elderly health

Information and technology
Nutrition.



Rural development
Sports

Vocational training

Skill development

G.S. Alice Thomas
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METHODS OF WORKING.

First, we search for NAO then, from 2-3 NAO we selected one, named Umukt Anand manan Sush Santhar then we requested them and did one Orientation one day. From second day we started working in NAO and after going there we saw that different types of children come to study, children of different mind sets. Some of them are of unsound mind. we don't have any idea and any experience in teaching them has been a big task for us, some children who have never gone to school. Teaching and explaining this was also a big task for us.

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Objectives of Study and Relevance

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Date: / / Page no:

Objectives of Study and Relevance.

RELEVANCE OF PROPOSED WORK IN REAL LIFE

The work done under the Community Engagement increases the visibility and understanding of issues and empower communities to have their say on decision that affect their lives. Their towns, cities and neighborhood. It provides opportunities for community member to contribute to public decision making processes and informing and informing and educating communities on policy issues that impact their everyday lives. Community engagement builds deeper, stronger and more trusting relationships b/w public Organization and communities.

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Details of Institute



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Objectives of Instit.

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OBJECTIVES AND

BACKGROUND

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Objectives of Institute

Ummukt arand manau sera Sanstha is a non-profit organization. we aim socio-economic development of the less privileged children, orphanage and youth.

In the year 2010, renowned educationist Soniya Didi noticed children from Orphan. Indulged in foul activities and had no connection with education. Deeply affected by what she saw, Soniya did to bring change into the lives of such children.

She dedicated her heart and soul in sculpting the future of these children and conceived Ummukt arand manau sera Sanstha. (established as on 21 April - 2022).

S. Alice Thomas

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Objectives

Ummukt anand manav seva Sanstha welfare society is to Identifying and work for the socio-economic development of the less privilege children. Youth and woman. So they all are Educated. Skilled and Informed. Citizens Bringing about positive change by instilling the core values. thus helping them become a better human. Assisting the children and youth to be good citizen of a developing nation and Enable them to contribute in nation building.

Their main goal is to make the world better for all suffering human.

The purpose of an NGO is to focus on all topics relating to human rights, social issues, environmental issue, and advocacy.

S. Alice Thomas

Vision

Every child has the right to education and we aim to give them wings to fly high.

Through Education, Skill Development, Vocational training and Health, we are together working to transform the lives of less privileged children and youth.

We believe in channelizing their ability into a constructive purpose of building a better society and being a part of and socio-economic development.



S. H. Thomas

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Activity

MEDICAL CAMPS :-

Ummukt around sea Sanstha Organises regular health check up camp, medical facilities and nutrition awareness. camp for the students and their families. Specialist Doctors are accompanied by that the needy spread awareness about their importance of hygiene.

VOCATIONAL TRAINING :-

During at empowering young girls to earn a dignified livelihood and emerge as a skilled workforce. Ummukt around sea Sanstha provides Vocational training and skill development courses. girls are trained in stitching. These classes are conducted by the industry experts who volunteer with around sea Sanstha.

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BOOK DISTRIBUTION :-

Thumket and manav seva Sanstha ensure children have access to books of various subjects and genres. Book distribution camp are organised at regular intervals. wherein volunteers and friends of manav seva Sanstha contributes books and stationary items. The children can choose book of their choice and gain knowledge.

ESSENTIALS KIT DISTRIBUTION :-

Difficult times like covid-19 pandemic have passed that the strength lies in togetherness. The Thumket team stood for the needy during such tough times and distributed essential kit to the needy. Such generous drives are constant to reach out to the deprived.

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Working Methods or Process



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Working Methode

The teacher should maintain their position
the atmosphere in the room. It
must be such with respect to

There are no many children such
every thing else. The well known
method of work is to be

There must be a clear
idea, where the teacher has
the responsibility.

Because now it is a new
important to know about the
the teacher can be told to
all the children. It is not
the old way of things.

The teacher can train the
children. It is well known that
the children are learning
the meaning of the things

the teacher is doing
the teacher is doing
the teacher is doing

the teacher is doing
the teacher is doing
the teacher is doing

By the way

200/20

For more information
see page 100

There are lots of children having different mindset, having no parents. The student study with there full dedication and fully concentrated - This NBO not only provide education but also helps the children for their betterment for there good ethics for there future, apart from studying many other activities also done.

According to my plan, I used to teach many small thing to children apart from studies. Like drawing, laugh, whisper.

I believe that children must also have some basic knowledge about our country, our environment and also teach them how to introduce your self in front of others. Improving their personality by many activities.

The student are very talented they do not take much time to understand something. I saw, there is one boy in 6th class and he is very good in his maths and his handwriting is like a master. letters So Nice James

There is many student who know the table almost thirtyfive and twentythree and they are very small some are in 3rd class. I was really very shocked. that how they could they speak the table very fluently.

I used to spent (2) and (2:30) hour in Unnankt anand manas seva Sanstha, 1st I spent 15-20 min to talk me about your day and interact with them then after, I started teaching them about there studies, before that I used to ask about there H.W. which I gave them yesterday. after seeing that. The next half hour I teach them how to interact with other peoples. Used to teach several values. Then I played some knowlegable games with them so they don't feel bored. "Just like I learn with fun" Every Saturday there were class in first one hour then we used to play games like acting, passing the pass. etc. we also do programmes for them. and the student are dancing, singing and Drawing etc. S. Nisthopadhyay the day.

Intended Outcome

We planned a lot for our
 Internships like we do this or
 faced means
 look. First we
 the
 other.

Intended
 Outcome.

Then we planned
 in such
 a way that the student classes
 not feel bore.

Sr. Alice Thomas

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Intended Outcome

We planned a lot for our interships like we do this or that thing but we faced many obstacles in our work. First we started our work in the unmet around manav sanstha.

We taught the student in their classroom, which is fully managed. Starting we faced lots of many problems, to adjust ourselves with those children, to know them.

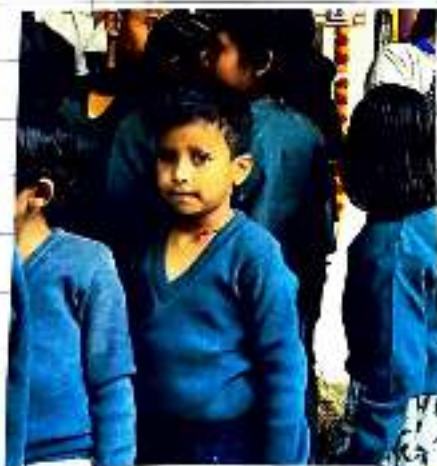
Then we managed it in very successfully mannered. and happily. we were also having some mind set of doing something to their's new student, so that student don't forget our names. to give some knowledgeable values, moral values, good ethics. for their better future. Then we planned to teach the student in such a way that the student classes not feel bore.

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We also plan that at the end we do something for the NRO student to gift them something, to make feel happy and which will be useful to them.

So we decided to gift them with the Stationary bit bit and some amount of money, which will be used for NRO student only. we thought many activity for NRO children in their class rooms. in activity rooms. like Dancing, singing activity. etc. played many games for them.



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Achieved Outcomes

We all focused on many and skill that help in making a lot of it.

There nothing wrong with that as money is the basic need to fulfill most requirement of life.

But you have ever thought of Nbo who is working for non-profit organization (Vanduk anand mahar sara samstha)

Nbo work towards ensuring that children from marginalized communities especially those living in rural area have access to education. They often set up small school in these area and provide free education and other necessary resources to student.

Interning at Nbo will help us to sharpen social skill, our discipline, our talking skill, we also learn new things, by giving knowledge to someone. we will learn various thing such as how to take care of finance.

S. Alize Thomas

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We will learn to use social media, when we individual intern.

These NGO also run parallel programs to help kid ages 4 to 6 year from low income or non-profit base.

Communities prepare for school. The idea is to build a strong foundation in language and social skill in a safe, secure and happy learning environment.

Many NGOs go beyond advocacy and directly provide essential service to children with disabilities or learning Difficulties. They establish inclusive school, resource centres, and specialised programs that cater to the specific needs of marginalized groups.

One of the greatest strength of NGOs is there flexibility and adaptability in addressing diverse issue.

S. Alice Thomas

Increase in Knowledge and Skill



.. Alice Thomas

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now, is forcing you to think for those people/ those children. We have a workload there while knowing we won't get profit as a monetary thing. But also get in return develop us in a sense of responsibility. In NGO we do not see the caste, religion, ~~sex~~ there they all are same they follow the Humanitarians.

So Alice Thomas

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Increase in Knowledge and Skill

At the time of working we learned a lot when we work with a team. in an NGO, you are after given a chance to lead a group of people managing a group might sound easy but its not from there.

We develop leadership skills. we had to lead a particular team/group of student there, when we work for ourself. our thinking spectrum get increases. and you think beyond the vast. But we ~~not~~ work in the NGO, it forces you to think for those people/those children.

We have a workload there while knowing we can't get profit as a monetary thing. but also get in return develop us in a sense of responsibility. In NGO we do not see the cast, religion, and there they all are same they follow the Humanitarians.

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Conclusion

an NGO is a Non-governmental Organization that is driven and with

Conclusion.

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members, directors, or officers. Most non-profit are formed to provide a benefit to the public, as opposed to clubs, cooperative etc.

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Conclusion

An NGO is a Non-governmental Organization that is driven and task-oriented by individual with one common interest. Most of the NGOs are usually structured specific issue like, health awareness, human rights, or Environment.

It was truly an enlightening and a great experience for me to interact with supporting the wonderful cause of NGO. During my internship resulted in the I develop a lot of professional skill, that I guarantee it will make me fully benefit in all the way.

Non-profit Organisation is a group organized for purpose other than generating profit and in which no part of the organization income is distributed to its members, directors, or officers. Most non-profit are formed to provide a benefit to the public, as opposed to clubs, cooperative etc.

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Learning from the Study

The Internship was also an eye opening for me, to understand the condition of the atmosphere, the children, in there society and the hardship faced by the non-profit Organization. No Doubt of this, that this NPO makes me so confident, so meaningful to me. A good experience upheld to a lot of life.

We learn from the NPO "UNMUKT ANAND MANAV SEVA SANSTHA". Empathy and Compassion: Engaging with communities and individuals in need can foster a deeper sense of empathy and compassion. Overall, working for an NPO can provide valuable lessons in making for an a positive impact, Understanding global issue and collaborating for meaningful change.

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Develop professional skill such as problem solving, communication and teamwork; Build relationship with professionals in the industry. learn about different culture and way of working; make a positive impact on society by contributing to an NGO mission.

Working in a professional setting for the first time can be difficult to get used to. But it is the best way to learn how to navigate the working world through real-life, hand-on experience. One of the most valuable skill you will gain from an internship is the ability to speak with people in a professional setting.

This was a great learning experience and helped me to push my character - No Doubt I gained a lot in terms of acquiring knowledge.

The ability to quickly learn something and apply it, was a big ethics that I acquired.

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They smile in the most difficult moment
 They save on each day to achieve
 their dreams. They live life with
 unconditional love. While our adult
 lives are often very busy and
 fraught with tiniest frustration,
 these children teach us to appreciate
 every moment of life as something
 unique and precious.



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St. Paul Institute of Professional Studies, Indore



B. Com. I Year CA
(2023-24)

Project Report

"Emerging trends of E-Commerce"

S.No.	Name of Students	Class	Roll Number
1	Mariya Amjherawala	B.com CA I Year	33
2	Mariya Jawadwala	B.com CA I Year	34
3	Mariya Murabbi	B.com CA I Year	35
4	Mohd. Aamir Raza	B.com CA I Year	36
5	Tasneem Rajgarhwala	B.com CA I Year	53

Guided by: Prof. Madhavi Tarani 6/3/24

Authorized By: Dr. Sr. Alice Thomas

Name of the Faculty: Prof. Madhavi Tarani

Principal : Dr. Sr. Alice Thomas

Designation: Assistant Professor

Date

SPIPS, Indore

Stamp

Sr. Alice Thomas
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Prof. Madhavi Tarani
6/3/24

DECLARATION BY STUDENTS

We hereby declare that the project work entitled "Emerging Trends of E-Commerce" submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of **Prof. Madhavi Tarani (Assistant Professor)**, and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of Bachelor of Commerce. The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Name of Students	Class	Roll Number	Signature(with Date)
Mariya Amjherawala	B.com CA I Year	33	<i>Mariya</i> 6/2/24
Mariya Jawadwala	B.com CA I Year	34	<i>Mariya</i> 6/2/24
Mariya Murabbi	B.com CA I Year	35	<i>Mariya</i> 6/2/24
Mohd. Aamir Raza	B.com CA I Year	36	<i>Aamir</i> 6/2/24
Tasneem Rajgarhwala	B.com CA I Year	53	<i>Tasneem</i> 6/2/24

S. Alice Thomas
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Certification by Project Guide

This is to certify that Mr. / Ms. Manya Anshulwade of Group
Class B.Com. "CA" Roll No. has carried out the
Project / Internship Training under my guidance and supervision in partial
fulfillment of the degree Bachelor of Commerce, offered by the
Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in Emerging trends of E-commerce.
(Title / name of the organization) from Dec 2023 to Jan 2024.

I wish him / her all the success in the future endeavors.

Signature: Madhavi 01/03/24

Name of the Guide: Prof. Madhavi Tarani

Designation: Assistant Professor

S. Alice Thomas

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Acknowledgements

Firstly, We would like to thank Almighty god for helping us in completing our project successfully. We would like to thank our respected Prof. Madhavi Tarani for her guidance which made it easy for us to complete our project. Lastly a big appreciation to the institution for providing us this opportunity which helped us gain more knowledge.

Name of Student	Class	Roll No.	Sign with Date
Mariya Amjherawala	B.com CA I Year	33	Mariya 6/2/24
Mariya Jawadwala	B.com CA I Year	34	Mariya 6/2/24
Mariya Murabbi	B.com CA I Year	35	Mariya 6/2/24
Mohd. Aamir Raza	B.com CA I Year	36	Aamir 6/2/24
Tasneem Rajgarhwala	B.com CA I Year	53	Tasneem 6/2/24

Place: INDORE

Date:

Sr. Alice Thomas

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FORMAT P4

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INTRODUCTION

E-commerce (electronic commerce) is the exchange of goods and services and the transmission of funds and data over internet. E-commerce is a method of buying and selling goods and services online.

E-commerce relies on technology and digital platforms, including websites, mobile apps, social media to make buying and selling possible.

E-commerce has changed the way people shop and consume products and services. More people are turning to their computers and smart devices to order goods, which can be easily delivered. But that's not all. Individuals sell more increasingly engaged in e-commerce via their own personal websites.

E-COMMERCE

Gallery



ADVANTAGES

1) Convenience:

E-commerce can occur 24 hours a day, 7 days a week.

Although it may take a lot of work, it still generates sales away from your store.

2) Increased Selection:

Many stores offer a wider array of products online than they carry in their stores.

3) Potentially Low Start up Cost:

E-commerce companies may require a warehouse or manufacturing site, but they usually don't need physical storefront. This reduces the cost of physical location.

4) International Sales:

As long as e-commerce store can ship to the customer, it can sell to anyone in the world.

5) Attracts customers:

It is easier to entice customer attention towards placed ads.

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DISADVANTAGES

1) Limited Service Customer:

As it is done electrically, over internet, it is not possible to have all customer services.

2) Lack of Instant Gratification:

When you buy an item online, you must wait for it to be shipped to your home or office.

3) Inability to touch products:

Online images do not necessarily convey the whole story about an item, so it can be unsatisfying sometimes.

4) Reliance on Technology:

If your website crashes, or must be taken down temporarily for any reason, can highly affect e-commerce users.

5) Higher Competition

As the cost is low, other competitors may enter the market. Thus, companies must have mindful marketing strategies.

S. N. Thakur

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WHY THIS TOPIC

The objective behind the topic 'EMERGING TRENDS IN E-COMMERCE' is the rapidly changing world. In this swiftly changing digital age, e-commerce has become an integral part of our lives, and it is likely to become a most important part of our daily lives. The convenience and availability it offers have revolutionized the way we shop. As technology continues to advance, it is essential to be informed about the emerging trends, how they are changing our lives. The need to learn and acknowledge these trends is increasing as it is going to become our future and need to be indulge in. There is growing.

S. Nirethana

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AMAZON

gallery



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AMAZON

Amazon.com is an American multinational technology company focusing on e-commerce, cloud computing, online advertising, digital streaming, & artificial intelligence. It is considered one of the Big Five American technology companies. The other four are Alphabet (parent company of Google), Apple, Meta (parent company of Facebook) & Microsoft.

Amazon was founded on July 15, 1994 by Jeff Bezos from his garage in Bellevue, Washington. The company initially was an online marketplace for books, but subsequently expanded into a multitude of product categories, a strategy that has earned it the moniker "The everything store".

The company has multiple subsidiaries, including Amazon Web Services, providing cloud computing, Zoox, a self-driving car division, Kuiper Systems, a satellite Internet provider & Amazon bb 126, a computer hardware R&D provider. Other subsidiaries include Ring, Twitch, IMDb & Whole Foods Market. Its acquisition of Whole Foods in August 2017 for US\$13.4 billion substantially increased its market share & presence as a physical retailer. Amazon has a reputation as a disrupter of industries through technological innovation & aggressive reinvestment of profits into capital expenditures. As of 2023, it is the world's largest online retailer.

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MERITS

→ Over 240 million Amazon customers worldwide. Many potential buyers are looking for products only on Amazon. A lot of "Traffic" from the very first minute without having to pay for extra advertising. You don't need your own shop entrance. By using the option "shipping via Amazon" (FBA) you outsource your entire shipping logistics & benefit from low shipping cost. Well established Amazon partner program for affiliates. If you've identified that for your order volumes, you need more space, utilizing Amazon's network of warehouses other than sourcing additional space yourself can be a cheaper & more convenient way of expanding your operations. You can even import orders from other marketplaces, to be packed & shipped from the stock you hold with Amazon. As an FBA seller, you'll get access to Amazon's carrier partners, which can offer discounted rates for both your parcel deliveries & replenishment pallet shipments. Using Amazon's existing shipping network is a quick & simple way to be able to offer your customers the fast shipping they want & have come to expect. These can include Prime two-day shipping as well as same day or next day delivery. In addition, FBA orders are eligible for free delivery when bought on Amazon. As you'll be outsourcing fulfillment to Amazon, traffic within your own "warehouse" could be reduced.

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Signature

DEMERITS

Amazon FBA is not free. You'll be charged for storage every month & additional fees for handling & shipping will kick in once a sale is made. It's crucial to factor these charges into your sale price, as your profit margins could quickly reduce. Visibility is a key concern for inventory levels, order status & returns when using any automated fulfillment centre as business owners need to keep track of their stock & revenue. A third party logistics company working for a retailer utilizing Fulfilled by Amazon will need an Amazon Seller login to see key information such as order statuses & stock levels which can provide security & data concerns. Replenishment shipments can be quite labour intensive as the bill details of these shipments needs to be raised with Amazon & they must meet Amazon's specifications for goods entering their warehouses. Amazon Sales charge - depending on the product category between 7% & 20%. With the option, shipping via Amazon's shipping costs have to be included in the sale price. Several providers of the same product can result a price battle seriously limited opportunities to directly influence the display of a product. Amazon - a potential competitor. Dependency of Amazon

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ADVERTISEMENT

Amazon advertising is based on the pay-per-click (PPC) model, meaning your business will not be charged for an ad until a customer clicks on it. To buy an ad, Amazon relies on the auction method: businesses name the price they're willing to pay for a click, & those that win the "auction" have their ads appear.

Winning on Amazon isn't easy! It has different rules than any other ad channel - online or offline. But Amazon Ads presents a unique opportunity if you can take full advantage of it. Here are seven Amazon advertising strategies you can implement to see better ROI on your Amazon marketing campaigns:

- ① Master sponsored products
- ② Master sponsored brands
- ③ Including keywords in products
- ④ Ensure product listing descriptions are accurate & robust.
- ⑤ Use high quality images
- ⑥ Garner positive reviews
- ⑦ Use a tool to manage your campaigns.

The first step of creating a killer Amazon advertising strategy is understanding exactly what constitutes an Amazon ad.

S. Hira Thomas

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Signature:

SWOT ANALYSIS

STRENGTH

Consumer familiarity with both Amazon's logo & name attests to the company's excellent brand recognition & reputation. The company's history in the market & successful advertising campaigns are both contributing factors to its current position of dominance. Amazon has established itself as a trusted & reliable brand in the eyes of consumers through its customer-centric approach, which includes a focus on providing excellent service.

WEAKNESS

Amazon relies on third-party sellers to provide a large portion of its product offerings, which can create certain risks for the company. One of the main risks associated with this reliance is the potential for fraud or low-quality products to be sold on the platform. If customers have negative experiences with these products, it could damage Amazon's reputation & lead to lost sales. Additionally, Amazon's reliance on third-party sellers can also create challenges in terms of product control & customer satisfaction. While Amazon sets certain guidelines for sellers, it does not have complete control over the products that are sold on its platform.

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OPPORTUNITIES

Expanding into new markets is a key opportunity for Amazon to increase its customer base & revenue. This can involve entering new geographic regions, both domestically & internationally, as well as expanding into new product categories or customer segments. For example, Amazon can target markets where it has limited or no presence, such as certain countries in Asia or South America. Expanding into new markets can help Amazon diversify its revenue streams & reduce its dependence on specific markets or products.

THREATS

Amazon faces intense competition from both online & offline retailers like eBay & Walmart, which can impact its market share & profitability. Competitors can range from small startups to large, well-established companies, & they can offer similar products & services at competitive prices. To succeed in this environment, Amazon must continually innovate & evolve its business model to maintain its competitive advantage & attract customers. Regulatory issues are a potential threat for Amazon, as the company has faced regulatory scrutiny in various markets. This can create risks & challenges for the company, as it may be required to make changes to its business practices or pay fines or other penalties.

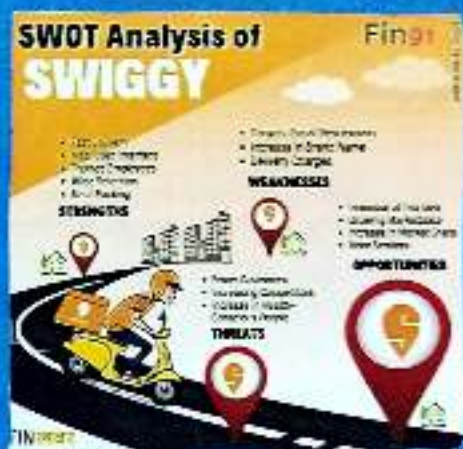
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SWIGGY

Gallery



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Dr. Pooja Institute of Professional Studies
INDORE

SWIGGY

Swiggy is an Indian online food ordering & delivery platform. Founded in 2014, Swiggy is headquartered in Bangalore & operates in more than 500 Indian cities as of September 2021. Besides food delivery, the platform also provides on-demand grocery deliveries under the name Instamart, & same-day package delivery service called Swiggy Genie.

In 2011, Sathish Majeety & Nandan Reddy designed an e-commerce website called Bndl to facilitate courier service & shipping within India. Bndl was halted in 2014 & rebranded to enter the food delivery market. At the time, the food delivery sector was in turmoil as several notable startups, such as Foodpanda (later acquired by Ola Cabs), Tasty Owl (later acquired by Zomato) & Ola Cafe (later closed) were struggling. Majeety & Reddy approached Rahul Jain (co-founder of Zomato) with Mysara, & founded Swiggy in August 2014.

