



**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



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(AISHE Code - C - 41293, PUN Code - (MMP014030))



**CERTIFICATION COURSES
2018-19**



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AY-2018-19

Sr.no.	Name of the Certification Course	Course Code
1	Digital Marketing Fundamentals	MKT/18-19/01
2	Investment Banking	FIN/18-19/01
3	Hedge Fund Operation	FIN/18-19/02
4	HR Payroll	HRM/18-19/01




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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A.Y. 2018-19

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9	Report
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Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
Pure Tech



Mr. Rajesh Munde
(Resource Person)

DIGITAL MARKETING FUNDAMENTALS

MKT/18-19/01




23rd July 2019 to 28th July 2019



10AM TO 5PM




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2018-19

Certification Course

Digital Marketing Fundamentals

Syllabus

- Module 1: Basics of Digital Marketing
- Module 2: Analysis on Keyword Research
- Module 3: Search Engine Optimization
- Module 4: On-Page Optimization
- Module 5: Off-Page Optimization
- Module 6: SEO Updates and Analysis
- Module 7: Local Business & Google Mapping
- Module 8: Google AdWords Or Pay Per Click Marketing
- Module 9: Social Media Optimization
- Module 10: Social Media Marketing
- Module 11: Google Web Analytics
- Module 12: Webmaster Tools
- Module 13: Creating A New Simple Website

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Director
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Balewadi, Pune-411045



Date: 18 -07- 2018

A.Y. 2018-2019

NOTICE

Dear Students,

We are pleased to announce the launch of a Certification Course in Digital Marketing Fundamentals aimed at equipping you with the knowledge and skills necessary to excel in the dynamic field of digital marketing.

Certification: Digital Marketing Fundamentals

Course Code: MKT/18-19/01

Resource Person: Mr. Rajesh Munde

Date: 23th to 28th July'2018

Duration: 36 Hrs

Time: 10 AM to 5 PM

In today's digital age, proficiency in digital marketing techniques is essential for success in various industries. Whether you aspire to pursue a career in marketing, entrepreneurship, or any other field, understanding digital marketing principles and strategies is crucial.

Through a combination of lectures, practical exercises, case studies, and real-world projects, you will gain hands-on experience and develop a comprehensive understanding of digital marketing concepts.

Moreover, upon successful completion of the course, you will receive a certification that will enhance your resume and credentials, demonstrating your expertise in digital marketing to potential employers.

We encourage all interested students to register for the Certification Course in Digital Marketing Fundamentals and take advantage of this valuable opportunity to expand your knowledge and skills in one of the fastest-growing industries worldwide.




Dnyansagar Institute of Management and
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Dr. Sajid Alvi
Director





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Date: 20th July'2018

To,
Mr. Rajesh Munde

Subject: Invitation as Expert for "Digital Marketing Fundamentals" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a warm invitation to you to join us as an esteemed expert for our upcoming "Digital Marketing Fundamentals" certification course.

We have been thoroughly impressed by your extensive experience and achievements in the field of digital marketing. Your insights and knowledge have undoubtedly made a significant impact on the industry, and we believe that your involvement in our certification course would greatly benefit our students.

The course aims to provide comprehensive training and certification in digital marketing, covering various aspects such as social media marketing, search engine optimization, content marketing, email marketing, and more. As an expert in the field, your participation would enrich our curriculum and offer invaluable guidance to our students at DIMR. Below are the details of schedule:

Date: 23th to 28th July'2018

Timing: 10:00 AM to 5:00 PM

We believed that your involvement as an expert would not only enhance the learning experience for our students but also showcase your leadership and dedication to advancing the field of digital marketing.

Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,


Dr. Sajid Alvi

Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

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Contact

www.linkedin.com/in/rajesh-munde-04096266 (LinkedIn)

Top Skills

Digital Marketing

SEM

Web Analytics

Languages

Hindi

Marathi

English (Native or Bilingual)

Rajesh Munde

Founder & Chief Executive Officer at Pure Technology
Pune, Maharashtra, India

Summary

I am a young ambitious Entrepreneur based in Pune, India. I have been into IT field from past 9+ years and have worked within several other industries like manufacturing, Education, Agriculture, E-commerce Outsourcing/Offshoring, Business Process Management. Currently working with international clients to set up their businesses in India. In this endeavour my job is, strategising clients end to end product life cycle, right from product development to market the products converting the investments into profits. Feel free to reach out to me with any kind of software solutions and resource engagement.

Business Specialties -

Start-up & Growth Management, New Client Acquisition, Business Development, Effective Marketing Communication, Sales & Marketing Strategy Implementation, Project Management, Sales Operations, Key Account Management, Business Process Improvement, Business Analysis.

Experience

Pure Technology

Founder & Chief Executive Officer at Pure Technology
December 2013 - Present (10 years 2 months)

Pune, Maharashtra

Ray Bean IT Solution

Co-Founder

April 2016 - October 2020 (4 years 7 months)

Pune, Maharashtra, India

Education



Page 1 of 2


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Pune University

Master of Computer Applications (MCA), Computer Software
Engineering · (2011 - 2014)

Pune University

· (2011 - 2014)

Pune University

· (2011 - 2014)




Director



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Date: 28-07-2018

To,
Mr. Rajesh Munde

Subject: Heartfelt Thanks for Your Contribution to the "Digital Marketing Fundamentals" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Digital Marketing Fundamentals" certification course.

Your expertise and insights have been instrumental in enriching the learning experience for our participants. Your ability to convey complex digital marketing concepts with clarity and provide practical examples has truly resonated with our students, enabling them to gain a deeper understanding of the subject matter.

We are immensely grateful for your partnership and collaboration throughout the course. Your expertise has been invaluable, and we truly appreciate your dedication to empowering the next generation of digital marketers.

Once again, thank you for your outstanding contribution to the "Digital Marketing Fundamentals" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




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A.Y. 2018-19

Report

Certification: Digital Marketing Fundamentals

Course Code: MKT/18-19/01

Resource Person: Mr. Rajesh Munde

Date: 23th to 28th July'2018

Duration: 36 Hrs

Time: 10 AM to 5 PM

No. of student certified: 71

Introduction:

The Digital Marketing Fundamentals Certification course, led by Mr. Rajesh Munde, was held from July 23th to 28th, 2018, and achieved remarkable success by imparting participants with comprehensive knowledge and practical skills essential for excelling in the digital marketing industry.

Course Overview:

Spanning over 36 hours, the course featured daily sessions from 10:00 AM to 5:00 PM. Mr. Rajesh Munde, a seasoned digital marketing expert, delivered compelling lectures and facilitated interactive discussions to ensure a vibrant learning experience for all participants. Throughout the training, participants developed practical skills through hands-on practice, case studies, and real-life examples. Mr. Rajesh Munde shared valuable insights and industry best practices, equipping participants to apply their newly acquired knowledge effectively within their own domains.

Conclusion:

The Digital Marketing Certification course, overseen by Mr. Rajesh Munde, was instrumental in equipping participants with the necessary skills and knowledge to excel in the digital



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landscape of today. A total of 71 students completed the course. We would like to extend our gratitude to Mr. Rajesh Munde for his exemplary leadership, and to all participants for their active participation and enthusiasm during the course.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH
&
PURE TECHNOLOGY**



This is to certify that

Mr. / Ms. _____


has successfully completed Certification Course on
“Digital Marketing Fundamentals”

(MKT/18-19/01)

conducted for MBA Students in Academic Year 2018 - 19
at DIMR, Pune.

Date : 28/7/18
Place : Pune




Mr. Rajesh Munde
Founder and CEO


Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
Research
Dalawadi, Pune-411045

DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
Magic Excellence



Mr. Vishal Bhojani
(Resource Person)

INVESTMENT BANKING

FIN/18-19/01


Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



20th Feb 2019 to 9th Mar 2019



3PM TO 5PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune





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A.Y. 2018-19

Certification Course

Investment Banking

Syllabus

Module 1: Fundamentals of Investment Banks

Module 2: Financial Markets and Instruments

Module 3: Valuation Techniques

Module 4: Mergers and Acquisitions

Module 5: Asset Management

Module 6: Venture Capital

Module 7: Risk Management

Module 8: Capital Markets

Module 9: Initial Public Offerings (IPOs)




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Date: 15-02-2019

A.Y. 2018-2019

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Investment Banking, designed to provide you with the essential knowledge and skills required to excel in the field of finance.

Certification: Investment Banking

Course Code: FIN/18-19/01

Resource Person: Mr. Vishal Bhojani

Date: 20th Feb to 9th March'2019

Duration: 31Hrs

Time: 3 PM to 5 PM

Investment banking plays a crucial role in the global financial markets, facilitating mergers and acquisitions, raising capital, and providing strategic financial advice to corporations, governments, and other entities.

Through a blend of theoretical lectures, practical exercises, case studies, and interactive discussions, you will gain a deep understanding of investment banking principles and practices.

Furthermore, upon successful completion of the course, you will receive a certification that will enhance your credibility and open doors to exciting career opportunities in investment banking and related fields.

We encourage all interested students to register for the Certification Course in Investment Banking and seize the chance to acquire valuable expertise in one of the most dynamic sectors of the financial industry.

Take the first step towards a successful career in investment banking by enrolling in this enriching course today!




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alwi



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Date: 15th Feb'2019

To,
Mr. Vishal Bhojani

Subject: Invitation as Expert for "Investment Banking" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to serve as an esteemed expert for our upcoming "Investment Banking" certification course.

Your remarkable expertise and accomplishments in the field of investment banking have made a significant impression on us. As we endeavor to deliver a comprehensive and insightful learning experience to our participant students, we believe that your invaluable insights would greatly enrich the curriculum and provide our students with practical knowledge and industry perspectives.

The "Investment Banking" certification course aims to equip students with the fundamental principles, strategies, and techniques essential for success in the dynamic world of investment banking. Below are the details of schedule:

Date: 20th Feb to 9th Mar'2019

Timing: 3 to 5 pm

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of investment banking professionals.

Best Regards,


Dr. Sajid Alvi
Director




Director
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Contact

www.linkedin.com/in/vishalbhojani
(LinkedIn)

Top Skills

Equities

Business model analysis

script writing

Vishal Bhojani

Investment Banking Coach | Finance Expert | Trainer | Story Teller
Mumbai, Maharashtra, India

Summary

BFSI is an arsenal and teaching my passion. I am experienced professional with a granular understanding and leadership experience in various financial instruments and business verticals be it Capital Markets, Equities, OTC - options or Warrants and Process Migration in BFSI. Navigating to a successful career in finance is as complex as it can get for freshers. And this is the pain-point where I discovered how rewarding it can be to mentor and guide ambitious young minds.

Since early 2012 I have taken upon myself to train, coach, educate and mentor students in the facets of Finance, a goal that has seen me mentor not only senior students but even seasoned professionals.

Given today's diversified job markets and the dynamic culture of the BFSI industry, strong fundamentals and an open mind that is ready to adapt can be phenomenal tools for success and I am driven to find better methods to help people develop these tools.

Get in touch with me at
vishal@mieindia.in

Experience

Magic Institute of Excellence
Founder, Director & Chief Mentor
December 2017 - Present (6 years 1 month)
Mumbai Area, India

Magic Institute of Excellence (MIE) is Training & Consulting Organization which provides 360 Degree support solutions to Management and Engineering Institutions. It is a part of Magic Business Ventures Pvt. Ltd. The company mainly works on a model designed to bridge the very gap between students' skill sets and industry expectations. The services covers the whole spectrum



Page 1 of 3

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

of delivering education – right from enabling quality faculty on-boarding (in colleges) for professional courses to career guidance and skillset measurement, brain mapping and mentoring for the students; who are about to embark on their professional journey. MIE conducts well-planned workshops on various topics; right from career guidance workshops for to workshops on real issues that one comes across in their professional life.

BNP Paribas

Manager - Middle Office - Cash Equities, Warrants and OTC Options
April 2015 - November 2017 (2 years 8 months)

Mumbai Area, India

I was Managing the Middle Office - Capital Markets - Position Control Analysis Ops, wherein I was handling critical tasks under (Cash Equities, Warrants and OTC Options).

Some of my daily tasks were as follows.

Warrants:

- Ensuring accuracy in Quantity, Price, Strategy, etc. in Listed and OTC warrant bookings.
- Monitoring and analysing daily OTC deals booked via various platforms.

OTC: OTC Vanilla Option and Exotic Vanilla Option:

- Ownership of accuracy in economic data on booked deals.
- Assessment of Unwinds/Novations/Expiry trades.

OTC KPI Weekly Reportings - Statistical analysis of OTC deals reviewed by the management.

SS&C GlobeOp

Hedge Fund Accountant & Strategist
January 2013 - March 2015 (2 years 3 months)

Mumbai Area, India

I was involved in Hedge Fund Accounting, Analysis and Investigation ops.

I had ownership of the following tasks:

Calculating and Analyzing daily approximate NAV for the client.

Preparing Month End NAV and delivering to our client.(Hedge Fund)

Daily Reconciliations between Our Trade capture system and Accounting System

Checking and investigating on different types of breaks

Solving all client queries regarding P&L Or any other related to Fund Accounting



JP Morgan Chase Bank

Investment Banker - Forex and Regulatory Reporting

May 2012 - November 2012 (7 months)

Mumbai Area, India (Branch - Kalina - Santacruz)

I was involved with critical operations in Investment Banking with a focus upon Forex deals and regulatory reporting of exposure on various products.

I had ownership of the following tasks:

Forex -

Conformations assessments of all Indian corporate and inter-bank Forex deals of all cash ,tom ,spot and forwards transactions and corporate funding of all the corporate FX deals which are maturing next business day.

Regulatory Reporting -

Preparing Single Obligor report (SOR) mandated by RBI stating exposure of our bank.

Handing software TLM tasks (Transaction Life-cycle management) stating reconciliations of all statements and ledgers.

Intraday Net Open Position- Making sure RBI prescribed limits are adhered to.

Calculation of VAR numbers and reporting to RBI.

Reporting Capital Market Exposure of bank.

Preparing weekly MIS of all late trade, amendments and cancellations deals in Forex market.

Preparing weekly Mis for all fixed Income deals done during the week.

Submitting monthly returns to RBI - for stability of bank liquidity position and interest rate sensitivity

1. SFR - Form 8

2. DGA ,DSB - IRST - IRSD - MAP SIR

Education

University of Mumbai

Master's degree, Finance, General · (2010 - 2010)




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Date: 09-03-2019

To,

Mr. Vishal Bhojwani

Subject: Heartfelt Thanks for Your Contribution to the "Investment Banking" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding contribution to the success of our recent "Investment Banking" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to convey complex investment banking concepts with clarity and provide practical examples has greatly enhanced the understanding of our students and equipped them with valuable knowledge for their future endeavors.

Throughout the course, your dedication and passion for investment banking were evident in every session you led and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a significant impact on the professional development of our students.

Your commitment to empowering the next generation of investment banking professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Investment Banking" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Atvi
Director




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A.Y. 2018-19

Report

Certification: Investment Banking

Course Code: FIN/18-19/01

Resource Person: Mr. Vishal Bhojwani

Date: 20th Feb to 9th Mar'2018

Duration: 31 Hrs

Time: 3 PM to 5 PM

No. of student certified: 26

Introduction:

The Investment Banking Certification course, facilitated by Mr. Vishal Bhojwani from 23th to 28th July'2018, concluded successfully with the certification of 26 students. This intensive program aimed to provide participants with comprehensive knowledge and skills in investment banking practices and principles.

Course Overview:

Mr. Vishal Bhojwani, a distinguished expert in investment banking, delivered insightful lectures and practical sessions, offering valuable insights and industry expertise to the participants. The course covered a wide range of topics, including financial analysis, capital markets, mergers and acquisitions, valuation techniques, and investment strategies, ensuring participants gained a thorough understanding of investment banking concepts and practices.

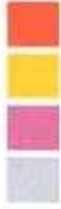
The sessions scheduled from 3am to 5pm over a span of 31 hours, the course provided maximum time for the exploration of topics and practice.



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Conclusion:

The successful completion of the Investment Banking course is a significant achievement for the 26 certified students.




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**DNYANSAGAR INSTITUTE OF
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**&
MAGIC INSTITUTE OF EXCELLENCE**

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Investment Banking”

(FIN/18-19/01)

conducted for MBA Students in Academic Year 2018 - 19
at DIMR, Pune.

Date : 9/3/19
Place : Pune

Prathamesh Veling
Founder & Director

Vishal Bhojani
Founder & Director

Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
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RESEARCH**



**&
Magic Excellence**



**Mr. Prathamesh Veling
(Resource Person)**

HEDGE FUND OPERATION

FIN/18-19/02



23rd July 2018 to 28th July 2018



10AM TO 4PM



A handwritten signature in blue ink.

Director
Dnyansagar Institute of Management & Research
Balewadi, Pune-411045

Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2018-19

Certification Course

Hedge Fund Operation

Syllabus

- Module 1: Introduction to Hedge Funds
- Module 2: Fund Structures and Strategies
- Module 3: Fund Accounting and Valuation
- Module 4: Risk Management
- Module 5: Regulatory Compliance
- Module 6: Performance Measurement and Attribution
- Module 7: Investor Relations and Fund Marketing
- Module 8: Fund Administration and Operations

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Director
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Balewadi, Pune-411045



Date: 18-07-2018

A.Y. 2018-2019

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Hedge Fund Operations, aimed at providing you with specialized knowledge and skills in the field of hedge fund management and operations.

Certification: Hedge Fund Operations
Course Code: FIN/18-19/02
Resource Person: Mr. Prathamesh Veling
Date: 23th to 28th July' 2018
Duration: 32 Hrs
Time: 10 AM to 4 PM

Hedge funds play a significant role in the global financial markets, employing sophisticated strategies to generate returns for investors while managing risk effectively. This course will offer you a comprehensive understanding of hedge fund operations, strategies, and industry best practices.

Don't miss out on this valuable opportunity to enhance your expertise in hedge fund operations and take your career to new heights!

All interested students to register for the certification.



Dr. Sajid Alvi

Director



Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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(AISHE Code : C - 41293, PUN Code - IMMPO14030)



Date: 17th July '2018

To,
Mr. Prathamesh Veling

Subject: Invitation as Expert for "Hedge Fund Operation" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a sincere invitation to you to serve as an esteemed expert for our upcoming "Hedge Fund Operations" certification course.

Your exceptional expertise and achievements in the field of hedge fund operations have impressed us, and we believe that your insights would greatly enhance the educational experience for our students. As we aim to provide comprehensive and practical training in hedge fund operations, your knowledge and guidance would be invaluable in ensuring that our course curriculum remains relevant and impactful.

The "Hedge Fund Operations" certification course is designed to equip students with the essential skills and knowledge required to thrive in the fast-paced and dynamic world of hedge funds. Below are the schedule:

Date: 23rd to 28th July '2018

Time: 10 am to 4pm

We believed that your participation would not only elevate the educational experience for our students but also demonstrate your commitment to advancing knowledge and excellence in the field of hedge fund operations.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of hedge fund professionals.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

& SKP Campus, Baner, Balewadi, Pune - 411 045 INDIA
☎ 7767800401 - 10 ✉ director@dimr.edu.in 🌐 www.dimr.edu.in



Contact

www.linkedin.com/in/prathameshveling (LinkedIn)

Top Skills

Market Research
Presentations
Analytical Skills

Languages

Hindi
Marathi
English

Honors-Awards

8th Position as 'Best Management Student'
Entrepreneurial Leader.
Top Student Manager - India Level.
Business Plan and Tech Awardee
Product Award

Prathamesh Veling

Founder & Director | Student of Leadership | Trainer & Mentor
(21000+ professionals) | Engg, MBA, MA (Eco) & MA (Psy)
Mumbai, Maharashtra, India

Summary

Carrying a passion for Leadership, Formal Education, Content, and Knowledge sharing, I am creating my story!

Throughout my career, I have embraced various formats to deliver education; however, the skill gap was left unchecked by our institutional education for years.

To fill in that gap, I and my partner were driven to create the Magic Institute of Excellence. A company dedicated to fundamentally re-wire the learning psychology of students enrolled in UG and PG programs in Tech and Business Management.

I have over 10+ years of experience in Analytics-driven Marketing, Strategy & Execution. Merging branding and psychology with statistical discipline is my arsenal. Holding the hand of this experience, I have completed four years with the Magic Institute of Excellence.

If you wish to know more about me or my company, you can connect with me on:

Email ID: prathameshveling@gmail.com

Contact No. 9987072954

Company page: <https://www.linkedin.com/company/14585520/admin/>

Experience

Magic Institute of Excellence
Founder & Director (Product Innovation)
April 2017 - Present (6 years 9 months)
Mumbai Area, India

At Magic Inst. we collaborate with Engineering and Business Schools to develop and deliver industry backed curriculum to increase the industry



Page 1 of 5


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

absorption rate of students. We also train professionals looking to re-skill for career escalation.

Our curriculum construction process:

Identify skill gaps w.r.t to industry requirements. Identify student persona with analytics.

Curate optimal time and capital investment plan

Develop road map that balances aggressive learning with scope for experimentation.

Deliver On-prim with the most experienced industry professionals as faculty.

Our delivery portfolio:

Skill gap reduction in Technology and Management education streams.

34 Institutes have partner with us to deliver trainings.

3200+ students/professionals trained since our launch in mid 2017.

Institutes and corporates can reach us to arrange trainings to increase their human capital.

Sutherland Global Services

Research & Strategy

April 2016 - April 2017 (1 year 1 month)

Mumbai (Airoli)

I worked data driven process flow automation with internal analytics team to develop statistical and analytical toolkits, flows and algorithms. My day to day, required me to develop conduct end to end studies with analytics teams, SMEs and senior leadership to develop data-driven policies, models and research cases for key decision support processes.

This required accurate development of end to end and customised research designs and methodologies to identify key value projectors via a combination of analytics approaches.

Graphene Media Pvt. Ltd.

Manager - Analytics & Consumer Insights

July 2015 - December 2015 (6 months)

Mumbai Area, India

I developed in-depth consumer analytics studies to identify brand perception and re-design or leverage this discover to drive digital media platforms for organisations.




Director

My work involved:

- Mining image and text data from a variety of sources and digital real-estate.
- Statistical modelling of analytics tools to generate insights and measure KPIs.
- Develop consumer perception and psychology reports.
- Optimise analytics processes and analyse primary data in market ecosystems.
- Model brand value and identity delivery strategies for various platforms.

Aranca

Research & Strategy

October 2013 - July 2015 (1 year 10 months)

Powai, Mumbai

- Delivering Research and Consulting assignments for clients in Mining, Oil and Gas, IT, Waste Management, FMCG, Automotive, Industrial and Consumer Durables with high standard of quality.
- Specializing in Go-To-Market strategies, Market research, Market assessment and Opportunity analysis, competitive intelligence / Landscaping / Competitive mapping and business plan development
- Contributing to tender, Client proposals and Pilot studies as part of the new business development and business winning process.

Nielsen

Research Analyst - Innovation Analytics

May 2012 - August 2013 (1 year 4 months)

Mumbai Area, India

I was primarily involved delivering consumer analytics solutions for optimising marketing operations and optimising customer touch point experience.

To deliver solutions we relied upon:

- Consumer behaviour insights and analysing product launch ops.
- Analysis of in-market data, performance and consumer behaviour tracking.
- Sales forecasting and client servicing strategy development

Communicare

Intern - Research & strategy

December 2011 - April 2012 (5 months)

- Formulating business plan which included Market analysis, budgeting, costing, business forecasting and financial planning.



- Market Research – Understanding the Insights of Industry on Man power Planning.
- Process Mapping & Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc.
- Marketing campaigns - Indoor Promotions and Outsourced Advertising.

ENE Finders

Marketing Executive (Internship)
January 2012 - February 2012 (2 months)
Mumbai

Infinity Management Solutions
Management Trainee - Research & Strategy
May 2011 - June 2011 (2 months)
Thane

Planning, Strategizing and Execution of "Talent School".

- Market Research – Understanding the Insights of Industry on Man power Planning
- Process Mapping
- Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc
- Indoor Promotions and Advertising

Technocrats Plasma systems p Ltd
Marketing Engineer (Full Time)
June 2009 - May 2010 (1 year)
Vasai

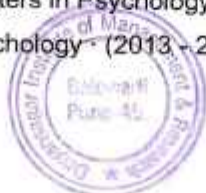
Part of the Industrial Sales Team-B2C and B2B
Presentation of CNC machines at Corporate Level
Organizing the live demonstration of Machines

Education

University of Mumbai
Masters of Economics (M.A), Economics · (2013 - 2017)

IGNOU

Masters in Psychology, Industrial and Organizational
Psychology · (2013 - 2015)




Director

Thakur Institute of Management Studies and Research
Master of Business Administration (MBA), Marketing · (2010 - 2012)

V.C.E.T

Bachelor of Engineering (BE), Instrumentaion · (2005 - 2009)

Vidyamandir , Dahisar, Mumbai





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Date: 28-07-2018

To,
Mr. Prathamesh Veling

Subject: Appreciation for Your Contribution to the "Hedge Fund Operation" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "Hedge Fund Operation" certification course.

Your expertise and insights have been pivotal in enriching the learning experience for our participants. Your ability to explain intricate concepts related to hedge fund operations with clarity and provide practical examples has significantly enhanced the understanding and skill development of our students.

Throughout the course, your dedication and passion for hedge fund operations were evident in every session you conducted and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a profound impact on the professional development of our students.

Your contributions have not only elevated the quality of our program but have also inspired our participants to excel in the field of hedge fund operations.

Your dedication to empowering the next generation of hedge fund professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Hedge Fund Operation" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

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A.Y. 2018-19

Report

Certification: Hedge Fund Operation

Course Code: (FIN/18-19/02)

Resource Person: Mr. Prathamesh Veling

Date: 23th to 28th July'2018

Duration: 32 Hrs

Time: 10 AM to 4 PM

No. of student certified: 28

Introduction:

The Hedge Fund Operation Certification course, led by Mr. Prathamesh Veling from 23th to 28th July'2018, concluded successfully with the certification of 28 students. This comprehensive program aimed to equip participants with the knowledge and skills necessary to operate hedge funds effectively.

Course Overview:

Mr. Prathamesh Veling, a seasoned professional in hedge fund operations, delivered comprehensive lectures and practical sessions, offering valuable insights and guidance to the participants. The course covered various aspects of hedge fund operations, including fund structures, investment strategies, risk management, regulatory compliance, and performance measurement, ensuring participants gained a thorough understanding of hedge fund management practices. Through interactive discussions, case studies, and hands-on exercises, participants actively engaged with the material, applying hedge fund concepts to real-world scenarios and projects. A span of 32 hours, the course provided ample time for in-depth exploration of topics, extensive practice, and knowledge assimilation.

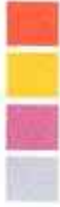


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Conclusion:

The successful completion of the Hedge Fund Operation course is a significant achievement for the 28 certified students.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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MANAGEMENT AND RESEARCH**



**&
MAGIC INSTITUTE OF EXCELLENCE**

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Hedge Fund Operation”

(FIN/18-19/02)

conducted for MBA Students in Academic Year 2018 - 19
at DIMR, Pune.

Date : 28/7/18
Place : Pune

Prathamesh Veling
Prathamesh Veling
Founder & Director

Vishal Bhojani
Vishal Bhojani
Founder & Director

Dr. Sajid Alvi
Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
Research
Balwadi, Pune-411045



**DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH**



Neorare Services LLP



**Ms. Vahida Pathan
(Resource Person)**

HR PAYROLL

HRM/18-19/01

23rd to 28th July 2018



10AM TO 4PM




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Venue:

Seminar Hall, DIMR, Campus, Balewadi, Pune



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A.Y. 2018-19

Certification Course

HR Payroll

Syllabus

Module 1: Introduction to HR Payroll

Module 2: Data Collection and Preparation

Module 3: Descriptive and Predictive Payroll in HR

Module 4: Employee Engagement and Retention Analysis

Module 5: Talent Acquisition and Recruitment Analytics

Module 6: Performance Management and Evaluation Metrics

Module 7: Diversity and Inclusion Analytics

Module 8: HR Metrics and Dashboard Reporting

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Director
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Research
Balewadi, Pune-411045



Date: 18-07-2018

A.Y. 2018-2019

NOTICE

Dear Students,

We are delighted to announce the launch of a Certification Course in HR Payroll, designed to equip you with the essential skills and knowledge needed to excel in the field of human resources (HR) through data-driven insights and analytics.

Certification: HR Payroll

Course Code: HRM/18-19/01

Resource Person: Ms. Vahida Pathan

Date: 23th to 28th July 2018

Duration: 30 Hrs

Time: 10 AM to 4 PM

In today's rapidly evolving business landscape, organizations rely on data-driven decision-making to optimize their HR processes, enhance employee performance, and drive organizational success. This course will empower you to harness the power of data analytics to solve HR challenges effectively and strategically.


Benefits of the Course:

- Acquire in-demand skills in HR Payroll, enhancing your career prospects and marketability in the HR profession.
- Gain hands-on experience with industry-standard analytics tools and techniques, preparing you to tackle real-world HR challenges.
- Earn a globally recognized certification that validates your expertise in HR Payroll and demonstrates your commitment to professional development.
- Network with industry experts, HR professionals, and fellow participants, fostering collaboration and knowledge exchange.

All interested students to register for certificate. This opportunity to transform your HR career.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi
Director



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Date: 18th July'2018

To,
Ms. Vahida Pathan

Subject: Invitation as Expert for "HR Payroll" certification course.

Dear Ma'am,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as an esteemed expert for our upcoming "HR Payroll" certification course.

Your exceptional expertise and contributions in the field of HR have not gone unnoticed. Your innovative approaches and insightful analyses have significantly influenced the industry, making you a respected authority in the field. As we strive to deliver a comprehensive and cutting-edge certification course, we believe that your involvement would greatly enrich the learning experience for our students.

Your expertise would provide invaluable insights, practical strategies, and real-world examples that will empower our students to drive data-driven decision-making in their organizations.

Below are the schedule of course:

Date: 23rd to 28th July'2018

Time: 10 am to 4 pm

We believed that your participation would not only enhance the educational experience for our students but also demonstrate your dedication to advancing knowledge and excellence in the field of HR.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the professional development of our students.

Best Regards,

Dr. Sajid Alvi
Director

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Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Contact

www.linkedin.com/in/vahida-pathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge university ,Access Concious Felicitator

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP

Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP

Founder & Director

May 2018 - Present (5 years 9 months)

Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICMR
Head, Corporate Relation

July 2016 - May 2018 (1 year 11 months)

Pune Area, India

To Manage the Industry- Academic Camaraderie.My role contributes to the overall industrial relations, with respect to Placement, grooming and employability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices.To be a centre of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd

Head Placements Institutional Alliance

May 2015 - July 2016 (1 year 3 months)

Taking care of entire placements activity,for institutional alliance,mainly Enng Graduates,Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.

Placement Coordinator

December 2011 - December 2014 (3 years 1 month)

Responsibility was as placement officer for MBA and MCA mgmt students . lectures in Business Communication and Business English.

Development in English speaking skills, through English Language Lab.



Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



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Date: 28-07-2018

To,
Ms. Vahida Pathan

Subject: Appreciation for Your Contribution to the "HR Payroll" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "HR Payroll" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to explain complex concepts and communicate them effectively ensured that we grasped the material with clarity and confidence.

Throughout the course, your comprehensive curriculum, real-world examples, and hands-on exercises provided us with invaluable insights into the intricacies of HR payroll management. Your guidance has not only equipped us with the technical know-how of payroll processing but has also empowered us to contribute effectively to our organizations' success.

Your dedication to empowering the next generation of HR professionals is truly commendable and we are grateful for the opportunity to work with you.

Once again, thank you for your outstanding contribution to the "HR Payroll" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director



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A.Y. 2018-19

Report

Certification: HR Payroll

Course Code: HRM/18-19/01

Resource Person: Ms. Vahida Pathan

Date: 23th to 28th July'2018

Duration: 30 Hrs

Time: 10 AM to 4 PM

No. of student certified: 16

Introduction:

The HR Payroll Certification course, conducted by Ms. Vahida Pathan from 23th to 28th July'2018, concluded successfully with the certification of 16 students. This specialized program aimed to provide participants with the knowledge and skills necessary for effective payroll management within the human resources function.

Course Overview:

The trainer is experienced HR professional, delivered comprehensive lectures and practical sessions, offering valuable insights and guidance on payroll management practices. The course covered various aspects of HR payroll, including payroll processing, taxation, statutory compliance, benefits administration, and payroll software usage, ensuring participants gained a well-rounded understanding of payroll management. Through interactive discussions, case studies, and hands-on exercises, participants actively engaged with the material, gaining practical experience and applying payroll concepts to real-world scenarios. This sessions scheduled from 10:00 AM to 4:00 PM over a span of 30 hours, the course provided in-depth exploration of topics, extensive practice, and knowledge consolidation.



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Director

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Conclusion:

The successful completion of the HR Payroll course is a significant achievement for the 16 certified students.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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MANAGEMENT AND RESEARCH
&
NEORARE SERVICES LLP**



This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“HR Payroll”

(HRM/18-19/01)

conducted for MBA Students in Academic Year 2018 - 19
at DIMR, Pune.

Date : 28/7/18
Place : Pune


Ms. Vahida Pathan
Founder & Director


Dr. Sajid Alvi
Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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CERTIFICATION COURSES

2019-20



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AY-2019-20

Sr.no.	Name of the Certification Course	Course Code
1	Digital Marketing Fundamentals	MKT/19-20/01
2	Investment Banking	FIN/19-20/01
3	Hedge Fund Operation	FIN/19-20/02
4	Performance Management in HRM	HRM/19-20/01




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A.Y. 2019-20

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2	Syllabus
3	Student Notice
4	List of registered students
5	Invitation Letter
6	Guest Speaker Profile
7	Thanking Letter
8	Attendance sheet
9	Report
10	Sample of Certificate



[Signature]
Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



**DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH**



**&
Pure Tech**



**Mr. Rajesh Munde
(Resource Person)**

DIGITAL MARKETING FUNDAMENTALS

MKT/19-20/01


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



5th Aug 2019 to 10th Aug 2019



10AM TO 5PM



Venue:

Seminar Hall, DIMR ,SKP Campus, Balewadi, Pune



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A.Y. 2019-20

Certification Course

Digital Marketing Fundamentals

Syllabus

Module 1: Basics of Digital Marketing

Module 2: Analysis on Keyword Research

Module 3: Search Engine Optimization

Module 4: On-Page Optimization

Module 5: Off-Page Optimization

Module 6: SEO Updates and Analysis

Module 7: Local Business & Google Mapping

Module 8: Google AdWords Or Pay Per Click Marketing

Module 9: Social Media Optimization

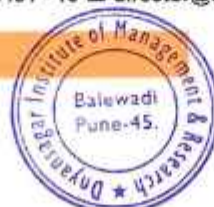
Module 10: Social Media Marketing

Module 11: Google Web Analytics

Module 12: Webmaster Tools

Module 13: Creating A New Simple Website

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Date: 01 -08- 2019

A.Y. 2019-2020

NOTICE

Dear Students,

We are pleased to announce the launch of a Certification Course in Digital Marketing Fundamentals aimed at equipping you with the knowledge and skills necessary to excel in the dynamic field of digital marketing.

Certification: Digital Marketing Fundamentals

Course Code: MKT/19-20/01

Resource Person: Mr. Rajesh Munde

Date: 5th to 10th Aug'2019

Duration: 37 Hrs

Time: 10 AM to 5 PM

In today's digital age, proficiency in digital marketing techniques is essential for success in various industries. Whether you aspire to pursue a career in marketing, entrepreneurship, or any other field, understanding digital marketing principles and strategies is crucial.

Through a combination of lectures, practical exercises, case studies, and real-world projects, you will gain hands-on experience and develop a comprehensive understanding of digital marketing concepts.

Moreover, upon successful completion of the course, you will receive a certification that will enhance your resume and credentials, demonstrating your expertise in digital marketing to potential employers.

We encourage all interested students to register for the Certification Course in Digital Marketing and take advantage of this valuable opportunity to expand your knowledge and skills in one of the fastest-growing industries worldwide.




Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi
Director





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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 1st Aug'2019

To,
Mr. Rajesh Munde

Subject: Invitation as Expert for "Digital Marketing Fundamentals" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a warm invitation to you to join us as an esteemed expert for our upcoming "Digital Marketing Fundamentals" certification course.

We have been thoroughly impressed by your extensive experience and achievements in the field of digital marketing. Your insights and knowledge have undoubtedly made a significant impact on the industry, and we believe that your involvement in our certification course would greatly benefit our students.

The course aims to provide comprehensive training and certification in digital marketing, covering various aspects such as social media marketing, search engine optimization, content marketing, email marketing, and more. As an expert in the field, your participation would enrich our curriculum and offer invaluable guidance to our students at DIMR. Below are the details of schedule:

Date: 5th to 10th Aug'2019

Timing: 10 am to 5 pm

We believed that your involvement as an expert would not only enhance the learning experience for our students but also showcase your leadership and dedication to advancing the field of digital marketing.

Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,

Dr.Sajid Alvi
Director

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☎ 7767800401 - 10 ✉ director@dimr.edu.in 🌐 www.dimr.edu.in



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 10-08-2019

To,
Mr. Rajesh Munde

Subject: Heartfelt Thanks for Your Contribution to the "Digital Marketing Fundamentals" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Digital Marketing Fundamentals" certification course.


We are immensely grateful for our collaboration throughout the course. Your expertise has been invaluable, and we truly appreciate your dedication to empowering the students.

Once again, thank you for your outstanding contribution to the "Digital Marketing Fundamentals" certification course.

We look forward for your similar association in future.

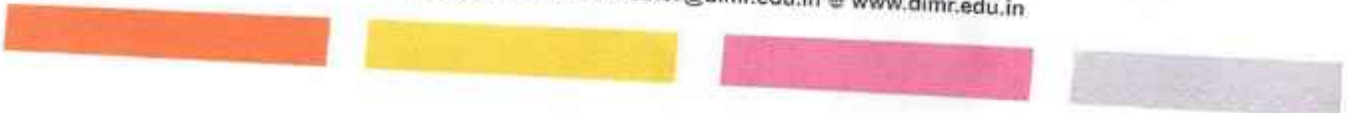
Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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A.Y. 2019-20

Report

Certification: Digital Marketing Fundamentals

Course Code: MKT/19-20/01

Resource Person: Mr. Rajesh Munde

Date: 5th to 10th Aug'2019

Duration: 37 Hrs

Time: 10 AM to 5 PM

No. of student certified: 59

Course Overview:

The Digital Marketing Fundamentals Certification course, conducted by Mr. Rajesh Munde from 5th to 10th Aug'2019, concluded successfully with the certification of 59 students. This comprehensive program aimed to provide participants with foundational knowledge and skills in digital marketing strategies and techniques. Mr. Rajesh Munde, a seasoned digital marketing professional, delivered comprehensive lectures and practical sessions, offering valuable insights and guidance on digital marketing fundamentals. The course covered various aspects of digital marketing, including search engine optimization (SEO), social media marketing, email marketing, content marketing, and digital analytics, ensuring participants gained a holistic understanding of digital marketing concepts. Through interactive discussions, case studies, and hands-on exercises, participants actively engaged with the material, applying digital marketing strategies to real-world scenarios and projects.

Conclusion:

The successful completion of the Digital Marketing Fundamentals course is a significant achievement for the 59 certified students. By acquiring foundational knowledge and skills in



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digital marketing, they are now equipped to pursue careers in digital marketing roles and contribute effectively to online marketing initiatives.




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Balewadi, Pune-411045





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&
PURE TECHNOLOGY**



This is to certify that

Mr. / Ms. _____


has successfully completed Certification Course on
“Digital Marketing Fundamentals”

(MKT/19-20/01)

conducted for MBA Students in Academic Year 2019- 20
at DIMR, Pune.

Date : 10/8/19
Place : Pune




Mr. Rajesh Munde
Founder and CEO


Dr. Sajid Alvi
Director

Dnyansagar Institute of Management and
Research
Balowadi, Pune-411045

**DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH**



**&
Magic Excellence**



**Mr. Vishal Bhojani
(Resource Person)**

INVESTMENT BANKING

FIN/19-20/01


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



15th July 2019 to 31st July 2019



3PM TO 5PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2019-20

Certification Course

Investment Banking

Syllabus

Module 1: Fundamentals of Investment Banks

Module 2: Financial Markets and Instruments

Module 3: Valuation Techniques

Module 4: Mergers and Acquisitions

Module 5: Asset Management

Module 6: Venture Capital

Module 7: Risk Management

Module 8: Capital Markets

Module 9: Initial Public Offerings (IPOs)



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 11th July'2019

To,
Mr. Vishal Bhojani

Subject: Invitation as Expert for "Investment Banking" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to serve as an esteemed expert for our upcoming "Investment Banking" certification course.

Your remarkable expertise and accomplishments in the field of investment banking have made a significant impression on us. As we endeavor to deliver a comprehensive and insightful learning experience to our participant students, we believe that your invaluable insights would greatly enrich the curriculum and provide our students with practical knowledge and industry perspectives.

The "Investment Banking" certification course aims to equip students with the fundamental principles, strategies, and techniques essential for success in the dynamic world of investment banking. Below are the details of schedule:

Date: 15th to 31st July'2019

Timing: 03:00 PM to 05:00 PM

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of investment banking professionals.

Best Regards,

**Dr.SajidAlvi
Director**



**Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045**





Date: 11-07-2019

A.Y. 2019-2020

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Investment Banking, designed to provide you with the essential knowledge and skills required to excel in the field of finance.

Certification: Investment Banking
Course Code: FIN/19-20/01
Resource Person: Mr. Vishal Bhojwani
Date: 15th to 31st July'2019
Duration: 31Hrs
Time: 3 pm to 5 pm

Investment banking plays a crucial role in the global financial markets, facilitating mergers and acquisitions, raising capital, and providing strategic financial advice to corporations, governments, and other entities.

Through a blend of theoretical lectures, practical exercises, case studies, and interactive discussions, you will gain a deep understanding of investment banking principles and practices.

Furthermore, upon successful completion of the course, you will receive a certification that will enhance your credibility and open doors to exciting career opportunities in investment banking and related fields.

We encourage all interested students to register for the Certification Course in Investment Banking and seize the chance to acquire valuable expertise in one of the most dynamic sectors of the financial industry.

Take the first step towards a successful career in investment banking by enrolling in this enriching course today!




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045


Dr. Sajid Alvi
Director



Contact

www.linkedin.com/in/vishalbhojani
(LinkedIn)

Top Skills

Equities

Business model analysis

script writing

Vishal Bhojani

Investment Banking Coach | Finance Expert | Trainer | Story Teller
Mumbai, Maharashtra, India

Summary

BFSI is an arsenal and teaching my passion. I am experienced professional with a granular understanding and leadership experience in various financial instruments and business verticals be it Capital Markets, Equities, OTC - options or Warrants and Process Migration in BFSI. Navigating to a successful career in finance is as complex as it can get for freshers. And this is the pain-point where I discovered how rewarding it can be to mentor and guide ambitious young minds.

Since early 2012 I have taken upon myself to train, coach, educate and mentor students in the facets of Finance, a goal that has seen me mentor not only senior students but even seasoned professionals.

Given today's diversified job markets and the dynamic culture of the BFSI industry, strong fundamentals and an open mind that is ready to adapt can be phenomenal tools for success and I am driven to find better methods to help people develop these tools.

Get in touch with me at
vishal@mieindia.in

Experience

Magic Institute of Excellence
Founder, Director & Chief Mentor
December 2017 - Present (6 years 1 month)
Mumbai Area, India

Magic Institute of Excellence (MIE) is Training & Consulting Organization which provides 360 Degree support solutions to Management and Engineering Institutions. It is a part of Magic Business Ventures Pvt. Ltd. The company mainly works on a model designed to bridge the very gap between students' skill sets and industry expectations. The services covers the whole spectrum



Page 1 of 3


Director
Dnyansaga Institute of Management and Research
Belowadi, Pune-411045

of delivering education – right from enabling quality faculty on-boarding (in colleges) for professional courses to career guidance and skillset measurement, brain mapping and mentoring for the students; who are about to embark on their professional journey. MIE conducts well-planned workshops on various topics; right from career guidance workshops for to workshops on real issues that one comes across in their professional life.

BNP Paribas

Manager - Middle Office - Cash Equities, Warrants and OTC Options
April 2015 - November 2017 (2 years 8 months)

Mumbai Area, India

I was Managing the Middle Office - Capital Markets - Position Control Analysis Ops, wherein I was handling critical tasks under (Cash Equities, Warrants and OTC Options).

Some of my daily tasks were as follows.

Warrants:

- Ensuring accuracy in Quantity, Price, Strategy, etc. in Listed and OTC warrant bookings.
- Monitoring and analysing daily OTC deals booked via various platforms.

OTC: OTC Vanilla Option and Exotic Vanilla Option:

- Ownership of accuracy in economic data on booked deals.
- Assessment of Unwinds/Novations/Expiry trades.

OTC KPI Weekly Reportings - Statistical analysis of OTC deals reviewed by the management.

SS&C GlobeOp

Hedge Fund Accountant & Strategist

January 2013 - March 2015 (2 years 3 months)

Mumbai Area, India

I was involved in Hedge Fund Accounting, Analysis and Investigation ops.