In January 2017, Swiggy started its cloud kitchen chain called "The Bowl Company". In November 2017, Swiggy started a kitchen incubator business called Swiggy Access, opening a network of ready-to-occupy kitchens for its restaurant partners.

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MERITS

Compared to other online food delivery services, Swiggy is by far the most convenient service that makes the process of ordering food so straightforward & simple, it's almost like magic. With their user-friendly mobile app or website, you can have your food delivered to your doorstep in no time. Convenience & ease of use are for sure the most important aspect of why many users settle for Swiggy after trying out a bunch of different online food ordering services.

It's true that compared to Zomato, Swiggy started out pretty late, but it has since focused on adding a lot of restaurants & cuisines to its platform to attract more & more customers. And that seems to work out pretty great for Swiggy. At present, whether you're craving a piping hot pizza, a sizzling plate of kebabs, or a bowl of authentic curries, Swiggy has got covered with an endless array of options. You'll never run out of delicious choices to suit your taste buds & dietary restrictions. So, why settle for some boring meal when you can have a culinary journey in the comfort of your own home with Swiggy?

Another advantage of Swiggy that sets it apart from the competition is its fast delivery.

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DEMERITS

Despite its many advantages, there are also some disadvantages to using Swiggy that might make users in certain areas think twice before placing an order. One of the main drawbacks is that the service is only available in a limited number of cities in India, which means that users in certain areas may be out of luck.

Additionally, Swiggy relies on a network of delivery partners to make its deliveries, which can sometimes lead to delays or issues with the quality of service. Think about it, you've been waiting eagerly for your food to arrive but it gets delayed due to unforeseen circumstances with the delivery partner, which can be frustrating. But don't worry, Swiggy is working on ways to improve its delivery network. Make sure that your food arrives on time & in perfect condition.

Swiggy's focus on premium restaurants & cuisines means that users have access to some of the best & most exclusive eateries in town. But, with this exclusivity comes a higher price point. So, if you're looking to indulge in some culinary delights without breaking the bank, you may want to consider other options.

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Swiggy has captured the online food delivery market in a massive way by utilizing various marketing channels & increasing its services from just delivering food to now providing groceries & other essentials at the convenience of your doorstep. Despite fierce rivalry from Zomato, the firm has been able to capitalize on the market in several locations & became the biggest online food ordering & delivery platform.

In a research done by me at the MBA colleges of Kolkata, it was found that Swiggy has captured 16.95% of the food delivery market. Swiggy's target demographic spans a wide age range, ranging from 18 to 55 years old. This is one of Swiggy's strongest selling points for attracting new customers & serving their favorite foods. It has no restrictions on people's businesses, jobs, demographic areas, or interests, for example, they can feed every body who is hungry in the range.

① Supreme Data Analysis by Swiggy

② Distribution strategy of Swiggy

③ Technological - focused Marketing strategy

④ Promotional Strategies.

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SWOT ANALYSIS

STRENGTH

- ① Cool packaging
- ② Speedy delivery
- ③ Large choice
- ④ Educated staff
- ⑤ Delivers hot food
- ⑥ Very nice user interface.

WEAKNESS

- ① Delivery fees for purchases under Rs. 250
- ② Lack of Brand Awareness
- ③ Geographical Restriction
- ④ Invalid discounts & coupons.

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OPPORTUNITIES

- ① Market share growth
- ② offer better service
- ③ Efficient value
- ④ Expanding market for prospective customers
- ⑤ The first in local delivery.

THREATS

- ① Fewer clients
- ② Growing competition
- ③ More people are becoming health conscious
- ④ The governments changing rules & regulations

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D-MART

Gallery

D Mart
Daily Savings Daily Discounts

D Mart

D Mart

Wish to work with DMart?
If yes, connect with us Right Away!



DMart

Roles available across our Stores, Offices & Warehouses



Scan QR code or visit the link below

ready

DMart SWOT ANALYSIS



STRENGTHS

- Low cost of entry into the market
- Wide range of products
- Strong customer loyalty
- Efficient supply chain management

OPPORTUNITIES

- Expansion into new markets
- Diversification of product range

WEAKNESSES

- High competition in the market
- High operational costs

THREATS

- Changing consumer preferences

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DMART

D. mart was founded in 2002 By Radhakishan Damani, aged 45 when he had successfully made his millions through high-value equities higher than HDFC and Billite.

Although Radhakishan damani began his career as a stockbroker, he quickly realised that if he wanted to make money in the stock market, he needed to invest and trade his own money rather than relying on others he began stock trading in the India stock market soon after renowned by the name Mr white and white he began his profession in the year 1980 as a stock market investor.

Before going public, he began his career in a modest "ball bearing" trading company. He also used regularly practised selling stock start. In 2001 after growing to huge heights, he shockingly quit the market and choose to enter the retail industry with Dmart.

Damani used practices that were unique to India retail. Most retail chains rented their business up until Alien thomas time.

Advantages of Dmart

- 1 Competitive Pricing \Rightarrow D-Mart is known for offering products at competitive and affordable prices.
- 2 Efficient supply chain \Rightarrow The company has a robust supply chain that helps manage inventory effectively and reduce wastage.
- 3 Customer Satisfaction focus \Rightarrow D-Mart emphasizes customer satisfaction through excellent service and well-designed stores.
- 4 Wide Product Range \Rightarrow The stores offer a diverse range of products, making it a convenient one-stop shopping destination.
- 5 Private label products \Rightarrow D-Mart provides private label products at lower prices, contributing to its low cost structure.
- 6 Strategic store locations \Rightarrow The company selects store locations strategically, focusing on high-demand areas.
- 7 Financial prudence \Rightarrow D-Mart is known for its financial discipline and conservative approach to debt.

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Disadvantages Of D-Mart

1. **Limited focus on Non-Essential items** \rightarrow D-Mart primarily focuses on essential items and its product range may be limited in certain non-essential categories.
2. **Geographical Concentration** \rightarrow As of my last knowledge update in January 2022, D-Mart's store presence is concentrated in specific regions of India.
3. **Competition Of E-Commerce** \rightarrow The rise of e-commerce platforms poses a challenge to traditional brick-and-mortar retailers like D-Mart.
4. **Dependence on Economic conditions** D-Mart's performance is closely tied to economic conditions.
5. **Low Margin Business** \rightarrow The retail industry, especially in the grocery segment where D-Mart is prominent, operates on the profit margin.
6. **Supply chain vulnerabilities** \rightarrow While D-Mart has a well-established supply chain, external factors such as disruptions in the supply chain.
7. **Overdependence on founder** \rightarrow D-Mart's success is closely tied to its founder, S. Arun Kumar.

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Dmart is a Supermarket retail chain giant owned and managed by Avenue Supermarts Ltd. Do you ever wonder what the 'D' in Dmart stand for? it stands for Damani which is the Surname of its founder Mr Radhakrishna Damani who is a billionaire investor, and businessman who founded Dmart in the year 2002.

The founder's main purpose of launch Dmart was to provide affordable housing products to the public of the Indian region. With continuing this aim, today Dmart has gained immense popularity among people and it is now competing successfully with veteran competitors in the market like big Bazar and Reliance. It is also listed on NSE and BSE under Avenue Supermart and is valued at around 1.95 Lakh Crores. Dmart aims to provide the best value possible to its customers offering goods at lower price than MRA has always been the USP of Dmart. It has successful business model which has helped Sut-Alive ~~Store~~, beat beat the company and retain ~~at~~ high market share.



SWOT ANALYSIS

Strengths

- 1 Efficient supply chain management leading to lower operational costs.
- 2 Extensive network of stores providing a wide reach to customers
- 3 Strong focus on customer satisfaction and loyalty programs
- 4 Diversified product range catering to various consumer needs

Weaknesses

- 1 Relatively limited online presence compared to some competitors.
- 2 Dependency on the Indian Market susceptible to economic fluctuations
- 3 Intense competition in the retail sector

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Opportunities

1. Continued expansion into untapped markets and cities.
2. Growing trend of online shopping, providing avenues for digital growth.
3. Increasing demand for organic and sustainable products.

Threats

1. Economic downturns impacting consumer spending habits.
2. Intensifying competition from both traditional and online retailers.
3. Regulatory changes affecting the retail industry supply chain disruption, impacting inventory and availability.

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NYKAA

Gallery



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NYKAA

It was started in 2012 By Falguni Nayar and is headquartered in Mumbai. She entered the market to remove the irregularities in the Beauty Industry. Despite high Demand, the industry was not up to the mark. Her expertise in investment banking has made her value the sustainability of the business.

Despite being a capital-intensive industry, she decided to raise and accommodate funds accordingly. The company has pioneered in providing a one place shopping experience for all domestic Brands, International Brands, luxury and prestige Brands, premium Brands, niche, and cult Brands.

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MERITS

Nykaa is a leading player in the beauty and personal care space. The company has a strong management and leadership team not to forget an excellent technology platform you will find many top Brands offering their products on the Nykaa platform. Nykaa has been continually adding innovations to the product range to grab the attention of its customers moreover, it can easily attract multiple social media users through contests online campaigns and web series.

Nykaa offers a range of products across both the online and offline stores to keep the customers interested. The company has a strong geographical accessibility of its product. Nykaa also plans to expand into the middle east the UK and then into other European market. Nykaa has a subsidiary in the UK called Nykaa International UK Limited.

Registered in 2020.

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Nykaa is a Mumbai based retailer of Beauty, fashion, and health product established as an Indian e-commerce set-up by Falguni Nayak in 2012. The e-commerce firm sells Nykaa Naturals and products from over 1200 Brands. Aligned with the Stellar Nykaa Marketing Strategy. In 2015, the company switched from an online-only to an omnichannel model. It opened up numerous retail locations in major cities in three main formats: Luxe, on trend and kiosks.

Nykaa sells its products through its website, mobile app and 80+ physical locations. Cosmetics, Skincare, haircare, perfume, bath and body, luxury, and wellness products for men and women are among the company's specialities.

Nykaa Fashion opened its first store in Delhi in December 2020, making the fashion business omnichannel.

In addition, the company provides extensive material such as product evaluations, Beauty how-to video expert written essays, and even an online Beauty magazine.

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SWOT ANALYSIS

1 Weakness :-

- 1 This can impact the customer shopping experience negatively.
- 2 Nykaa also faces tough competition from other D2C brands and this can put the company under immense pressure.
- 3 No free delivery spends on research and development activities below INR 700 can make it unattractive to customer with low budgets.
- 4 Overdependence on the female demographic can affect the business.

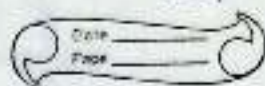
1 Opportunities

- 1 Nykaa can tap international market which can help the company increase its customer base and revenue.
- 2 Acquisition of niche brands can cater to the needs to customer and create a new customer base.
- 3 The existing loyalty programme of the brand can be enhanced and improved with some exclusive.

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- 4 Nykaa can further invest in AI-powered solution for product recommendations, Chatbot customer service, and AR/VR Beauty Consultation.

1 Strengths

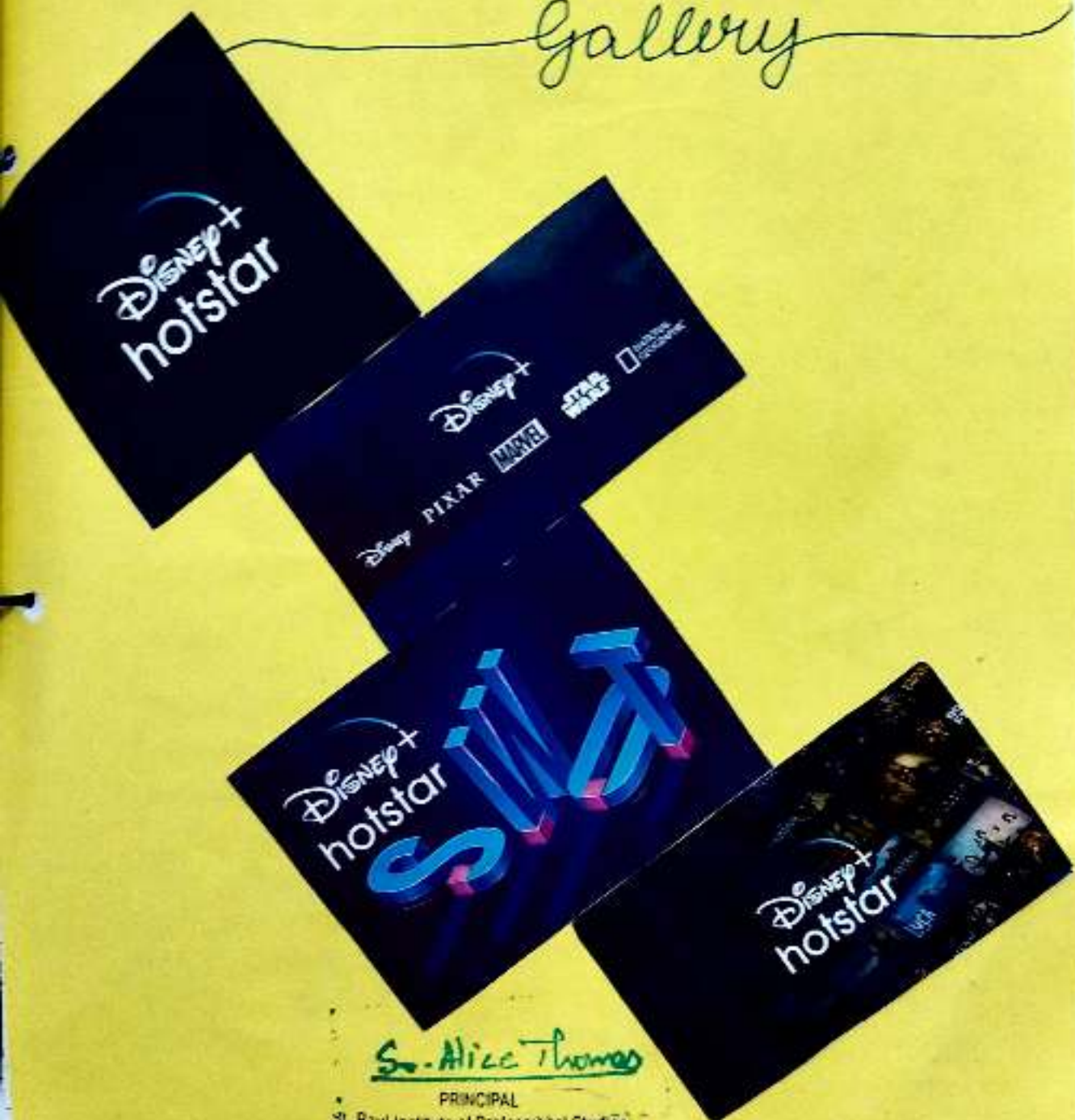
- 1 Nykaa captures a significant market share when it comes to online beauty. It created a strong customer base and brand loyalty.
- 2 Unlike generic e-commerce platforms, Nykaa offers a carefully curated range of authentic beauty and wellness.
- 3 Nykaa engaging content user-friendly interface and social media presence fascinate the young generation of India.

1 Threats

- 1 Though competition from other brand is a threats for Nykaa, as this can move their price-conscious customer to other website.
- 2 Evolving consumer preferences and buying behaviour can be a threat to the beauty brand if it does not align with changing trend.

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DISNEY + HOTSTAR *Gallery*



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DISNEY + HOTSTAR

Disney + Hotstar is an indian subscription video-on-demand over-the-top streaming service owned by Disney company. business segment of The Walt Disney company, featuring domestic Indian film, television sports content for India itself. The brand was introduced as Hotstar for a streaming service carrying content from Disney star's local networks.

Following the acquisition of Star India's parent company 21st Century Fox by Disney in 2019, Hotstar was integrated with company's new global streaming brand Disney+ as Disney+ Hotstar in April 2020. The co-branded service added Disney+ original programming, films, TV shows from its main content brands of Walt Disney Studios, Pixar, Lucasfilm, alongside domestic content. Outside of India, the Disney+ Hotstar also operates in Indonesia, Malaysia, Thailand.

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MERITS

1) Content

Disney + Hotstar offers a large catalog of popular content, including exclusive original and classic stories.

2) Features

Disney + Hotstar offers an easy-to-navigate interface, the ability to choose content ratings, and unlimited downloads for offline viewing.

3) Price

Disney + offers a low monthly price, with ad-supported version.

4) Profile

Disney + allows seven (7) user profiles per account, with ability to stream on four (4) devices concurrently.

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5) Discount

Disney + subscribers receive savings on home entertainment, such as Marvel Digital comic Bundles.

DEMERITS

- 1) Not enough new original content
Since Disney+ Netstar is younger compared to likes of Netflix, it hasn't had enough time to fully flesh out its original content.
- 2) Episodes don't arrive simultaneously
Episodes arrive weekly rather than all at once, which means you have to maintain your subscription for longer.
- 3) No free trial
While Disney+ initially offered a 7-day free trial to new customers, however, it no longer offers a free trial, which means no way to sample Disney+ without atleast paying for a month.
- 4) You don't own content
You don't own any of the content on Disney+. When you stop paying and reach the end of billing cycle, you lose all access to the content of shows.

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Disney + Hotstar uses a variety of media options to advertise their platform, including video ads, banners and native images. These ads are played alongside curated contents reaching a wide audience.

Billboards, putting on the advertisement of newly launched web-series or movies on billboard. Disney+ attracts a large audience.

Just like youtube ads, Disney + plays various ads on Youtube in between the videos.

Banners on various vehicles, bus stations are also helpful.

Using social media platforms like Instagram, facebook to show their ads is one the most common practice.

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SWOT ANALYSIS STRENGTH

- 1) Continuous Video Playback
It ensures that highest quality video is played automatically based on available bandwidth.
- 2) Smart Search
It provides precise search results and instant auto-complete recommendations.
- 3) Extraordinary content
Its primary strength is its game via Star India programs.
- 4) Accessibility
Available on both Android and iOS devices.

WEAKNESS

- 1) Niche content
This platform contains exclusively family friendly material, which is not universally approved. And it, focuses primarily on cricket.

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- 2) Expensive to watch TV content
They provide programs already available on TV, viewers choose to watch shows on TV rather than OTT platform.

OPPORTUNITIES

- 1) Acquisitions
Acquiring a large media film results in company's growth. It may work with leading films to accelerate its global expansion.
- 2) Lower Price of Subscription
As kids are very interested in sports as well as animation and comics in a lot of comedies and daily soaps.
- 3) Educational Platform
Students nowadays choose digital education over traditional classes. the company could also release some educational films.

THREATS

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2) Tough Competition

Several other opponents such as Netflix and Amazon Prime video. Thus, the corporation should create unique content.

3) Addiction

Teenagers are tech-savvy, which means they are less focused on studies. This results in negative brand image.

3) Competitor's Price Fluctuation

Most dangerous competitor, Netflix has decreased its membership pricing, encouraging customers to subscribe Netflix rather than Disney + Hotstar.

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MEAN

We calculate the mean to find the average or typical value of a set of numbers. It helps us in summarizing data, making comparisons and drawing conclusions about a dataset's central tendency.

Solution

Amazon - 17

Swiggy - 4

D mart - 3

Disney hotstar - 9

Nykaa - 0

To find the mean (average), add up all the numbers and then divide by the total count of numbers.

$$\text{So, } \frac{[17 + 0 + 4 + 3 + 9]}{5} = \frac{33}{5} = 6.6$$

Therefore, the mean of the numbers 17, 0, 4, 3, and 9 is 6.6.

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MEDIAN

We calculate the median to find the middle value of a dataset when it's arranged in numerical order. It's a measure of central tendency that is less affected by outliers compared to the mean, making it useful for skewed distributions or datasets with extreme values.

Solution

Amazon - 17

Swiggy - 4

A mart - 3

Disney hotstar - 9

Nykad - 0

To find the median arrange the numbers in ascending order: 0, 3, 4, 9, 17. Since there are 5 numbers the median is the middle value, which is 4.

Therefore, the median of the numbers 17, 0, 9, 4, 3 is 4.

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MODE

We calculate the mode to identify the value that appears most frequently in a dataset. It's useful for determining the most common or popular value in a set of data, providing insight into the typical or prevailing category or value.

Solution

Amazon - 17

Swiggy - 4

A mart - 3

Disney Horstar - 9

Nykaa - 0

To find the mode, we look for the number that appear most frequently in the dataset. In this case, each number appears only once, so there is no mode.

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LEARNING EXPERIENCE

Creating a project on emerging trends in e-commerce can be an enriching learning experience. Choosing a topic that interests us and aligns with our goals is crucial. It could be a field of study on Amazon, Swiggy, Nykaa, Dmart and Disney + Hotstar. A survey form was prepared to gather the experience and customer reviews on the above 5 apps. We gathered information from reliable source which is Google form and Internet and website. This helps in understanding the topic comprehensively and forming a solid foundation. We have analyzed the data received from the Google form and made histograms and pie chart and bar graphs. We have delve into researching the latest advancement, consumer behaviour, technological innovations and market dynamics shaping the e-commerce landscape. It offers an opportunity to apply theoretical knowledge practically, analyze real world data and possibly even contribute new

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insights to the field. Plus, it provides hands on experience in project management, data analysis and presentation skills which are valuable in various career paths.

Overall making a project provides hands on experience, fosters critical thinking and problem solving skills and prepares you for real world challenges in your academic, professional or personal life.

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CONCLUSION

Emerging trends in e-commerce indicate a continued shift towards mobile shopping, personalized experiences, augmented reality integration, sustainability - focused initiatives and the use of social commerce. These trends underscore the importance for businesses to adapt to evolving consumer preferences and technological advancements to remain competitive in the digital marketplace.

Amazon has provided insights into the company's remarkable growth, innovative business strategies and its impact on various industries. Amazon's relentless focus on customer satisfaction, expansion into new markets such as cloud computing and entertainment as well as its commitment to sustainability, highlight its position as a dominant force in the global economy. As Amazon continues to evolve, it will be crucial for businesses to closely monitor its strategies and adapt accordingly to thrive in the ever-changing marketplace.

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Swiggy has shed light on the company's disruptive role in the food delivery industry, leveraging technology to offer convenient and efficient services to customers. Swiggy's aggressive expansion, innovative feature like Swiggy Genie, and focus on customer experience have propelled its rapid growth and market dominance. However, challenges such as regulatory issues, competition and operational complexities remain. As Swiggy continues to evolve, its ability to navigate these challenges while maintaining customer trust and market leadership will be critical for its long-term success.

Nykaa has provided insight into the company's transformation from an e-commerce platform for beauty and wellness products to a comprehensive lifestyle brand. Nykaa focus on offering a wide range of curated products, omnichannel presence and innovative marketing strategies have contributed to its rapid growth and market leadership in the beauty industry. Additionally, Nykaa expansion into private label brand.

Dr. Alize Thomas



and offline retail further solidifies its position in the market. However challenges such as intense competition and the need to maintain brand authenticity persist. As Nykaa continues its journey, its ability to adapt to changing consumer preferences, innovative and maintain its brand identity will be crucial for sustaining its success in the competitive beauty and lifestyle market.

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INDIVIDUAL WORK

The introduction of the company is done by the allotted member.