I had ownership of the following tasks:

Calculating and Analyzing daily approximate NAV for the client.

Preparing Month End NAV and delivering to our client.(Hedge Fund)

Daily Reconciliations between Our Trade capture system and Accounting System

Checking and investigating on different types of breaks

Solving all client queries regarding P&L Or any other related to Fund

Accounting.



JP Morgan Chase Bank

Investment Banker - Forex and Regulatory Reporting

May 2012 - November 2012 (7 months)

Mumbai Area, India (Branch - Kalina - Santacruz)

I was involved with critical operations in Investment Banking with a focus upon Forex deals and regulatory reporting of exposure on various products.

I had ownership of the following tasks:

Forex -

Conformations assessments of all Indian corporate and inter-bank Forex deals of all cash ,tom ,spot and forwards transactions and corporate funding of all the corporate FX deals which are maturing next business day.

Regulatory Reporting -

Preparing Single Obligor report (SOR) mandated by RBI stating exposure of our bank.

Handing software TLM tasks (Transaction Life-cycle management) stating reconciliations of all statements and ledgers.

Intraday Net Open Position- Making sure RBI prescribed limits are adhered to. Calculation of VAR numbers and reporting to RBI.

Reporting Capital Market Exposure of bank.

Preparing weekly MIS of all late trade, amendments and cancellations deals in Forex market.

Preparing weekly Mis for all fixed Income deals done during the week.

Submitting monthly returns to RBI - for stability of bank liquidity position and interest rate sensitivity

1. SFR - Form 8

2. DGA ,DSB - IRST - IRSD - MAP SIR

Education

University of Mumbai

Master's degree, Finance, General (2010 - 2010)




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Date: 31-07-2019

To,
Mr. Vishal Bhojwani

Subject: Heartfelt Thanks for Your Contribution to the "Investment Banking" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding contribution to the success of our recent "Investment Banking" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to convey complex investment banking concepts with clarity and provide practical examples has greatly enhanced the understanding of our students and equipped them with valuable knowledge for their future endeavors.

Throughout the course, your dedication and passion for investment banking were evident in every session you led and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a significant impact on the professional development of our students.

Your commitment to empowering the next generation of investment banking professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Investment Banking" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
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A.Y. 2019-20

Report

Certification: Investment Banking

Course Code: FIN/19-20/01

Resource Person: Mr. Vishal Bhojwani

Date: 15th to 31th July'2019

Duration: 31 Hrs

Time: 3 PM to 5 PM

No. of student certified: 24

Introduction:

The Investment Banking Certification course, led by Mr. Vishal Bhojwani from 15th to 31th July'2019, concluded successfully with the certification of 24 students. This intensive program aimed to provide participants with comprehensive knowledge and skills in investment banking practices and principles.

Course Overview:

Mr. Vishal Bhojwani, a seasoned professional in investment banking, delivered insightful lectures and practical sessions, offering valuable insights and industry expertise to the participants.

The course covered a wide range of topics, including financial analysis, capital markets, mergers and acquisitions, valuation techniques, and investment strategies, ensuring participants gained a thorough understanding of investment banking concepts.

Through interactive discussions, case studies, and hands-on exercises, participants actively engaged with the material, applying theoretical knowledge to real-world scenarios encountered in investment banking.




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Conclusion:

The successful completion of the Investment Banking course is a significant achievement for the 24 certified students.




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Research
Balewadi, Pune-411045





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MANAGEMENT AND RESEARCH**



**&
MAGIC INSTITUTE OF EXCELLENCE**

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Investment Banking”

(FIN/19-20/01)

conducted for MBA Students in Academic Year 2019- 20
at DIMR, Pune.

Date : 31/7/19
Place : Pune

Prathamesh Veling
Prathamesh Veling
Founder & Director

Vishal Bhojani
Vishal Bhojani
Founder & Director

[Signature]
Dr. Sajid Alvi
Director



**DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH**



**&
Magic Excellence**



**Mr. Prathamesh Veling
(Resource Person)**

HEDGE FUND OPERATION

FIN/19-20/02



5th Aug 2019 to 10th Aug 2019



10AM TO 4PM

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2019-20

Certification Course

Hedge Fund Operation

Syllabus

- Module 1: Introduction to Hedge Funds
- Module 2: Fund Structures and Strategies
- Module 3: Fund Accounting and Valuation
- Module 4: Risk Management
- Module 5: Regulatory Compliance
- Module 6: Performance Measurement and Attribution
- Module 7: Investor Relations and Fund Marketing
- Module 8: Fund Administration and Operations



Director
Director
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Date: 02-08-2019

A.Y. 2019-2020

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Hedge Fund Operations, aimed at providing you with specialized knowledge and skills in the field of hedge fund management and operations.

Certification: Hedge Fund Operations

Course Code: FIN/19-20/02

Resource Person: Mr. Prathamesh Veling

Date: 5th to 10th Aug'2019

Duration: 30Hrs

Time: 10 AM to 4 PM

Hedge funds play a significant role in the global financial markets, employing sophisticated strategies to generate returns for investors while managing risk effectively. This course will offer you a comprehensive understanding of hedge fund operations, strategies, and industry best practices.

Don't miss out on this valuable opportunity to enhance your expertise in hedge fund operations and take your career to new heights!

All interested students to register for the certification.




Director

**Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045**


Dr. Sajid Alvi

Director





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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 01st Aug'2019

To,
Mr. Prathamesh Veling

Subject: Invitation as Expert for "Hedge Fund Operation" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a sincere invitation to you to serve as an esteemed expert for our upcoming "Hedge Fund Operations" certification course.

Your exceptional expertise and achievements in the field of hedge fund operations have impressed us, and we believe that your insights would greatly enhance the educational experience for our students. As we aim to provide comprehensive and practical training in hedge fund operations, your knowledge and guidance would be invaluable in ensuring that our course curriculum remains relevant and impactful.

The "Hedge Fund Operations" certification course is designed to equip students with the essential skills and knowledge required to thrive in the fast-paced and dynamic world of hedge funds. Below are the schedule:

Date: 5th to 10th Aug'2019

Time: 10 am to 4pm

We believed that your participation would not only elevate the educational experience for our students but also demonstrate your commitment to advancing knowledge and excellence in the field of hedge fund operations.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of hedge fund professionals.

Best Regards,

Dr. Sajid Alvi
Director

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Director
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Balewadi, Pune-411045

Contact

www.linkedin.com/in/prathameshveling (LinkedIn)

Top Skills

Market Research
Presentations
Analytical Skills

Languages

Hindi
Marathi
English

Honors-Awards

8th Position as 'Best Management Student'
Entrepreneurial Leader
Top Student Manager - India Level
Business Plan and Tech Awardee
Product Award

Prathamesh Veling

Founder & Director | Student of Leadership | Trainer & Mentor
(21000+ professionals) | Engg, MBA, MA (Eco) & MA (Psy)
Mumbai, Maharashtra, India

Summary

Carrying a passion for Leadership, Formal Education, Content, and Knowledge sharing, I am creating my story!

Throughout my career, I have embraced various formats to deliver education; however, the skill gap was left unchecked by our institutional education for years.

To fill in that gap, I and my partner were driven to create the Magic Institute of Excellence. A company dedicated to fundamentally re-wire the learning psychology of students enrolled in UG and PG programs in Tech and Business Management.

I have over 10+ years of experience in Analytics-driven Marketing, Strategy & Execution. Merging branding and psychology with statistical discipline is my arsenal. Holding the hand of this experience, I have completed four years with the Magic Institute of Excellence.

If you wish to know more about me or my company, you can connect with me on:

Email ID: prathameshveling@gmail.com

Contact No. 9987072954

Company page: <https://www.linkedin.com/company/14585520/admin/>

Experience

Magic Institute of Excellence
Founder & Director (Product Innovation)
April 2017 - Present (6 years 9 months)
Mumbai Area, India

At Magic Inst. we collaborate with Engineering and Business Schools to develop and deliver industry backed curriculum to increase the industry

Page 1 of 5



Director
Dnyansagar Institute of Management and
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absorption rate of students. We also train professionals looking to re-skill for career escalation.

Our curriculum construction process:

Identify skill gaps w.r.t to industry requirements. Identify student persona with analytics.

Curate optimal time and capital investment plan

Develop road map that balances aggressive learning with scope for experimentation.

Deliver On-prim with the most experienced industry professionals as faculty.

Our delivery portfolio:

Skill gap reduction in Technology and Management education streams.

34 Institutes have partner with us to deliver trainings.

3200+ students/professionals trained since our launch in mid 2017.

Institutes and corporates can reach us to arrange trainings to increase their human capital.

Sutherland Global Services

Research & Strategy

April 2016 - April 2017 (1 year 1 month)

Mumbai (Airoli)

I worked data driven process flow automation with internal analytics team to develop statistical and analytical toolkits, flows and algorithms. My day to day, required me to develop conduct end to end studies with analytics teams, SMEs and senior leadership to develop data-driven policies, models and research cases for key decision support processes.

This required accurate development of end to end and customised research designs and methodologies to identify key value projectors via a combination of analytics approaches.

Graphene Media Pvt. Ltd.

Manager - Analytics & Consumer Insights

July 2015 - December 2015 (6 months)

Mumbai Area, India

I developed in-depth consumer analytics studies to identify brand perception and re-design or leverage this discover to drive digital media platforms for organisations.



My work involved:

- Mining image and text data from a variety of sources and digital real-estate.
- Statistical modelling of analytics tools to generate insights and measure KPIs.
- Develop consumer perception and psychology reports.
- Optimise analytics processes and analyse primary data in market eco-systems.
- Model brand value and identity delivery strategies for various platforms.

Aranca

Research & Strategy

October 2013 - July 2015 (1 year 10 months)

Powai, Mumbai

- Delivering Research and Consulting assignments for clients in Mining, Oil and Gas, IT, Waste Management, FMCG, Automotive, Industrial and Consumer Durables with high standard of quality.
- Specializing in Go-To-Market strategies, Market research, Market assessment and Opportunity analysis, competitive intelligence / Landscaping / Competitive mapping and business plan development.
- Contributing to tender, Client proposals and Pilot studies as part of the new business development and business winning process.

Nielsen

Research Analyst - Innovation Analytics

May 2012 - August 2013 (1 year 4 months)

Mumbai Area, India

I was primarily involved delivering consumer analytics solutions for optimising marketing operations and optimising customer touch point experience.

To deliver solutions we relied upon:

- Consumer behaviour insights and analysing product launch ops.
- Analysis of in-market data, performance and consumer behaviour tracking.
- Sales forecasting and client servicing strategy development

Communicare

Intern - Research & strategy

December 2011 - April 2012 (5 months)

- Formulating business plan which included Market analysis, budgeting, costing, business forecasting and financial planning.



- Market Research – Understanding the Insights of Industry on Man power Planning.
- Process Mapping & Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc.
- Marketing campaigns - Indoor Promotions and Outsourced Advertising.

ENE Finders

Marketing Executive (Internship)
January 2012 - February 2012 (2 months)
Mumbai

Infinity Management Solutions

Management Trainee - Research & Strategy
May 2011 - June 2011 (2 months)
Thane

Planning, Strategizing and Execution of "Talent School".

- Market Research – Understanding the Insights of Industry on Man power Planning
- Process Mapping
- Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc
- Indoor Promotions and Advertising

Technocrats Plasma systems p Ltd

Marketing Engineer (Full Time)
June 2009 - May 2010 (1 year)
Vasai

Part of the Industrial Sales Team-B2C and B2B
Presentation of CNC machines at Corporate Level
Organizing the live demonstration of Machines

Education

University of Mumbai

Masters of Economics (M.A), Economics · (2013 - 2017)

IGNOU

Masters in Psychology, Industrial and Organizational
Psychology · (2013 - 2015)



Page 4 of 5


Director
Dhanraj Institute of Management and
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Pune-411045

Thakur Institute of Management Studies and Research
Master of Business Administration (MBA), Marketing · (2010 - 2012)

V.C.E.T

Bachelor of Engineering (BE), Instrumentation · (2005 - 2009)

Vidyamandir , Dahisar, Mumbai



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 10-08-2019

To,
Mr. Prathamesh Veling

Subject: Appreciation for Your Contribution to the "Hedge Fund Operation" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "Hedge Fund Operation" certification course.

Your expertise and insights have been pivotal in enriching the learning experience for our participants. Your ability to explain intricate concepts related to hedge fund operations with clarity and provide practical examples has significantly enhanced the understanding and skill development of our students.

Throughout the course, your dedication and passion for hedge fund operations were evident in every session you conducted and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a profound impact on the professional development of our students.

Your contributions have not only elevated the quality of our program but have also inspired our participants to excel in the field of hedge fund operations.

Your dedication to empowering the next generation of hedge fund professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Hedge Fund Operation" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,

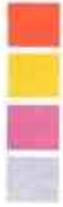

Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



A.Y. 2019-20

Report

Certification: Hedge Fund Operation

Course Code: FIN/19-20/02

Resource Person: Mr. Prathamesh Veling

Date: 5th to 10th Aug'2019

Duration: 30 Hrs

Time: 10 AM to 4 PM

No. of student certified: 26

Introduction:

The Hedge Fund Operation Certification course, facilitated by Mr. Prathamesh Veling from 5th to 10th Aug'2019, concluded successfully with the certification of 26 students. This program aimed to equip participants with the knowledge and skills required to operate hedge funds efficiently.

Course Overview

Mr. Prathamesh Veling, a seasoned professional in hedge fund operations, delivered insightful lectures and practical sessions, offering valuable insights and industry expertise to the participants.

The course covered various aspects of hedge fund operations, including fund structures, investment strategies, risk management, regulatory compliance, and performance measurement, providing participants with a comprehensive understanding of hedge fund management.

Through interactive discussions, case studies, and hands-on exercises, participants actively engaged with the material, applying hedge fund concepts to real-world scenarios and projects.



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Director

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Conclusion:

The successful completion of the Hedge Fund Operation course is a significant achievement for the 26 certified students.




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&
MAGIC INSTITUTE OF EXCELLENCE**



This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Hedge Fund Operation”

(FIN/19-20/02)

conducted for MBA Students in Academic Year 2019- 20
at DIMR, Pune.

Date : 10/8/19
Place : Pune



Prathamesh Veling
Prathamesh Veling
Founder & Director

Vishal Bhojani
Vishal Bhojani
Founder & Director

[Signature]
Dr. Sajid Alvi
Director

Director

**DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH**



**&
Neorare Services LLP**



**Ms. Vahida Pathan
(Resource Person)**

PERFORMANCE MANAGEMENT IN HRM

HRM/19-20/01



5th Aug 2019 to 10th Aug 2019



10AM TO 4PM



Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2019-20

Certification Course

Performance Management in HRM

Syllabus

Module 1: Introduction to HR Payroll

Module 2: Data Collection and Preparation

Module 3: Descriptive and Predictive Payroll in HR

Module 4: Employee Engagement and Retention Analysis

Module 5: Talent Acquisition and Recruitment Analytics

Module 6: Performance Management and Evaluation Metrics

Module 7: Diversity and Inclusion Analytics

Module 8: HR Metrics and Dashboard Reporting

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Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Date: 02-08-2019

A.Y. 2019-2020

NOTICE

Dear Students,

We are delighted to announce the launch of a Certification Course in Performance Management in HRM, designed to equip you with the essential skills and knowledge needed to excel in the field of human resources (HR).

Certification: Performance Management in HRM

Course Code: HRM/19-20/01

Resource Person: Ms. Vahida Pathan

Date: 5th to 10th Aug'2019

Duration: 30 Hrs

Time: 10 AM to 4 PM

Benefits of the Course:

- Enhancing your career prospects and marketability in the HR profession.
- Earn a globally recognized certification that validates your expertise and demonstrates your commitment to professional development.
- Network with industry experts, HR professionals, and fellow participants, fostering collaboration and knowledge exchange.

All interested students to register for certificate. This opportunity to transform your HR career and make a meaningful impact in today's data-driven HR landscape!


Dr. Sajid Alvi

Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 01st Aug'2019

To,
Ms. VahidaPathan

Subject: Invitation as Expert for "Performance Management in HRM" certification course.

Dear Ma'am,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as an esteemed expert for our upcoming "Performance Management in HRM" certification course.

Your exceptional expertise and contributions in the field of HR have not gone unnoticed. Your innovative approaches and insightful analyses have significantly influenced the industry, making you a respected authority in the field. As we strive to deliver a comprehensive and cutting-edge certification course, we believe that your involvement would greatly enrich the learning experience for our students.

Your expertise would provide invaluable insights, practical strategies, and real-world examples that will empower our students to drive data-driven decision-making in their organizations. Below are the schedule of course:

Date: 5th to 10th Aug'2019

Time: 10 am to 4pm

We believed that your participation would not only enhance the educational experience for our students but also demonstrate your dedication to advancing knowledge and excellence in the field of HR.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the professional development of our students.

Best Regards,

Dr.Sajid Alvi
Director

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Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045

Contact

www.linkedin.com/in/vahida-pathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills.

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge
university ,Access Concious
Felicitor

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP
Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP
Founder & Director
May 2018 - Present (5 years 9 months)
Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICMR
Head, Corporate Relation
July 2016 - May 2018 (1 year 11 months)
Pune Area, India

To Manage the Industry- Academic Camaraderie. My role contributes to the overall industrial relations, with respect to Placement, grooming and employability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices. To be a centre of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd
Head Placements Institutional Alliance
May 2015 - July 2016 (1 year 3 months)
Taking care of entire placements activity, for institutional alliance, mainly Engg Graduates, Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.
Placement Coordinator
December 2011 - December 2014 (3 years 1 month)
Responsibility was as placement officer for MBA and MCA mgmt students .
lectures in Business Communication and Business English.
Development in English speaking skills, through English Language Lab.



Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 10-08-2019

To,
Ms. Vahida Pathan

Subject: Appreciation for Your Contribution to the "Performance Management in HRM" Certification Course

Dear Mam,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "Performance Management in HRM" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to explain complex concepts and communicate them effectively ensured that we grasped the material with clarity and confidence.

The knowledge and skills acquired from this course are invaluable assets that will undoubtedly empower us to contribute effectively to performance management initiatives within our organizations. Your guidance has equipped us with the tools necessary to drive performance and foster a culture of excellence.

Thank you once again for your exceptional efforts in delivering this course. Your passion for the subject and commitment to our learning journey have inspired us to strive for excellence in all our endeavors.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
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(AISHE Code : C - 41293, PUN Code - IMMPO14030)



A.Y. 2019-20

Report

Certification: Performance Management in HRM

Course Code: HRM/19-20/01

Resource Person: Ms. Vahida Pathan

Date: 5th to 10th Aug'2019

Duration: 30 Hrs

Time: 10 AM to 4 PM

No. of student certified: 14

Introduction:

The Performance Management in HRM Certification course, led by Ms. Vahida Pathan from 5th to 10th Aug'2019, concluded successfully with the certification of 14 students. This specialized program aimed to equip participants with the knowledge and skills necessary to effectively manage employee performance within organizations.

Course Overview:

Ms. Vahida Pathan, an experienced HR professional, delivered comprehensive lectures and practical sessions, providing valuable insights and guidance on performance management practices in HRM. The course covered various aspects of performance management, including goal setting, performance appraisal methods, feedback mechanisms, employee development strategies, and performance improvement techniques, ensuring participants gained a holistic understanding of performance management processes. Through interactive discussions, case studies, and role-playing exercises, participants actively engaged with the material, applying performance management concepts to real-world scenarios and workplace contexts. This sessions scheduled from 10:00 AM to 4:00 PM over a span of 30 hours, the course provided enough time for in-depth exploration of topics, extensive practice, and knowledge consolidation.



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Conclusion:

The successful completion of the Performance Management in HRM course is a significant achievement for the 14 certified students. By acquiring knowledge and skills in performance management, they are now better equipped to drive employee performance, foster a culture of continuous improvement, and contribute positively to organizational success.




Director
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Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
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**&
NEORARE SERVICES LLP**

This is to certify that

Mr. / Ms. _____


has successfully completed Certification Course on
“Performance Management in HRM”

(HRM/19-20/01)

conducted for MBA Students in Academic Year 2019- 20
at DIMR, Pune.

Date : 10/8/19
Place : Pune




Ms. Fahida Pathan
Founder & Director


Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



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CERTIFICATION COURSES

2020-21



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AY-2020-21

Sr.no.	Name of the Certification Course	Course Code
1	Introduction to Digital Marketing	MKT/20-21/01
2	Investment Banking	FIN/20-21/01
3	Hedge Fund Operation	FIN/20-21/02
4	HR Payroll	HRM/20-21/01
5	Data Analytics	BA/20-21/01




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A.Y. 2020-21

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Sr.no.	Details
1	Flyer
2	Syllabus
3	Student Notice
4	List of registered students
5	Invitation Letter
6	Guest Speaker Profile
7	Thanking Letter
8	Attendance sheet
9	Report
10	Sample of Certificate




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DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH



&
Pure Tech



Mr. Rajesh Munde
(Resource Person)

INTRODUCTION TO DIGITAL MARKETING

MKT/20-21/01

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

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



23rd Nov 2020 to 28th Nov 2020



10AM TO 4PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2020-21

Certification Course

Introduction To Digital Marketing

Syllabus

- Module 1: Basics of Digital Marketing
- Module 2: Analysis on Keyword Research
- Module 3: Search Engine Optimization
- Module 4: On-Page Optimization
- Module 5: Off-Page Optimization
- Module 6: SEO Updates and Analysis
- Module 7: Local Business & Google Mapping
- Module 8: Google AdWords Or Pay Per Click Marketing
- Module 9: Social Media Optimization
- Module 10: Social Media Marketing
- Module 11: Google Web Analytics
- Module 12: Webmaster Tools
- Module 13: Creating A New Simple Website



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Date: 11-11-2020

A.Y. 2020-2021 NOTICE

Dear Students,

We are pleased to announce the launch of a Certification Course in Introduction to Digital Marketing aimed at equipping you with the knowledge and skills necessary to excel in the dynamic field of digital marketing.

Certification: Introduction To Digital Marketing

Course Code: (MKT/20-21/01)

Resource Person: Mr. Rajesh Munde

Date: 23rd to 28th Nov'2020

Time: 10 AM to 4 PM

In today's digital age, proficiency in digital marketing techniques is essential for success in various industries. Whether you aspire to pursue a career in marketing, entrepreneurship, or any other field, understanding digital marketing principles and strategies is crucial.

Through a combination of lectures, practical exercises, case studies, and real-world projects, you will gain hands-on experience and develop a comprehensive understanding of digital marketing concepts.

Moreover, upon successful completion of the course, you will receive a certification that will enhance your resume and credentials, demonstrating your expertise in digital marketing to potential employers.

We encourage all interested students to register for the Certification Course in Introduction to Digital Marketing and take advantage of this valuable opportunity to expand your knowledge and skills in one of the fastest-growing industries worldwide.


Dr. Sajid A. Vi

Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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Date: 20-11-2020

To,
Mr. Rajesh Munde

Subject: Invitation as Expert for "Introduction to Digital Marketing" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a warm invitation to you to join us as an esteemed expert for our upcoming "Introduction to Digital Marketing" certification course.

We have been thoroughly impressed by your extensive experience and achievements in the field of digital marketing. Your insights and knowledge have undoubtedly made a significant impact on the industry, and we believe that your involvement in our certification course would greatly benefit our students.

The course aims to provide comprehensive training and certification in digital marketing, covering various aspects such as social media marketing, search engine optimization, content marketing, email marketing, and more. As an expert in the field, your participation would enrich our curriculum and offer invaluable guidance to our students at DIMR. Below are the details of schedule:

Date: 23rd to 28th Nov*2020

Timing: 10 am to 4pm

We believed that your involvement as an expert would not only enhance the learning experience for our students but also showcase your leadership and dedication to advancing the field of digital marketing.

Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,

Dr. Sajid Alvi
Director

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Director
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Balewadi, Pune-411045

Contact

www.linkedin.com/in/rajesh-munde-04096266 (LinkedIn)

Top Skills

Digital Marketing

SEM

Web Analytics

Languages

Hindi

Marathi

English (Native or Bilingual)

Rajesh Munde

Founder & Chief Executive Officer at Pure Technology
Pune, Maharashtra, India

Summary

I am a young ambitious Entrepreneur based in Pune, India. I have been into IT field from past 9+ years and have worked within several other industries like manufacturing, Education, Agriculture, E-commerce Outsourcing/Offshoring, Business Process Management. Currently working with international clients to set up their businesses in India. In this endeavour my job is, strategising clients end to end product life cycle, right from product development to market the products converting the investments into profits. Feel free to reach out to me with any kind of software solutions and resource engagement.

Business Specialties -

Start-up & Growth Management, New Client Acquisition, Business Development, Effective Marketing Communication, Sales & Marketing Strategy Implementation, Project Management, Sales Operations, Key Account Management, Business Process Improvement, Business Analysis.

Experience

Pure Technology

Founder & Chief Executive Officer at Pure Technology
December 2013 - Present (10 years 2 months)

Pune, Maharashtra

Ray Bean IT Solution

Co-Founder

April 2016 - October 2020 (4 years 7 months)

Pune, Maharashtra, India

Education




Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Pune University

Master of Computer Applications (MCA), Computer Software
Engineering · (2011 - 2014)

Pune University

· (2011 - 2014)

Pune University

· (2011 - 2014)




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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 28-11-2020

To,
Mr. Rajesh Munde

Subject: Heartfelt Thanks for Your Contribution to the "Introduction to Digital Marketing" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Introduction to Digital Marketing" certification course.

Your expertise and insights have been instrumental in enriching the learning experience for our participants. Your ability to convey complex digital marketing concepts with clarity and provide practical examples has truly resonated with our students, enabling them to gain a deeper understanding of the subject matter.

We are immensely grateful for your partnership and collaboration throughout the course. Your expertise has been invaluable, and we truly appreciate your dedication to empowering the next generation of digital marketers.

Once again, thank you for your outstanding contribution to the "Digital Marketing" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





A.Y. 2020-21

Report

Certification: Introduction to Digital Marketing

Course Code: MKT/20-21/01

Resource Person: Mr. Rajesh Munde

Date: 23rd to 11th Nov'2020

Duration: 32 Hrs

Time: 10 AM to 4 PM

No. of student certified: 49

Introduction:

The Introduction to Digital Marketing Certification course, led by Mr. Rajesh Munde, was held from 23rd to 11th Nov'2020, and achieved remarkable success by imparting participants with comprehensive knowledge and practical skills essential for excelling in the digital marketing industry.

Course Overview:

The duration of the course was 35 hours, with classes taking place daily from 10:00 AM to 4:00 PM. Mr. Rajesh Munde, an experienced professional in digital marketing, provided captivating lectures and guided interactive discussions to guarantee an engaging learning journey for all students. Over the duration of the course, individuals obtained practical experience through hands-on exercises, case studies, and real-world instances. Mr. Rajesh Munde offered valuable insights and best practices from the industry, empowering participants to effectively utilize their newfound knowledge in their respective areas.

Conclusion:

We are thankful to Mr. Rajesh Munde for his exceptional guidance, and to all the participants for their active involvement and enthusiasm throughout the course.




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045



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**&
PURE TECHNOLOGY**

This is to certify that

Mr. / Ms. _____


has successfully completed Certification Course on
“Introduction to Digital Marketing”

(MKT/20-21/01)

conducted for MBA Students in Academic Year 2020- 21
at DIMR, Pune.

Date : 28/11/20
Place : Pune




Mr. Rajesh Munde
Founder and CEO


Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
Research
Balwadi, Pune-411045

DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
Magic Excellence



Mr. Vishal Bhojani
(Resource Person)

INVESTMENT BANKING

FIN/20-21/01


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



7th Dec 2020 to 23rd Dec 2020



3PM TO 5PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2020-21

Certification Course

Investment Banking

Syllabus

Module 1: Fundamentals of Investment Banks

Module 2: Financial Markets and Instruments

Module 3: Valuation Techniques

Module 4: Mergers and Acquisitions

Module 5: Asset Management

Module 6: Venture Capital

Module 7: Risk Management

Module 8: Capital Markets

Module 9: Initial Public Offerings (IPOs)



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 04-12-2020

To,
Mr. Vishal Bhojani

Subject: Invitation as Expert for "Investment Banking" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to serve as an esteemed expert for our upcoming "Investment Banking" certification course.

Your remarkable expertise and accomplishments in the field of investment banking have made a significant impression on us. As we endeavor to deliver a comprehensive and insightful learning experience to our participant students, we believe that your invaluable insights would greatly enrich the curriculum and provide our students with practical knowledge and industry perspectives.

The "Investment Banking" certification course aims to equip students with the fundamental principles, strategies, and techniques essential for success in the dynamic world of investment banking. Below are the details of schedule:

Date: 07th to 23rd Dec'2020

Timing: 3 pm to 5 pm

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of investment banking professionals.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Contact

www.linkedin.com/in/vishalbhojani
(LinkedIn)

Top Skills

Equities
Business model analysis
script writing

Vishal Bhojani

Investment Banking Coach | Finance Expert | Trainer | Story Teller
Mumbai, Maharashtra, India

Summary

BFSI is an arsenal and teaching my passion. I am experienced professional with a granular understanding and leadership experience in various financial instruments and business verticals be it Capital Markets, Equities, OTC - options or Warrants and Process Migration in BFSI. Navigating to a successful career in finance is as complex as it can get for freshers. And this is the pain-point where I discovered how rewarding it can be to mentor and guide ambitious young minds.

Since early 2012 I have taken upon myself to train, coach, educate and mentor students in the facets of Finance, a goal that has seen me mentor not only senior students but even seasoned professionals.

Given today's diversified job markets and the dynamic culture of the BFSI industry, strong fundamentals and an open mind that is ready to adapt can be phenomenal tools for success and I am driven to find better methods to help people develop these tools.

Get in touch with me at
vishal@mieindia.in

Experience

Magic Institute of Excellence
Founder, Director & Chief Mentor
December 2017 - Present (6 years 1 month)
Mumbai Area, India

Magic Institute of Excellence (MIE) is Training & Consulting Organization which provides 360 Degree support solutions to Management and Engineering Institutions. It is a part of Magic Business Ventures Pvt. Ltd. The company mainly works on a model designed to bridge the very gap between students' skill sets and industry expectations. The services covers the whole spectrum



of delivering education – right from enabling quality faculty on-boarding (in colleges) for professional courses to career guidance and skillset measurement, brain mapping and mentoring for the students; who are about to embark on their professional journey. MIE conducts well-planned workshops on various topics; right from career guidance workshops for to workshops on real issues that one comes across in their professional life.

BNP Paribas

Manager - Middle Office - Cash Equities, Warrants and OTC Options
April 2015 - November 2017 (2 years 8 months)

Mumbai Area, India

I was Managing the Middle Office - Capital Markets - Position Control Analysis Ops, wherein I was handling critical tasks under (Cash Equities, Warrants and OTC Options).

Some of my daily tasks were as follows.

Warrants:

- Ensuring accuracy in Quantity, Price, Strategy, etc. in Listed and OTC warrant bookings.
- Monitoring and analysing daily OTC deals booked via various platforms.

OTC: OTC Vanilla Option and Exotic Vanilla Option:

- Ownership of accuracy in economic data on booked deals.
- Assessment of Unwinds/Novations/Expiry trades.

OTC KPI Weekly Reportings - Statistical analysis of OTC deals reviewed by the management.

SS&C GlobeOp

Hedge Fund Accountant & Strategist
January 2013 - March 2015 (2 years 3 months)

Mumbai Area, India

I was involved in Hedge Fund Accounting, Analysis and Investigation ops.

I had ownership of the following tasks:

Calculating and Analyzing daily approximate NAV for the client.

Preparing Month End NAV and delivering to our client. (Hedge Fund)

Daily Reconciliations between Our Trade capture system and Accounting System

Checking and investigating on different types of breaks

Solving all client queries regarding P&L Or any other related to Fund

Accounting



JP Morgan Chase Bank

Investment Banker - Forex and Regulatory Reporting

May 2012 - November 2012 (7 months)

Mumbai Area, India (Branch - Kalina - Santacruz)

I was involved with critical operations in Investment Banking with a focus upon Forex deals and regulatory reporting of exposure on various products.

I had ownership of the following tasks:

Forex -

Conformations assessments of all Indian corporate and inter-bank Forex deals of all cash ,tom ,spot and forwards transactions and corporate funding of all the corporate FX deals which are maturing next business day.

Regulatory Reporting -

Preparing Single Obligor report (SOR) mandated by RBI stating exposure of our bank.

Handing software TLM tasks (Transaction Life-cycle management) stating reconciliations of all statements and ledgers.

Intraday Net Open Position- Making sure RBI prescribed limits are adhered to.

Calculation of VAR numbers and reporting to RBI.

Reporting Capital Market Exposure of bank.

Preparing weekly MIS of all late trade, amendments and cancellations deals in Forex market.

Preparing weekly Mis for all fixed Income deals done during the week.

Submitting monthly returns to RBI - for stability of bank liquidity position and interest rate sensitivity

1. SFR - Form 8

2. DGA ,DSB - IRST - IRSD - MAP SIR

Education

University of Mumbai

Master's degree, Finance, General - (2010 - 2010)





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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 23-12-2020

To,
Mr. Vishal Bhojwani

Subject: Heartfelt Thanks for Your Contribution to the "Investment Banking" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding contribution to the success of our recent "Investment Banking" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to convey complex investment banking concepts with clarity and provide practical examples has greatly enhanced the understanding of our students and equipped them with valuable knowledge for their future endeavors.

Throughout the course, your dedication and passion for investment banking were evident in every session you led and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a significant impact on the professional development of our students.

Your commitment to empowering the next generation of investment banking professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Investment Banking" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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A.Y. 2020-21

Report

Certification: Investment Banking

Course Code: FIN/20-21/01

Resource Person: Mr. Vishal Bhojwani

Date: 7th to 23th Dec'2020

Duration: 30 Hrs

Time: 3 PM to 5 PM

No. of student certified: 27

Course Overview:

The Investment Banking Certification course, conducted by Mr. Vishal Bhojwani from 7th to 23th Dec'2020, concluded successfully with the certification of 27 students. This intensive program aimed to provide participants with comprehensive knowledge and skills in investment banking practices and principles.

Mr. Vishal Bhojwani, a seasoned professional in investment banking, led the course, offering valuable insights, industry expertise, and practical guidance to the participants.

The course covered various aspects of investment banking, including financial analysis, capital markets, mergers and acquisitions, valuation techniques, and investment strategies, ensuring participants gained a thorough understanding of the subject matter.

Through a combination of lectures, case studies, discussions, and practical exercises, participants actively engaged with the material, applying concepts and techniques to real-world scenarios. This course provided ample time for in-depth exploration of topics, extensive practice, and knowledge assimilation.

Conclusion:

The successful completion of the Investment Banking course is a significant achievement for the 27 certified students. By acquiring knowledge and skills in investment banking, they are better equipped to pursue careers in finance and make informed decisions in the realm of investments and corporate finance.



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Director

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Research
Balewadi, Pune-411045**





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MANAGEMENT AND RESEARCH**



**&
MAGIC INSTITUTE OF EXCELLENCE**

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Investment Banking”

(FIN/20-21/01)

conducted for MBA Students in Academic Year 2020- 21
at DIMR, Pune.

Date : 23/12/20
Place : Pune

Prathamesh Veling

Prathamesh Veling
Founder & Director

Vishal Bhojani

Vishal Bhojani
Founder & Director

Sajid Alvi

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and Research

DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH



&
Magic Excellence



Mr. Prathamesh Veling
(Resource Person)

HEDGE FUND OPERATION

FIN/20-21/02



23rd Nov 2020 to 28th Nov 2020



10AM TO 4PM



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

Director

Dnyansagar Institute of Management and
Research
Balwadi, Pune-411045



Venue:

Seminar Hall, DIMR, SKP Campus, Balwadi, Pune



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A.Y. 2020-21

Certification Course

Hedge Fund Operation

Syllabus

Module 1: Introduction to Hedge Funds

Module 2: Fund Structures and Strategies

Module 3: Fund Accounting and Valuation

Module 4: Risk Management

Module 5: Regulatory Compliance

Module 6: Performance Measurement and Attribution

Module 7: Investor Relations and Fund Marketing

Module 8: Fund Administration and Operations



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Date: 11-11-2020

A.Y. 2020-2021

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Hedge Fund Operations, aimed at providing you with specialized knowledge and skills in the field of hedge fund management and operations.

Certification: Hedge Fund Operations

Course Code: FIN/20-21/02

Resource Person: Mr. Prathamesh Veling

Date: 23rd to 28th Nov'2020

Duration: 32Hrs

Time: 10 AM to 4 PM

Hedge funds play a significant role in the global financial markets, employing sophisticated strategies to generate returns for investors while managing risk effectively. This course will offer you a comprehensive understanding of hedge fund operations, strategies, and industry best practices.

Don't miss out on this valuable opportunity to enhance your expertise in hedge fund operations and take your career to new heights!

All interested students to register for the certification.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi

Director





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Date: 20-11-2020

To,
Mr. Prathamesh Veling

Subject: Invitation as Expert for "Hedge Fund Operation" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a sincere invitation to you to serve as an esteemed expert for our upcoming "Hedge Fund Operations" certification course.

Your exceptional expertise and achievements in the field of hedge fund operations have impressed us, and we believe that your insights would greatly enhance the educational experience for our students. As we aim to provide comprehensive and practical training in hedge fund operations, your knowledge and guidance would be invaluable in ensuring that our course curriculum remains relevant and impactful.

The "Hedge Fund Operations" certification course is designed to equip students with the essential skills and knowledge required to thrive in the fast-paced and dynamic world of hedge funds. Below are the schedule:

Date: 23rd to 28th Nov'2020

Timing: 10 am to 4pm

We believed that your participation would not only elevate the educational experience for our students but also demonstrate your commitment to advancing knowledge and excellence in the field of hedge fund operations.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of hedge fund professionals.

Best Regards,

Dr.Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

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Contact

www.linkedin.com/in/prathameshveling (LinkedIn)

Top Skills

Market Research
Presentations
Analytical Skills

Languages

Hindi
Marathi
English

Honors-Awards

8th Position as 'Best Management Student'
Entrepreneurial Leader.
Top Student Manager - India Level.
Business Plan and Tech Awardee
Product Award

Prathamesh Veling

Founder & Director | Student of Leadership | Trainer & Mentor
(21000+ professionals) | Engg, MBA, MA (Eco) & MA (Psy)
Mumbai, Maharashtra, India

Summary

Carrying a passion for Leadership, Formal Education, Content, and Knowledge sharing, I am creating my story!

Throughout my career, I have embraced various formats to deliver education; however, the skill gap was left unchecked by our institutional education for years.

To fill in that gap, I and my partner were driven to create the Magic Institute of Excellence. A company dedicated to fundamentally re-wire the learning psychology of students enrolled in UG and PG programs in Tech and Business Management.

I have over 10+ years of experience in Analytics-driven Marketing, Strategy & Execution. Merging branding and psychology with statistical discipline is my arsenal. Holding the hand of this experience, I have completed four years with the Magic Institute of Excellence.

If you wish to know more about me or my company, you can connect with me on:

Email ID: prathameshveling@gmail.com

Contact No. 9987072954

Company page: <https://www.linkedin.com/company/14585520/admin/>

Experience

Magic Institute of Excellence
Founder & Director (Product Innovation)
April 2017 - Present (6 years 9 months)
Mumbai Area, India

At Magic Inst. we collaborate with Engineering and Business Schools to develop and deliver industry backed curriculum to increase the industry



Page 1 of 5


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

absorption rate of students. We also train professionals looking to re-skill for career escalation.

Our curriculum construction process:

Identify skill gaps w.r.t to industry requirements. Identify student persona with analytics.

Curate optimal time and capital investment plan

Develop road map that balances aggressive learning with scope for experimentation.

Deliver On-prim with the most experienced industry professionals as faculty.

Our delivery portfolio:

Skill gap reduction in Technology and Management education streams.

34 Institutes have partner with us to deliver trainings.

3200+ students/professionals trained since our launch in mid 2017.

Institutes and corporates can reach us to arrange trainings to increase their human capital.

Sutherland Global Services

Research & Strategy

April 2016 - April 2017 (1 year 1 month)

Mumbai (Airoli)

I worked data driven process flow automation with internal analytics team to develop statistical and analytical toolkits, flows and algorithms. My day to day, required me to develop conduct end to end studies with analytics teams, SMEs and senior leadership to develop data-driven policies, models and research cases for key decision support processes.

This required accurate development of end to end and customised research designs and methodologies to identify key value projectors via a combination of analytics approaches.

Graphene Media Pvt. Ltd.

Manager - Analytics & Consumer Insights

July 2015 - December 2015 (6 months)

Mumbai Area, India

I developed in-depth consumer analytics studies to identify brand perception and re-design or leverage this discover to drive digital media platforms for organisations.



My work involved:

- Mining image and text data from a variety of sources and digital real-estate.
- Statistical modelling of analytics tools to generate insights and measure KPIs.
- Develop consumer perception and psychology reports.
- Optimise analytics processes and analyse primary data in market ecosystems.
- Model brand value and identity delivery strategies for various platforms.

Aranca

Research & Strategy

October 2013 - July 2015 (1 year 10 months)

Powai, Mumbai

- Delivering Research and Consulting assignments for clients in Mining, Oil and Gas, IT, Waste Management, FMCG, Automotive, Industrial and Consumer Durables with high standard of quality.
- Specializing in Go-To-Market strategies, Market research, Market assessment and Opportunity analysis, competitive intelligence / Landscaping / Competitive mapping and business plan development
- Contributing to tender, Client proposals and Pilot studies as part of the new business development and business winning process.

Nielsen

Research Analyst - Innovation Analytics

May 2012 - August 2013 (1 year 4 months)

Mumbai Area, India

I was primarily involved delivering consumer analytics solutions for optimising marketing operations and optimising customer touch point experience.

To deliver solutions we relied upon:

- Consumer behaviour insights and analysing product launch ops.
- Analysis of in-market data, performance and consumer behaviour tracking.
- Sales forecasting and client servicing strategy development

Communicare

Intern - Research & strategy

December 2011 - April 2012 (5 months)

- Formulating business plan which included Market analysis, budgeting, costing, business forecasting and financial planning.



- Market Research – Understanding the Insights of Industry on Man power Planning.
- Process Mapping & Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc.
- Marketing campaigns - Indoor Promotions and Outsourced Advertising.

ENE Finders

Marketing Executive (Internship)
January 2012 - February 2012 (2 months)

Mumbai

Infinity Management Solutions

Management Trainee - Research & Strategy
May 2011 - June 2011 (2 months)

Thane

Planning, Strategizing and Execution of "Talent School".

- Market Research – Understanding the Insights of Industry on Man power Planning
- Process Mapping
- Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc
- Indoor Promotions and Advertising

Technocrats Plasma systems p Ltd

Marketing Engineer (Full Time)
June 2009 - May 2010 (1 year)

Vasai

Part of the Industrial Sales Team-B2C and B2B
Presentation of CNC machines at Corporate Level
Organizing the live demonstration of Machines

Education

University of Mumbai

Masters of Economics (M.A), Economics - (2013 - 2017)

IGNOU

Masters in Psychology, Industrial and Organizational
Psychology - (2013 - 2015)



Thakur Institute of Management Studies and Research
Master of Business Administration (MBA), Marketing · (2010 - 2012)

V.C.E.T

Bachelor of Engineering (BE), Instrumentation · (2005 - 2009)

Vidyamandir , Dahisar, Mumbai





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Date: 28-11-2020

To,
Mr. Prathamesh Veling

Subject: Appreciation for Your Contribution to the "Hedge Fund Operation" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "Hedge Fund Operation" certification course.

Your expertise and insights have been pivotal in enriching the learning experience for our participants. Your ability to explain intricate concepts related to hedge fund operations with clarity and provide practical examples has significantly enhanced the understanding and skill development of our students.

Throughout the course, your dedication and passion for hedge fund operations were evident in every session you conducted and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a profound impact on the professional development of our students.

Your contributions have not only elevated the quality of our program but have also inspired our participants to excel in the field of hedge fund operations.

Your dedication to empowering the next generation of hedge fund professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Hedge Fund Operation" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
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Research
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A.Y. 2020-21

Report

Certification: Hedge Fund Operation

Course Code: FIN/20-21/02

Resource Person: Mr. Prathamesh Veling

Date: 23rd to 28th Nov'2020

Duration: 32 Hrs

Time: 10 AM to 4 PM

No. of student certified: 29

Course Overview:

The Hedge Fund Operation Certification course, conducted by Mr. Prathamesh Veling from 23rd to 28th Nov'2020, successfully concluded with the certification of 29 students. This comprehensive program aimed to provide participants with in-depth knowledge and skills in hedge fund operations and management.

Mr. Prathamesh Veling, an experienced professional in hedge fund operations, led the course, offering valuable insights, industry expertise, and practical guidance to the participants. The course covered various aspects of hedge fund operations, including fund structures, investment strategies, risk management, regulatory compliance, and performance measurement, ensuring participants gained a comprehensive understanding of the subject matter. Through a combination of lectures, case studies, discussions, and practical exercises, participants actively engaged with the material, applying concepts and techniques to real-world scenarios encountered in hedge fund operations. Duration of this course was 32 hours, the course provided ample time for in-depth exploration of topics, extensive practice, and knowledge assimilation.