Introduction of e commerce and its importance, objectives, merits, demerits are done by member 1

For the research work questionnaire was made and the responses were understood and diagrams to understand it better are completed by member - 4

Content from Google were taken with proper examination of the content relevant to the topic.

Pictures for the companies were finalized and printed for the project.

Bibliography and other formal documents needed for the project are printed and completed.

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STATISTICAL ANALYSIS OF DATA

Statistical Analysis provide a quantitative basis for decision making and hypothesis testing customers reviews on the few questions like how frequently they have used the application and what features they liked or dislike and their reviews to improve in particulars. Sectors.

We will present a SWOT analysis and a summary statistics such as mean, median and mode from data collected by questionnaire. Further the graphical representation like pie chart, bar graphs, histograms will be presented. Statistical analysis will be very effective for us to conclude upon a company.

Teenagers reviews and their usage of particular company applications will be over main focus. This report illustrates the application of various statistical techniques to a specific data set.

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METHODS OF ANALYSIS

When it comes to e commerce analytics use cases, there are three main categories of analytics :-

- 1 Descriptive
- 2 predictive
- 3 prescriptive

Descriptive analytics are used to understand customer behaviour and preference. This type of analytics allows business to identify trends, measures performance and gain insights into customer buying patterns.

Predictive analytics are used to forecast future customer behaviour and trends. By leveraging predictive analytics, businesses can identify opportunities to increase sales and optimize their e commerce strategies.

Prescriptive analytics are used to recommend the best course of action of businesses to take with. prescriptive analytics businesses can

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optimize pricing and inventory management personalise product recommendations and measure the performances of different channels.

There are many use cases for e commerce analytics, including :-

- 1 Customer Segmentation
- 2 Sales performance analytics.
- 3 Product performance analytics.
- 4 Customer lifetime value analysis.
- 5 Marketing campaign analysis.
- 6 Customer behaviour analysis.
- 7 Fraud detection
- 8 Conversion Rate.
- 9 Revenue.
- 10 Customer acquisition cost
- 11 Average order value
- 12 Site optimization.

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CHALLENGES FACED IN FIELD WORK

Firstly some problems between the members were created with regard to project distribution. But was solved with proper communication.

The making of questionnaire was difficult as the questions were difficult to form.

Responses were not enough so we had to ask everyone on daily basis for some time to ask their friends to fill up the questionnaire.

Questionnaire problem was solved under the guidens of the respected teacher.

Collection of data was also one of the problem faced by us as we were not getting relevant answers and comments.

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WORK FLOW

① Work Flow:-

- For the following project our group is preparing a questionnaire. Questionnaire is a research instrument that consists of a set of questions or other type of prompts that aims to collect information from a respondent.

Public's opinion will be kept in priority with questionnaire. This questionnaire is prepared by the group members.

Atleast 10-15 questions will be asked to different people and their data will be collected and compared. Other research on the topic is done by the members equally and is discussed timely.

The diagrams for the questionnaire will be made according to the apps used by the respondents.

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FIELD WORK

Data collection on our topic emerging trends of e-commerce has a purpose to evaluate the growth of the company and how effectively they play a role in our daily lives. The 5 companies in 5 different sectors that we have taken are:

Amazon in clothing and accessory, Swiggy in food, Nykaa in cosmetics, Dmart is grocery, Disney hotstar in entertainment. Our main goal for this research is to find out the customers review and their product analysis with regard to strategies our primary and secondary data in questionnaire.

Questionnaire will be made to help us to find out the reviews and customer taste preference of particular company. Tables and graphs will be made with the help of the data collected by questionnaire. Our main focus will be on the teenagers.

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LITERATURE WORK

The implementation of digitalization in industrial sector surely gives impact to several sectors, particularly in business. The development of information technology and rapid economic globalization have initiated the role of e-commerce in economic trading activities over the globe.

Systematic literature review method is applied to analyse the role of e-commerce in trading activity as well to provide the improvement for future researches.

The result of research confirms the opportunity for future research on e-commerce system that enables the integration on business process.

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St. Paul Institute of Professional Studies, Indore



Name of Student: Bipasha Jotwani

BCA II Year

(2023-24)

Internship/Apprenticeship Training Report Undertaken At

Naturo Food and Fruit Products Pvt. Ltd.

Guided by:

A. Anantha Raj Manoj
Name of the Faculty: Prof. Anantha Raj Manoj

Designation : Assistant Professor

SPIPS, Indore

Authorized By:

Principal : Dr. Sr. Alice Thomas

Date

Stamp

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Sumita
13/04/24

Declaration by the Student

I hereby declare that the Internship Report submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by me under the guidance of Prof. Anantha Raj Manoj (Asst. Professor) and this report is submitted in the partial fulfilment of the requirement for the award of the degree of Bachelor of Computer Application. The Analysis/Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: Indore

Signature: Bipasha

Date: 2/3/24

Name: Bipasha Jotwani

Class: BCA II year

Roll No. 6

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Certification by Internship/Apprenticeship Guide

This is to certify that Ms. Bipasha Jotwani of Class BCA II year, Roll No. 6 has carried out the Internship Training under my guidance and supervision in partial fulfilment of the degree Bachelor of Computer Application, offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in Naturo Food and Fruit Products Pvt. Ltd from 1/12/23 to 31/12/23.

I wish him / her all the success in the future endeavours.

Signature: 

Name of the Guide: Prof. Anantha Raj Manoj

Designation: Assit. Professor

Sr. Alice Thomas

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Date: 2nd January, 2024

INTERNSHIP CERTIFICATE

TO WHOM IT MAY CONCERN

This certification proves that **Ms. Bipasha Jotwani D/o Mr. Ratan Jotwani** has completed the internship program at **Naturo Food and Fruit Products Pvt. Ltd.** in Marketing and Sales. **Ms. Bipasha Jotwani** started joining the program from 1st until 31st of December 2023.

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

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

For: **Naturo Food and Fruit Products Pvt. Ltd.**



Authorized Signatory

So. Alice Thomas

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ACKNOWLEDGEMENTS

I express my heartfelt gratitude and dedicated this page to all those who have actively or silently helped me in the accomplishment of this internship successfully.

I would like to express my deep sense of gratitude to respected Principal Dr. Sr. Alice Thomas for her encouragement for providing me this opportunity to undertake and accomplish this internship. Secondly, I would like to express gratitude to my Assistant Professor Anantha Raj Manoj for his vital encouragement and guidance to complete this internship report.

Place : Indore

Date : 2/3/24

Sign. Bipasha

Name : Bipasha Jotwani

Class : BCA 11th yr

Roll no : 6

Sr. Alice Thomas

Date: 25th November, 2023

Ms. Bipasha Jotwani
Shubh Labh Valley, Block-C,
Flat No. 407, Ashish Nagar,
Bangali Square, Indore (M.P.) – 452018
Mobile No.: 9644156445

INTERNSHIP OFFER LETTER

Dear Ms. Bipasha Jotwani,

We are pleased to offer you the position of Intern at **Naturo Food and Fruit Products Pvt. Ltd.** for the duration of 1st December 2023 to 31st December 2023. We were highly impressed with your qualifications and your performance during the interview, and we believe that your skills and enthusiasm will be a valuable addition to our team.

Internship Details:

Position: **Intern**

Department: **Marketing & Sales**

Location: **Indore (M.P.)**

Start Date: **1st December 2023**

End Date: **31st December 2023**

Please report to **Mr. Ravi Khatri** on your first day, and they will provide you with a detailed orientation about your role and responsibilities.

If you accept this offer, please sign and return a copy of this letter by **28th November 2023**. We look forward to your contribution to **Naturo Food and Fruit Products Pvt. Ltd.** and hope this internship will be a valuable experience for your career.

For: **Naturo Food and Fruit Products Pvt. Ltd.**


Authorized Signatory

Accepted By: Bipasha Jotwani

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Date: 1/12/23

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① AREA / SCOPE OF INTERNSHIP

Proposed Work to be Done:

→ The proposed scope of the internship centers around the pivotal domain of sales and distribution within the dynamic landscape of the fast moving consumer goods (FMCG) sector. The tasks outlined encompass a multifaceted approach, including but not limited to, conducting distributor meetings to foster collaborative partnerships, meticulously managing stock to ensure optimal inventory levels, embarking on insightful market visits to glean valuable consumer insights, adeptly booking orders to facilitate seamless transactional processes and providing astute feedback to fortify product quality and refine market strategies.

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NEED OF WORK

The imperative for this internship work stems from the indispensable role of sales and distribution in propelling the success and sustainability of organizations operating within the FMCG sector. As consumer demands evolve and market dynamics fluctuate, the efficacy of sales operations and distribution channels becomes paramount in ensuring timely product availability, meeting consumer preferences, and ultimately driving revenue growth. Thus, the need arises for skilled individuals adept in sales, distribution management, and market analysis to navigate the intricacies of this competitive landscape and contribute substantively to organizational objectives.

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② WORK DESCRIPTION / SKILLS REQUIRED / PRACTICAL WORK

The delineated work description underscores a mosaic of tasks meticulously designed to foster holistic skill development and real-world application. From orchestrating seamless distributor meetings to methodically conducting stock checks, from embarking on insights market visits to adeptly booking orders and providing invaluable feedback, interns will be tasked with a gamut of responsibilities.

The requisite skills span a broad spectrum, encompassing communication prowess, negotiation finesse, analytical acumen, problem-

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Solving agility, and meticulous attention to detail. Practical work entails the application of theoretical knowledge in real-world scenarios, empowering interns to navigate challenges and seize opportunities with confidence and competence.

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③ Work Place / Organisation Details.

Details of Org / workplace:

The internship unfolds within the illustrious confines of Naturo, India's premier fruit Bar manufacturing company, situated in the vibrant locale of Bangalore. Renowned for its unwavering commitment to preserving the natural goodness of fruits in its delectable offerings, Naturo epitomizes excellence and innovation in the FMCG Sector.

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DETAILS ABOUT METHOD OF WORKING FOR ALLOCATED WORK / TASK:

Interns are enveloped within a supportive ecosystem under the mentorship of seasoned professionals at Naturo. Through a blend of experiential learning, guided supervision, and independent task execution, interns are afforded the opportunity to hone their skills and navigate challenges under the industry experts. Access to pertinent resources and tools facilitates seamless task execution, ensuring interns derive maximum value from their immersive experience at Naturo.

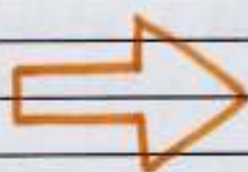
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9.	Conclusion & Planning for future	

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AREA / SCOPE OF INTERNSHIP

During my internship at Naturo Food and Fruit Pvt. Ltd., the primary focus was on immersing myself in the dynamic world of Marketing and sales within the food and fruit industry. This encompassed a diverse array of tasks and responsibilities aimed at gaining comprehensive insights into the intricacies of promoting and selling food products. My role involved actively participating in various marketing and sales activities, with a keen emphasis on understanding consumer behavior, devising effective strategies, and fostering robust relationships with distributors and outlets.

The scope of my internship extended across different facets of marketing and sales operations.

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One of the core components of my responsibility involved conducting regular visits to outlets. These visits served as invaluable opportunities to assess the presentation, availability and positioning of our products in the retail environment. By meticulously observing factors such as product placement, pricing strategies and promotional displays, I gained firsthand knowledge of the critical role these elements play in influencing consumer purchasing decisions.

Furthermore, I actively engaged in distributor meets, which provided a platform for collaborative discussions on sales targets, promotional initiatives, and addressing any concerns or challenges faced by our distribution network. These meetings served as vital forums for aligning our objectives, refining our strategies, and fostering stronger partnerships with our distributors. Through these interactions, I developed a deeper appreciation for the nuances of managing distribution channels and the importance of Smooth, Active, Effective communication.

DETAILS OF THE ORGANISATION

Name of Organisation : Naturo food & Fruit Pvt Ltd.

Industry : food and Beverage (FMCG)

Address of the Organisation : Naturo Food and Fruit Products Pvt. Ltd. 34/1, Ekaraajapura, Hasigala Post, Hoskote Bangalore 562114, Karnataka, India.

Year Founded : 1986

Company Class : Private

Operation : All India Operation

Turnover of the company : 200 crore yearly

Company Employees : 297

Services : It is India's premier fruit Bar manufacturer, offering a range of fruit-based snacks like fruit Bars, Candied fruit and diff fruit snacks (Sugar-free). It focuses on preserving natural fruit goodness in its products.

IMPORTANCE & DETAILS OF WORK DONE

- Internship Duration : 1 Month
- Location : Indore

• Listing my responsibilities :

1) Morning distributor meetings :

Started the day by coordinating with distributors, ensuring smooth communication and understanding of daily objectives.

2) Stock checking :

Conducted thorough stock checks to maintain inventory accuracy and prevent stockouts.

3) Market visits :

Visited 40 outlets daily to gauge market demand, competitor activity and consumer preferences.

4) Order Booking :

Managed order booking process efficiently, ensuring timely fulfilment of customer demands.

5) Providing suggestions to the Company :

Leveraging SonyLice Market observations and

consumer feedback, I actively contributed to strategic discussions by proposing innovative ideas and actionable suggestions. Whether it was recommending new product variants based on emerging consumer trends or suggesting targeted marketing strategies to penetrate untapped market segments, my insights were instrumental in shaping the company's future direction and fostering sustainable growth.

6) Continuous Learning and Skills Enhancement: Recognizing the dynamic nature of the FMCG industry, I proactively sought opportunities for continuous learning and skills enhancement. Whether through self-directed research, participation in training programs, or seeking mentorship from experienced professionals, I remained committed to expanding my knowledge base and refining my skills to stay abreast of industry trends and best practices.

7) Quality Assurance and Compliance: Ensuring adherence to quality standards and regulatory compliance was paramount S. Anize Thomas in my role. I meticulously

monitored product quality, packaging integrity, and hygiene standards to uphold the company's reputation for excellence. By implementing stringent quality control measures and collaborating with relevant stakeholders, I contributed to maintaining product integrity and safeguarding consumer trust.

8) Market Expansion Strategies:

As part of my responsibilities, I actively contributed to the formulation and execution of market expansion strategies. By identifying potential growth opportunities, assessing market feasibility and conducting competitor analysing, I played a pivotal role in identifying strategic initiatives to expand the company's market presence and capitalize on emerging trends.

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OBJECTIVES

My Objectives as a sales person in the marketing and sales department were gaining hands-on experience in sales and distribution within the FMCG sector. Develop proficiency in conducting distributor meetings, managing stocks, and executing sales orders.

Also, Enhancing communication and negotiation skills through daily interactions with distributors and retailers. Acquiring market insights by visiting outlets and understanding consumer behavior and preferences.

Contributing to achieving sales targets by effectively booking orders and providing valuable feedback to the company for product improvement and market strategy refinement.

In addition to contributing to achieving sales targets, I aimed to familiarize myself with key performance indicators (KPIs) used to measure sales performance with the FMCG sectors. By analyzing metrics such

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as sales volume, revenue growth and market share, I intended to gain insights into the effectiveness of sales strategies and identify areas for improvements.

- To gain a comprehensive understanding of the product lifecycle and marketing initiatives, I sought opportunity to participate in product launches and promotional campaigns. By actively engaging in these activities, I aimed to observe firsthand how new products are introduced to the market, promoted to consumers, and integrated into the overall sales strategy.

In summary, my internship objectives encompassed a wide range of activities aimed at gaining experience, skills etc.

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INTENDED OUTCOMES

During my internship, my primary objectives were to gain practical Sales experience, develop strong relationships with distributors and retailers and contribute valuable insights of the company. By the end of the internship, I aimed to demonstrate proficiency in distributor management, achieve or exceed Sales targets and provide actionable suggestions for product improvement and market strategy refinement.

Additionally, I intended to establish myself as a valuable member of the team and build a foundation for future success in the Sales field.

Moreover, my aspirations extended beyond the confines of the internship period; I endeavored to establish myself as a trusted and respected figure in the Sales field.

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By leveraging the knowledge, skills, and relationships cultivated during my internship, I aimed to carve out a niche for myself as a strategic thinker and results-driven professional within the competitive landscape of sales and distribution.

This encompassed not only achieving short-term objectives but also laying the groundwork for long-term career advancement and leadership opportunities within the industry. Through dedication, perseverance, and a commitment to ongoing personal and professional development, I aimed to chart a trajectory of continuous growth and success, both for myself and the organizations I serve.

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ACHIEVED OUTCOMES

During my internship, I not only fulfilled my responsibilities but also received commendation for my exemplary work ethic and dedication. I efficiently conducted distributor meetings, managed stock effectively and visited numerous outlets daily to gain valuable market insights. By consistently exceeding sales targets and providing insightful suggestions to the company.

I played a significant role in enhancing product offerings and driving business growth. Moreover, my efforts were applauded by the team, further validating my contributions and reinforcing my commitment to excellence in the sales domain.

Additionally, my commitment to excellence was underscored by my willingness to collaborate across departments, share insights gleaned from market visits, and actively

participate in brainstorming sessions aimed at refining sales strategies and optimizing operational processes. By fostering a culture of open communication and continuous improvement, I contributed to a more cohesive and innovative work environment, where ideas flowed freely, and collective achievements were celebrated.

Moreover, my proactive engagement extended to mentoring junior team members, sharing best practices, and offering support to colleagues facing challenges.

By serving as a resource and role model, I not only facilitated their professional development but also strengthened team cohesion and morale.

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Furthermore, the internship served as a catalyst for my continuous professional development, propelling me towards mastery within the dynamic realm of the sales industry. Beyond refining my proficiency in distributor management, stock handling and market analysis, I delved deeper into the intricacies of sales strategy formulation and execution. This immersive experience allowed me to navigate complexities with confidence and finesse, honing my ability to adapt to evolving market trends and consumer preferences.

Moreover, my daily interactions with distributors and retailers served as a crucible for refining my communication and negotiation skills. Through nuanced dialogue and active listening, I cultivated rapport and trust, facilitating mutually beneficial agreements and fostering long-term partnerships.

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UNDER APPLICATION OF INTERNSHIP WORK IN REAL LIFE

The skills and experiences acquired during my internship are directly transferable to real-world scenarios within the sales industry. firstly, the proficiency developed in distributor management, stock handling and market analysis provides a solid foundation for effectively managing sales operations and making a market analysis provides a solid foundation for effectively managing sales operations and making informed business decisions. Whether its optimizing inventory levels to meet demand fluctuations or analyzing market trends to identify growth opportunities, these skills are essential for

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navigating the complexities of the sales landscape.

Furthermore, the honed communication and negotiation skills acquired through daily interactions with distributors and retailers are invaluable assets in building and nurturing client relationships. Effective communication fosters trust and collaboration, while adept negotiation tactics enable the alignment of interests and the successful closure of deals. These skills are not only applicable in sales but also in various other professional contexts where interpersonal interactions play a crucial role in achieving desired outcomes.

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Performa-G2

Information and Consent Of The Organization

1. Name and Registration of the Organization

Nature Food and Fruit Pvt. Ltd.

2. structure (Government/Semi Government/Private/other)

Private

3. Nature of work

FMCG, Food and Beverages

4. Total no. Of Collaborators in the Organization

5. maximum no. of Students which you can guide

2

6. employment possibility after Training

7. other important Information

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.



Signature with date

Head/ Authorized person of the organization

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Performa-G4

Feedback Form

Name of Trainee Student: Bipasha Jotwani
College Name : St. Paul Institute of Professional
Class : Studies
Section and S.N. : BCA IInd year

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	Excellent
2.	Theoretical skills gained	A	Good
3.	Practical skills gained	A	Proficient
4.	Sincerity & Interest towards work	A	Dedicated
5.	Attitude and behavior during training	A	Positive
6.	Coordination with working group	A	Good
7.	Overall grade	A	Outstanding

Date: 1/1/24

Place: Indore



Signature with date

Head/ Authorized person of the organization

Sr. Alice Thomas

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St. Paul Institute of Professional Studies, Indore



BCA II Year

(2023-24)

Project Report

MARKSHEET MANAGEMENT SYSTEM

S.No.	Name of Students	Class	Roll Number
1	Aaditya Jaiswal	BCA 2 nd	DX2209373
2	Aayush Jaiswal	BCA 2 nd	DX2209375
3	Riana Dsouza	BCA 2 nd	DX2209397

Guided by:

A. Manoj

Name of the Faculty : Prof. A. Manoj

Designation : Assistant Professor

SPIPS, Indore

Authorized By:

Principal : Dr. Sr. Alice Thomas

Date

8th /

Stamp

Sr. Alice Thomas



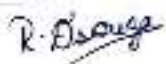
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Sumita
13/04/24

DECLARATION BY STUDENTS

We hereby declare that the project work entitled "**Marksheet Management System**" submitted to: St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of **A. Manoj (assistant professor)**, and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of Bachelor of Computer Application. The Analysis/ Result embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Name of Students	Class	Roll Number	Signature (with Date)
Aaditya Jaiswal	BCA II	DX2209373	
Aayush Jaiswal	BCA II	DX2209375	
Riana Dsouza	BCA II	DX2209397	

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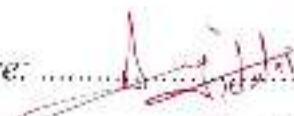
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Certification by Project Guide

This is to certify that Mr./Ms. Aaditya Jaiswal, Aayush Jaiswal, Riana Dsouza of Class BCA II, Roll No. DX2203343, DX2203345, DX2203344 has carried out the Project Training under my guidance and supervision in partial fulfillment of the degree Bachelor's of Computer Application offered by the Devi Ahilya Vishwavidyalaya (DAVV), Indore (MP).

*The above work is done in St. Paul Institute Professional Studies
from 18th Jan...2024 to 8th Feb...2024*

I wish him / her all the success in the future endeavors.

Signature:

Name of the Guide: P. A. Mandi

Designation: Asst. Prof

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Acknowledgements

We would like to express our sincere gratitude to all those who have contributed to this project support. First our heartfelt thanks to our project supervisor for their invaluable guidance, support throughout the development of the Project.

Thank you everyone who has contributed to the success of this project.

Name of Student	Class	Roll No.	Sign with Date
Aaditya Jaiswal	BCA II	DX2209343	Aaditya Ayush R. Dsouza
Aayush Jaiswal	BCA II	DX2209345	
Riana Dsouza	BCA II	DX2209394	

Place:

Date:

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**Progress Report of
Project Third Progress
Report** (Handwritten in 500
Words)

1. Individual work report by each student
2. Statistical Analysis of data
3. Methods of Analysis /Applied Technology, Result analysis along with its
Comparison with Expected Results
4. Challenges faced in Field Work/ Project Work & along with Solutions.

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Q Individual work report by each student

Database Management :-

Objective - Riana was responsible for establishing and managing the database for the Marksheet Management system, ensuring efficient storage, retrieval, and security of academic records.

Responsibilities -

Designed and implemented a scalable and secure database architecture using MySQL.

Developed data models to represent student information, academic records, and related data entities.

Integrated the Marksheet Management system with existing educational database and the systems.

Implemented regular data backup and So. Hierarchy recovery mechanisms to prevent data loss.

Outcomes -

Riana's work ensured the Marksheet Management system had a well-organized and secure database infrastructure providing a solid foundation for data management within the project.

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Q Statistical Analysis of data.

Descriptive statistics :-

Purpose - To provide a summary of key features of the dataset.

Methods -

Calculate measures such as mean, median, mode for individual subject scores.