Conclusion:

The successful completion of the Hedge Fund Operation course is a significant achievement for the 29 certified students. By acquiring knowledge and skills in hedge fund operations, they are better equipped to pursue careers in the hedge fund industry and contribute effectively to fund management and operations.



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Director

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**&
MAGIC INSTITUTE OF EXCELLENCE**

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Hedge Fund Operation”

(FIN/20-21/02)

conducted for MBA Students in Academic Year 2020- 21
at DIMR, Pune.

Date : 28/11/20
Place : Pune

Prathamesh Veling

Prathamesh Veling
Founder & Director

Vishal Bhojani

Vishal Bhojani
Founder & Director

Sajid Alvi

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balawadi, Pune-411045

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**&
Neorare Services LLP**



**Ms. Vahida Pathan
(Resource Person)**

HR PAYROLL

HRM/20-21/01

A handwritten signature in black ink, appearing to read 'Vahida Pathan', is written over the printed name.

Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



23rd Nov 2020 to 28th Nov 2020



10AM TO 4PM



Venue:

Seminar Hall DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2020-21

Certification Course

HR Payroll

Syllabus

Module 1: Introduction to HR Payroll

Module 2: Data Collection and Preparation

Module 3: Descriptive and Predictive Payroll in HR

Module 4: Employee Engagement and Retention Analysis

Module 5: Talent Acquisition and Recruitment Analytics

Module 6: Performance Management and Evaluation Metrics

Module 7: Diversity and Inclusion Analytics

Module 8: HR Metrics and Dashboard Reporting



[Signature]
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Date: 11-11-2020

A.Y. 2020-2021 NOTICE

Dear Students,

We are delighted to announce the launch of a Certification Course in HR Payroll, designed to equip you with the essential skills and knowledge needed to excel in the field of human resources (HR) through data-driven insights and analytics.

Certification: HR Payroll

Course Code: HRM/20-21/01

Resource Person: Ms. Vahida Pathan

Date: 23rd to 28th Nov'2020

Duration: 31 Hrs

Time: 10 AM to 4 PM

In today's rapidly evolving business landscape, organizations rely on data-driven decision-making to optimize their HR processes, enhance employee performance, and drive organizational success. This course will empower you to harness the power of data analytics to solve HR challenges effectively and strategically.

Benefits of the Course:

- Acquire in-demand skills in HR Payroll, enhancing your career prospects and marketability in the HR profession.
- Gain hands-on experience with industry-standard analytics tools and techniques, preparing you to tackle real-world HR challenges.
- Earn a globally recognized certification that validates your expertise in HR Payroll and demonstrates your commitment to professional development.
- Network with industry experts, HR professionals, and fellow participants, fostering collaboration and knowledge exchange.

All interested students to register for certificate. This opportunity to transform your HR career with the power of analytics and make a meaningful impact in today's data-driven HR landscape!




Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Ali

Director





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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 21-11-2020

To,
Ms. Vahida Pathan

Subject: Invitation as Expert for "HR Payroll" certification course.

Dear Ma'am,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as an esteemed expert for our upcoming "HR Payroll" certification course.

Your exceptional expertise and contributions in the field of HR analytics have not gone unnoticed. Your innovative approaches and insightful analyses have significantly influenced the industry, making you a respected authority in the field. As we strive to deliver a comprehensive and cutting-edge certification course, we believe that your involvement would greatly enrich the learning experience for our students.

The "HR Payroll" certification course is designed to equip HR professionals and aspiring analysts with the knowledge and skills necessary to leverage data and analytics effectively in human resources management. Your expertise would provide invaluable insights, practical strategies, and real-world examples that will empower our students to drive data-driven decision-making in their organizations. Below are the schedule of course:

Date: 23rd to 28th Nov'2020

Timing: 10 am to 4pm

We believed that your participation would not only enhance the educational experience for our students but also demonstrate your dedication to advancing knowledge and excellence in the field of HR Payroll.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the professional development of our students.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

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Contact

www.linkedin.com/in/vahida-pathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge university ,Access Concious Felicitator

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP

Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP

Founder & Director

May 2018 - Present (5 years 9 months)

Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICM
Head, Corporate Relation

July 2016 - May 2018 (1 year 11 months)

Pune Area, India

To Manage the Industry- Academic Camaraderie.My role contributes to the overall industrial relations, with respect to Placement, grooming and employability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices.To be a center of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd

Head Placements Institutional Alliance

May 2015 - July 2016 (1 year 3 months)

Taking care of entire placements activity,for institutional alliance,mainly Engg Graduates,Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.

Placement Coordinator

December 2011 - December 2014 (3 years 1 month)

Responsibility was as placement officer for MBA and MCA mgmt student lectures in Business Communication and Business English.

Development in English speaking skills, through English Language Lab.



Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)




Director
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Date: 28-11-2020

To,
Ms. Vahida Pathan

Subject: Appreciation for Your Contribution to the "HR Payroll" Certification Course

Dear Ma'am,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "HR Payroll" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to explain complex concepts and communicate them effectively ensured that we grasped the material with clarity and confidence.

Throughout the course, your comprehensive curriculum, real-world examples, and hands-on exercises provided us with invaluable insights into the intricacies of HR payroll management. Your guidance has not only equipped us with the technical know-how of payroll processing but has also empowered us to contribute effectively to our organizations' success.

Your dedication to empowering the next generation of HR professionals is truly commendable and we are grateful for the opportunity to work with you.

Once again, thank you for your outstanding contribution to the "HR Payroll" certification course.

We look forward for your similar association in future.

Thank you,

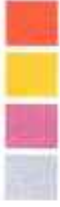
Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



A.Y. 2020-21

Report

Certification: HR Payroll

Course Code: HRM/20-21/01

Resource Person: Ms. Vahida Pathan

Date: 23rd to 28th Nov'2020

Duration: 31 Hrs

Time: 10 AM to 4 PM

No. of student certified: 14

Course Overview:

The HR Payroll Certification course, led by Ms. Vahida Pathan from 23rd to 28th Nov'2020, successfully concluded with the certification of 14 students. This specialized program aimed to equip participants with the knowledge and skills necessary for effective payroll management within the human resources function. Ms. Vahida Pathan, an experienced HR professional, delivered comprehensive lectures and practical sessions, offering valuable insights and guidance on payroll management practices. The course covered various aspects of HR payroll, including payroll processing, taxation, statutory compliance, benefits administration, and payroll software usage, providing participants with a well-rounded understanding of payroll management. The course provided ample time for in-depth exploration of topics, extensive practice, and knowledge consolidation.

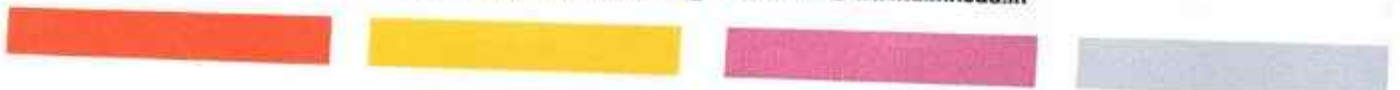
Conclusion:

The successful completion of the HR Payroll course is a significant achievement for the 14 certified students. By acquiring expertise in payroll management, they are now better equipped to handle payroll functions efficiently and accurately within their organizations.




Director
Dnyansagar Institute of Management and
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**&
NEORARE SERVICES LLP**

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“HR Payroll”

(HRM/20-21/01)

conducted for MBA Students in Academic Year 2020- 21
at DIMR, Pune.

Date : 28/11/20
Place : Pune


Ms. Vanida Pathan
Founder & Director




Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management & Research
Balewadi, Pune-411018

**DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH**



**&
Clever Ground**



**Mr. Siddharth Pathare
(Resource Person)**

DATA ANALYTICS

BA/20-21/01



23rd Nov 2020 to 28th Nov 2020



10AM TO 4PM




Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



A.Y.2020- 21

Certification Course

Data Analytics

Syllabus

Module 1: Fundamentals of Data Analysis

- Terms and Definitions
- Role of the Data Analyst
- Data Analyst Activities
- Competencies

Module 2: Strategy Definition

- Introduction
- Internal & External Analysis
- Stakeholder Identification
- Solution Proposal and Analysis
- Project Initiation

Module 3: Management of Data Analysis Process

- Introduction
- Approaches to Data Analysis
- Communication
- Products
- Tools & Techniques

Module 4: Requirements Engineering in Data Analysis

- Requirements Development
- Requirements Management
- Tools & Techniques

Module 5: Solution Evaluation and Optimization

- Evaluation
- Optimization

Module 6: Applications of Analytics in Marketing, Finance, Operations, and Strategy





Date: 11-11-2020

A.Y. 2020-21 NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Data Analytics, designed to equip you with the skills and knowledge needed to thrive in today's data-driven business environment. This course offers a comprehensive curriculum covering essential topics in business analytics, providing you with practical insights and hands-on experience to succeed in the dynamic field of data analysis.

Certification: Data Analytics

Course Code: BA/20-21/01

Resource Person: Mr. Siddharth Pathare

Date: 23rd to 28th Nov'2020

Duration: 30 Hrs

Time: 10 AM to 4 PM

The Certification Course in Data Analytics is designed to cater to both beginners and experienced professionals looking to enhance their analytical skills. Through a blend of theoretical knowledge and practical applications, you will learn how to leverage data to make informed business decisions, identify opportunities for improvement, and drive organizational growth.

Grab this opportunity to acquire valuable skills in Data Analytics and take your career to new heights. Join us in our journey towards excellence and continuous improvement!




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi
Director





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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 20-11-2020

To,
Mr. Siddharth Pathare

Subject: Invitation as Expert for "Data Analytics" certification course.

Dear Sir,

On behalf of DIMR I am excited to extend this invitation to you to join as an esteemed expert for our upcoming "Data Analytics" certification course.

Your exceptional expertise and significant contributions to the field of business analytics have caught our attention. Your innovative approaches and insights have made a profound impact on the industry, positioning you as a thought leader in the field. As we endeavour to deliver a comprehensive and insightful certification course, we believe that your involvement would greatly enhance the learning experience for our students.

The "Data Analytics" certification course aims to equip professionals with the skills and knowledge necessary to leverage data and analytics effectively in making strategic business decisions. Your expertise would be invaluable in providing practical insights, real-world examples, and best practices that will empower our students to drive data-driven decision-making in their organizations. Following are the schedule:

Date: 23rd to 28th Nov'2020

Timing: 10 am to 4pm

As we believed that your participation would not only enrich the educational experience for our students but also demonstrate your dedication to advancing knowledge and excellence in the field of Data analytics.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the professional development of our students.

Best Regards,

Dr.Sajid Alvi
Director



Director
Onyansagar Institute of Management and
Research
Balewadi, Pune-411045

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Contact

www.linkedin.com/in/siddharth-pathre (LinkedIn)

Top Skills

Figma (Software)
Microsoft Office
Microsoft Excel

Languages

Marathi (Full Professional)
English (Full Professional)
Hindi (Full Professional)

Certifications

SAS (Complete & Practical SAS, Statistics & Data Analysis)
Learning SQL Programming
Excel Data Analysis: Forecasting
Learning Data Science: Understanding the Basics
Illustrator for Web Design: Core Concepts

Siddharth Pathre

Transforming Higher Education Institutes with CleverGround
Pune, Maharashtra, India

Summary

As the CEO of CleverGround, I bring extensive experience in the EdTech industry. With a strong background in technology and innovation, I have a proven track record of developing and implementing successful business strategies. I have a passion for empowering higher education institutions in India, through the use of comprehensive digital campus solutions that enable them to streamline academic and administrative processes, adhere to accreditation standards, and comply with the National Education Policy (NEP) 2020.

Through my work at CleverGround, I have gained a deep understanding of the Indian education sector and have developed strong expertise in automating accreditation management. I have also been actively involved in integrating AI and other emerging technologies into our solutions, ensuring they are future-proof and scalable to meet the ever-changing needs of the industry.

As a leader, I believe in empowering my team and fostering a culture of growth and learning. I encourage young talent and offer opportunities for freshers to learn and develop new skills. My hands-on approach and expertise in product scoping, design, and SDLC management have been instrumental in driving the success of CleverGround.

Experience

CleverGround
Chief Executive Officer
April 2018 - Present (5 years 10 months)
Pune, Maharashtra, India

As the CEO of CleverGround, I lead a team of professionals in providing cutting-edge solutions for higher education institutions in India. My extensive experience in product scoping, design, scrum management, SDLC



management, and development ensures that our products meet the highest standards of quality.

Here is a breakdown of my responsibilities:

Product Scoping: I work closely with clients to identify their needs and translate them into actionable requirements that guide our product development process.

Product Design Using Figma: I use Figma to create intuitive and user-friendly interfaces for our products, ensuring a seamless user experience for our clients.

Product Scrum Management: I lead our agile development process, ensuring that our teams deliver high-quality products on time and within budget.

Product SDLC Management: I oversee the entire software development lifecycle, from planning to deployment, ensuring that we deliver products that meet the highest standards of quality.

Product Development: I work with our team of developers to turn our product visions into reality, ensuring that our products are innovative, scalable, and future-proof.

My passion for innovation and dedication to excellence drives me to stay at the forefront of technology and constantly integrate new advancements into our products. I am committed to providing our clients with solutions that are tailored to their unique needs and help them achieve their goals.

As a dynamic and experienced CEO, I am always looking for opportunities to drive growth and create value for our clients. Whether it's through product innovation, strategic partnerships, or operational excellence, I am committed to helping CleverGround achieve its full potential and continue to lead the way in the Indian education sector.

Equilibrium by Vayu Technology

Business Analyst

May 2016 - March 2018 (1 year 11 months)

Greater Los Angeles Area

1. Implemented strategic social media advertisement campaigns to enhance product offering, gathering valuable market data during the observation period.
2. Developed market propensity models using the collected data, successfully reducing advertisement costs by 30% while maintaining sales levels.



3. Collaborated with international vendors to establish and optimize a streamlined supply-chain, fostering strong relationships and improving efficiency.

University of Southern California

1 year 9 months

Student Technical Lead at ITS services, USC

May 2016 - May 2017 (1 year 1 month)

Greater Los Angeles Area

Job Description:

1. An on-campus job that provides Audio/Video assistance to the classrooms.
2. Providing technical support to the professors and students.
3. Perform UAT testing on systems to identify the functionality.
4. Manage inventory at a college library, provide equipment to students.
5. Managing and Mentoring new hires.

Student Technical Assistant at ITS services, USC

September 2015 - May 2016 (9 months)

Greater Los Angeles Area

Job Description:

1. Assist Leads and Supervisors with classroom support at the University.
2. Providing technical support to the professors and students.
3. Perform UAT testing on systems to identify the functionality.

Mystical Technoplasts

Mechanical Engineer

November 2013 - May 2014 (7 months)

India

Job Description:

1. Performed quality analysis to assess and improve the overall performance of the manufacturing plant
2. Created Control charts to identify variance during production

Kirloskar Oil Engines Limited

Project Engineer

July 2012 - June 2013 (1 year)

Pune Area, India

Job Description

1. Analyzed the production line to identify bottlenecks.



2. Performed an optimization survey for expediting the crankcase manufacturing production line.
3. Designed a hydraulic piston and a power clamp for the automation of the pressure test of the crankcase.
4. Drafted a proposal for the implementation and the cost-time benefits of the hydraulic clamp.

Maharashtra Institute of Technology, Kothrud, Pune
Entrepreneurship Development Cell, MIT College of Engineering
February 2012 - March 2013 (1 year 2 months)
Pune, India

Responsibilities included:

1. Organized national level events for illustrious entrepreneurs to share their experiences with students to promote entrepreneurship.
2. Promote and market the event in multiple colleges throughout the state.
3. Organized and managed interactive workshops to promote start-ups among undergraduates.

Bumi Armada
Quality Analysis Intern
June 2012 - July 2012 (2 months)
Singapore

Job Description:

1. Monitor and improvised the production line of an FPSO (Armada Sterling).
2. Conducted data analysis and generated status reports to strategize on cost efficiency.

Education

University of Southern California
Master's Degree, Engineering/Industrial Management - (2015 - 2017)

Maharashtra Institute of Technology
Bachelor's Degree, Mechanical Engineering - (2009 - 2014)





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Date: 11th Dec'2021

To,
Mr. Siddharth Pathare

Subject: Appreciation for Your Contribution to the "Data Analytics" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "Data Analytics" certification course.

Your expertise and insights played a pivotal role in enriching the learning experience for our participants. Your ability to convey complex concepts with clarity and provide real-world examples truly resonated with our students, enabling them to gain a deeper understanding of business analytics principles and applications.

Throughout the course, your dedication and commitment to excellence were evident in every session you led and every interaction you had with our participants. Your willingness to share your knowledge, answer questions, and provide guidance contributed immensely to the overall success of the program.

Your contributions have undoubtedly made a lasting impact on their professional development and growth. The skills and knowledge gained from this course will undoubtedly benefit us in our professional endeavors and contribute to our success in the field of data analytics.

Thank you for your dedication to our learning and for sharing your expertise with us.

We look forward for your similar association in future.

Thank you,

Best Regards,

Dr. Sajid Alvi
Director




Director

**Dnyansagar Institute of Management and
Research**
Balawadi, Pune-411045





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A.Y. 2020-21

Report

Certification: Data Analytics

Course Code: BA/20-21/01

Resource Person: Mr. Siddharth Pathare

Date: 23rd to 28th Nov'2020

Duration: 30 Hrs

Time: 10 AM to 4 PM

No. of student certified: 13

Course Overview:

The Data Analytics Certification course, led by Mr. Siddharth Pathare from 23rd to 28th Nov'2020, concluded successfully with the certification of 13 students. This comprehensive program aimed to equip participants with the knowledge and skills necessary to analyze and derive insights from data effectively.

The Trainer is an experienced data analyst, delivered comprehensive lectures and practical sessions, providing valuable insights and guidance on data analytics techniques and tools. The course covered various aspects of data analytics, including data exploration, data visualization, statistical analysis, machine learning, and predictive modeling, ensuring participants gained a solid foundation in data analysis methods. Through interactive discussions, hands-on exercises, and real-world case studies, participants actively engaged with the material, applying data analytics concepts to solve practical problems and analyze datasets. These sessions scheduled from 10am to 4pm over a span of 30 hours, the course provided ample time for in-depth exploration of topics, extensive practice, and knowledge assimilation.

Conclusion:

The successful completion of the Data Analytics course is a significant achievement for the 13 certified students. By acquiring knowledge and skills in data analytics, they are now equipped to analyze data, identify patterns, and make data-driven decisions in various domains.



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Director
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Balewadi, Pune-411045



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MANAGEMENT AND RESEARCH
&
CLEVERGROUND TECHNOLOGIES PVT. LTD.**



This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Data Analytics”

(BA/20-21/01)

conducted for MBA Students in Academic Year 2020- 21
at DIMR, Pune.

Date : 28/11/20
Place : Pune

MR. Siddharth Pathak
Founder and CEO



Dr. Sajid Alvi
Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



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CERTIFICATION COURSES

2021-22



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AY-2021-22

Sr.no.	Name of the Certification Course	Course Code
1	Introduction to Digital Marketing	MKT/21-22/01
2	Investment Banking	FIN/21-22/01
3	Hedge Fund Operation	FIN/21-22/02
4	HR Payroll	HRM/21-22/01
5	Data Analytics	BA/21-22/01




Director
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Research
Balewadi, Pune-411045





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A.Y. 2021-22

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1	Flyer
2	Syllabus
3	Student Notice
4	List of registered students
5	Invitation Letter
6	Guest Speaker Profile
7	Thanking Letter
8	Attendance sheet
9	Report
10	Sample of Certificate




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045



DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
Pure Tech



Mr. Rajesh Munde
(Resource Person)

INTRODUCTION TO DIGITAL MARKETING

MKT/21-22/01

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



6th Dec 2019
to
11th Dec 2019



10AM TO 4PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2021-22

Certification Course

Introduction To Digital Marketing

Syllabus

- Module 1: Basics of Digital Marketing
- Module 2: Analysis on Keyword Research
- Module 3: Search Engine Optimization
- Module 4: On-Page Optimization
- Module 5: Off-Page Optimization
- Module 6: SEO Updates and Analysis
- Module 7: Local Business & Google Mapping
- Module 8: Google AdWords Or Pay Per Click Marketing
- Module 9: Social Media Optimization
- Module 10: Social Media Marketing
- Module 11: Google Web Analytics
- Module 12: Webmaster Tools
- Module 13: Creating A New Simple Website



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Date: 01-12-2021

A.Y. 2021-22

NOTICE

Dear Students,

We are pleased to announce the launch of a Certification Course in Introduction to Digital Marketing aimed at equipping you with the knowledge and skills necessary to excel in the dynamic field of digital marketing.

Certification: Introduction To Digital Marketing

Course Code: MKT/21-22/01

Resource Person: Mr. Rajesh Munde

Date: 6th to 11th Dec'2021

Time: 10 AM to 4 PM

In today's digital age, proficiency in digital marketing techniques is essential for success in various industries. Whether you aspire to pursue a career in marketing, entrepreneurship, or any other field, understanding digital marketing principles and strategies is crucial.

Through a combination of lectures, practical exercises, case studies, and real-world projects, you will gain hands-on experience and develop a comprehensive understanding of digital marketing concepts.

Moreover, upon successful completion of the course, you will receive a certification that will enhance your resume and credentials, demonstrating your expertise in digital marketing to potential employers.

We encourage all interested students to register for the Certification Course in Introduction to Digital Marketing and take advantage of this valuable opportunity to expand your knowledge and skills in one of the fastest-growing industries worldwide.



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Dr. Sajid Alvi

Director

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 03rd Dec^r 2021

To,
Mr. Rajesh Munde

Subject: Invitation as Expert for "Introduction to Digital Marketing" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a warm invitation to you to join us as an esteemed expert for our upcoming "Introduction to Digital Marketing" certification course.

We have been thoroughly impressed by your extensive experience and achievements in the field of digital marketing. Your insights and knowledge have undoubtedly made a significant impact on the industry, and we believe that your involvement in our certification course would greatly benefit our students.

The course aims to provide comprehensive training and certification in digital marketing, covering various aspects such as social media marketing, search engine optimization, content marketing, email marketing, and more. As an expert in the field, your participation would enrich our curriculum and offer invaluable guidance to our students at DIMR. Below are the details of schedule:

Date: 06th to 11th Dec^r 2021

Time: 10:00 AM to 04:00 PM

We believed that your involvement as an expert would not only enhance the learning experience for our students but also showcase your leadership and dedication to advancing the field of digital marketing.

Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

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Contact

www.linkedin.com/in/rajesh-munde-04096266 (LinkedIn)

Top Skills

Digital Marketing
SEM
Web Analytics

Languages

Hindi
Marathi
English (Native or Bilingual)

Rajesh Munde

Founder & Chief Executive Officer at Pure Technology
Pune, Maharashtra, India

Summary

I am a young ambitious Entrepreneur based in Pune, India. I have been into IT field from past 9+ years and have worked within several other industries like manufacturing, Education, Agriculture, E-commerce Outsourcing/Offshoring, Business Process Management. Currently working with international clients to set up their businesses in India. In this endeavour my job is, strategising clients end to end product life cycle, right from product development to market the products converting the investments into profits. Feel free to reach out to me with any kind of software solutions and resource engagement.

Business Specialties -

Start-up & Growth Management, New Client Acquisition, Business Development, Effective Marketing Communication, Sales & Marketing Strategy Implementation, Project Management, Sales Operations, Key Account Management, Business Process Improvement, Business Analysis.

Experience

Pure Technology
Founder & Chief Executive Officer at Pure Technology
December 2013 - Present (10 years 2 months)
Pune, Maharashtra

Ray Bean IT Solution
Co-Founder
April 2016 - October 2020 (4 years 7 months)
Pune, Maharashtra, India

Education



Pune University
Master of Computer Applications (MCA), Computer Software
Engineering - (2011 - 2014)

Pune University
- (2011 - 2014)

Pune University
- (2011 - 2014)





Date: 11th Dec'2021

To,
Mr. Rajesh Munde

Subject: Heartfelt Thanks for Your Contribution to the "Introduction to Digital Marketing"
Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Introduction to Digital Marketing" certification course.

Your expertise and insights have been instrumental in enriching the learning experience for our participants. Your ability to convey complex digital marketing concepts with clarity and provide practical examples has truly resonated with our students, enabling them to gain a deeper understanding of the subject matter.

We are immensely grateful for your partnership and collaboration throughout the course. Your expertise has been invaluable, and we truly appreciate your dedication to empowering the next generation of digital marketers.

Once again, thank you for your outstanding contribution to the "Digital Marketing" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,

Dr. Sajid Alvi
Director


Director
Dnyansagar Institute of Management and
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A.Y. 2021-22

Report

Certification: Introduction to Digital Marketing

Course Code: MKT/21-22/01

Resource Person: Mr. Rajesh Munde

Date: 6th to 11th Dec'2021

Duration: 36 Hrs

Time: 10 AM to 4 PM

No. of student certified: 21

Introduction:

The Introduction to Digital Marketing Certification course, led by Mr. Rajesh Munde, was held from Dec 6th to 11th Dec'2021, and achieved remarkable success by imparting participants with comprehensive knowledge and practical skills essential for excelling in the digital marketing industry.

Course Overview:

The training program lasted for 36 hours, running from 10:00 AM to 4:00 PM every day. Mr. Rajesh Munde, a proficient digital marketing specialist, conducted informative lectures and led interactive discussions to create a stimulating educational environment for all attendees. During the program, attendees acquired practical skills through hands-on activities, case studies, and real-life illustrations. Mr. Rajesh Munde shared valuable perspectives and industry-leading strategies, enabling participants to implement their newly acquired knowledge efficiently within their specific fields.




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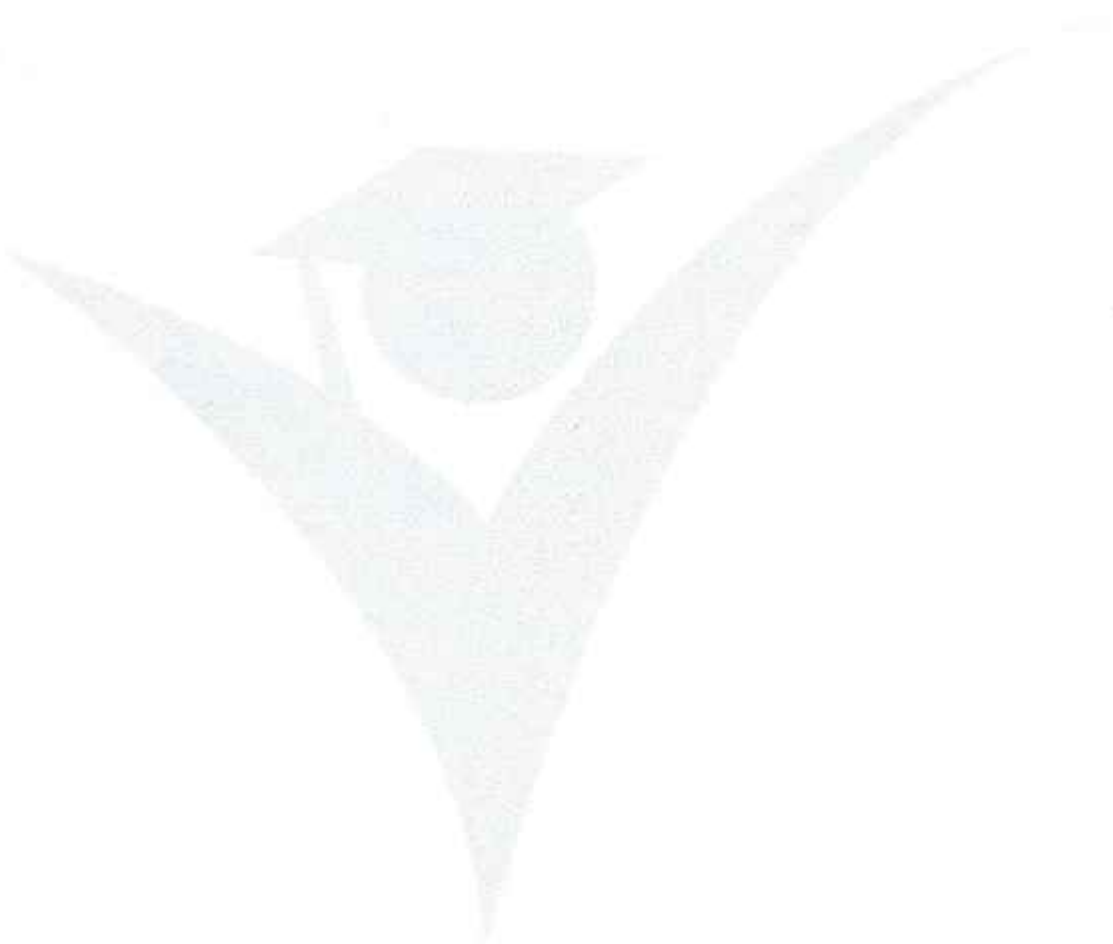
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Conclusion:

The Introduction to Digital Marketing Certification program, under the guidance of Mr. Rajesh Munde, was pivotal in providing participants with the necessary skills and knowledge to excel in the current digital environment. A total of 21 students successfully finished the course. We would like to express our appreciation to Mr. Rajesh Munde for his outstanding mentorship, and to all the participants for their engagement and eagerness during the program.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH**



**&
PURE TECHNOLOGY**

This is to certify that

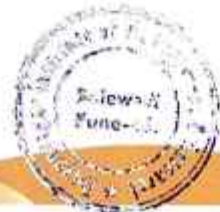
Mr. / Ms. _____

has successfully completed Certification Course on
“Introducing to Digital Marketing”

(MKT/21-22/01)

conducted for MBA Students in Academic Year 2021 - 22
at DIMR, Pune.

Date : 11/12/21
Place : Pune




Mr. Rajesh Munde
Founder and CEO


Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

**DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH**



**&
Magic Excellence**



**Mr. Vishal Bhojani
(Resource Person)**

INVESTMENT BANKING

FIN/21-22/01


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



2nd Mar 2022 to 19th Mar 2022



3PM TO 5PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



A.Y. 2021-22

Certification Course

Investment Banking

Syllabus

Module 1: Fundamentals of Investment Banks

Module 2: Financial Markets and Instruments

Module 3: Valuation Techniques

Module 4: Mergers and Acquisitions

Module 5: Asset Management

Module 6: Venture Capital

Module 7: Risk Management

Module 8: Capital Markets

Module 9: Initial Public Offerings (IPOs)



Director
**Dnyansagar Institute of Management and
Research**
Balewadi, Pune-411045

3, SKP Campus, Sector Balewadi, Pune - 411 045 INDIA.
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Date: 23-02-2022

A.Y. 2021-22

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Investment Banking, designed to provide you with the essential knowledge and skills required to excel in the field of finance.

Certification: Investment Banking

Course Code: FIN/21-22/01

Resource Person: Mr. Vishal Bhojwani

Date: 2nd to 19th March'2022

Duration: 30Hrs

Time: 3 PM to 5 PM

Investment banking plays a crucial role in the global financial markets, facilitating mergers and acquisitions, raising capital, and providing strategic financial advice to corporations, governments, and other entities.

Through a blend of theoretical lectures, practical exercises, case studies, and interactive discussions, you will gain a deep understanding of investment banking principles and practices.

Furthermore, upon successful completion of the course, you will receive a certification that will enhance your credibility and open doors to exciting career opportunities in investment banking and related fields.

We encourage all interested students to register for the Certification Course in Investment Banking and seize the chance to acquire valuable expertise in one of the most dynamic sectors of the financial industry.

Take the first step towards a successful career in investment banking by enrolling in this enriching course today.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Abdi
Director





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Date: 24th Feb'2021

To,
Mr. Vishal Bhojani

Subject: Invitation as Expert for "Investment Banking" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to serve as an esteemed expert for our upcoming "Investment Banking" certification course.

Your remarkable expertise and accomplishments in the field of investment banking have made a significant impression on us. As we endeavour to deliver a comprehensive and insightful learning experience to our participant students, we believe that your invaluable insights would greatly enrich the curriculum and provide our students with practical knowledge and industry perspectives.

The "Investment Banking" certification course aims to equip students with the fundamental principles, strategies, and techniques essential for success in the dynamic world of investment banking. Below are the details of schedule:

Date: 02-03-2022 to 19-03-2022

Timing: 03:00 PM to 05:00 PM

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of investment banking professionals.

Best Regards,

**Dr. Sajid Alvi
Director**

**Director
Dnyansagar Institute of Management and
Research**

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Balewadi, Pune - 411 045
7767800401 - 10 | director@dimr.edu.in | www.dimr.edu.in



Contact

www.linkedin.com/in/vishalbhojani
(LinkedIn)

Top Skills

Equities

Business model analysis

script writing

Vishal Bhojani

Investment Banking Coach | Finance Expert | Trainer | Story Teller
Mumbai, Maharashtra, India

Summary

BFSI is an arsenal and teaching my passion. I am experienced professional with a granular understanding and leadership experience in various financial instruments and business verticals be it Capital Markets, Equities, OTC - options or Warrants and Process Migration in BFSI. Navigating to a successful career in finance is as complex as it can get for freshers. And this is the pain-point where I discovered how rewarding it can be to mentor and guide ambitious young minds.

Since early 2012 I have taken upon myself to train, coach, educate and mentor students in the facets of Finance, a goal that has seen me mentor not only senior students but even seasoned professionals.

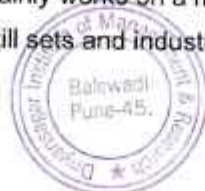
Given today's diversified job markets and the dynamic culture of the BFSI industry, strong fundamentals and an open mind that is ready to adapt can be phenomenal tools for success and I am driven to find better methods to help people develop these tools.

Get in touch with me at
vishal@mieindia.in

Experience

Magic Institute of Excellence
Founder, Director & Chief Mentor
December 2017 - Present (6 years 1 month)
Mumbai Area, India

Magic Institute of Excellence (MIE) is Training & Consulting Organization which provides 360 Degree support solutions to Management and Engineering Institutions. It is a part of Magic Business Ventures Pvt. Ltd. The company mainly works on a model designed to bridge the very gap between students' skill sets and industry expectations. The services covers the whole spectrum



of delivering education – right from enabling quality faculty on-boarding (in colleges) for professional courses to career guidance and skillset measurement, brain mapping and mentoring for the students; who are about to embark on their professional journey. MIE conducts well-planned workshops on various topics; right from career guidance workshops for to workshops on real issues that one comes across in their professional life.

BNP Paribas

Manager - Middle Office - Cash Equities, Warrants and OTC Options
April 2015 - November 2017 (2 years 8 months)

Mumbai Area, India

I was Managing the Middle Office - Capital Markets - Position Control Analysis Ops, wherein I was handling critical tasks under (Cash Equities, Warrants and OTC Options).

Some of my daily tasks were as follows.

Warrants:

- Ensuring accuracy in Quantity, Price, Strategy, etc. in Listed and OTC warrant bookings.
- Monitoring and analysing daily OTC deals booked via various platforms.

OTC: OTC Vanilla Option and Exotic Vanilla Option:

- Ownership of accuracy in economic data on booked deals.
- Assessment of Unwinds/Novations/Expiry trades.

OTC KPI Weekly Reportings - Statistical analysis of OTC deals reviewed by the management.

SS&C GlobeOp

Hedge Fund Accountant & Strategist
January 2013 - March 2015 (2 years 3 months)

Mumbai Area, India

I was involved in Hedge Fund Accounting, Analysis and Investigation ops.

I had ownership of the following tasks:

Calculating and Analyzing daily approximate NAV for the client.

Preparing Month End NAV and delivering to our client.(Hedge Fund)

Daily Reconciliations between Our Trade capture system and Accounting System

Checking and investigating on different types of breaks

Solving all client queries regarding P&L Or any other related to Fund

Accounting



JP Morgan Chase Bank

Investment Banker - Forex and Regulatory Reporting

May 2012 - November 2012 (7 months)

Mumbai Area, India (Branch - Kalina - Santacruz)

I was involved with critical operations in Investment Banking with a focus upon Forex deals and regulatory reporting of exposure on various products.

I had ownership of the following tasks:

Forex -

Conformations assessments of all Indian corporate and inter-bank Forex deals of all cash ,tom ,spot and forwards transactions and corporate funding of all the corporate FX deals which are maturing next business day.

Regulatory Reporting -

Preparing Single Obligor report (SOR) mandated by RBI stating exposure of our bank.

Handing software TLM tasks (Transaction Life-cycle management) stating reconciliations of all statements and ledgers.

Intraday Net Open Position- Making sure RBI prescribed limits are adhered to.

Calculation of VAR numbers and reporting to RBI.

Reporting Capital Market Exposure of bank.

Preparing weekly MIS of all late trade, amendments and cancellations deals in Forex market.

Preparing weekly Mis for all fixed Income deals done during the week.

Submitting monthly returns to RBI - for stability of bank liquidity position and interest rate sensitivity

1. SFR - Form 8

2. DGA ,DSB - IRST - IRSD - MAP SIR

Education

University of Mumbai

Master's degree, Finance, General · (2010 - 2010)





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A.Y. 2021-22

Report

Certification: Investment Banking

Course Code: FIN/21-22/01

Resource Person: Mr. Vishal Bhojwani

Date: 2nd to 19th March'2022

Duration: 31 Hrs

Time: 3 pm to 5 pm

No of Student Certified: 48

Overview:

The Investment Banking Certification course conducted by Mr. Vishal Bhojwani from 2nd to 19th March'2022 was successfully completed with a total of 48 students certified. This comprehensive program spanned over 31 hours, providing in-depth knowledge and practical insights into the field of investment banking.

Course Overview

Trainer is a renowned expert in the field of investment banking, led the sessions, sharing valuable expertise and real-world experiences with the participants. The course covered a wide range of topics, including financial modeling, valuation techniques, mergers and acquisitions, capital markets, and more, ensuring a holistic understanding of investment banking principles and practices. The interactive nature of the sessions encouraged active participation from the students, fostering a dynamic learning environment where questions were encouraged and discussions were insightful. The course was conducted daily from 3pm to 5pm, allowing participants to conveniently attend sessions without disrupting their other commitments.



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Conclusion

The successful completion of the Investment Banking Certification course marks a significant milestone for the 48 students who have acquired valuable skills and knowledge essential for pursuing careers in investment banking and related fields.




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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 19-03-2022

To,
Mr. Vishal Bhojani

Subject: Heartfelt Thanks for Your Contribution to the "Investment Banking" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding contribution to the success of our recent "Investment Banking" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to convey complex investment banking concepts with clarity and provide practical examples has greatly enhanced the understanding of our students and equipped them with valuable knowledge for their future endeavors.

Throughout the course, your dedication and passion for investment banking were evident in every session you led and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a significant impact on the professional development of our students.

Your commitment to empowering the next generation of investment banking professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Investment Banking" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH
&
MAGIC INSTITUTE OF EXCELLENCE**



This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Investment Banking”

(FIN/21-22/01)

conducted for MBA Students in Academic Year 2021 - 22
at DIMR, Pune.

Date : 19/3/22
Place : Pune



Prachamesh Veling
Prachamesh Veling
Founder & Director

Vishal Bhojani
Vishal Bhojani
Founder & Director

Sajid Alvi
Dr. Sajid Alvi
Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
Magic Excellence



Mr. Prathamesh Veling
(Resource Person)

HEDGE FUND OPERATION

FIN/21-22/02



6th Dec 2021 to 11th Dec 2021



10PM TO 4PM



Director

Dnyansagar Institute of Management and
Research
Balwadi, Pune-411045

Venue:

Seminar Hall.DIMR.SKP Campus.Balewadi.Pune



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A.Y. 2021-22

Certification Course

Hedge Fund Operation

Syllabus

Module 1: Introduction to Hedge Funds

Module 2: Fund Structures and Strategies

Module 3: Fund Accounting and Valuation

Module 4: Risk Management

Module 5: Regulatory Compliance

Module 6: Performance Measurement and Attribution

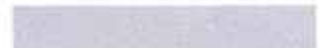
Module 7: Investor Relations and Fund Marketing

Module 8: Fund Administration and Operations




Director
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(AISHE Code : C - 41293, PUN Code - (MMP014030))



Date: 01-12-2021

A.Y. 2021-22

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Hedge Fund Operations, aimed at providing you with specialized knowledge and skills in the field of hedge fund management and operations.

Certification: Hedge Fund Operations

Course Code: FIN/21-22/02

Resource Person: Mr. Prathamesh Veling

Date: 6th to 11th Dec'2021

Duration: 30 Hrs

Time: 10 am to 4 pm

Hedge funds play a significant role in the global financial markets, employing sophisticated strategies to generate returns for investors while managing risk effectively. This course will offer you a comprehensive understanding of hedge fund operations, strategies, and industry best practices.

Don't miss out on this valuable opportunity to enhance your expertise in hedge fund operations and take your career to new heights.

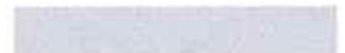
All interested students to register for the certification.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi
Director

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Date: 01st Feb'2021

To,
Mr. Prathamesh Veling

Subject: Invitation as Expert for "Hedge Fund Operation" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a sincere invitation to you to serve as an esteemed expert for our upcoming "Hedge Fund Operations" certification course.

Your exceptional expertise and achievements in the field of hedge fund operations have impressed us, and we believe that your insights would greatly enhance the educational experience for our students. As we aim to provide comprehensive and practical training in hedge fund operations, your knowledge and guidance would be invaluable in ensuring that our course curriculum remains relevant and impactful.

The "Hedge Fund Operations" certification course is designed to equip students with the essential skills and knowledge required to thrive in the fast-paced and dynamic world of hedge funds. Below are the schedule:

Date: 06-12-2021 to 11-12-2021

Time: 10:00 AM to 04:00 PM

We believed that your participation would not only elevate the educational experience for our students but also demonstrate your commitment to advancing knowledge and excellence in the field of hedge fund operations.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of hedge fund professionals.

Best Regards,


Dr. Sajid Alvi
Director




Director
**Dnyansagar Institute of Management and
Research**
Balewadi, Pune-411045

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Contact

www.linkedin.com/in/prathameshveling (LinkedIn)

Top Skills

Market Research
Presentations
Analytical Skills

Languages

Hindi
Marathi
English

Honors-Awards

8th Position as 'Best Management Student'
Entrepreneurial Leader.
Top Student Manager - India Level.
Business Plan and Tech Awardee
Product Award

Prathamesh Veling

Founder & Director | Student of Leadership | Trainer & Mentor
(21000+ professionals) | Engg, MBA, MA (Eco) & MA (Psy)
Mumbai, Maharashtra, India

Summary

Carrying a passion for Leadership, Formal Education, Content, and Knowledge sharing, I am creating my story!

Throughout my career, I have embraced various formats to deliver education; however, the skill gap was left unchecked by our institutional education for years.

To fill in that gap, I and my partner were driven to create the Magic Institute of Excellence. A company dedicated to fundamentally re-wire the learning psychology of students enrolled in UG and PG programs in Tech and Business Management.

I have over 10+ years of experience in Analytics-driven Marketing, Strategy & Execution. Merging branding and psychology with statistical discipline is my arsenal. Holding the hand of this experience, I have completed four years with the Magic Institute of Excellence.

If you wish to know more about me or my company, you can connect with me on:

Email ID: prathameshveling@gmail.com

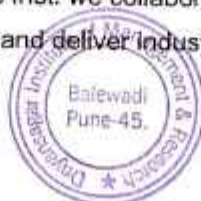
Contact No. 9987072954

Company page: <https://www.linkedin.com/company/14585520/admin/>

Experience

Magic Institute of Excellence
Founder & Director (Product Innovation)
April 2017 - Present (6 years 9 months)
Mumbai Area, India

At Magic Inst. we collaborate with Engineering and Business Schools to develop and deliver industry backed curriculum to increase the industry



Page 1 of 5

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

absorption rate of students. We also train professionals looking to re-skill for career escalation.

Our curriculum construction process:

Identify skill gaps w.r.t to industry requirements. Identify student persona with analytics.

Curate optimal time and capital investment plan

Develop road map that balances aggressive learning with scope for experimentation.

Deliver On-prim with the most experienced industry professionals as faculty.

Our delivery portfolio:

Skill gap reduction in Technology and Management education streams.

34 Institutes have partner with us to deliver trainings.

3200+ students/professionals trained since our launch in mid 2017.

Institutes and corporates can reach us to arrange trainings to increase their human capital.

Sutherland Global Services

Research & Strategy

April 2016 - April 2017 (1 year 1 month)

Mumbai (Airoli)

I worked data driven process flow automation with internal analytics team to develop statistical and analytical toolkits, flows and algorithms. My day to day, required me to develop conduct end to end studies with analytics teams, SMEs and senior leadership to develop data-driven policies, models and research cases for key decision support processes.

This required accurate development of end to end and customised research designs and methodologies to identify key value projectors via a combination of analytics approaches.

Graphene Media Pvt. Ltd.

Manager - Analytics & Consumer Insights

July 2015 - December 2015 (6 months)

Mumbai Area, India

I developed in-depth consumer analytics studies to identify brand perception and re-design or leverage this discover to drive digital media platforms for organisations.



My work involved:

- Mining image and text data from a variety of sources and digital real-estate.
- Statistical modelling of analytics tools to generate insights and measure KPIs.
- Develop consumer perception and psychology reports.
- Optimise analytics processes and analyse primary data in market ecosystems.
- Model brand value and identity delivery strategies for various platforms.