Determine measures of variability like standard deviation and range to understand the spread of scores.

Create frequency distributions and histograms for a visual representation of score distributions.

Correlation analysis :-

Purpose - To identify relationships between different variables such as the correlation between attendance and academic performance.

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Methods -

Use Pearson correlation coefficient to measure linear relationships between numerical performance Variable.

Explore correlation matrices to assess associations among multiple Variables.

Regression analysis :-

Purpose - To predict the outcome of one Variable based on the Value of others.

Methods -

perform regression analysis to understand how independent Variables (e.g., study hours) impact dependent Variables (e.g., exam scores). Assess the significance and strength of relationships between Variables.

Trend Analysis :-

Purpose - To identify patterns

chi square Tests :-

Purpose - To assess the association between categorical variables.

Methods -

Use chi square tests to analyze relationships between categorical variables, such as the association between study habits (categorical) and exam performance (ordinal).

Data Mining and Machine Learning :-

Purpose - To uncover patterns and insights not immediately apparent.

Methods -

Apply data mining algorithms to discover hidden relationships within the data. Implement machine learning models for predictive analysis, such as predicting the likelihood of an event.

of a student achieving a certain grade.

Ethical considerations :-

Purpose - To ensure that data analysis is conducted responsibly and ethically.

Methods -

Implement anonymisation techniques to protect individual student privacy. Adhere to ethical guidelines and legal requirements students privacy when handling and analysing sensitive academic data.

Q Methods of Analysis / Applied Technology of Result analysis along with its comparison with expected Results.

Methods of Analysis / Applied Technology :-

Data Extraction and Preprocessing :-

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Description - Extract relevant data from the Marksheet Management system database using SQL queries. Preprocess the data to handle missing values, outliers and ensure consistency in formats.

Java Programming for Data Analysis :-

Description - Utilize Java programming to write custom scripts for data analysis. Leverage libraries like Apache Commons Math for statistical computations and data manipulation.

Statistical Analysis with Java Libraries :-

Description - Implement statistical analysis using libraries such as Apache Commons Math or Weka. Conducts description statistics, correlation analysis and regression analysis to gain insight into

academic performance patterns.

Machine Learning Models :-

Description - Explore machine learning algorithms implemented in Java C.e.g., using weka or Mahout to predict academic outcomes. Train models on historical data and assess their predictive capabilities for future student performance.

Integration with External Analytics Tools :-

Description - Interface the Marksheet Management system with external analytics tools compatible with Java, such as Apache Spark. Leverage these tools for distributed data processing and advanced analytics.

Result Analysis :-

Descriptive Statistics :-

Analysis - Calculate mean, median and standard deviation of exam scores. Evaluate the distribution of scores to identify patterns in student performance.

Correlation Analysis :-

Analysis - Assess the correlation between study hours and exam scores using Pearson's correlation coefficient. Determine if a significant relationship exists.

Regression Analysis :-

Analysis - Perform linear regression to model the relationship between variables like attendance, study hours, and exam scores. Evaluate the significance of each predictor.

Trend Analysis :-

Analysis - Analyze trends in academic performance over time.

Multiple semesters using time-series analysis to identify any noticeable patterns or changes.

Hypothesis Testing :-

Analysis - Conduct hypothesis test (e.g. the means of t-tests or ANOVA) to compare the means of different groups such as students from different departments or classes.

Comparison with expected Results :-

Expected VS. Actual Performance

Analysis - Compare expected and actual performance based on historical data. Identify any significant deviations and investigate potential reasons.

Prediction accuracy :-

Analysis - Evaluate the accuracy of machine learning models in predicting

student predicted outcomes . compare
 actual results with
 the effectiveness to measure
 the models . of the

Identification of anomalies:-

analysis - Identify any anomalies
 or unexpected pattern's in
 the data . Investigate
 instances where the system
 's predictions differ
 significantly from the actual
 academic outcomes .

Validation of Hypothesis :-

analysis - Validate hypothesis
 generated during the project
 by comparing the results
 of hypothesis testing with
 the expected outcomes .
 Assess if the observed
 difference are statistically
 significant .

Feedback loop for system Improvement :-

analysis - Use the comparison
 of expected and actual
 results .

results to provide feedback for system improvement. Identify for areas where the Marksheet Management system can be enhanced to better align with educational outcomes.

Q Challenges faced in field work / Project work and along with solutions.

Limited access to educational institutions :-

Challenge - Difficulty in gaining access to educational institutions for on-site visits and data collection.

Solution - Establish partnership with educational institutions, explain the project's benefits and seek formal permissions. Ensure that the project aligns with their objectives and is seen as a valuable contribution.

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assuring them of the system's commitment to data protection.

Diverse Requirement from Different Institutions :-

Challenge - Educational institutions may have diverse marksheet management req. requirements, leading to potential system customisation challenges.

Solution - Develop a flexible system that allows for customisation based on the specific needs of each institution. Conduct thorough requirement analysis during the initial stages to incorporate diverse needs.

Lack of Standardization in Data Formats :-

Challenge - Inconsistent data formats and structures across different educational institutions.

Solution - Develop data conversion tools to standardize data.

and migrate existing data into the new system. clearly documents data format requirements for future consistency.

Limited Technical Proficiency of End-users :-

Challenge - End-users, particularly teachers and administrators, may have limited technical proficiency.

Solution - Design an intuitive and user-friendly interface. Provide comprehensive training sessions and ongoing support. Develop user manuals and tutorials to assist users in navigating the system effectively.

Integration Challenges with Existing Systems :-

Challenge - Integration difficulties with existing educational data base and systems.

Solution - Collaborate closely with IT staff and system

administrators to ensure seamless integration. conduct compatibility tests and address any interoperability issues during the development phase.

Unavailability of Key stakeholders for interviews :-

challenge - Difficulty in scheduling interviews with key stakeholders due to busy academic schedules.

solution - Plan interviews well in advance, taking into consideration the academic calendar. Offer flexibility in scheduling and provide alternative methods of communication, such as online surveys or virtual meetings.

Insufficient Budget for system Development :-

challenge - Limited budget for the development and implementation of the marksheet management system.

solution - Prioritize project

features based on essential requirements. Consider open source technologies to reduce software development costs. Explore partnerships and sponsorships with education organisations or governments bodies.

Inadequate Training Resources:-

challenge - Insufficient resources for conducting comprehensive training sessions for end-users.

solution - Leverage online training platforms, create video tutorials, and develop easily accessible documentation. Encourage peer-to-peer learning within educational institutions to supplement formal training.

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Progress Report of Project

Second Progress Report

(Handwritten in 500 Words)

1. Work Flow
2. Field Work/Data Collection & Methods/Process of Data Collection
3. Literature Review
4. Individual work progress of each student as per work allotted

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SECOND PROGRESS REPORT

WORK FLOW

Phase 1 of the project work plan starts with project initiation.

Project Kickoff meeting :- In the meeting itself we have decided the topic of project that we are going to make the project on mark sheet management system as the institution was following traditional method of managing marksheet.

So the topic was decided mutually and then the was about to begin with all the necessary requirement gathering which were required to build the project.

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Requirement gathering:-

Requirement gathering for a marksheet management system involves identifying and documenting the needs, preferences, and functionalities required to effectively manage academic records within the institution.

The basic and most important gathering for the project are as follows:-

- ~ Laptop
- ~ Installing JDK on system
- ~ Seeking permission from the institution to implement the project once its completed.

By thoroughly gathering and documenting these requirements, the project team can clearly establish an understanding.

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Feasibility Study:

A feasibility study for a marksheet management system project involves assessing the technical, operational, economic and scheduling feasibility of implementing such a system within an education institute.

Based on the findings of the feasibility study, stakeholders can make informed decisions regarding the viability and prioritization of the Marksheet management system project.

Ensuring alignment with organizational goals and objectives.

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PHASE 2:

System architecture design:

In system architecture design document for a Marksheet Management System project, you would typically include detailed information about the structure, components, and interaction of the system.

Below are the key sections and the content to include in each

The project of ours aims at high-level functionality and scope of the better data-handling and easy way to manage marksheet.

Outlining the main features and capability of the system, including data-management system, user authentication, reporting etc.

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User Interface design

In a marksheet management system project, the user interface design plays a crucial role in ensuring usability, accessibility and efficiency for end-users such as teachers, administrators, student and parents.

Here are the key aspects to consider :-

- 1) User-centered Design approach
- 2) User-Interface Components
- 3) Visual Design Elements
- 4) Responsive Design
- 5) Usability Guidelines.

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Database Implementation

For marksheet management system project, database implementation is a component which plays a crucial role in ensuring the system's functionality, usability and performance.

It provides an overview of the database schema, including tables, relationships and data attribute.

We had discussed the normalization process to eliminate data redundancy and ensure data integrity.

And here comes up a main work as backup and recovery. Address backup and recovery procedures to ensure data durability and resilience against system failures.

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PHASE - 3

Development

Backend development :-

Backend development in marksheet management system involves implementing the server-side logic, data base management and API endpoints necessary to handle data processing, storage and retrieval.

Here are the key components and consideration for backend development.

Authentication and authorization

Data validation

Business logic

Error handling

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Frontend development :

In the frontend development of a marksheet management system, the focus is on creating a user friendly interface that allows teachers, administrators, students and parents to interact with the system efficiently.

Here's what to consider when developing the frontend :

- User Interface design
- Dashboard and overview
- Student profile and record
- Teacher / Administrator tools :
- Parental portals

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PHASE - 4

Implementation

- Deployment

Deployment in the context of Marksheet management system involves the process of preparing the system for production use within an educational institution.

Here's an overview of the deployment process:

- Final testing

Conduct thorough testing of the marksheet management system to ensure all the features work as intended.

- Post deployment Support

Provide ongoing technical support and troubleshooting assistance to address any issues or questions that arise.

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• User Training

User training is a critical component of implementing a Marksheet Management System successfully.

Here's a comprehensive guide on how to conduct user training effectively :-

- 1) Identify training needs
- 2) Developing training materials
- 3) Schedule Training Sessions
- 4) Conduct Hands on Workshop
- 5) Providing support Resources

By all these best practice, you can ensure that the user are well-prepared for using marksheet management system to its full potential.

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PHASE - 5

- Evaluation and optimization

Optimization and performance tuning:-

These are the essential aspect of ensuring that a management system operates efficiently, responds quickly to user request and can handle increasing data loads without degradation in performance. Here are some strategies for optimizing and tuning the system.

- Database optimization
- Backend code optimization
- Frontend Performance optimization
- Resource utilization.

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Phase 6 :

Project Closure

It involves finalizing all activities and tasks related to the marksheet management system project and ensuring that it meets the defined objectives and requirements.

Final testing is the critical component of project closure, as it involves verifying that the system functions as expected and meets quality standards before deployment.

Test plan review

- Reviewing the test plan earlier in the project to ensure that all plan test have been executed.

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FIELD WORK / DATA COLLECTION

Field work and data collection are crucial step in understanding the requirements, needs and challenges of implementing a marksheet management system effectively within an educational institute.

The responsibility of field was on adding to the main field work was scheduling visits to educational institutes such as schools and colleges, where the marksheet management system will be implemented.

And the coordination with school / college administrator to arrange the access the necessary resources.

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Collection of Data

Gathering relevant data related to marksheet management system such as :-

- x Students enrollment record
- x Course schedules
- x exam results
- x Grading criteria

To verify the accuracy and completeness of the collected data to ensure its reliability for any analysis and system design.

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By conducting thorough field work and data collection, you can gain valuable insights into the needs and requirements of stakeholders, enabling the successful design, development, and implementation of the Marksheet management system tailored to the specific contexts and challenges of the educational institution.

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LITERATURE REVIEW

A literature review for a marksheet management system project would involve exploring existing research, studies and publications related to educational management systems.

Technology adoption in education, and best practice in marksheet management

There are many books available in the market related to java and our project but the books from which we have taken help and followed as guidance are being listed further.

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Date: / / Page:
The below mentioned book really helped us a lot in our project :-

→ "Head first java"

By Kathy Sierra and Bert Bates

Details :

Authors: Kathy Sierra & Bert Bates

Publisher: O' Reilly Media

Publication Year: 2005

Description:- This book is known for its engaging and practical approach to learning java.

It covers java fundamentals, OOP's concepts and provides hands on exercise.

It is beneficial for members who are involved in Java development project.

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→ "Effective Java" by Joshua Bloch

Details

Author : Joshua Bloch

Publisher : Addison - Wesley

Publication year : 2017 (3rd edition)

Description :-

Joshua Bloch, a former Java architect at Sun Microsystems, offers best practice and design tips for writing effective and efficient Java code.

This book is valuable for enhancing coding skills and promoting good programming practices.

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→ "Java: the complete Reference"
by Herbert Schildt

Details :

Author: Herbert Schildt

Publisher: McGraw - Hill Education

Publication year: 2018 (11th Edition)

Description :-

This comprehensive reference book covers java - programming in-depth, making it suitable for both beginner and experienced developers.

It includes on Java SE 8, which is still widely used in various projects.

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INDIVIDUAL WORK PROGRESS OF EACH STUDENT AS PER WORK ALLOTTED

1. Aaditya (Field work and Analysis)
 - Aaditya was responsible for conducting field work and analysis to gather requirements and insights from stakeholders.

Progress :-

- Aaditya conducted interviews with teachers, administrators, students and parents to understand their needs and challenges related to marksheets management.
- He observed existing workflows and processes in educational institution to identify area of improvement.

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→ Aditya analyzed the data collected during ~~fieldwork~~ to extract key insights and ~~the~~ requirement for the market management system.

He documented findings in a comprehensive report outlining user requirements, pain points, and recommendations for system design.

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2 Mayush (Backend Development and coding)

Mayush was responsible for developing the backend logic and coding the functionality of the marksheet Management system.

PROGRESS :-

→ Mayush designed the database schema and implemented data models for storing student records, grades and other relevant information available.

→ He developed backend APIs under the guidance of our seniors and services to handle user authentication, data retrieval and manipulation operations.

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3 Raina (Database Management)

- In marksheet management system raina was responsible for managing the database architecture and ensuring optimal performance and reliability.

PROGRESS :-

- Raina designed and implemented the MySQL database schema based on the requirements gathered during fieldwork.
- She optimized database queries and indexes to improve query performance and minimize response time.

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-7 Raina implemented data validation and integrity constraints to maintain data consistency and accuracy.

-8 She monitored database performance metrics and conducted performance tuning activities to optimize resource utilization.

Overall, each one of us made significant progress in their assigned tasks, contributing to the development and implementation of the marksheet Management System project. Their individual efforts and contribution are essential for the successful completion of the project within the specified timeline and requirement.

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```

mysql> use dbms;
Database Changed
mysql> show tables;
Tables_in_dbms
marksheet
1 row in set (0.04 sec)

```

```

mysql> select * from marksheet;
RollNo Name Gender Email Maths Chemistry physics
002018055 swastik sharma male sdfshjkkfd@sdf.s.com 99 99 99
1 row in set (0.02 sec)

```

```

mysql> select * from marksheet;
RollNo Name Gender Email Maths Chemistry physics
002018055 swastik sharma male sdfshjkkfd@sdf.s.com 99 99 99
002018055 aditya jaiswal male aditjgaanbu.com 10 11 9
2 rows in set (0.00 sec)
mysql>

```



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```
Test.java x Connectivity.java Model.java app.properties x
1 uid=root
2 pwd=root
3 driver=com.mysql.jdbc.Driver
4 url=jdbc:mysql://localhost:3306/dms
5 table=marksheet
```

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■ Console > net class Application [Program] [C:\Program Files\Java\jdk-1.6.0_04\bin\java.exe] 20-Feb-2006 12:39:29 PM java:10254

```
enter 2 to --> delete a marksheet
enter 3 to --> update a marksheet
enter 4 to --> update all marksheet
enter 5 to --> delete all marksheet
enter 6 to --> get a marksheet
enter 7 to --> get all marksheet
enter 8 to --> get merit list
enter 9 to --> number of students
enter 10 to --> get failed students list
enter 11 to --> get absinties
enter 12 to --> get topper
enter 13 to --> get lowest marks students
enter 14 to --> get passed students
enter 15 to --> get average result of the class
enter 16 to --> get AWT students
enter 17 to --> get cutoff method
enter 18 to --> get number of boys passed
enter 19 to --> get number of girls passed
enter 20 to --> get grades of the student
```

PRESS EXIT TO EXIT THE PROGRAM

we enter the Roll number of the student having 2 characters of alphabetical prefix and total of 6 numerical digits : 0000000000

number recorded successfully - 002018055

we enter the full name of the student : aditya jaiswal

recorded successfully - aditya jaiswal

we enter the gender of the student (male/female) : male

recorded successfully - male

we enter the valid email of the student : coditip@gmail.com

recorded successfully - aditip@gmail.com

enter the marks of maths : 10

of maths recorded successfully : 10

enter the marks of physics : 5

of physics recorded successfully : 5

enter the marks of chemistry : 9

of chemistry recorded successfully : 9

enter the marks of biology : 11

of biology recorded successfully : 11

press for student named aditya jaiswal has been added successfully

enter 'ok' to continue or 'exit' to terminate the program

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```

1 package in.sterling.calling;
2 import java.sql.SQLException;
3 import java.util.ArrayList;
4 import java.util.LinkedHashMap;
5 import java.util.LinkedHashSet;
6 import java.util.List;
7 import java.util.Scanner;
8 import java.util.Set;
9 import javax.sound.midi.Synthesizer;
10 import javax.swing.plaf.synth.SynthSpinnerUI;
11 import com.mysql.jdbc.Connection;
12 import com.mysql.jdbc.ResultSet;
13 import com.mysql.jdbc.StandardSocketFactory;
14 import com.mysql.jdbc.Statement;
15 import in.sterling.connectivity.Connectivity;
16 import in.sterling.marksheet.Model;
17 import in.sterling.pojo.Marksheet;
18
19 public class Test {
20     private Scanner s = new Scanner(System.in);
21     public static void main(String[] args) {
22         System.out.println("enter 1 to --> add a marksheet");
23         System.out.println("enter 2 to --> delete a marksheet");
24         System.out.println("enter 3 to --> update a marksheet");
25         System.out.println("enter 4 to --> update all marksheet");
26         System.out.println("enter 5 to --> delete all marksheet");
27         System.out.println("enter 6 to --> get a marksheet");
28         System.out.println("enter 7 to --> get all marksheet");
29         System.out.println("enter 8 to --> get mark list");
30         System.out.println("enter 9 to --> number of students");
31         System.out.println("enter 10 to --> get failed students list");
32         System.out.println("enter 11 to --> get absentees");
33         System.out.println("enter 12 to --> get topper");
34         System.out.println("enter 13 to --> get lowest mark students");
35         System.out.println("enter 14 to --> get added students");
36         System.out.println("enter 15 to --> get average result of the class");
37         System.out.println("enter 16 to --> get list students");
38         System.out.println("enter 17 to --> get count method");
39     }

```

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B.C.A 3RD Year
(2023-24)

Project Report

College Management Portal

S.No.	Name of Students	Class	Roll Number
1	Swastik Sharma	B.C.A 3 rd year	22
2	Khushi Chaturvedi	B.C.A 3 rd year	10

Guided by: 
PROF. BHAVANA SANGAMNERKAR

Authorized By:


Principal : _____

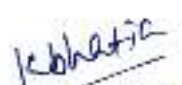
Designation: HOD CS

Date

SPIPS, Indore


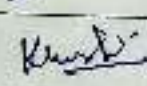
Stamp


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06/03/24

DECLARATION BY STUDENTS

We hereby declare that the project work entitled "College Management Portal" submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of Prof. Bhavana Sangamnerkar and this project work is submitted in the partial fulfillment of the requirement for the award of the degree of Bachelor of computer application. The Results/Analysis embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Name of Students	Class	Roll Number	Signature(with Date)
Swastik Sharma	B.C.A 3 rd year	02	
Khushi Chaturvedi	B.C.A 3 rd year	10	

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Certification by Project Guide

This is to certify that Mr. Swastik Sharma and Ms. Khushi Chaturvedi of B.C.A 3rd year Roll No. Swastik Sharma -> 22, Khushi Chaturvedi -> 10 has carried out the Project under my guidance and supervision in partial fulfillment of the degree of Bachelor Of Computer Application offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

I wish him / her all the success in the future endeavors.

Signature:

[Signature] 14/2/24

Name of the Guide: Prof. Bhavna Sangamnerkar

Designation: HOD

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Acknowledgements

I would like to extend my sincere gratitude to all those who have contributed to the completion of my project.

I am deeply thankful to my guide Prof. Bhavana Sengamnerkar for their invaluable guidance, encouragement, support throughout every stages of our project.

Name of Student	Class	Roll No.	Sign with Date
Swastik Sharma	B.C.A 3 rd year	22	<i>Shama</i>
Khushi Chaturvedi	B.C.A 3 rd year	10	<i>Khushi</i>

Place: Indore

Date: 14/02/2024

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SYNOPSIS

A college management portal allows schools and universities to keep a track of their enrollment students, teachers attendance fees, scheduling and other activities and other tertiary tasks.

College management portal is an automated software that provides a more productive way of college management. The project report on college management. The project report as a college management system includes the project description, proposal, modules and more which complements the whole documentation.

→ Technologies used in our project

J2SE (core Java)

J2EE (Advance Java)

MySQL

Apache Tomcat

HTML

CSS

Tailwind CSS

The used Java as our base language as it is platform independent, secure, have a good memory distribution, multithreaded and it gives a Automatic garbage collection.

We used MySQL as our database as it is most reliable.

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Signature:

scalable and easy to use.

My SQL is a free and open source making it the first choice for startups and developers. It is considered as the fastest database available and is platform independent.

We used HTML, CSS as our front end technologies. HTML, CSS are pillars of front end development, working together to create captivating and functional user interface.

HTML provides structure, CSS brings layout and style.

We used Apache Tomcat as our server. It is an open source web server and servlet container that is widely used by developers to host java based application.

→ Hardware requirements

System: HP Notebook i5 & Ryzen 3

RAM: 256 GB (SSD)

Operating system: Windows 11

Software platform: eclipse, SQL server

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INTRODUCTION

The college management system has been developed to overcome the problem prevailing in existing manual system. This software has been developed as supported to eliminate and in some cases reduce the hardship faced by this existing system. Moreover this system is designed for the particular need of company to carry out operations in a smooth and effective manner.

This application is reduced as much as possible to avoid errors while entering data. It also provides error message while entering invalid data. No formal knowledge is needed for the users to use this system thus by this all it proves it is is user friendly.

It can assist the users to concentrate on their other activities whether to undertake on the record keeping. Thus it will help on the record keeping the organization in better utilization of resources.

every organization whether big or small has a challenges to overcome and managing the information of course, college, faculties or students. every college management system has different college needs. . .

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→ Key Features and Functionality.

- Automation
- Versatility
- data security
- convenient
- multiple user access : Admin
Students
Teachers
- Internationalization
- Multithreaded program
- Normalization database to remove data redundancy

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PROJECT PLAN

INTRODUCTION

The college management portal project aims to develop a comprehensive online platform using PHP, MySQL, Apache Tomcat, HTML and CSS technologies to streamline administrative tasks, enhance communications, and improve academic management process within the college or university.

Project objective

- To develop a user friendly portal accessible to students, faculty and staff and administrators.
- This project implements student management system administrative modules.
- Ensure data security, privacy and compliance with regulatory requirements.
- Enhance operational efficiency, transparency and accountability.
- Improve the student experience and support academic success outcomes.

PROJECT PHASES

Initial phase

- Define project objective, scope & stakeholders
- conduct initial requirement gathering session
- form the project team & establish communication channels.

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• Planning phase

- Develop a detailed project plan timeline and resource allocation
- identify technical requirements, system architecture and development methodologies
- define user roles, permissions and access controls.
- establish data security and privacy protocols.

• Development phase.

- Implement portal functionalities using JAVAF for back end logic
- utilize MySQL for database management and data storage
- Implement apache tomcat as application server
- design & develop user interface using HTML and CSS

• Project timeline.

The project timeline will be based on the scope, complexity and resources availability. Milestones and deliverables will be tracked using project management software and regular progress reports.

The project plan outlines the key components and phases of the College management portal development project, ensuring efficient

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Topic _____

Date _____

P. No. _____

Management of resources, timeliness and deliverables.

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TASK DISTRIBUTION

- CODER (developers)
- Responsible for implementing the technical aspect of the college management portal
- Task includes.
 - writing code for backend logic using JAVA programming language
 - developing database structure and queries using MySQL
 - configuring and managing the apache tomcat.
 - Implementing security measures and data privacy protocol.
 - Integrating front end components with backend functionalities.
 - ensuring compatibility and optimization for code for performance.
 - conduction unit testing and debugging to indentifying and fix issues.
- Analyst
- Responsible for analysing requirements, defining system functionalities and ensuring alignment with organisational goals...

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- Task includes
 - Gathering and analysing user requirements through stakeholder interviews and survey
 - Defining user roles, permissions and access control based on organisational policies
 - providing input on user interface design, usability and user experience consideration
 - conducting user acceptance testing and gathering feedback for continuous improvement.
- Collaboration and communication
- The coder and analyst will collaborate closely throughout development process to ensure that technical implementations with business requirement.
- Regular communication channels such as meeting, email update and project management tools, will be establishment to facilitates collaboration and information sharing.
- The analyst will provide input on user stories, acceptance criteria and system behaviour which the coder will implement the technical solution based on these requirement.

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By dividing the work between a coder and an analyst, the college management portal development process can benefit from specified expertise in both technical implementation and business analysis.

The division of labour ensures that the portal meets both functional and operational requirements while adhering to best practices in software development and project management.

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OBJECTIVE AND REAL LIFE RELEVANCE

The objective of a college management portal is to provide a centralized platform that enhances administrative efficiency, improves communication, and facilitates the effective management of academic, financial and operational processes within educational institutions. The real life relevance of a college portal lies in its ability to address the following objectives and meet the needs of various stakeholders.

1) Streamline administration

One of the primary objective of a college management portal is to streamline, for marking, attendance, marking exam form marking, and academic record, by automating these processes, the portal reduces paperwork, minimizes errors and improves overall efficiency.

2) Enhanced communication.

The portal serves as a communication tool that facilitates seamless interaction between students, faculties, staff and administrators. Through features such as messaging system, discussion forums and announcement boards users can stay informed about important events, deadline, & campus news.

3) Improved access information

Another key objective of the portal is to provide users with easy access to relevant information and

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resources. Students can view their course schedules, grades, financial aid status and academic requirement, etc. Faculty and staff can access records, teaching schedules & guidelines.

- 4) Data driven decision making
By collecting and analyzing data on student performance, enrollment outcome, the portal empowers administrators to smelt information decision about resource allocation, curricula development and strategic planning. This promotes accountability, transparency and continuous improvement within the institution.
- 5) Accessibility and flexibility
With the availability of mobile apps and responsive web interface the portal ensure accessibility and flexibility for user who may need to access information and perform tasks from any location and device. This enhances convenience and promotes a culture of life long learning and self development.

In summary, the real life relevance of a portal lies in its abilities to streamline administrative process, improve communication and access to information, support teaching and learning initiatives, facilitate data driven decision making enhances the student experience and promotes institutional effectiveness and excellence in higher education. By serving as a dynamic and user centric platform, the portal contributes to the achievement of strategic goals and the advancement of the institution's mission and vision.

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PROCESS OF DATA COLLECTION

The process of data collection in a college management portal involves gathering, storing, and managing various types of information related to students, faculty, courses, fees, and administrative operations. There is a step by step description of the data collection process.

- 1) **Identify data requirements.**
Begin by identifying the types of data that need to be collected and managed within the college management portal. This includes student demographics, course records, courses schedules, financial transactions, faculty information and administrative policies.
- 2) **Define data sources**
Determine the sources from which the data will be collected. This may include student enrollment form, bank registries, financial and application, academic transcripts, faculty contracts and institutional policies and procedures.
- 3) **Establish data collection method.**
Implement data collection methods that are efficient, accurate and compliant with data privacy regulations depending on the nature of data collection method may online forms, electronic databases, paper based records, automated systems and third party integration with external platforms.

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- 4) Capture student information
collect student information such as demographic detail contact information, academic history, enrollment status and program of study. This may involve online registration forms admission, standardized test scores and official transcripts.
- 5) Manage course information
gather courses - relate data including courses offering description, prerequisites, students, faculty assignment and enrollment number.
- 6) Track financial transaction
Record financial transaction such as tuition payment, fee assessment scholarship grants, loans, refunds.
- 7) Collect faculty and staff data
capture information about faculty and staff members, including contact details and staff members, including contact details academic credentials, employment history, teaching assignment, professional development activity and performance evaluation.
- 8) Monitor institutional metrics
collect data on institutional metrics such as enrollment trends, retention rate, graduation rates, student demographic, academic outcomes and institutional effectiveness indicators.

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WORK FLOW OF PROJECT

- 1) User authentication and access control.
 - User login using their credentials (username / password)
 - Java based authentication services verify users credentials against the MySQL database
 - access control mechanism based on user roles and permission and enforces.
- 2) Dashboard display
 - upon successful login users are directed to their customized dashboard.
 - HTML and CSS are used to render the user interface elements providing an intuitive and visually appealing dashboard layout.
- 3) Student Management
 - student can view their personal information academic record and financial status
 - Java servlets interact with MySQL database to fetch and update student data
 - HTML forms and CSS styles provide the interfaces for student to interact with their information.
- 4) Faculty management
 - Faculty member can access their teaching assignment, class rosters, and see information of all students.
 - Java servlets retrieve and update faculty related data from MySQL database.
 - HTML/CSS interfaces allow faculty to access

Dr. Nilesh Kumar

and manage their students migration.

5) Course Management

- Administrators can manage courses, assign instruction and schedule classes.
- Java servlets handle course management functionality interacting with the MySQL database to store and retrieve course related data.
- HTML/CSS interface provide administration with the tools to create, update and delete courses.

6) Administrative Task

- Administrators oversee student admissions, edit student record, delete record remove admin, add details.
- Java servlets handle administrative tasks executing business logic and database operation.
- HTML/CSS interface provides administration with forms and views to manage administrative workflow.

7) Resource Management

- Users can access library catalogs, search for resources and reserve material.
- Java servlets interact with the MySQL database to retrieve and update library data.
- HTML/CSS interfaces allow to browse the library collection, search for resources and make reservations.

8) Reporting and Analytics

- Reporting and analytics tools allow users to analyze

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data and generate report

- Java servlet retrieve data from the MySQL database and perform calculations for reporting purposes
- HTML/CSS interfaces display charts, graphs and tables to visualise data and present analytical insights

g) Integration with Apache Tomcat

- Apache Tomcat serve as this application server holding the Java Servlet and handling HTTP request
- Java servlet interact with Apache Tomcat to process user request execute business logic & generate responses.

The college management portal leverages Java, MySQL, Apache Tomcat, HTML & CSS technologies to provide users with a robust feature rich platform for managing academic, administrative and operational tasks within the college or university environment.

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LITERATURE REVIEW

A literature review is a college management portal developed using JSP, Apache Tomcat, HTML, CSS & MySQL. It focuses on existing research, practice implementation in the field of education technology and management system. Such a review provides insight into the benefits, challenges and best practices associated with developing and implementing college management portal.

Research in the area of college management portal highlights the impact of technologies in streamlining administrative process, enhancing communication and improving overall efficiency within educational institutions.

Many studies emphasize on the need for user-friendly interface and robust backend system to support diverse user groups, including students, faculty, staff and administration.

JSP, Apache Tomcat, HTML, CSS and MySQL are commonly used technologies for developing web-based applications including college management portal. Studies demonstrate the effectiveness of these technologies in providing scalable, secure and customizable solution tailored to the unique needs of educational institutions.

S. Anil Kumar

Topic _____

Date _____

P. No. _____

Overall the initiative underscore the potential of college management portal to streamline within educational institutions. By leveraging PHP, Apache, Mysql, HTML, CSS and Ajax, developers can create robust and user centric solution that meets the diverse need of stakeholders in the higher education.

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STATICAL REVIEW

A statistical review of a college management portal development used JAVA, JSP, SQL, HTML, CSS, Apache Tomcat encompasses a comprehensive analysis of user interactions, system performance and overall effectiveness. Through robust data collection methods including, success system log analysis and usage analytics key metrics such as demographics, login frequency, page views and system response times are equated.

The review defines into user satisfaction level identifying areas of improvement & user performance regarding design, functionality and accessibility. Moreover it assesses the scalability and reliability of the portal infrastructure examining server loads, database performance and current user capacity to insure optimal system operation during peak usage periods.

Additionally, the review contribute to ongoing research and development effort in educational technologies guiding future innovation in college management portal.

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CHALLENGES

- Technologies were limited so we couldn't use PHP script and bootstrap and because of that we were forced to write big-big codes for a small thing.
- We have to focus on data security that's why we used java security that's why we used JAVAX as our base language but due to its hybrid nature the java code was first compiled and then generated and was executed which ultimately increased the complexity of application.
- Because of the goals to eradicate the attacks the directory traversal was used the operation approach which need the file which increased the files hierarchy.

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METHOD OF ANALYSIS

A method of analysis for a college management portal development by using JSP, JSP, My SQL, Apache Tomcat, HTML and CSS involves a comprehensive evaluation of various aspects including functionality, performance, usability, security & user satisfaction.

Functionality analysis

It analysis involves assessing whether the portal effectively fulfills its intended purpose such as student information management, course registration, faculty management, communications tools and administrative tasks.

Performance Analysis

It focuses on evaluation system responsiveness, scalability and reliability. This includes measuring server response time, database query performance and the portal ability to handle concurrent user request efficiency.

Usability Analysis

It entails examining the user interface design, navigation structure. Usability guidelines ensure

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an initiative and user friendly experience for all stakeholder.

Security analysis

It involves identifying potential vulnerabilities, implement data encryption, access control and authentication mechanisms to safeguard sensitive information and prevent unauthorised access or data breaches.

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SPIPS

ASSIGNMENT SUBMISSION

SESSION: 2023 - 2024

SUBJECT: Internship File (A1)

Submitted By: Kiran Patel

Guided By: Prof. Bhavara Sangamnerkar

Signature: [Signature]

Signature: [Signature]

Name: Kiran Patel

Name: Prof. Bhavara Sangamnerkar

Contact No.: 8883824030

Class, Course / Section: BCA IIIrd Year

Roll No. in the University: 212850248

Enrollment No.: DX2108036

Date of Submission: _____

Kbha92
06/04/24

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St. Paul Institute of Professional Studies, Indore



Name of Student: **Kiran Patel**

BCA III Year

(2023-24)

Internship Training Report

Undertaken At

AMENSES INNOVATION PVT. LTD

Guided by:

Bss
8/12/24

Name of the Faculty: **Prof. Bhavna Sangamnerkar**

Designation: **HOD, Computer Science Department**

SP/PS, Indore

Authorized By:

Principal: **St. Alice Thomas**

Date: _____

Stamp

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Declaration by the Student

I Kiran Patel hereby declare that the Internship Training Report submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by me under the guidance of **Prof. Bhavana Sangamnerkar**, and this report is submitted in the partial fulfilment of the requirement for the award of the degree of Bachelor of Computer Application. The Analysis/Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: *Indore*

Signature: *[Signature]*

Date: *8/2/24*

Name: *Kiran Patel*

Class: *BCA III YEAR*

Roll No: *212850248*


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Certification by Internship Guide

This is to certify that Ms. Kiran Patel of Class BCA III year, Roll No. 13.8.50398... has carried out the Internship Training under my guidance and supervision in partial fulfilment of the degree Bachelor of Computer Application, offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in AMENSES INNOVATION PVT.LTD from 12/10/23 to 12/01/2024. I wish her all the success in the future endeavors.

Signature: .....

Name of the Guide: Prof. Bhavana Sangamnerkar

Designation: HOD, Computer Science Department.


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Performa-G2

Information and Consent Of The Organization

1. Name and Registration of the Organization

Amenses Innovation Pvt. Ltd

2. structure (Government/Semi Government/Private/other

Private

3. Nature of work

It Company

4. Total no. of Collaborators in the Organization

22

5. maximum no. of Students which you can guide

16

6. employment possibility after Training

40%

7. other important Information

-

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.

For AMENSES INNOVATION PRIVATE LIMITED

NR
Signature with date

DIRECTOR

Head/ Authorized person of the organization

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Performa-G4

Feedback Form

Name of Trainee Student: Kiran Patel

College Name : St. Paul Institute of Professional Studies

Class : BCA III Year

Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	A	
4.	Sincerity & Interest towards work	A	
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade	A	

Date:

Place:

For AMENSES INNOVATION PRIVATE LIMITED


Signature with date DIRECTOR

Head/ Authorized person of the organization


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Amenses Innovation Pvt Ltd office no. 1101
11th floor Skye corporate park, Scheme no 78,
INDORE, Madhya Pradesh (452001) - INDIA

Jan 10, 2024

Internship Certificate

Dear Ms. kiran,

This is to certify that **Ms. Kiran Patel** has successfully completed a 3-month internship program with Amenses Innovation Pvt Ltd. She joined our organization on **10 Oct 2023** and completed her internship on **10 Jan 2024**.

Position: Junior FrontEnd Developer

Joining Date: 10-10-2023

Shift Timing: 11AM to 7PM O'clock

Training Period: 121 days (unpaid)

The internship focused on the following technologies:

- HTML
- CSS
- JavaScript

During the internship period, the intern demonstrated a keen interest in learning, adaptability, and a strong commitment to the assigned tasks. The skills acquired and contributions made by **Kiran Patel** have been valuable to our organization.

Key Learning Objectives:

- **HTML:** Developed proficiency in creating structured and semantic web pages using HTML.
- **CSS:** Acquired skills in styling and layout design with CSS, including responsiveness.
- **JavaScript:** Gained hands-on experience in client-side scripting and dynamic content creation.

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This internship certificate is awarded as a testament to Kiran Patel successful completion of the internship program at Amenses Innovation Pvt Ltd. We wish her continued success in her future endeavors.

Best regards,

HR Executive
Amenses Innovation Pvt. Ltd.
Accepted and Agreed

Kiran patel


For AMENSES INNOVATION PRIVATE LTD. Signature

DIRECTOR

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Area & Scope of Internship

I have done my internship at Amerses innovation Pvt Ltd where I studied about web development using javascript.

Website development is the process of creating and maintaining websites. It involves a combination of programming, design, and content creation to produce a functional and visually appealing online presence.

It includes aspects such as web design, web publishing, web programming, and database management. It is the creation of an application that works over the internet i.e. websites.

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The word web development is made up of two words that is:

Web - It refers to websites, web pages or anything that works over the internet.

Development - It refers to building the application from scratch.

Web Development can be classified into two ways:

Frontend Development

Backend Development

Front end Development

The part of a website where the user interacts directly is termed as front end. It is also referred to as the client side of the application.

Popular front end technologies -

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HTML

CSS

Java Script

Back end Development

Backend is the server side of a website. It is part of website that user cannot see and interact with. It is the portion of software that does not come in direct contact with the users. It is used to store and arrange data.

Popular Backend technologies-

PHP

Java

Python

Node.js

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Website Development Timeline -

Website development has evolved significantly:

1990s: Invention of World wide web, static HTML pages.

Early 2000s: Dynamic websites with PHP, MySQL. CMS like Wordpress emerged.

Mid 2000s: Web 2.0, AJAX for interactivity, CSS for design control.

2010s: Rise of mobile - responsive design, Javascript frameworks.

2020s: PWAs for app-like experiences, web assembly for high performance, JAM stack architecture.

Website development continues adapting to tech advancements, focusing on speed, interactivity and user experience.

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Future Scope of Website developers in India.

The future scope for website developers in India appears promising, driven by several factors:

Digital Transformation

E-commerce growth

Start up Culture

Remote Work Opportunities

Emerging Technologies

Government Initiatives

Freelancing & Gig Economy

Mobile App and Web Integration

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To tap into the future scope effectively, website developers should focus on continuous learning, stay updated with industry trends, & diversify

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their skill set to adapt to evolving technologies and market demands. The combination of technical proficiency, creativity, and adaptability will position indian website developers for success in dynamic digital landscape.

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About Organization

Amenses Innovation is a dynamic and forward thinking company that excels in providing cutting-edge solutions across various industries, with a strong focus on innovation and technology.

Amenses Innovation applies next generation technology to help the business to transform digitally and to increase their product reach. Amenses provides hassle free way to the business and the small startups to enter in the digital world by providing best in class solutions as per the business needs.

Happy Customers are the fuel of our company, the end goal of Amenses is to provide the best solutions to our customers.

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2021 - We began our journey with 3 of us working hard to achieve the dream.

2022 - Our team grew to 10+ as we build our clients.

2023 - We are now a competent strong team of 22+ employees and growing as we speak.

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Importance & Details of the Work Done

I have done my work on frontend technologies like HTML, CSS and Javascript.

I also made some DOM (Data Object Model) based applications like To-do list, drag drop list etc using these frontend technologies.

The topics covered during this period of my internship are -

HTML

CSS

Javascript

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A brief discussion about data structure & algorithm.

Object oriented programming through JavaScript.

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HTML -

HTML stands for Hyper Text Markup Language.

It creates a complete website structure of web pages.

HTML is a combination of Hypertext and Markup Language.

Hypertext defines the link between the web pages.

Markup Language defines the text document within the tag.

The basic structure of an HTML page contains the essential building block elements (i.e. doctype declaration, HTML, head, title & body elements) to create webpage.

HTML is used to create the structure of web pages and websites that are displayed on the internet.

CSS -

CSS stands for Cascading style sheets.

CSS is used to style web pages.

CSS is used to enhance the visual presentation of web pages.

Styling is an essential property for any website.

CSS increases the standards and overall look of the website making it easier for the user to interact with it.

CSS specifies how HTML elements should be displayed on screens.

The Major key feature of CSS includes styling rules which are interpreted by the client browser and applied to various elements.

Using CSS Sr. Aize Thomas can control

the color text, the style of fonts, spacing between elements, how columns are sized, variation in display for different devices and screen sizes as well as variety of other effects.

Types of CSS.

There are three types of CSS, which are as follows-

Inline - Inline CSS contains the CSS property in body section attached to the element.

Internal - The CSS ruleset should be within the HTML file in head section i.e. the CSS is embedded within the HTML file.

External - External CSS contains a separate CSS file that contains only style properties with the help of tag attributes.

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Java Script -

Javascript is the most popular light weight, interpreted compiled programming language.

It can be used for both client side as well as server side developments.

It is also known as a scripting language for webpages.

Features of Java Script -

All popular web browsers support javascript as they provide built-in execution environments.

It is a case sensitive language.

Javascript is an object oriented programming language that uses prototypes rather than using class for inheritance.

Javascript follows the syntax & structure of C language. Thus it is a structured programming language.

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Applications of JavaScript-

Javascript is used to create interactive websites. It is mainly used for:

Client Side Validation

Dynamic drop down menus

Displaying date & time

Displaying pop-up windows and dialog boxes.

Single Page Applications

Web servers & server application

Machine learning with Javascript

Mobile App development

Game Development

Front end Web Development

Back end Web Development

Desktop Application development

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It is very important for a pursuing student like me to have experience under a corporate environment to have my skills polished according to the current industry standards and have a better exposure to achieve confidence in my near future and to grab great opportunities with more technical skills as well as communication skills.

Working with corporate peoples have a great impact on improving my communication skills then working/communicating with classmates.

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Objectives & Methods

The learning objectives of this internship are as follows-

To learn why Javascript is useful for the design of desktop and web applications.

To learn how to implement object oriented designs with JavaScript.

To identify JavaScript language components and how they work together in applications.

To design and program stand alone javascript applications.

To understand how to design applications in HTML, CSS with Javascript.

To learn about S.O.P. Concept in Javascript.

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As for methods, initially I worked on notepad as text editor and compiled and executed designs on web browsers. But all the industrial work is done on IDEs (Integrated Development Environment). So I learned about some IDEs which are mostly used in all industries. Some of them are-

Eclipse

IntelliJ

V S Code

Net beans.

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I used V S Code (Visual studio Code) to work on my projects during my internship, because it is easy to use and have so many useful extensions.

Visual studio Code includes built in javascript intellisense

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debugging, formatting, code navigation, refactorings and many other advanced language features.

VS Code provides intellisense within our javascript projects.

Visual Studio Code's javascript intellisense provides intelligent code completion, parameter info, references search, and many other features.

Intellisense for javascript libraries and frameworks is powered by Typescript type declaration files.

Type declaration files are written in Typescript so they can express the data type of parameters and functions, allowing Visual Studio Code to provide a rich intellisense experience in a performant manner.

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I have also used a web console to run my javascript files directly on web browser.

A web console is a tool that is mainly used to log information associated with a web page like network requests, JavaScript, security errors, warnings, CSS, etc.

It enables us to interact with a web page by executing javascript expressions in the contents of the page.

In Javascript, a console is an object which provides access to the browser debugging console.

We can open a console in a web browser by using Ctrl + Shift + J for windows and Command + Option + K for Mac.

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Java Script Engines

Javascript is a scripting language and is not directly understood by computer but the browsers have inbuilt javascript engine which help them to understand and interpret javascript codes.

These engines help to convert our javascript program into computer understandable language.

A javascript engine is a computer program that executes javascript code & convert it into computer understandable language.

List of Javascript Engines-

Browsers	Javascript Engine
Google Chrome	V8
Edge (IE)	Chakra
Mozilla Firefox	Spider Monkey
Safari	Javascript Core Webkit

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Intended Outcomes.

During my web development internship, my primary goals were to gain practical experience in coding, debugging and deploying web applications. I aimed to enhance my proficiency in relevant technologies, frameworks, and tools. Additionally, I aspired to develop strong problem solving skills, improve my collaboration abilities, and gain a deeper understanding of the entire software development lifecycle.

The intended outcomes were to bridge the gap between theoretical knowledge and real world applications, ultimately preparing myself for future roles in web development.

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Following are my intended learning outcomes which I will acquire during my internship.

Use an integrated development environment to write, compile, run and test javascript designs & programs.

Design small projects using HTML, CSS and Javascript.

Understand frontend technologies

Do small task based questions using HTML, CSS and Javascript.

Design a DOM (Data Object Model) based project.

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Achieved Outcomes.

Throughout my web development internship, I learned a lot and achieved some important things.

I got better at writing code for websites.

I practiced using different languages and frameworks, which made me more skilled in coding.

I also improved at finding & fixing problems in websites.

I became more comfortable with putting websites online.

I also learned about different tools and frameworks, which expanded my technical skills.

Facing real challenges made me think more about finding smart So Alice Descriptive solutions.

Following are my achieved outcomes which i successfully acquired during my Internship.

Worked on integrated development environment to write, compile run & test projects.

Following are two projects which I completed successfully during my internship.

To - Do List -

I have created a simple To - Do list using HTML, CSS and Java Script.

First I have created a HTML structure with DOCTYPE html declaration and different HTML tags like body, input, ul etc.

Then I created a separate CSS file to style my HTML structure and make it visually appealing.

By using ~~Google Chrome~~ I have changed

To-Do List Code -
HTML & JS