Aranca

Research & Strategy

October 2013 - July 2015 (1 year 10 months)

Powai, Mumbai

- Delivering Research and Consulting assignments for clients in Mining, Oil and Gas, IT, Waste Management, FMCG, Automotive, Industrial and Consumer Durables with high standard of quality.
- Specializing in Go-To-Market strategies, Market research, Market assessment and Opportunity analysis, competitive intelligence / Landscaping / Competitive mapping and business plan development
- Contributing to tender, Client proposals and Pilot studies as part of the new business development and business winning process.

Nielsen

Research Analyst - Innovation Analytics

May 2012 - August 2013 (1 year 4 months)

Mumbai Area, India

I was primarily involved delivering consumer analytics solutions for optimising marketing operations and optimising customer touch point experience.

To deliver solutions we relied upon:

- Consumer behaviour insights and analysing product launch ops.
- Analysis of in-market data, performance and consumer behaviour tracking.
- Sales forecasting and client servicing strategy development

Communicare

Intern - Research & strategy

December 2011 - April 2012 (5 months)

- Formulating business plan which included Market analysis, budgeting, costing, business forecasting and financial planning.



- Market Research – Understanding the Insights of Industry on Man power Planning.
- Process Mapping & Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc.
- Marketing campaigns - Indoor Promotions and Outsourced Advertising.

ENE Finders

Marketing Executive (Internship)

January 2012 - February 2012 (2 months)

Mumbai

Infinity Management Solutions

Management Trainee - Research & Strategy

May 2011 - June 2011 (2 months)

Thane

Planning, Strategizing and Execution of "Talent School".

- Market Research – Understanding the Insights of Industry on Man power Planning
- Process Mapping
- Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc
- Indoor Promotions and Advertising

Technocrats Plasma systems p Ltd

Marketing Engineer (Full Time)

June 2009 - May 2010 (1 year)

Vasai

Part of the Industrial Sales Team-B2C and B2B
 Presentation of CNC machines at Corporate Level
 Organizing the live demonstration of Machines

Education

University of Mumbai

Masters of Economics (M.A), Economics · (2013 - 2017)

IGNOU

Masters in Psychology, Industrial and Organizational

Psychology · (2013 · 2015)



Thakur Institute of Management Studies and Research
Master of Business Administration (MBA), Marketing · (2010 - 2012)

V.C.E.T

Bachelor of Engineering (BE), Instrumentation · (2005 - 2009)

Vidyamandir , Dahisar, Mumbai




Director
Page 5 of 5 Dnyansagar Institute of Management and
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Date: 11th Dec '2021

To,
Mr. Prathamesh Veling

Subject: Appreciation for Your Contribution to the "Hedge Fund Operation" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "Hedge Fund Operation" certification course.

Your expertise and insights have been pivotal in enriching the learning experience for our participants. Your ability to explain intricate concepts related to hedge fund operations with clarity and provide practical examples has significantly enhanced the understanding and skill development of our students.

Throughout the course, your dedication and passion for hedge fund operations were evident in every session you conducted and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a profound impact on the professional development of our students.

Your contributions have not only elevated the quality of our program but have also inspired our participants to excel in the field of hedge fund operations.

Your dedication to empowering the next generation of hedge fund professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Hedge Fund Operation" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director


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Director
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(AISHE Code : C - 41293, PUN Code - IMMPO14030)



A.Y. 2021-22

Report

Certification: Hedge Fund Operation

Course Code: FIN/21-22/02

Resource Person: Mr. Prathamesh Veling

Date: 6th to 11th Dec'2021

Duration: 30 Hrs

Time: 10am to 4pm

No of Student Certified: 51

Introduction

The Hedge Fund Operation Certification course, led by Mr. Prathamesh Veling, was conducted from 6th to 11th Dec'2021, resulting in the successful certification of 51 students. This intensive program, spanning 30 hours, provided comprehensive insights and practical knowledge essential for understanding the intricacies of hedge fund operations.

Course Overview

Mr. Prathamesh Veling, an esteemed authority in hedge fund operations, spearheaded the course, sharing invaluable expertise and industry insights with the participants.

The course curriculum covered a wide array of topics, including hedge fund strategies, risk management, portfolio construction, fund administration, and regulatory compliance, offering participants a holistic understanding of hedge fund operations.

The sessions were characterized by their interactive nature, encouraging active engagement from the students through discussions, case studies, and practical exercises, thereby enhancing the learning experience.

The course timing was conducive for participants to attend without conflicting with their other commitments, ensuring maximum participation and engagement.

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Director

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Research
Balewadi, Pune-411045**





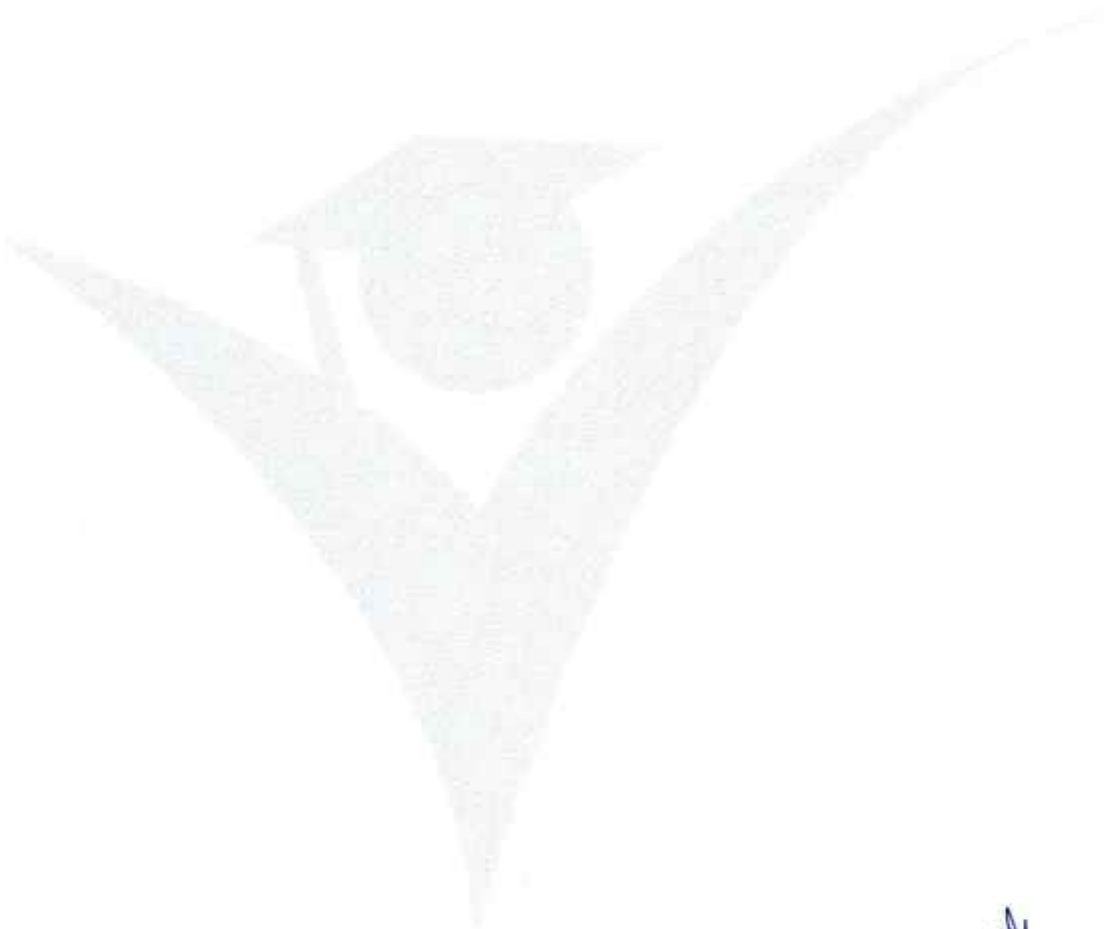
**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Conclusion:

The successful completion of the Hedge Fund Operation Certification course signifies a *significant milestone for the 51 certified students, who have acquired specialized knowledge and skills essential for navigating the complexities of hedge fund operations and succeeding in the finance industry.*



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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MANAGEMENT AND RESEARCH
&
MAGIC INSTITUTE OF EXCELLENCE**



This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Hedge Fund Operation”

(FIN/21-22/02)

conducted for MBA Students in Academic Year 2021 - 22
at DIMR, Pune.

Date : 11/12/21
Place : Pune



Prathamesh Veling
Prathamesh Veling
Founder & Director

Vishal Bhojani
Vishal Bhojani
Founder & Director

Sajid Alvi
Dr. Sajid Alvi
Director

Sajid Alvi
Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
Neorare Services LLP



Ms. Vahida Pathan
(Resource Person)

HR PAYROLL

HRM/21-22/01



6th Dec 2021 to 11th Dec 2021



10PM TO 4PM



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2021-22

Certification Course

HR Payroll

Syllabus

Module 1: Introduction to HR Payroll

Module 2: Data Collection and Preparation

Module 3: Descriptive and Predictive Payroll in HR

Module 4: Employee Engagement and Retention Analysis

Module 5: Talent Acquisition and Recruitment Analytics

Module 6: Performance Management and Evaluation Metrics

Module 7: Diversity and Inclusion Analytics

Module 8: HR Metrics and Dashboard Reporting



Director
Dnyansagar Institute of Management and
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Date: 02-12-2021

**A.Y. 2021-22
NOTICE**

Dear Students,

We are delighted to announce the launch of a Certification Course in HR Payroll, designed to equip you with the essential skills and knowledge needed to excel in the field of human resources (HR) through data-driven insights and analytics.

Certification: HR Payroll

Course Code: HRM/21-22/01

Resource Person: Ms. Vahida Pathan

Date: 6th to 11th Dec'2021

Duration: 31 Hrs

Time: 10 AM to 4 PM

In today's rapidly evolving business landscape, organizations rely on data-driven decision-making to optimize their HR processes, enhance employee performance, and drive organizational success. This course will empower you to harness the power of data analytics to solve HR challenges effectively and strategically.

Benefits of the Course:

- Acquire in-demand skills in HR Payroll, enhancing your career prospects and marketability in the HR profession.
- Gain hands-on experience with industry-standard analytics tools and techniques, preparing you to tackle real-world HR challenges.
- Earn a globally recognized certification that validates your expertise in HR Payroll and demonstrates your commitment to professional development.
- Network with industry experts, HR professionals, and fellow participants, fostering collaboration and knowledge exchange.

All interested students to register for certificate. This opportunity to transform your HR career with the power of analytics and make a meaningful impact in today's data-driven HR landscape!



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Dr. Sajid Ali
Director

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(AISHE Code : C - 41293, PUN Code - IMMPO14030)



Date: 03rd Dec'2021

To,
Ms. Vahida Pathan

Subject: Invitation as Expert for "HR Payroll" certification course.

Dear Ma'am,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as an esteemed expert for our upcoming "HR Payroll" certification course.

Your exceptional expertise and contributions in the field of HR analytics have not gone unnoticed. Your innovative approaches and insightful analyses have significantly influenced the industry, making you a respected authority in the field. As we strive to deliver a comprehensive and cutting-edge certification course, we believe that your involvement would greatly enrich the learning experience for our students.

The "HR Payroll" certification course is designed to equip HR professionals and aspiring analysts with the knowledge and skills necessary to leverage data and analytics effectively in human resources management. Your expertise would provide invaluable insights, practical strategies, and real-world examples that will empower our students to drive data-driven decision-making in their organizations.

Below are the schedule of course:

Date: 06-12-2021 to 11-12-2021

Time: 10:00 AM to 04:00 PM

We believed that your participation would not only enhance the educational experience for our students but also demonstrate your dedication to advancing knowledge and excellence in the field of HR Payroll.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the professional development of our students.

Best Regards,


Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and Research
Balewadi, Pune-411045
SKF Campus, Balewadi, Pune - 411 045 INDIA
☎ 7767800404 ☎ 10 ☎ director@dimr.edu.in ☎ www.dmr.edu.in



Contact

www.linkedin.com/in/vahida-pathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge university ,Access Concious Felicitator

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP

Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP

Founder & Director

May 2018 - Present (5 years 9 months)

Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICMF

Head, Corporate Relation

July 2016 - May 2018 (1 year 11 months)

Pune Area, India

To Manage the Industry- Academic Camaraderie.My role contributes to the overall industrial relations, with respect to Placement, grooming and employ ability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices.To be a centre of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd

Head Placements Institutional Alliance

May 2015 - July 2016 (1 year 3 months)

Taking care of entire placements activity,for institutional alliance,mainly Enng Graduates,Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.

Placement Coordinator

December 2011 - December 2014 (3 years 1 month)

Responsibility was as placement officer for MBA and MCA mgmt students . lectures in Business Communication and Business English.

Development in English speaking skills, through English Language Lab.



Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045



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Date: 11th Dec'2021

To,
Ms. Vahida Pathan

Subject: Appreciation for Your Contribution to the "HR Payroll" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "HR Payroll" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to explain complex concepts and communicate them effectively ensured that we grasped the material with clarity and confidence.

Throughout the course, your comprehensive curriculum, real-world examples, and hands-on exercises provided us with invaluable insights into the intricacies of HR payroll management. Your guidance has not only equipped us with the technical know-how of payroll processing but has also empowered us to contribute effectively to our organizations' success.

Your dedication to empowering the next generation of HR professionals is truly commendable and we are grateful for the opportunity to work with you.

Once again, thank you for your outstanding contribution to the "HR Payroll" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

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A.Y. 2021-22

Report

Certification: HR Payroll

Course Code: HRM/21-22/01

Resource Person: Ms. Vahida Pathan

Date: 6th to 11th Dec'2021

Duration: 31 Hrs

Time: 10am to 4pm

No of Student Certified: 11

Introduction:

The HR Payroll Certification course conducted by Ms. Vahida Pathan from 6th to 11th Dec'2021, concluded successfully with the certification of 11 students. This comprehensive program, spanning 31 hours, delved into various aspects of HR payroll management, equipping participants with the necessary skills and knowledge for effective payroll administration.

Course Overview

Ms. Vahida Pathan, a seasoned professional in HR management, led the sessions, providing participants with valuable insights and practical guidance on payroll processes and procedures.

The course covered a wide range of topics, including payroll calculations, tax regulations, employee benefits administration, compliance, and payroll software utilization, ensuring a thorough understanding of HR payroll management.

The sessions were interactive and engaging, fostering active participation from the students through discussions, case studies, and hands-on exercises, thereby facilitating effective learning and skill development.

The course timings were designed to accommodate the participants' schedules, enabling them to attend without disruption to their other commitments.



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Director

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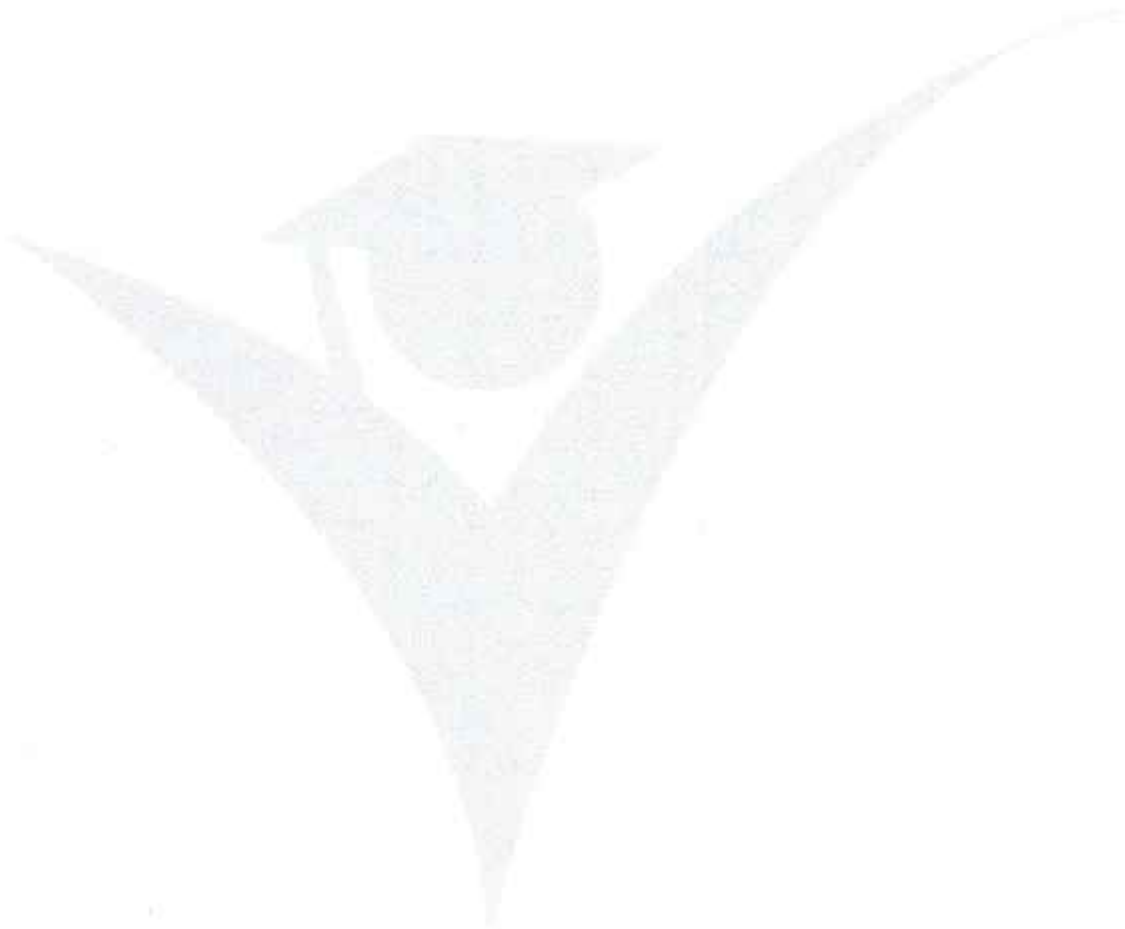
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Conclusion

The successful completion of the HR Payroll Certification course marks a significant achievement for the 11 certified students, who have acquired valuable expertise in payroll management, a critical function within the HR domain.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





Date : 11/12/21
Place : Pune

Ms. Yashida Pathan
Founder & Director

Dr. Sajid Alvi
Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

has successfully completed Certification Course on
"HR Payroll"
(HRM/21-22/01)
conducted for MBA Students in Academic Year 2021 - 22
at DIMR, Pune.

Mr. / Ms. _____

This is to certify that

NEORARE SERVICES LLP

&

**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH**



DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
Clever Ground



Mr. Siddharth Pathare
(Resource Person)

DATA ANALYTICS

BA/21-22/01


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



6th Dec 2021 to 11th Dec 2021



10PM TO 4PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



A.Y.2021- 22

Certification Course

Data Analytics

Syllabus

Module 1: Fundamentals of Data Analysis

- Terms and Definitions
- Role of the Data Analyst
- Data Analyst Activities
- Competencies

Module 2: Strategy Definition

- Introduction
- Internal & External Analysis
- Stakeholder Identification
- Solution Proposal and Analysis
- Project Initiation

Module 3: Management of Data Analysis Process

- Introduction
- Approaches to Data Analysis
- Communication
- Products
- Tools & Techniques

Module 4: Requirements Engineering in Data Analysis

- Requirements Development
- Requirements Management
- Tools & Techniques

Module 5: Solution Evaluation and Optimization

- Evaluation
- Optimization

Module 6: Applications of Analytics in Marketing, Finance, Operations, and Strategy



Director
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Date: 02-12-2021

A.Y. 2021-22

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Business Analytics, designed to equip you with the skills and knowledge needed to thrive in today's data-driven business environment. This course offers a comprehensive curriculum covering essential topics in business analytics, providing you with practical insights and hands-on experience to succeed in the dynamic field of data analysis.

Certification: Business Analytics

Course Code: BA/21-22/01

Resource Person: Mr. Siddharth Pathare

Date: 6th to 11th Dec'2021


Duration: 30 Hrs

Time: 10 AM to 4 PM

The Certification Course in Business Analytics is designed to cater to both beginners and experienced professionals looking to enhance their analytical skills. Through a blend of theoretical knowledge and practical applications, you will learn how to leverage data to make informed business decisions, identify opportunities for improvement, and drive *organizational growth*.

Grab this opportunity to acquire valuable skills in Six Sigma and take your career to new heights. Join us in our journey towards excellence and continuous improvement!




Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi

Director

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Date: 01st Dec'2021

To,
Mr. Siddharth Pathare

Subject: Invitation as Expert for "Data Analytics" certification course.

Dear Sir,

On behalf of DIMR I am excited to extend this invitation to you to join as an esteemed expert for our upcoming "Data Analytics" certification course.

Your exceptional expertise and significant contributions to the field of business analytics have caught our attention. Your innovative approaches and insights have made a profound impact on the industry, positioning you as a thought leader in the field. As we endeavour to deliver a comprehensive and insightful certification course, we believe that your involvement would greatly enhance the learning experience for our students.

The "Data Analytics" certification course aims to equip professionals with the skills and knowledge necessary to leverage data and analytics effectively in making strategic business decisions. Your expertise would be invaluable in providing practical insights, real-world examples, and best practices that will empower our students to drive data-driven decision-making in their organizations.

Following are the schedule:

Date: 06-12-2021 to 11-12-2021

Time: 10:00 AM to 04:00 PM

As we believed that your participation would not only enrich the educational experience for our students but also demonstrate your dedication to advancing knowledge and excellence in the field of Data analytics.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the professional development of our students.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

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Contact

www.linkedin.com/in/siddharth-pathre (LinkedIn)

Top Skills

Figma (Software)
Microsoft Office
Microsoft Excel

Languages

Marathi (Full Professional)
English (Full Professional)
Hindi (Full Professional)

Certifications

SAS (Complete & Practical SAS, Statistics & Data Analysis)
Learning SQL Programming
Excel Data Analysis: Forecasting
Learning Data Science: Understanding the Basics
Illustrator for Web Design: Core Concepts

Siddharth Pathre

Transforming Higher Education Institutes with CleverGround
Pune, Maharashtra, India

Summary

As the CEO of CleverGround, I bring extensive experience in the EdTech industry. With a strong background in technology and innovation, I have a proven track record of developing and implementing successful business strategies. I have a passion for empowering higher education institutions in India, through the use of comprehensive digital campus solutions that enable them to streamline academic and administrative processes, adhere to accreditation standards, and comply with the National Education Policy (NEP) 2020.

Through my work at CleverGround, I have gained a deep understanding of the Indian education sector and have developed strong expertise in automating accreditation management. I have also been actively involved in integrating AI and other emerging technologies into our solutions, ensuring they are future-proof and scalable to meet the ever-changing needs of the industry.