```
</doctype html>
<html lang="en">
  <head>
    <meta charset="UTF-8" />
    <meta name="viewport" content="width=device-width, initial-
scale=1.0" />
    <link
      rel="https://cdnjs.cloudflare.com/ajax/libs/font-
awesome/6.5.1/css/all.min.css"
    />
    <link rel="stylesheet" href="todo.css" />
    <title>Document</title>
    <!-- { tick=
    <i class="fa-regular fa-check"></i>
    <i class="fa-solid fa-pen-to-square"></i>
    <i class="fa-sharp fa-thin fa-circle"></i>

    } -->
  </head>
  <body>
    <div class="container">
      <div class="todo-app">
        <h2>To-Do List <imgsrc="../../../icons8-school-48.png" /></h2>
        <div class="row">
          <input type="text" id="input-box" placeholder="Add your
text" />
          <button onclick="addTask()">Add</button>
        </div>
        <ul id="list-container">
          <!-- <li class="checked">Task 1</li>
          <li>Task 2</li>
          <li>Task 3</li> -->
        </ul>
      </div>
    </div>
  </body>
  <script>
    const inputBox = document.getElementById("input-box");
    const listContainer = document.getElementById("list-container");

    function addTask() {
      if (inputBox.value === "") {
        alert("you must write something");
      } else {
        let li = document.createElement("li");
        li.innerHTML = inputBox.value;
      }
    }
  </script>
</html>
```

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```

listContainer.appendChild(li);
let span = document.createElement("span");
span.innerHTML = "\u00d7";
li.appendChild(span);
}
inputBox.value = " ";
saveData();
}
listContainer.addEventListener(
    "click",
    function (e) {
        if (e.target.tagName === "LI") {
            e.target.classList.toggle("checked");
            saveData();
        } else if (e.target.tagName === "SPAN") {
            e.target.parentElement.remove();
            saveData();
        }
    },
    false
);

function saveData() {
    localStorage.setItem("data", listContainer.innerHTML);
}
function showTask() {
    listContainer.innerHTML = localStorage.getItem("data");
}
showTask();
</script>
</body>
</html>

```

CSS

```

* {
    padding: 0;
    margin: 0;
    font-family: "poppins", sans-serif;
    box-sizing: border-box;
}

.container {
    width: 100%;
    min-height: 100vh;
    background: linear-gradient(135deg, #153677, #4e885f);
    padding: 10px;
}

```

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```

ul li {
  list-style: none;
  font-size: 20px;
  padding: 12px 8px 12px 50px;
  user-select: none;
  cursor: pointer;
  position: relative;
}
ul li::before {
  content: "";
  position: absolute;
  height: 28px;
  width: 28px;
  border-radius: 50%;
  background-image: url(../icons8-circle-50.png);
  background-size: cover;
  background-position: center;
  top: 12px;
  left: 8px;
}

ulli.checked {
  color: #555;
  text-decoration: line-through;
}

ulli.checked::before {
  background-image: url(../icons8-right-50.png);
}

ul li span {
  position: absolute;
  right: 0;
  top: 5px;
  width: 40px;
  height: 40px;
  font-size: 22px;
  color: #555;
  line-height: 40px;
  text-align: center;
  border-radius: 50%;
}
ul li span:hover {
  background: #edeef0;
}

```

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font, added background color, styled the input box, list, button etc.

Then I wrote a javascript function to perform different tasks on my HTML.

I used javascript for many tasks like to check if the input is empty or not, to clear the input field after adding a task.

Then I linked my CSS & javascript to my HTML file.

At last I have tested my project ~~my~~ by running it in a web browser.

Drag n Drop -

I have created a simple drag n drop feature project using HTML, CSS & javascript.

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First I have created a HTML structure and created two containers in body of HTML using div tag

Then I styled the HTML structure using CSS.

I used different javascript functions to handle the drag & drop functionality.

Then I have linked my CSS & javascript to my HTML file.

Lastly I have tested my project by running it in a web browser.

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Drag and Drop Code -

HTML & JS

```
<!DOCTYPE html>
<html lang="en">
<head>
  <meta charset="UTF-8" />
  <meta name="viewport" content="width=device-width, initial-scale=1.0" />
  <title>Drag Drop using js</title>
  <link
    href="https://cdn.jsdelivr.net/npm/remixicon@4.0.0/fonts/remixicon.css"
    rel="stylesheet"
  />
  <link rel="stylesheet" href="dragdrop.css" />
</head>
<body>
  <div class="container">
    <div id="left">
      <div class="list" draggable="true">
        <i class="ri-draggable">ListItmes1</i>
      </div>
      <div class="list" draggable="true">
        <i class="ri-draggable">ListItmes2</i>
      </div>
      <div class="list" draggable="true">
        <i class="ri-draggable">ListItmes3</i>
      </div>
      <div class="list" draggable="true">
        <i class="ri-draggable">ListItmes4</i>
      </div>
    </div>
    <div id="right"></div>
  </div>
  <script>
    let lists = document.getElementsByClassName("list");
    let rightBox = document.getElementById("right");
    let leftbox = document.getElementById("left");

    for (list of lists) {
      list.addEventListener("dragstart", function (e) {
        let selected = e.target;

        rightBox.addEventListener("dragover", function (e) {
```

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```

    e.preventDefault();
  });

  rightBox.addEventListener("drop", function (e) {
    rightBox.appendChild(selected);
    selected = null;
  });

  leftbox.addEventListener("dragover", function (e) {
    e.preventDefault();
  });

  leftbox.addEventListener("drop", function (e) {
    leftbox.appendChild(selected);
    selected = null;
  });
  });
}
</script>
</body>
</html>

```

CSS

```

* {
  margin: 0;
  padding: 0;
  font-family: "poppins", sans-serif;
  box-sizing: border-box;
}

.container {
  width: 100%;
  min-height: 100vh;
  background: #0b0423;
  display: flex;
  align-items: center;
  justify-content: center;
}

.left,
.right {
  width: 300px;
  min-height: 400px;
  margin: 20px;
  border: 2px dashed white;
}

```

S. Hize Thomas

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 Paul Institute of Professional Studies
 INDORE

Increase in Knowledge and Skills.

In today's competitive world, a good academic record alone is not enough to get you into the job of your dreams when you are starting out. Most companies prefer freshers with some work experience as their future employees. This is where internships come into picture. Internships provide us with real industry experience that could add value to our C.V. while applying for the jobs.

Let's take a look at some of soft skills that I learn and improve through internship:

Communication and Interpersonal Skills.

Sr. Alice Thomas

Assessment.

Team Work & Collaboration

Time Management & Multitasking

Critical Thinking

Accountability.

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Applications of Internship Work in Real Life

Applications of frontend web development in real world are as follows -

Website & Portals

E-Commerce

Social Media Platform

Mobile Applications

Content Management System

Online learning platform

Financial Applications

Healthcare System

Gaming website & platform

Government Websites

Sr. Alice Thomas

Conclusion & Future Planning

Conclusion -

In conclusion, my web development internship has been a valuable learning experience where I honed my skills in front end development. Working on real projects has given me practical insights into the industry, enhanced my problem solving abilities & strengthened my collaborative skills.

Future Planning -

I am planning to learn Backend development along with Javascript libraries and frameworks like React JS, Angular JS etc.

S. Alice Thomas

St. Paul Institute

of Professional Studies, Indore



Name of Student: Shruti Joshi

BCA III Year

(2023-24)

Internship Training Report

Undertaken At

Sterling Institute

Bhavana Sangamnerkar
21/2/24

Guided by: Prof. Bhavana Sangamnerkar

Authorized By:

Name of the Faculty: Prof. Bhavana Sangamnerkar

Principal: Sr. Alice Thomas

Designation: HOD, Computer Science Department

Date: _____

SPIPS, Indore

Bhavana
06/03/24

Stamp: _____

Sr. Alice Thomas

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St. Paul Institute of Professional Studies
INDORE

Declaration by the Student

I Shruti Joshi hereby declare that the Internship Training Report submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by me under the guidance of **Prof. Bhavana Sangamnerkar**, and this report is submitted in the partial fulfilment of the requirement for the award of the degree of Bachelor of Computer Application. The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place: *Indore*

Signature: *Shruti*

Date: *2/02/24*

Name: *Shruti Joshi*

Class: *BCA III Year*

Roll No *212250258*

Sr. Alice Thomas

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INDORE

[Signature]

St. Paul Institute of Professional Studies
INDORE

Performa-G2

Information and Consent Of The Organization

1. Name and Registration of the Organization

sterling Institute

2. structure (Government/Semi Government/Private/other

Private

3. Nature of work

IT software development training

4. Total no. Of Collaborators in the Organization

20

5. maximum no. of Students which you can guide

~~10~~ 15

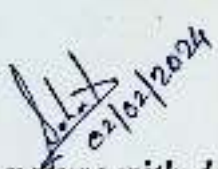
6. employment possibility after Training

70%

7. other important Information

-

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.


Signature with date

Head/ Authorized person of the organization

S. Alice Thomas

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St. Paul Institute of Professional Studies
INDORE

FORMAT A2

(Hand Written, Min 2000 Words)

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2.	Details of the Organization/Firm/Person	
3.	Importance & Details of the Work Done	
4.	Objectives, Methods,	
5.	Intended Outcomes	
6.	Achieved Outcomes	
7.	Increase In Knowledge & Skills	
8.	Application of Internship Work In Real Life	
9.	Conclusion & Planning for Future	

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INDORE

AREA AND SCOPE OF INTERNSHIP

I have done my Internship at Sterling Institute where I studied about Java Standard Edition (JSE)

As we know Java is a most widely used platform when it comes to programming languages and technologies it is used to create a variety of programs for embedded devices including laptops, mobile phones, tablets and other systems. Java programmers have a bright future throughout the globe. Because it was derived from C and C++, it is an object-oriented programming language and has a straightforward object model. It offers a virtual machine that may run on any system and is filled with byte code.

S. Alize Thomas

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INDORE

JAVA'S HISTORY

James Gosling of Sun Microsystems (which has since been acquired by Oracle Corporation) first created Java, which was first made available in 1995 as a key part of Sun Microsystems' Java platform. The majority of the language grammar is derived from C and C++, although it differs from both of them in that it includes fewer low-level capabilities.

Sr. Alice Thomas

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INDORE

FUTURE SCOPE OF JAVA PROGRAMMERS

The following examples highlights the numerous options India offers java programmers:-

The \$ 150 billion global IT services outsourcing market in India is adjusting to the changes brought on by automation and the increased usage of digital technology.

Language popularity is ranked using the People's popularity language index. According to tutorial searches, Python, Java script, R, and swift are becoming more popular in India even while Java and PHP continue to command the majority of searches.

Multiple assessments of the most popular programming language used globally reveal one unmistakable pattern: Java and Java script continue to dominate the coding industry.

S. N. H. S. S.

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INDORE

Every company going digital would undoubtedly have a greater need for java programmers as a result of government initiatives like Digital India and Demonetization.

1. A java programmer has a vast array of career options, and their technical expertise is quite valued. The best part is that you don't necessarily need to have a College degree to be an expert in Java programming. You can become a Java programmer with a promising career if you complete the appropriate training and develop your talents.

2. To succeed, Java programmers requires the following abilities:

Java is an object programming (OOP) language, hence it follows OOP principles. Relational databases like MariaDB, MySQL, and PostgreSQL. It will be useful to write MySQL queries.

Technologies used for version control, including Git and BitBucket. Using an IDE such as IntelliJ IDEA for integrated development. Examples of web fronted technologies include HTML, CSS and JQuery.

3. Jobs for Java Programmer **Sus Nizimath**

PRINCIPAL

Dr. Paul Institute of Professional Studies

When discussing employment chances in the java industry, it is important

to note that several cutting-edge technologies, such as "Android Developers" and "Java - UI Developers", call for an understanding of Java. As a result, there are many career opportunities in Java, J2EE and other cutting-edge technologies.

4. These technologies fall within the category of software development, which has some of the top paying positions in the IT sector. To work for an IT company, one needs persons for individuals who can manage many projects in J2EE and increase business productivity.
5. A Java programmer makes an annual salary of Rs. 391,791. Most people in this position have less than ten years of experience. Experience has a significant impact. The Computer and Internet networking industry pays the highest salaries for Java programmers in India.
6. Engineers in this stream with experience are eligible for the Certification. Few people have this credential, however it can help someone. 6. Advantages their language has emerged. One of the

"lowest". Java programmers now earn very well - paid salaries in India as a result.

S. N. Thakur

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

sterling
institute

DATE _____
PAGE 2

According to the current industry standards because either the skill developers available in market are very costly as they require students much time and hence the results are apparent, dissatisfied with their graduation, thousands of graduates are looking for a job in indefinite streams. Though there are ample opportunities in IT industry but due to depletion of latest technology knowledge and guidance, they are not getting jobs in their desired stream.

We're providing the well tested training to the students so that they will get a job easily in the software industry as soon as their degree is completed by having expertise on modern technology and enjoy their rest of life in IT industries by playing the latest technologies tools and make their life comfortable.

Sr. Nice Thomas

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IMPORTANCE AND DETAILS OF THE WORK DONE

I have done my work on software technologies like java standard edition as well as frontend technologies like html, css, sass and bootstrap and also made a desktop application on

The Java topics covered during this period of my internship are :-

About java

Features of java

Basics of java

Executable class

Keywords

Jre, jvm, jil, jdk

Control statements.

So. Nice Things

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Sr. Nitya Thakur

PRINCIPAL

Sr. Paul Institute of Professional Studies
INDORE

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Sr. Alice Thomas
PRINCIPAL

St. Paul Institute of Professional Studies

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3. Jobs For Java Programmer Susil Kumar

PRINCIPAL
St. Paul Institute of Professional Studies,
CHANDER

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DATE _____
PAGE _____

"hottest". Java programmers now earn
very well - paid salaries in India as
a result.

S. N. C. Thomas

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INDORE

ABOUT STERLING

Sterling Institute is one of the finest institute of programming and technology. We have started our training foundation because we believe that we have best Training Comprehension, team of industry experts, Upgraded training content and a real opportunity to train the graduates and post graduates. We have started our training journey from indore with the vision to enhance in all over the Country by providing the suitable IT graduates to the software industry.

We deal with IT services, IT staffing, industrial training and corporate training. We provide training to developers, professionals employees and students on the latest technology. Our industry experts design the training Content as per the current industry standards.

S. Nize Thomas
PRINCIPAL

In today's competitive, overloaded world it is very difficult for a student to become skilled very easily or polish their skills

Page No. 2

According to the current history standards because either the skills developers available in market are very costly or they require students much time and the hence the results are apparent, dissatisfied with their graduation, thousands of graduates are looking for a job in indefinite stream. Though there are ample opportunities in IT industry but due to depletion of latest technology knowledge and guidance, they are not getting jobs in their desired stream.

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Sr. Nice Thomas

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Basics of java

Executable class

Keywords

IDE, JVM, Jit, JDK

Control statements.

Sr. Nice Thangoo

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INDORE

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lme, jvm, jil, jdk

Control statements.

So. Nice Thane

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String Handling

Math class

Command line argument

Arrays

A brief discussion about data structure and algorithms

Date handling

Variables and operators

OBJECT ORIENTED PROGRAMMING THROUGH JAVA

4 Pillars of OOP

Inheritance

Polymorphism

Abstraction

Encapsulation (expert class)

Literals

Varargs

Recursion

So. Nice Thane

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SDLC

Abstract Class

Interface

Exception Handling

Collection Framework

File IO

Multi Threading

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IMPORTANCE OF JAVA

Java has significant advantages over other language and environments that make it suitable for just about any programming task.

The advantage of Java are as follows:

- Java is easy to learn.
- Java was designed to be easy to use and is therefore easy to write, compile, debug and learn than other programming languages.
- Java is Object-Oriented.
- This allows you to create modular programs and reusable code.
- Java is platform-independent
- One of the most significant advantages of Java is its ability to move easily from one computer system to another. The ability to run the same program on many different systems is crucial to

World wide Web, laptops, and Java
language as the key being platform -
independent as both the source and
binary code.

Because of Java's robustness, ease of
use, cross-platform capabilities and
security features, it has become
a language of choice for providing
worldwide Internet solutions.

It is very important for a passing
student like me to have experience
under a Corporate environment to
have my skills polished according
to the current industry standards
and have a better exposure to
achieve confidence in my near future
and to grab greater opportunities
with more technologies skills as well
as Communication skills. Working with
Corporate peoples have a great impact
on improving my Communication skills
than working / Communicating with
Classmates.

S. NICE THANGA

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OBJECTIVE AND METHODS

Learning Objectives

The learning objectives of this course are:

- To learn why Java is useful for the design of desktop and web applications.
- To learn how to implement object-oriented design by Java.
- To identify Java language components and how they work together in applications.
- To design and program stand-alone Java applications.
- To learn how to design a graphical user interface (GUI) with Java Swing.
- To understand how to use Java APIs for program development.
- To learn how to extend Java classes with inheritance and dynamic binding.
- To learn how to use exception handling in

in Java applications.

To understand how to design GUI Components with the Java Swing API.

To learn java generics and how to use the java Collection API.

To understand how to design application with threads in java.

To learn how to read and write files in java.

Sr. Nice Thangoo

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METHODS

As for the methods, initially we worked on notepad as text editor and command prompt to compile and execute the program as all the industrial work is done on IDEs (integrated development environment). So we learned about some specific IDEs which are mostly used in all industries some of them are :-

Eclipse

IntelliJ

Visual Studio

Blazej

VS Code

Dreamweaver

I used VS Code to work on frontend because of its easy UI and understandable concept of extensions.

We used Eclipse to work on Java as Eclipse is the most commonly and user friendly among all of them.

S. N. S. S. S.

PRINCIPAL

Sr. Paul Institute of Professional Studies

In this context of computing, Eclipse is an integrated development environment (IDE)

for developing applications using the Java programming language and other programming languages such as C/C++, Python, Perl, Ruby etc.

The Eclipse platform which provides the foundation for the Eclipse IDE is composed of plug-ins and is designed to be extensible using additional plug-ins. Developed using Java, the Eclipse platform can be used to develop rich client applications, integrated development environments and other tools. Eclipse can be used as an IDE for any programming language for which a plug-in is available.

The Java Development Tools (JDT) project provides a plug-in that allows Eclipse to be used as a Java IDE, PyDev is a Python IDE, C/C++ Development Tools (CDT) is a plug-in that allows Eclipse to be used for developing applications using C/C++, the Eclipse Scala plug-in allows Eclipse to be used as an IDE to develop Scala applications and PHP Eclipse is a plug-in to Eclipse that provides complete development tool for PHP.

S. NICE THORSE

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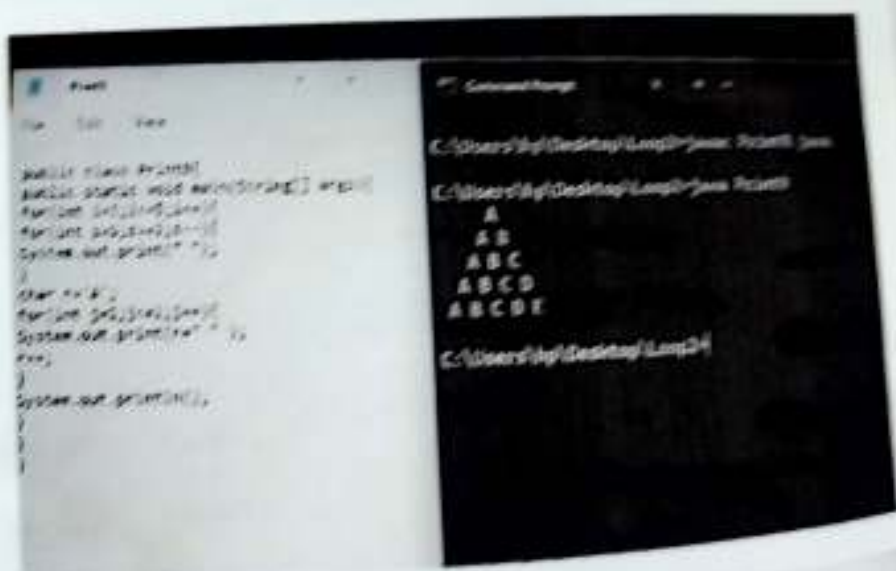
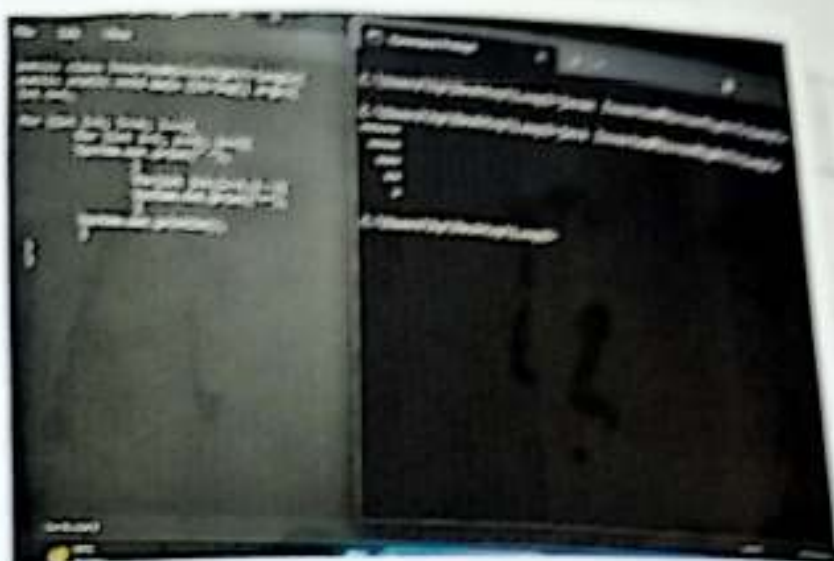
MOORE

INTENDED OUTCOME

- Use an integrated development environment to write, compile, run, and test simple object-oriented Java programs.
- Read and make elementary modifications to Java programs that solve real-world problems.
- Validate input in a Java program.
- Identify and fix defects and common security issues in code.
- Document a Java program using Javadoc.
- Use a version control system to track source code in a project.

S. H. I. I. I. I.

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ACHIEVED OUTCOME

The project on which our team had worked on and completed is now under it's final stage of testing and deployment which will be over soon.

S. Nize Thomas

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INDORE

S. Nize Thomas

INCREASE IN KNOWLEDGE AND SKILLS

In today's competitive world, a good academic record alone is not enough to get you into the job of your dreams when you are starting out. Most companies prefer freshers with some work experience (not a mandatory requirement) as their future employees. This is where internships come into the picture. Internship provide you with real industry experience that could add value to your CV while applying for the job.

Dr. Nisha Thakur

PRINCIPAL

Sr. Paul Institute of Professional Studies

INDORE

Good ~~indus~~ internships enable students to learn a wider range of skills such as the basics of wireframing, benchmarking, SEO operation and other technical skills depending on the nature of the internship. Though gaining the required expertise in hard skills is integral for your career trajectory, soft skills are something that you always need, no matter what the

nature of your career is. These skills are the first things that your future employers may look for in you. Hence, let's take a look at some of the top soft skills that you could learn and improve through an internship:

Communication and interpersonal skills -

Good communication skills are essential to succeed in both your professional and personal life. It is one of the top skills that potential recruiters search for in you and something that can be improved through internships. During an internship you might have to communicate with your project managers, write and respond to emails, schedule meetings, articulate your ideas, etc. All these tasks help you improve various aspects of communication, including your oral and written skills.

Teamwork and Collaboration St. Alice Thomas

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You might be great at most hard and soft skills at an individual level, however, you'll be part of a team in a professional setting. Hence, most

employers expect you to be a team player who could work and communicate well with the team. Internship provide you an opportunity to improve skills. During the internship you get a chance to work and collaborate in teams, where each person's contribution matter easily. This teaches you to work with other people with diverse ideas, meet deadlines, understand your own strengths and weakness etc.

Time Management and Multitasking :-

Effective time Management is essential to find a balance between your daily tasks in the office and personal life. Besides, good time management allows you to achieve your designed desired goals with less effort within the given time. There is no better way than an internship to learn effective time management strategies. During internship you may have to manage several projects at the same time, with stringent deadlines. It's not always possible to finish a task within the stipulated time because all Schedule Tasks may require regular updates. However, as you

might face a new challenge every day and with all these challenges you'll learn new ways of handling an issue. This exercise improves your critical thinking skills, where you are taught to not take something for its face value, but truly understand why it may be beneficial, to whom, and under what circumstances.

Accountability :-

This is an inevitable skill you need to have at the workplace. Accountability refers to taking responsibility for your work (be it right or wrong), decisions, performance, etc. Internships teach you to be accountable for your own work by providing you hands-on experience to the day-to-day work in the workplace.

S. NICE THANGA
PRINCIPAL

St. Paul Institute of Professional Studies

To conclude, an internship is the best way to learn hard skills and soft skills required to succeed and survive at a job. Remember, in this competitive world, employers consider soft skills equally important as hard skills. Hence, even if you are great in all technical skills, it is important

move on, you'll learn to be considered with your work and will be able to adequately manage a number of tasks without missing a deadline.

Assertiveness :-

During internships, often you will be asked to do things that are beyond your capacity. This may not just pertain to things that are above your skills level, but also tasks that take up too much of your time. You might have come across teammates who refuse to do as much as you do. These instances teach you to assertive, and say no when you need to. Assertiveness is an important skill in a workplace.

Critical Thinking :-

S. NICE THAKUR

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Most recruiters value employees who possess good critical thinking skills. These skills are needed in all aspects of a business as well as in all departments of an organization. Hence, to succeed in your career, you need to learn and improve your critical thinking skills. Internship will help you do that. During internships you

to gain some internship experiences
and learn all the skills it has
to offer.

S. Alice Thomas

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INDORE

CONCLUSION

The rise of the IT sector, which encouraged the growth of various other businesses, has been occurring at one of the most remarkable rates in the world. People today rely on trustworthy programmes written by Java developers in every corner of the globe to keep in touch and collaborate despite being thousands of miles apart.

Future planning after doing jse :-

We are planning to learn framework and Spring framework.

These are the most popular frameworks.

So. Nice Thank

St. Paul Institute of Professional Studies, Indore



Name of Student: Payal Prajapat

BCA III Year

2023-24

Internship/Apprenticeship Training Report Undertaken At *NIDEANEXT*

Guided by:

Bessan
13/12/24
Prof. Bhawana sangamnerkar

Head Of Department

SPIPS, Indore

Kbhatia
02/03/24

Authorized By:

Principal : _____

Date : _____

Stamp

Sr. Alice Thomas
PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

Declaration by the Student

I hereby declare that the Internship/Apprenticeship Training Report submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by me under the guidance of Prof Bhavanna Sangamnerkar, and this report is submitted in the partial fulfilment of the requirement for the award of the degree of Bachelor of Computer Application. The Analysis/ Results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Place:

Signature: Payal

Date:

Name: PAYAL PRAJAPAT

Class: BCA IIIrd YEAR

Roll No. 14

Sr. Aize Thomas

PRINCIPAL
St. Paul Institute of Professional Studies
INDORE

Certification by Internship/Apprenticeship Guide

This is to certify that Ms. Payal Prajapat of Class BCA IIIrd Year, Roll No. 14 has carried out the Internship Training under my guidance and supervision in partial fulfillment of the degree BCA offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in Nideanext from 2023 to 2024.

I wish him / her all the success in the future endeavors.

Signature: Bhavana Sengamnekar

Name of the Guide: Prof. Bhavana Sengamnekar

Designation: HOD, Dept. of Sci. & CS. - B

S. Alice Thomas

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St. Paul Institute of Professional Studies
INDORE

Work Completion Certificate by the Organization on Company Letter Head


This is to certify that Ms. Payal Prajapat of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project / Internship Training from 2023 to 2024 in our organization.

His / Her work and behavior during this period was good. We wish him/her a bright future.

Signature: 

Name of the Org: *Nideanext*

Head/Delegate: *Nikita Dubey*

Stamp: 

So. Alice Thomas

PRINCIPAL

St. Paul Institute of Professional Studies
INDORE

INTENT TO HIRE



TO
Payal Prajapat

Nideanext.com

371 - A Pushpawati Park Devgudaria
Indore- 452016 (MP)

DEAR Payal,

1st, November 2023

With reference to the discussion we had with you, we are pleased to appoint you as a Digital Marketing Intern in our company with the following terms and conditions.

Your CTC will be Rs. 60000/- per annum, inclusive of statutory deductions, Taxes, Annual benefits Etc.

Your Date of joining will be 1st, November 2023 and will have to report at 10:00 am sharp.

At the time of joining the company, you will be required to sign and abide by Employment Agreement and Policies of the Company.

You will be on probation period of 3 months from the date of joining. You will be confirmed in the services of the company on successful completion of your probation and confirmation, as and when done, shall be in writing.

The company has the right to increase, decrease and alter salary structure based on the performance.

At the time of joining, you need to submit the following Documents:

- A) Photocopy of your highest Qualification.
- B) Relieving letter and salary slip of previous company if any.
- C) Any Govt. ID and address proof.
- D) 2 Passport size photographs.

Please sign a copy of this letter as a token of your acceptance and return it to us.

We take this opportunity to welcome you aboard and look forward to a long and mutually beneficial association.

Thank You
Yours Truly
(Director) Nikita Dubey

Sr. Alize Thomas

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St. Paul Institute of Professional Studies
INDORE

I Accept Your Offer

Name: Payal Prajapat
Date: 1st, November 2023

Acknowledgements

I would like to express my gratitude for the guidance and support provided during my Internship at the Nideanext Company. I am also thankful for the collaboration and dynamic work experience at Nideanext. I would like to thank our Prof. Bhawna Sangamnekar for constant support as a guide and all the one who encourage me during this Internship. Thanks to all.

Place

Date

Sign of the Student: Pooja Prajapat

Name: Pooja Prajapat

Class: BCA III year

Roll No.

S. Alice Thomas

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Dr. Paul Institute of Professional Studies
INDORE

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6	Archieved Outcomes.	13
7	Increase knowledge and skills	14
8	Application of Internship work in Real life.	15
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So Nice Thank

Scope of Internship

An Internship can give you the experience needed to propel your digital marketing career vertically from around Zero. The scope of work ranges from creative work to technical Implementation varying, from Search engine optimisation to digital advertising, Social media marketing and email marketing. The actual Job scope and internship varies from company to company and may extend to writing articles, designing creatives, supporting lead generation campaigns, and constructing reports.

Cracking into the field of digital marketing may seem difficult, especially since many positions in this field require some level of experience. To compound this barrier, companies are very selective in their hiring process despite having a hard time finding skilled digital marketers.

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Benefits of a Digital marketing Internship.

Unlike in school or online-based learning (e-learning), in an Internship, you get practical experience working on real-world digital marketing campaigns as you learn on the Job, which will benefit you and also I much more than theory-based lectures and project-based assignments.

Getting an Internship in a digital Agency can be a very different experience from interning at a company (client-side). Interns in a digital agency may get to work on multiple client campaigns across various industries, while interns on the client-side usually experience only one industry.

This gives digital agency interns more exposure to how digital marketing strategies can be applied across various industries and opportunities to get hand-on. However, the

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workload in a digital agency can be much heavier than the client-side.

In larger marketing teams, interns also get networking opportunities and learn the ins and outs of the industry through conversing with more experienced digital marketers.

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Details of the Organization

Digital marketing for half a century consumers media consumption was media we consume comes through digital channels such as social media optimization (seo), content marketing, social media optimization, Display advertising, Blogging, PPC and so on.

Nideanext a leading Digital marketing company in central India serves you skilled and Experts who know how to enhance your brand and productivity and turn your conversation into a potential customer through updated strategies of Digital marketing.

Nideanext is having experienced in Building quality websites for our clients. We start with strategy and planning to build vision about what are the requirements or need of the client. Nideanext having

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a complete solution for your business.

As well as nideanext specializes in logo and branding services, graphic design and print design. we (Nideanext) can help create or improve your identity or just help with what-ever services you need in a way that's both fast and easy.

Nideanext committed to delivering the stunning final result to enhance the identity of the valuable business you have.

During my Digital marketing Internship I learned various new things. In the beginning I hate my work but just after 1 or 2 days when I started creating posts and other works it includes I started loving my work it included posting, Directory Submission, Book marketing, Blog, posting, Article, keyword Research, On page SEO, off Page SEO and so on.

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Importance & Details of the Work

Digital marketing interns usually work with experienced professionals in social media marketing, search engine optimization (SEO), pay-per-click (PPC) advertising, email marketing, content marketing, and other areas.

As a digital marketing intern should be eager to learn, pay attention to details, and communicate well. They may work on multiple jobs simultaneously, so they need to be able to put tasks in order of importance to meet goals.

The tasks and responsibilities of a digital marketing intern will depend on the client, but here are some work which I have been done on my internship.

- keyword research

So Nice Things

Keyword Research is the process of finding and analyzing search terms that people enter into search engines with the goal of using the data for a specific purpose, often for search engine optimization (SEO) or general marketing. Keyword research can uncover queries to target, the popularity of these queries, their ranking difficulty and more.

1. Make a list of important, relevant topics based on what you know about Your Business.
2. Fill in those topic buckets with keywords.
3. Understand How Intent Affects keyword research and Analyze Accordingly.
4. Research related search terms.
5. You can use keyword Research tools to your advantage.

• Search Engine Optimization (SEO):

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The core of digital marketing is as an intern, you might be asked to conduct keyword research and even conduct website and competitor analysis. After that we will do Directing (Directory submission) and Book marking Submission, local listing, Blog posting, Article submission, profile creation and many more.

• Email marketing.

If you're proficient, you can create emailers on tools or even handle subscriber lists and analyze the performance of the emailers as an intern.

• Manage social media accounts.

As an intern, you will be responsible for handling social media accounts, including post creation and tracking performance.

• Analytics and reporting.

Interns may help collect and Analyze

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data to rate the success of digital marketing efforts and make reports

Objectives

INCREASE REVENUE

The primary goal of any marketing strategy is ultimately to increase revenue, and internet marketing is no exception. Thankfully, the Internet provides plenty of opportunities for every business to improve their bottom line.

Build a Brand

Internet marketing objectives often includes Building a Brand. This means not only establishing your logo and company name in the minds of consumers, but also what your company stands for.

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IMPROVE LOCAL SEO

Many small businesses, as well as companies focused on increasing sales in a specific geographic region, focus much of their marketing efforts on improving their local SEO. This means optimizing various elements on their sites in order to attract local customers who are looking for the services they provide.

INCREASE QUALIFIED TRAFFIC

Every business owner wants to see numbers rise in terms of visitors to their site and landing pages. However, those numbers are meaningless if they aren't the right kinds of traffic.

MANAGE ONLINE REPUTATION

In an age when anyone with a computer or smartphone can post their opinions about companies, products, and services for the whole world to see, it's important for businesses to maintain a solid online reputation. This means

monitoring your company's name, maintaining social profiles, and responding to bad reviews accordingly.

BECOME AN INFLUENCER IN YOUR FIELD

Every industry has a few well-known individuals or companies that others look to as though leaders. They stay at the forefront to new technologies and ideas and are often the first to share new information.

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Methods

Search Engine Optimization, or SEO, is a digital marketing method that involves creating more traffic to a website by making sure a website appears higher up in the results of a search engine like Google. This method helps business marketing by improving a Brand's awareness.

Emails are a great marketing method to get customers to return to a Brand and purchase new products. First, a company must get people to sign up for an email list after they have made a purchase. Then, based on the knowledge they receive from the emails, it is highly likely these customers will return.

Personalizing Brand awareness and creating a unique style can make people believe whether a company is successful or not. An example of this is Nike's infamous swoosh logo, when people see it on a shoe or piece of clothing it is instantly synonymous with the high quality Nike provides itself on.

During internships, you'll have to remain focused on the team's goals. You should also develop a patient, positive, and considerate attitude whenever disagreement arises among members of your team.

Software Education

Internships are an excellent opportunity for all round improvement. Apart from making your resume look good, they have so much more to give. By learning to use software like Adobe Photoshop, Basics, Canva pro or InDesign, during an advertising internship, you can deliver more value at a future job.

Critical Thinking and Problem solving skills.

Internship roles will help you think critically to provide creative solutions to work challenges. This is a skill that is highly valued and emphasized by many by employers.

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Project management skills.

You must learn how to cope with work-load early in your career. Internship offer excellent learning experiences in this regard. You'll learn to take responsibility and prioritize your career goals.

Networking

Proper networking is another valuable skill you can learn during your internship.

I am the most likely person to working as part of the company, exploring outside the box options is also a great experience that will certainly improve your overall communication with others.

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Intended Outcomes.

A digital marketing Internship serves as a dynamic platform for aspiring professionals to acquire practical skills, industry knowledge and hands-on experience in the ever-evolving landscape of online promotion. The intended outcomes of such an internship are multifaceted, encompassing both tangible achievements and personal development.

Building a robust skill set is a key objective. Interns often work on tasks like creating engaging social media posts, developing content calendars, time-to-time Report creation, Self Problem solving, Do a lots of work at same time, analysis the data. Gaining proficiency in SEO contributes to a holistic understanding of digital marketing, as it is integral to driving organic traffic and improving online presence.

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Achieved Outcomes

There are achieved outcomes:→

1. Explore career alternatives prior to graduation.
2. Integrate theory and practice.
3. Assess interests and abilities in their field of study.
4. Learn to appreciate work and its function in the economy.
5. Develop work habits and attitudes necessary for Job success.
6. Develop communication, interpersonal and other critical skills in the Job Interview process.
7. Build a record of work experience.
8. Acquire employment contacts leading directly to a full-time Job following graduation from college.

Sr. Arise Thang

Increase In Knowledge & Skills

Communication Skills. These are various ways to communicate these days., but potential employees or interns are tend to look towards your ability to speak and write professionally.

Your ability to communicate effectively by conveying information and translating ideas among your coworkers, supervisors, or clients, becomes essential in any field.

Experience of work.

In this internship training I got a look of work experience. Experiencing of my career choice and the hands-on knowledge that can only be acquired by actually working at a Business are two very different things.

Teamwork skills.

Internships are professional roles where every team member must work together to accomplish any task.

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Application of Internship Work In Real life.

Internship experience serve as a bridge between academic learning and real-world applicable. The practical exposure gained during an internship not only enriches one's understanding of the professional landscape but also hones essential skills that are invaluable in real-life scenarios.

During my internship, I had that opportunity to work with a dynamic team in a fast-paced environment. One of the primary applications of my internship work was the development of hands-on skills in my field of study. The theoretical knowledge gained in classroom found practical relevances as I tackled real-world challenges. For instance, I applied programming language and tools of Solve-A-Rice Complex problem,

Which significantly enhanced my technical proficiency.

Furthermore, the internship allowed me to witness and contribute to the daily operations of the organization. The firsthand experience provided insights into the industry's inner workings, from project management to client interactions. Understanding how to navigate and contribute effectively within a professional setting is a skill that cannot be fully grasped through textbooks alone.

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Conclusion & Planning for Future.

Throughout my internship in digital marketing, I have had that opportunity to delve into the intricacies of this dynamic field, gaining invaluable insights and honing my skills. Over the course of the internship, I've been exposed to various facets of digital marketing, from Content Creation to analytics, providing me with a comprehensive understanding of the industry.

One of the keys taken away from this internship is the hands-on experience I gained in crafting compelling content. I had the chance to develop engaging copy for social media posts, blogs, and email campaigns. This allowed me to refine my writing skills to resonate with target audiences and align with the brand's voice.

Sr. Alice Thomas

St. Paul Institute of Professional Studies, Indore



B.Sc. III Year
(2023-24)

Project Report

PASSIVE FILTERS

S.No.	Name of Students	Class	Roll Number
1.	Shubham Shinde	B.Sc. III year	10
2.	Vikas Patel	B.Sc. III year	14
3.	Gautam Mehra	B.Sc. III year	4
4.	Eliza D'Souza	B.Sc. III year	2
5.	Shivangi Saxena	B.Sc. III year	9

Guided by:

Name of the Faculty : Dr. Arvind Jain

Designation : Associate Professor
SPIPS Indore

Authorized by:

Principal : Dr. Sr. Alice Thomas

Date:

Stamp:

Sr. Alice Thomas

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INDORE

12/12/2024
[Signature]

Certification by Project Guide

This is to certify that Mr. Shubham Shinde, Mr. Vikas Patel, Mr. Eliza D'Souza, Mr. Gautam Mehra and Ms. Shivangi Saxena of Class B.Sc. III year Roll No 10, 14, 4, 2, 9 has carried out the Project Training under my guidance and supervision in partial fulfilment of the degree B.Sc. plain offered by the Devi Ahilya Vishwavidyalaya, Indore (MP).

The above work is done in Electronics and Electricals from 3/10/2023 to 18/10/2023 (part time)

I wish him / her all the success in the future endeavours.

Signature: _____

Name of the Guide: Dr. Arvind Jain

Designation: Associate Prof.

S. Alice Thomas

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DECLARATION BY STUDENTS

We hereby declare that the project work entitled "PASSIVE FILTERS" submitted to St. Paul Institute of Professional Studies, Indore, is a record of an original work done by us under the guidance of **Dr. Arvind Jain (Associate Professor)**, and this project work is submitted in the partial fulfilment of the requirement for the award of the degree of bachelor of Science. The results embodied in this report have not been submitted to any other University or Institute for the award of any degree or diploma.

Name of Students	Class	Roll Number	Signature
Shubham Shinde	B.Sc. III year	10	<i>Shinde</i>
Vikas Patel	B.Sc. III year	14	<i>Vikas</i>
Gautam Mehra	B.Sc. III year	4	<i>Gautam</i>
Eliza D'Souza	B.Sc. III year	2	<i>E. D'Souza</i>
Shivangi Saxena	B.Sc. III year	9	<i>Shin</i>

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Certification by the Organization on Company Letter Head

This is to certify that Mr. Shubham Shinde, Mr. Vikas Patel, Mr. Gautam Mehra, Mr. Elija D'Souza and Ms. Shrivangi Saxena of St. Paul Institute of Professional Studies, Indore, has successfully completed the Project Training from 3/10/2023 to 18/10/2023 in our organization.

His / Her work and behavior during this period was good. We wish him/her a bright future.

Signature: 

Name of the Org: **ELECTRONIC &
ELECTRICAL**

Head/Delegate: **SHAILESH..PATEL**

Stamp:

**ELECTRONIC & ELECTRICAL
INDORE (M.P)**

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Performa-G2

Information and Consent Of The Organization

1. Name and Registration of the Organization

ELECTRONIC AND ELECTRICAL INDORE

2. structure (Government/Semi Government/Private/other

PRIVATE

3. Nature of work

MANUFACTURING OF SCIENTIFIC INSTRUMENTS

4. Total no. of Collaborators in the Organization

2

5. maximum no. of Students which you can guide

30

6. employment possibility after Training

15

7. other important Information

- NA -

Permission is given to the students of St. Paul Institute of Professional studies, Indore for the training in our organization.

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Signature with date
Head/ Authorized person
of the organization

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Performa-G4
Feedback Form

Name of Trainee Student: Shubham Shinde

College Name : St. Paul Institute of Professional Studies

Class : B.Sc. III Year

Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	A	
4.	Sincerity & Interest towards work	A	
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade		

Date:

Signature with date

Head/ Authorized person of the organization

Place: INDORE

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St Paul Institute of Professional Studies • •
INDORE

**Performa-G4
Feedback Form**

Name of Trainee Student: Shivangi Saxena

College Name : St. Paul Institute of Professional Studies

Class : B.Sc. III Year

Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	A	
4.	Sincerity & Interest towards work	A	
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade	A	

Date:

Signature with date

Head/ Authorized person of the organization

ELECTRONIC & ELECTRONICS
INDORE

Place: INDORE

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PRINCIPAL

St. Paul Institute of Professional Studies -
INDORE

Performa-G4 **Feedback Form**

Name of Trainee Student: Vikas Patel

College Name : St. Paul Institute of Professional Studies

Class : B.Sc. III Year

Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	A	
4.	Sincerity & Interest towards work	A	
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade	A	

Date:

Signature with date

Head/ Authorized person of the organization

ELECTRONIC & ELECTRIC
INDORE (M.P.)

Sr. Alice Thomas

PRINCIPAL

St. Paul Institute of Professional Studies
INDORE

Place: INDORE

Performa-G4
Feedback Form

Name of Trainee Student: Gautam Mehra
College Name : St. Paul Institute of Professional Studies
Class : B.Sc. III Year
Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	A	
4.	Sincerity & Interest towards work	A	
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade	A	

Date:

Signature with date
Head/ Authorized person of the organization

ELECTRONIC & ELECTRIC
 INDORE

Place: INDORE

S. Alice Thomas

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 St. Paul Institute of Professional Studies
 INDORE

**Performa-G4
Feedback Form**

Name of Trainee Student: Eliza D'Souza

College Name : St. Paul Institute of Professional Studies

Class : B.Sc. III Year

Section and S.N. :

S.N.	Basis Of Valuation	Grade(A/B/C)#	Remark
1.	Attendance	A	
2.	Theoretical skills gained	A	
3.	Practical skills gained	A	
4.	Sincerity & Interest towards work	A	
5.	Attitude and behavior during training	A	
6.	Coordination with working group	A	
7.	Overall grade	A	

Date:

Signature with date

Head/ Authorized person of the organization

ELECTRONIC & ELECTRIC
INDORE

Place: INDORE

So. Alice Thomas

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Acknowledgement

In the accomplishment of completion of our project *PASSIVE FILTERS*, we would like to sincerely express our gratitude to Dr. Arvind Jain (Associate Professor), who has been supported through the completion of this project.

We would also be thankful to our Principal Dr. Sr. Alice Thomas of St. Paul Institute of Professional Studies, Indore for providing all the required facilities in completion of this project.

Finally, as one of the team members, I would like to appreciate all my group members for their support and coordination, I hope we will achieve more in our future endeavours

Name of Students	Class	Roll Number	Signature
Shubham Shinde	B.Sc. III year	10	<i>S. Shinde</i>
Vikas Patel	B.Sc. III year	14	<i>V. Patel</i>
Gautam Mehra	B.Sc. III year	4	<i>Gautam</i>
Elija D'Souza	B.Sc. III year	2	<i>E. D'Souza</i>
Shivangi Saxena	B.Sc. III year	9	<i>Shivangi</i>

Date:

Place: **INDORE**

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TOPIC - PASSIVE FILTER

INTRODUCTION OF PROJECT.

A filter is a circuit capable of passing certain frequencies while attenuating others. Thus a filter can extract important frequencies from signal that also contains undesirable or irrelevant frequencies.

Four main types of filters.

- Low-pass filter
- High-pass filter
- The Band filter
- The Notch filter

However, that the term "low & high" do not refer to any absolute value of frequency but rather they are relative value with respect to the cut-off frequency.

Passive Filters

It include only passive components resistors, capacitors, inductors. In contrast, active filters use active components such as opamps in addition to resistors and capacitors but not inductors. Passive filters are most responsive to the frequency range from roughly 100 Hz to 300 kHz. The limitation on the lower end is a result

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of the fact that at low frequencies the inductance or capacitance would have to be quite large. The upper frequency limit is due to the effect of parasitic capacitance and inductances. Careful design practices can extend the use of passive circuits and into the gigahertz range.

Filters serve a critical role in many common applications. Such applications include power supplies, audio electronics and radio communication. Filters can be active or passive and the four major main types of filter are low-pass, high-pass, Band-pass & notch band - reject an audio signal being sent to a tweeter while could be damaged by the low frequency bass signals they also filter used to remove the deficient or DC bias from a signals which could otherwise harm amplifier & other electronic devices. In contrast low pass filters can be used to filter out high frequency signals in audio being sent to subwoofers that can't efficiently reproduce the high frequency parts of the audio signals. They are also used in devices such as in the tone knob of in analog synthesizers.

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PROJECT WORK PLAN

A project plan defines project goals and objectives, specifies task and how goals will be achieved, identifies what resources will be needed and associated budgets and timelines for completion. A project plan defines all work in a project and identifies who will do it.

The company is which we were working used to make apparatus and other scientific related things and send it to labs, schools and other required places.

There were six people in our group. On our first day in their company they gives us some short information and introduction about that company along with that some about passive filter and machines. Two drilling machines were present over their, which were in used. Two drilling machines were present over their, which were usable. Firstly they started with drilling machines. One drill which driven by electric motor & another one by rotating their edges. It depends on their workers which one they have to go with. It is used for making round holes or driving fasters. It is fitted with a bit. They also gave us an example on a Board by drilling a hole in it & what should we do after that.

S. Alice Thomas Second thing after

drilling was wiring. How to insert and how wiring is done in apparatus, there we came to know about what are they? How they work & also how they are connected? After completion of all this the apparatus go through several processes in which they apparatus are being tested and if it works properly & No fault is there in it then it gets wrapped and is ready to send it in required places, and by chance if there's any fault is being detected or error detected then how they correct it they told us about that also. They have explain and given short info of every small items present over there. which was knowledgeable for us also it will help us in future in case. Also if we face any problem while making the apparatus there the employee's workers were always ready to help us. Each and every day every moment there was a new task for all of us but we faced it, solved and Completed it. The apparatus items & all required things were provided from the company & also we made passive after from it.

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INTRODUCTION OF ORGANISATION.

This business is working in the following industry
Scientific and technical services.

Name: Electronics and Electricals.

Sector: Professional services → scientific and technical activities n.e.c.

ISIC code: 7490

Contact Virtual Medico Technologies Private limited

☎ Phone: 0731 255 8811

🌐 website: vmatech.com

✉ E-mail: info@vmatech.com

Address: 18-A, Electronic Complex, pandesipura,
ITI Square Main Road, Sukhla, Indore
(M.P.) 452010.

Virtual Medico Technologies Pvt. Ltd.

Virtual Medico Technologies Pvt. Ltd is a 8 years 6 months old Private Company incorporated on 4 sept 2013. It's registered office is in Indore (MP) the company's status is active, and it has filled its annual returns and financial statements up to 31 March 2020 (FY 2019-2020) It is a company limited by share having an authorized capital of Rs 1.00 Lakh as per MCA.

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INTRODUCTION OF ORGANISATION

Electronics & Electricals India in Vijay Nagar, Indore is known to satisfactorily cater to the demands of its customer base. The business came into existence in 1961 and has since then been a known name in its field. It stands located at 18-A Electronic Complex, Pandesipura, Vijay Nagar, Indore.

Electronics & Electricals has a strong market value from the last 55 years in the field of Educational Equipment, Instrument and Trainers. Being pioneers in educational lab items for science colleges, Engineering College, Industrial Training Institutes, they have also marked their excellence in test and measuring Instruments like CRO, DSO, power supplies, different types of Meters etc.

Registered in 2013, Electronics & Electricals has made a name for itself in the list of top suppliers of electronics in India.

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OBJECTIVE OF PROJECT.

In this project the student should be able to design and implement passive filter.

Materials Required:-

- Resistors
- Inductors
- Capacitors
- Oscilloscope
- Function generator.
- Multimeter.
- Jumper wires
- Bread Board

If some frequencies are not desired they can be rejected with special circuit called filters. In this project the students should be able to design and construct all passive filter. (passive means that the filter made of capacitors, resistors and inductors). These circuits can be used as either high pass filter or low pass filter.

The main contribution of this project is the utilization of evolutionary optimization technique to achieve an optimum design of passive filter that can optimize simultaneously several contradictory goals

S. Alice Thomas

such as achieving the maximum possible harmonic attenuation at the lowest possible filter size. Compared with conventional design approach, the PSO based filter design approach results in lower numerical values of filter components, which leads to considerable reduction in the size and cost of the passive filter. Moreover, filter design based on evolutionary search approach permits accommodation of several design criteria in the customized objective formulation with arbitrary weighting factors upon system design requests and new grid codes constraints.

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INTRODUCTION OF PASSIVE FILTER

A passive filter is a filter built using passive components such as resistors, capacitors, inductors. A passive filter is a combination of capacitors and inductors that are tuned to resonate at a single frequency or through a band of frequencies. In power systems, passive filters are used to suppress harmonic currents and decrease voltage distortion appearing in sensitive parts of the system.

Passive filters work by exhibiting different impedance values at the resonant frequency. A filter connected in series should present high impedance to the harmonic frequency needs to be blocked. Although a series configuration is possible it is more common to connect filters in parallel. Such a shunt configuration diverts harmonic currents to ground and simultaneously provide reactive power, which may be used to correct the power factor. As such passive shunt filters are designed to be capacitive at the fundamental frequency.

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BAND STOP FILTER

In signal processing, a band-stop filter or band-rejection filter is a filter that passes most frequencies unaltered, but attenuates those in a specific range to very low levels. It is the opposite of a band-pass filter. A notch filter is a band-stop filter with a narrow stopband (high Q factor).

Narrow notch filters (optical) are used in Raman spectroscopy, live sound reproduction (public address systems, or PA systems) & in instrument amplifiers (especially amplifiers or preamplifiers for acoustic instruments such as acoustic guitar, mandolin, banjo instrument amplifier, etc.) to reduce or prevent audio feedback, while having little noticeable effect.

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Work Flow

After 15 half day we work on passive filter. we will observed many think that how filter will made how they connect capacitance, inductance or resistance with wire and completed circuit of low pass, high pass and band pass filter. passive filter are made up of passive components such resistance, capacitor and inductors and have no amplifying elements such as transistors, OP-amps etc. So no signals gain therefore their circuit level is always less than the input filter are named according to the frequency range of signals that they allow to pass through them while blocking or attenuating the rest. Simplest first - Order passive filter can be made by connecting together a single first - Order passive filter together a single resistor and a single capacitor in series across an input signal with the output at the filter then form the function of these two components depending on which way around we connect the various resistors and the capacitor with regards to the output signals determine the type of filter construction resulting in either a low pass filter or a high pass filter.

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As the function of any filter is to allow signals of a given band of frequency to pass unaltered while alternating or working all other that are not wanted we can define the amplitude response characteristic of an Ideal filter as by using an ideal frequency high pass filter out pass from low pass filter are used to remove or alternate the higher frequencies. In circuits such as audio amplifiers.

They give the required frequency response to the amplifiers, circuit the frequency at which the low pass filter starts to reduce the amplitude of a signals can be made adjustable.

A high pass filter is a simple effective type of EQ curve one that scoops out unwanted low frequency from any audio source. They are fantastic when used to correctly to clean up woody signals and lighten up arrangements.

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Work Experience

I'd took a lot of time to prepare and test passive filter instruments. It was our new and amazing experience is the first we learn so many new things in unique way we were provided with different - different tasks. Along the passive filter we also get knowledge about other instruments also which are used in physics laboratory in schools and colleges. Although we faced same problems also but we learnt so many knowledges things there. As it was new things personally. I would like to say my experience was really very good. Our team cooperated with each other. The team-mates of that company taught us the uses of instruments and other important things.

We also came to know that now the instruments have been prepared and how much time it takes and what all precautions an individual should take while working the firm.

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Field Work

Passive filter are made up of passive components such as resistors, capacitors, and that have no amplifying elements (transistors). So have no signal gain, therefore their output level is always than input.

filter are so named according to the frequency range of signals that they allow to pass through their while blocking the most commonly used filter design are there :-

- The low-pass filter
- The high-pass filter
- The band-pass filter

- The low pass filter →

The low pass filter only allow low frequency signals from 0Hz to its cut-off frequency, to point to pass while blocking those any higher.

- The high-pass filter →

The high pass filter only allows high frequency signals from its cut-off frequency to point and higher to infinity to pass through while blocking there any lower S. Alice Thomas

• The band-pass filter \Rightarrow

The band pass filter allows signals falling within a certain frequency. As the function of any filter is to allow signals of a given band of frequencies to pass unaltered while attenuating or rejecting all others that are wanted.

The second Order low pass filter \Rightarrow

The above circuit was two passive first order low pass filters connected or "cascaded" together etc. from a second order as two pole filter network. Therefore we can be converted into a second order type by simply adding on additional RC networks to it and the more RC networks to it and the more RC stages we add the higher becomes the order of the filter.

Passive high pass filter \Rightarrow

A high pass filter is the exact opposite to the low pass filter circuit. The two components have been inter-changed with the filter's output signals now being taken from across the resistor, whereas the low pass filter only allowed signals to pass below its cut-off frequency point. It name implies only passes signals above the selected cut-off point to eliminate any low frequency signals from the wavelength.

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The High Pass filters Circuit

In this circuit arrangement the reactance of the capacitor is very high at low frequencies. So the capacitor acts like an open circuit and blocks any input signals off at V_{in} until the cut off frequency point (f_c) is reached. Above the cut off frequency point the reactance of the capacitance has reached sufficiently as to now act more like a short circuit allowing all of the input signal to pass directly to the output.

Passive Band Pass filter \rightarrow

Band Pass filter is obtained by cascading passive low pass and passive high pass filters. This arrangement will provide a selective filter which passes only certain frequencies. This new PE filter circuit can able to pass either a narrow range of frequencies or wide range of frequencies.

This Passage range of frequencies that is either narrow or wide range will depend upon the way the passive low pass & high pass filter cascade. The upper and lower cut off frequencies depend on filter design. This band pass filter is simply appears like a frequency band stop between two points.

Passive low Pass filter \rightarrow

A low Pass filter is a circuit that can be designed to modify, reshape or reject all unwanted high frequencies of a electrical signal and accept or pass only those signals wanted by the circuit designers. The other words "filter out" unwanted signals and an ideal filter will separate and pass sinewoidal input signals based upon their frequencies. In low frequency application constructed (upto 100kHz) passive filter are generally constructed using RC networks, while higher frequency filters are usually made from RLC components.

Simple first order passive filter can be made by connecting together a single resistor and a single capacitor in series across an input signals (V_{in}) with the output of the filter (V_{out}) taken from the due function of these two components.

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to pass through while blocking both the lower and higher frequencies either side of this frequency band.

Passive low Pass filter \Rightarrow

A low pass filter is a circuit that can be designed to modify, restore or reject all unwanted high frequencies of a electrical signal and accept or pass only those signals wanted by the circuit designers. The other words filters out "unwanted" signals and an ideal filter will separate and pass sinusoidal input signals based upon this languages frequency. In low frequency application constructed (upto 100 kHz) passive filter are generally constructed using RC networks, while higher frequency filters are usually made from RLC components.

Simple first order passive filter can be made by connecting together a single resistor and a single capacitor in series across an input signals (V_{in}) with the output of the filter (V_{out}) taken from the due function of there two components.

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Depending on which way around we connect the resistor and the capacitor with regards to the output signal determines the type of filter construction resulting in either a low pass filter and high pass filter.

Selective filter —

In this figure shows the band pass filter circuit. The input given is a sinusoidal signal. The properties of low pass and high pass combination give us band pass filter by arranging one set of RC element in series and another set of RC element in parallel. The circuit behaves like a band pass filter.

This given us a second order filter because the circuit has the two reaction component. One capacitor belongs to low pass filter and another capacitor belongs to high pass filter. Without any variations in the input signal, this band pass filter will pass a certain range of frequencies. This filter will pass a certain range of frequencies. The filter does not produce any extra noise in the signals.

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BASIC CONCEPT OF WORKING OF PASSIVE FILTER

The Concept of Passive filter has been an integral part of the evolution of electrical engineering from the beginning. Several techniques and technologies achievement would not have been possible without filters. Because of this prominent role of filters, much efforts have been expended on the theory, design and construction of filters and many articles and books have been written on them. As a frequency selective device, a filter can be used to limit the frequency spectrum of a signal to some specified band of frequencies. Filters are the circuits used in radio and TV receivers to allow us to select one desired signal out of a multiple of broadcast signals in the environment. Passive filters work by exhibiting different impedance values at the resonant frequency. A filter connected in series should present high impedance to the harmonic frequency that needs to be blocked. Although a series configuration is possible, it is more common to connect filters in parallel.

TYPES OF PASSIVE FILTERS

Filters are grouped and specified according to the type of frequencies they suppress or attenuate.

The four common filter classifications are listed below:

- Low-pass filters attenuate or suppress signals with frequencies above a particular frequency called cutoff or critical frequency. For example, a low pass filter (L.P.F) with a cutoff frequency of 40 Hz can eliminate noise with a frequency of 60 Hz.
- High-Pass filters suppress or attenuate signals with frequencies lower than a particular frequency also called the cutoff or critical frequency. For example, a high-pass filter (H.P.F) with a cutoff frequency of 100 Hz can be used to suppress the unwanted DC voltage in amplifier systems, if desired.
- Band-Pass filters attenuate or suppress signals with frequencies outside a band of frequencies. They are common in TV or radio tuning circuits.

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TYPES OF PASSIVE FILTERS

Filters are grouped and specified according to the type of frequencies they suppress or attenuate.

The four common filter classifications are listed below :

- Low-pass filters attenuate or suppress signals with frequencies above a particular frequency called cutoff or critical frequency. For example, a low pass filter (L.P.F) with a cutoff frequency of 50Hz can eliminate noise with a frequency of 60Hz.
- High-Pass filters suppress or attenuate signals with frequencies lower than a particular frequency also called the cutoff or critical frequency. For example, a high-pass filter (H.P.F) with a cutoff frequency of 100Hz can be used to suppress the unwanted DC voltage in amplifier systems, if desired.
- Band-Pass filters attenuate or suppress signals with frequencies outside a band of frequencies. They are common in TV or radio tuning circuits.

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ADVANTAGES AND DISADVANTAGES OF PASSIVE FILTERS

Filtering Circuits are more important to many electronics designs because they remove unwanted frequencies. They are popular form because they do not need a power supply and depend on passive components rather than active components. This part gives information about the advantages and disadvantages of passive filters to better understand this topic.

ADVANTAGE OF PASSIVE FILTERS :

- It is reliable.
- They can handle large voltage currents and power.
- There is no limitation on the frequency range.
- They do not need the additional dc power supply for their operation.
- Easy to design.
- Cheater as compared to active filter
- No amplifying elements
- Require no power supply
- High frequency

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DISADVANTAGES OF PASSIVE FILTERS :

- Response problems
- Tuning for fixed frequency
- Fixed reactive power compensative
- Large in size
- There is no isolation between input and output.
- The circuit becomes bulky if inductors are used.
- There is always some loss of signal it can be in the pass band.
- This circuit can not provide any gain.
- Source loading can take place.
- There is no clear demarcation between passband and stopband but actually, it gets mixed up.
- In this frequency response is not sharp since when switching from passband to stopband there is no sudden change in output.

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Why It IS CALLED AS PASSIVE FILTERS?

Passive filters, so-called because they operate without a source of outside power, are known in the art. Generally these filters comprise capacitors and inductors and make use of the reactive impedance associated with each of these types of components, to attenuate electrical signals of a certain frequency. Passive filters also attenuate, to a lesser degree, signals having frequencies which are not to be filtered, i.e., the frequency band which is to be passed. This caused a loss of energy in the desired property to match the source and load impedances of the system, all attenuate the pass band to a certain extent. This loss is called 'Insertion loss'.

Another problem common to passive filters is that they are usually of relatively large size and bulk. This results from the fact that inductors are generally relatively large and bulky components, typically including coils and cores of air size dictated by the amount of their inductance. Furthermore, a large amount of inductance is required.

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to attenuate low frequency signals. It is therefore stands that passive filters for attenuating low frequency signals may be unduly large.

A further problem known to passive inductive capacitance filters is that such filters are highly susceptible to outside noise interference. Interference, generally electromagnetic radiation, is picked up by the inductor and thereby introduces into the system. In order to protect the circuit from electromagnetic interference, the filter must be shielded, furthermore contributing to the size and bulk of the filter.

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PASSIVE FILTERS HAVE FOLLOWING DRAWBACKS:

1. Filtering characteristics are strongly affected by the source impedance.
2. Amplification of currents on the source side at specific frequencies can appear due to the parallel resonance between the source and the passive filter.
3. Excessive current flow into the passive filter due to voltage distortion caused by the possible series resonance with the source.

AND WITH RESPECT TO ACTIVE FILTER:-

1. It is difficult to construct a large-rated current source with a rapid current response.
2. There are high initial and running cost.

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PROJECT WORK REPORT

Firstly, we took our topic and consulted our guide from time to time, as well as when ever we felt like its necessary carried out changes by our guide and then proceed for next step. As we all know data plays an essential role in making people believe in your derivations so we collected proper information & data regarding our topic i.e. Passive filters we divided our work as per the division of reports. Took signature of project guide as required in our progress report we simply followed the project guidelines and instruction which were given by our project guide and cooperated with him we were provided with 4-5 Supervisors for our help & supervision while working in the complex. we worked regularly with commitment and ensured that the project report Activity completion done as per the Scheduled time again time given by the guide i.e. 15 days and avoided the last time/minute hustle

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METHODS OF ANALYSIS

Passive implementation are based on combination of resistor (R), inductors (L) and capacitors (C). These type are collectively known as Passive filters because they do not depend upon an external power supply and they do not contain upon an external power supply and they do not contain active component such as transistors.

Passive filters are a popular form and they are guaranteed stability.

First we took the print out on iron plate/board so that we could get its correct shape, size and line we started cutting the iron plate to connect the components i.e. capacitor (C), inductor (L) and resistor (R) step by step. The method technology we applied is very unique and challenging for all of us (5 Students) and it made us learn new things such as drilling, cutting, connecting the wires together, how to put the things right by sequence. Apart of all these we took care of safety.

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CHALLENGES IN FIELD PROJECT

Challenges we faced during our field work project

Field work is logistically challenging. It's more hard to do fit into a typical class period at even a double hour period to go of site requires permission slips, busing and figuring out how to deal with behaviour outside the normal classroom. Setting field work passes. Safety and behaviour concerns different from there is the classroom. It requires safety and concerns during uses of electronic devices. In board circuits of the using are placed in wrong sequences it can create short start circuit so we have to be extra cautious while plugging the wires. Capacitors, resistor & conductors as well as the equipments. At last, collecting data is the most valuable thing in these project we search and we also have to make sure to manage the project that should be completed before the life line (deadline).

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APPLICATIONS OF PASSIVE FILTER

These are used in wireless communication medium at transmitter & receiver circuits. In transmitter section this filter will pass the only required signals and reduce the interfering of signals with other stations. In receiver section, it will help from unwanted signal penetration in to the channels.

- These are used to optimize the signal to noise ratio of the receivers.
- These are used in optical communication areas like LIDARS
- They are used in some of the techniques of colour filtering
- These are also used in medical field instrument like EEG
- In telephonic application, at DSL to split phone & broad band signals.
- They are used in Radio tuning to a specific frequency.

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- used in pre-amplification, Equalization, Tone control in Audio System.
- Extensively used in Medical Electronic System.
- They are used in signal processing circuits and Data Conversion.
- Used to eliminate background Noise.

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Difference between low pass and high pass filter

Low pass filter

LPF are used for smoothing the image

It blocks or alternates high frequency

Low frequency is preserved in it

LPF only pass below cut-off frequency

Resistor is in the input side capacitor at the output side

It is use to in remove of aliasing effect

In audio amplifiers
low noise amplifiers
etc.

High pass filter

LPF are used for sharpening the image

It blocks or alternates low frequency

High frequency is preserved in it

LPF only pass above cut off frequency

Capacitor is the input side and resistor at output side

It is use to remove of noise

In communication circuit
as antialiasing filter

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FILTER TERMINOLOGY

Passband The range of frequencies where the output has a gain

Stopband The range of frequencies where the output is zero or very small

Passband ripple The variations or oscillation in the bandpass, or ~~excess~~ band these oscillation typically occurs around the value of 1.0 or at 0 dB if the amplitude is expressed in decibels the ripple value is $2\alpha_1$, where α_1 is a parameter dependant on the circuit component

Stopband Frequency The represents the variation in the stopband region. The ripple is equal to the parameter α_2 which is determined by the circuit component attributes.

Critical Frequency This is the frequency at which the responses leaves the passband ripple.

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CONCLUSION

Filter serve a critical role in many common application. Such application include power supplies, audio electronics, and radio communications. Filter can be of four main types

- Low pass filter
- High pass filter
- Band pass filter
- Notch / band stop filter

(though there are also all pass filters)

We learned a bit about how to describe filters and what they can accomplish.

Filters are fairly simple once understood, and are an important tool for a signal processing engineer to be familiar with.

Moreover here I conclude that a simple passive low pass filter and high pass filter, can be easily made by connecting together in series a single resistor with a single capacitor or inductor.

For Low pass filter :

Low pass filter passes the signals with low frequency and attenuates the signals with high frequency.

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- Roll-off not remain constant even the resistance and capacitance changes
- The phase of Low pass between the input and the output change 90 degree over the frequency range and 45 degree at the cut off frequency.

For High pass filter :

- A high pass filter passes high frequency signals and attenuates low frequency signals.
- The phase of high pass between the input and output changes 90 degree over the frequency range and 45 degree at the cutoff frequency
- Roll-off remains constant even the resistance and capacitance changes.

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Project Work



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