As a leader, I believe in empowering my team and fostering a culture of growth and learning. I encourage young talent and offer opportunities for freshers to learn and develop new skills. My hands-on approach and expertise in product scoping, design, and SDLC management have been instrumental in driving the success of CleverGround.

Experience

CleverGround
Chief Executive Officer
April 2018 - Present (5 years 10 months)
Pune, Maharashtra, India

As the CEO of CleverGround, I lead a team of professionals in providing cutting-edge solutions for higher education institutions in India. My extensive experience in product scoping, design, scrum management, SDLC



management, and development ensures that our products meet the highest standards of quality.

Here is a breakdown of my responsibilities:

Product Scoping: I work closely with clients to identify their needs and translate them into actionable requirements that guide our product development process.

Product Design Using Figma: I use Figma to create intuitive and user-friendly interfaces for our products, ensuring a seamless user experience for our clients.

Product Scrum Management: I lead our agile development process, ensuring that our teams deliver high-quality products on time and within budget.

Product SDLC Management: I oversee the entire software development lifecycle, from planning to deployment, ensuring that we deliver products that meet the highest standards of quality.

Product Development: I work with our team of developers to turn our product visions into reality, ensuring that our products are innovative, scalable, and future-proof.

My passion for innovation and dedication to excellence drives me to stay at the forefront of technology and constantly integrate new advancements into our products. I am committed to providing our clients with solutions that are tailored to their unique needs and help them achieve their goals.

As a dynamic and experienced CEO, I am always looking for opportunities to drive growth and create value for our clients. Whether it's through product innovation, strategic partnerships, or operational excellence, I am committed to helping CleverGround achieve its full potential and continue to lead the way in the Indian education sector.

Equilibrium by Vayu Technology

Business Analyst

May 2016 - March 2018 (1 year 11 months)

Greater Los Angeles Area

1. Implemented strategic social media advertisement campaigns to enhance product offering, gathering valuable market data during the observation period.
2. Developed market propensity models using the collected data, successfully reducing advertisement costs by 30% while maintaining sales levels.



[Signature]
Director

3. Collaborated with international vendors to establish and optimize a streamlined supply-chain, fostering strong relationships and improving efficiency.

University of Southern California

1 year 9 months

Student Technical Lead at ITS services, USC

May 2016 - May 2017 (1 year 1 month)

Greater Los Angeles Area

Job Description:

1. An on-campus job that provides Audio/Video assistance to the classrooms.
2. Providing technical support to the professors and students.
3. Perform UAT testing on systems to identify the functionality.
4. Manage inventory at a college library, provide equipment to students.
5. Managing and Mentoring new hires.

Student Technical Assistant at ITS services, USC

September 2015 - May 2016 (9 months)

Greater Los Angeles Area

Job Description:

1. Assist Leads and Supervisors with classroom support at the University.
2. Providing technical support to the professors and students.
3. Perform UAT testing on systems to identify the functionality.

Mystical Technoplasts

Mechanical Engineer

November 2013 - May 2014 (7 months)

India

Job Description:

1. Performed quality analysis to assess and improve the overall performance of the manufacturing plant
2. Created Control charts to identify variance during production

Kirloskar Oil Engines Limited

Project Engineer

July 2012 - June 2013 (1 year)

Pune Area, India

Job Description

1. Analyzed the production line to identify bottlenecks.



2. Performed an optimization survey for expediting the crankcase manufacturing production line.
3. Designed a hydraulic piston and a power clamp for the automation of the pressure test of the crankcase.
4. Drafted a proposal for the implementation and the cost-time benefits of the hydraulic clamp.

Maharashtra Institute of Technology, Kothrud, Pune
Entrepreneurship Development Cell, MIT College of Engineering
February 2012 - March 2013 (1 year 2 months)

Pune, India

Responsibilities included:

1. Organized national level events for illustrious entrepreneurs to share their experiences with students to promote entrepreneurship.
2. Promote and market the event in multiple colleges throughout the state.
3. Organized and managed interactive workshops to promote start-ups among undergraduates.

Bumi Armada

Quality Analysis Intern

June 2012 - July 2012 (2 months)

Singapore

Job Description:

1. Monitor and improvised the production line of an FPSO (Armada Sterling).
2. Conducted data analysis and generated status reports to strategize on cost efficiency.

Education

University of Southern California

Master's Degree, Engineering/Industrial Management · (2015 - 2017)

Maharashtra Institute of Technology

Bachelor's Degree, Mechanical Engineering · (2009 - 2014)





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Date: 28-11-2022

To,
Mr. Siddharth Pathare

Subject: Appreciation for Your Contribution to the "Data Analytics" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "Data Analytics" certification course.

Your expertise and insights played a pivotal role in enriching the learning experience for our participants. Your ability to convey complex concepts with clarity and provide real-world examples truly resonated with our students, enabling them to gain a deeper understanding of business analytics principles and applications.

Throughout the course, your dedication and commitment to excellence were evident in every session you led and every interaction you had with our participants. Your willingness to share your knowledge, answer questions, and provide guidance contributed immensely to the overall success of the program.

Your contributions have undoubtedly made a lasting impact on their professional development and growth. The skills and knowledge gained from this course will undoubtedly benefit us in our professional endeavors and contribute to our success in the field of data analytics.

Thank you for your dedication to our learning and for sharing your expertise with us.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
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A.Y. 2021-22

Report

Certification: Data Analytics

Course Code: BA/21-22/01

Resource Person: Mr. Siddharth Pathare

Date: : 6th to 11th Dec'2021

Duration: 30 Hrs

Time: 10 am to 4 pm

No of Student Certified: 8

Overview:

The Data Analytics Certification course, conducted by Mr. Siddharth Pathare from 6th to 11th Dec'2021, concluded successfully with the certification of 8 students. This intensive program, spanning 30 hours, provided comprehensive training in data analytics techniques, empowering participants to extract valuable insights from data sets.

Mr. Siddharth Pathare, a seasoned data analytics professional, led the course, imparting practical knowledge and industry expertise to the participants.

The course covered a wide range of topics, including data preprocessing, exploratory data analysis, statistical analysis, machine learning algorithms, and data visualization, offering participants a holistic understanding of data analytics principles and techniques.

Conclusion:

The successful completion of the Data Analytics Certification course signifies a significant achievement for the 8 certified students, who have acquired valuable skills and knowledge in data analysis, a critical field in today's data-driven world.



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Director
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&
CLEVERGROUND TECHNOLOGIES PVT. LTD.**



This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Data Analytics”

(BA/21-22/01)

conducted for MBA Students in Academic Year 2021 - 22
at DIMR, Pune.

Date : 11/12/21
Place : Pune



MR. Siddharth Pathre
Founder and CEO

Dr. Sajid Alvi
Director

Dnyansagar Institute of Management and
Research
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CERTIFICATION COURSES

2022-23



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AY-2022-23

Sr.no.	Name of the Certification Course	Course Code
1	Digital Marketing	MKT/22-23/01
2	Investment Banking	FIN/22-23/01
3	Hedge Fund Operation	FIN/22-23/02
4	HR Analytics	HRM/22-23/01
5	Business Analytics	BA/22-23/01




Director
Dnyansagar Institute of Management and
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A.Y. 2022-23

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Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH
&
Pure Technology



Digital Marketing

(MKT/22-23/01)

Mr. Rajesh Munde
(Resource Person)



12th to 17th Dec' 2022



10.00 AM TO 4.00 PM



Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Venue :- Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2022-23

Digital Marketing Certification Course

Syllabus

- Module 1: Basics of Digital Marketing
- Module 2: Analysis on Keyword Research
- Module 3: Search Engine Optimization
- Module 4: On-Page Optimization
- Module 5: Off-Page Optimization
- Module 6: SEO Updates and Analysis
- Module 7: Local Business & Google Mapping
- Module 8: Google Ad Words Or Pay Per Click Marketing
- Module 9: Social Media Optimization
- Module 10: Social Media Marketing
- Module 11: Google Web Analytics
- Module 12: Webmaster Tools
- Module 13: Creating A New Simple Website




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Date: 8th Dec'2022

A.Y. 2022-23

NOTICE

Dear Students,

We are pleased to announce the launch of a Certification Course in Digital Marketing aimed at equipping you with the knowledge and skills necessary to excel in the dynamic field of digital marketing.

Certification: Digital Marketing

Resource Person: Mr. Rajesh Munde

Date: 12th to 17th Dec'2022

Duration: 35 Hrs

Time: 10 AM to 4 PM

In today's digital age, proficiency in digital marketing techniques is essential for success in various industries. Whether you aspire to pursue a career in marketing, entrepreneurship, or any other field, understanding digital marketing principles and strategies is crucial.

Through a combination of lectures, practical exercises, case studies, and real-world projects, you will gain hands-on experience and develop a comprehensive understanding of digital marketing concepts.

Moreover, upon successful completion of the course, you will receive a certification that will enhance your resume and credentials, demonstrating your expertise in digital marketing to potential employers.

We encourage all interested students to register for the Certification Course in Digital Marketing and take advantage of this valuable opportunity to expand your knowledge and skills in one of the fastest-growing industries worldwide.




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045


Dr. Sajid Alvi
Director

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Date: 8th Dec'2022

To,
Mr. Rajesh Munde

Subject: Invitation as Expert for "Digital Marketing" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a warm invitation to you to join us as an esteemed expert for our upcoming "Digital Marketing" certification course.

We have been thoroughly impressed by your extensive experience and achievements in the field of digital marketing. Your insights and knowledge have undoubtedly made a significant impact on the industry, and we believe that your involvement in our certification course would greatly benefit our students.

The course aims to provide comprehensive training and certification in digital marketing, covering various aspects such as social media marketing, search engine optimization, content marketing, email marketing, and more. As an expert in the field, your participation would enrich our curriculum and offer invaluable guidance to our students at DIMR. Below are the details of schedule:

Date: 12th to 17th Dec'2022

Timing: 10:00 AM to 04:00 PM

We believed that your involvement as an expert would not only enhance the learning experience for our students but also showcase your leadership and dedication to advancing the field of digital marketing.

Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,

Dr.Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Contact

www.linkedin.com/in/rajesh-munde-04096266 (LinkedIn)

Top Skills

Digital Marketing

SEM

Web Analytics

Languages

Hindi

Marathi

English (Native or Bilingual)

Rajesh Munde

Founder & Chief Executive Officer at Pure Technology
Pune, Maharashtra, India

Summary

I am a young ambitious Entrepreneur based in Pune, India. I have been into IT field from past 9+ years and have worked within several other industries like manufacturing, Education, Agriculture, E-commerce Outsourcing/Offshoring, Business Process Management. Currently working with international clients to set up their businesses in India. In this endeavour my job is, strategising clients end to end product life cycle, right from product development to market the products converting the investments into profits. Feel free to reach out to me with any kind of software solutions and resource engagement.

Business Specialties -

Start-up & Growth Management, New Client Acquisition, Business Development, Effective Marketing Communication, Sales & Marketing Strategy Implementation, Project Management, Sales Operations, Key Account Management, Business Process Improvement, Business Analysis.

Experience

Pure Technology

Founder & Chief Executive Officer at Pure Technology
December 2013 - Present (10 years 2 months)

Pune, Maharashtra

Ray Bean IT Solution

Co-Founder

April 2016 - October 2020 (4 years 7 months)

Pune, Maharashtra, India

Education



Page 1 of 2


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Pune University
Master of Computer Applications (MCA), Computer Software
Engineering - (2011 - 2014)

Pune University
- (2011 - 2014)

Pune University
- (2011 - 2014)





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Date: 17th Dec'2022

To,
Mr. Rajesh Munde

Subject: Heartfelt Thanks for Your Contribution to the "Digital Marketing" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Digital Marketing" certification course.

Your expertise and insights have been instrumental in enriching the learning experience for our participants. Your ability to convey complex digital marketing concepts with clarity and provide practical examples has truly resonated with our students, enabling them to gain a deeper understanding of the subject matter.

We are immensely grateful for your partnership and collaboration throughout the course. Your expertise has been invaluable, and we truly appreciate your dedication to empowering the next generation of digital marketers.

Once again, thank you for your outstanding contribution to the "Digital Marketing" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
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A.Y. 2022-23

Report

Certification: Digital Marketing

Course Code: MKT/22-23/01

Resource Person: Mr. Rajesh Munde

Date: 12th to 17th Dec'2022

Duration: 35 Hrs

Time: 10 AM to 4 PM

No. of student certified: 31

Introduction:

The Digital Marketing Certification course conducted by Mr. Rajesh Munde from 12th to 17th Dec'2022 was a resounding success, providing participants with comprehensive knowledge and practical skills in the field of digital marketing.

Course Overview:

The course spanned over a period of 35 hours, with sessions held daily from 10:00 AM to 5:00 PM. Mr. Rajesh Munde, a seasoned expert in digital marketing, delivered engaging lectures and facilitated interactive discussions to ensure a dynamic learning experience for all participants.

Syllabus:

- Introduction to Digital Marketing
- Website Planning and Development
- Search Engine Optimization (SEO)
- Social Media Marketing (SMM)
- Pay-Per-Click Advertising (PPC)
- Email Marketing
- Content Marketing


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- Analytics and Reporting



Mr. Rajesh Munde addressing students on Digital Marketing

Throughout the course, participants gained hands-on experience through practical exercises, case studies, and real-world examples. Mr. Rajesh Munde provided valuable insights and industry best practices, empowering participants to apply their newfound knowledge effectively in their respective domains.

Conclusion:

The Digital Marketing Certification course led by Mr. Rajesh Munde was instrumental in equipping participants with the skills and expertise required to thrive in today's digital landscape. Total 31 students completed this course. We extend our gratitude to Mr. Rajesh Munde for his exemplary guidance and to all participants for their active participation and enthusiasm throughout the duration of the course.



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&

PURE TECHNOLOGY



This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Digital Marketing”
(MKT/22-23/01)
conducted for MBA Students in Academic Year 2022 - 23
at DIMR, Pune.

Date : 17/12/22
Place : Pune



Mr. Rajesh Munde
Founder and CEO

Dr. Sajid Alvi
Director

Director

**Dnyansagar Institute of Management and
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Investment Banking

(FIN/22-23/01)



Resource Person

Mr. Vishal Bhojani



08th to 24th May' 2023



3.00 PM TO 5.00 PM




Dnyansagar Institute of Management and
Research
Balewadi, Pune-45

Venue :- Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2022-23

Investment Banking Certification Course

Syllabus

Module 1: Fundamentals of Investment Banks

Module 2: Financial Markets and Instruments

Module 3: Valuation Techniques

Module 4: Mergers and Acquisitions

Module 5: Asset Management

Module 6: Venture Capital

Module 7: Risk Management

Module 8: Capital Markets

Module 9: Initial Public Offerings (IPOs)




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(AISHE Code : C - 41283, PUN Code - IMMP014030)



Date: 2nd May'2023

A.Y. 2022-23

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Investment Banking, designed to provide you with the essential knowledge and skills required to excel in the field of finance.

Certification: Investment Banking

Resource Person: Mr. Vishal Bhojwaji

Date: 8th to 24th March'2023

Duration: 30 Hrs

Time: 3 PM to 5 PM

Investment banking plays a crucial role in the global financial markets, facilitating mergers and acquisitions, raising capital, and providing strategic financial advice to corporations, governments, and other entities.

Through a blend of theoretical lectures, practical exercises, case studies, and interactive discussions, you will gain a deep understanding of investment banking principles and practices.

Furthermore, upon successful completion of the course, you will receive a certification that will enhance your credibility and open doors to exciting career opportunities in investment banking and related fields.

We encourage all interested students to register for the Certification Course in Investment Banking and seize the chance to acquire valuable expertise in one of the most dynamic sectors of the financial industry.

Take the first step towards a successful career in investment banking by enrolling in this enriching course today!




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045


Dr. Sajid Alvi
Director

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Date: 3rd May'2023

To,
Mr. Vishal Bhojani

Subject: Invitation as Expert for "Investment Banking" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to serve as an esteemed expert for our upcoming "Investment Banking" certification course.

Your remarkable expertise and accomplishments in the field of investment banking have made a significant impression on us. As we endeavor to deliver a comprehensive and insightful learning experience to our participant students, we believe that your invaluable insights would greatly enrich the curriculum and provide our students with practical knowledge and industry perspectives.

The "Investment Banking" certification course aims to equip students with the fundamental principles, strategies, and techniques essential for success in the dynamic world of investment banking. Below are the details of schedule:

Date: 8th to 24th May'2023

Timing: 03:00 PM to 05:00 PM

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of investment banking professionals.

Best Regards,

**Dr.Sajid Alvi
Director**



(Handwritten Signature)
**Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045**



Contact

www.linkedin.com/in/vishalbhojani
(LinkedIn)

Top Skills

Equities

Business model analysis

script writing

Vishal Bhojani

Investment Banking Coach | Finance Expert | Trainer | Story Teller
Mumbai, Maharashtra, India

Summary

BFSI is an arsenal and teaching my passion. I am experienced professional with a granular understanding and leadership experience in various financial instruments and business verticals be it Capital Markets, Equities, OTC - options or Warrants and Process Migration in BFSI. Navigating to a successful career in finance is as complex as it can get for freshers. And this is the pain-point where I discovered how rewarding it can be to mentor and guide ambitious young minds.

Since early 2012 I have taken upon myself to train, coach, educate and mentor students in the facets of Finance, a goal that has seen me mentor not only senior students but even seasoned professionals.

Given today's diversified job markets and the dynamic culture of the BFSI industry, strong fundamentals and an open mind that is ready to adapt can be phenomenal tools for success and I am driven to find better methods to help people develop these tools.

Get in touch with me at
vishal@mieindia.in

Experience

Magic Institute of Excellence
Founder, Director & Chief Mentor
December 2017 - Present (6 years 1 month)
Mumbai Area, India

Magic Institute of Excellence (MIE) is Training & Consulting Organization which provides 360 Degree support solutions to Management and Engineering Institutions. It is a part of Magic Business Ventures Pvt. Ltd. The company mainly works on a model designed to bridge the very gap between students' skill sets and industry expectations. The services covers the whole spectrum



Page 1 of 3


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

of delivering education – right from enabling quality faculty on-boarding (in colleges) for professional courses to career guidance and skillset measurement, brain mapping and mentoring for the students; who are about to embark on their professional journey. MIE conducts well-planned workshops on various topics; right from career guidance workshops for to workshops on real issues that one comes across in their professional life.

BNP Paribas

Manager - Middle Office - Cash Equities, Warrants and OTC Options
April 2015 - November 2017 (2 years 8 months)

Mumbai Area, India

I was Managing the Middle Office - Capital Markets - Position Control Analysis Ops, wherein I was handling critical tasks under (Cash Equities, Warrants and OTC Options).

Some of my daily tasks were as follows.

Warrants:

- Ensuring accuracy in Quantity, Price, Strategy, etc. in Listed and OTC warrant bookings.
- Monitoring and analysing daily OTC deals booked via various platforms.

OTC: OTC Vanilla Option and Exotic Vanilla Option:

- Ownership of accuracy in economic data on booked deals.
- Assessment of Unwinds/Novations/Expiry trades.

OTC KPI Weekly Reportings - Statistical analysis of OTC deals reviewed by the management.

SS&C GlobeOp

Hedge Fund Accountant & Strategist

January 2013 - March 2015 (2 years 3 months)

Mumbai Area, India

I was involved in Hedge Fund Accounting, Analysis and Investigation ops.

I had ownership of the following tasks:

Calculating and Analyzing daily approximate NAV for the client.

Preparing Month End NAV and delivering to our client.(Hedge Fund)

Daily Reconciliations between Our Trade capture system and Accounting System

Checking and investigating on different types of breaks

Solving all client queries regarding P&L Or any other related to Fund

Accounting




Director

JP Morgan Chase Bank

Investment Banker - Forex and Regulatory Reporting

May 2012 - November 2012 (7 months)

Mumbai Area, India (Branch - Kalina - Santacruz)

I was involved with critical operations in Investment Banking with a focus upon Forex deals and regulatory reporting of exposure on various products.

I had ownership of the following tasks:

Forex -

Conformations assessments of all Indian corporate and inter-bank Forex deals of all cash ,tom ,spot and forwards transactions and corporate funding of all the corporate FX deals which are maturing next business day.

Regulatory Reporting -

Preparing Single Obligor report (SOR) mandated by RBI stateing exposure of our bank.

Handing software TLM tasks (Transaction Life-cycle management) stating reconciliations of all statements and ledgers.

Intraday Net Open Position- Making sure RBI prescribed limits are adhered to.

Calculation of VAR numbers and reporting to RBI.

Reporting Capital Market Exposure of bank.

Preparing weekly MIS of all late trade, amendments and cancellations deals in Forex market.

Preparing weekly Mis for all fixed Income deals done during the week.

Submitting monthly returns to RBI - for stability of bank liquidity position and interest rate sensitivity

1. SFR - Form 8

2. DGA ,DSB - IRST - IRSD - MAP SIR

Education

University of Mumbai

Master's degree, Finance, General · (2010 - 2010)



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Date: 24th May'2023

To,
Mr. Vishal Bhojani

Subject: Heartfelt Thanks for Your Contribution to the "Investment Banking" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding contribution to the success of our recent "Investment Banking" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to convey complex investment banking concepts with clarity and provide practical examples has greatly enhanced the understanding of our students and equipped them with valuable knowledge for their future endeavors.

Throughout the course, your dedication and passion for investment banking were evident in every session you led and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a significant impact on the professional development of our students.

Your commitment to empowering the next generation of investment banking professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Investment Banking" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,

**Dr. Sajid Alvi
Director**




Director
Dnyansagar Institute of Management and
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A.Y. 2022-23

Report

Certification: Investment Banking

Course Code: (FIN/22-23/01)

Resource Person: Mr. Vishal Bhojani

Date: 8th to 24th March'2023

Duration: 30 Hrs

Time: 3 PM to 5 PM

No of Student Certified: 39

Introduction:

The Investment Banking Certification course conducted by Mr. Vishal Bhojani from 1st to 18th March 2023 provided participants with invaluable insights and knowledge essential for understanding the intricacies of investment banking.

Course Overview:

Spanning over a period of 30 hours, with sessions held daily from 3:00 PM to 5:00 PM, the course delved into various aspects of investment banking under the expert guidance of Mr. Vishal Bhojani, a seasoned professional in the field.

Syllabus:

- Overview of Investment Banking
- Financial Markets and Instruments
- Valuation Techniques
- Mergers and Acquisitions
- Asset Management
- Venture Management
- Capital Market
- Initial Public Offerings (IPOs)


Director

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Mr. Vishal Bhojani addressing students on Investment Banking

The course provided a comprehensive understanding of investment banking principles, methodologies, and practices through a blend of theoretical lectures, case studies, and interactive discussions. Mr. Vishal Bhojani's wealth of knowledge and expertise enriched the learning experience, enabling participants to grasp complex concepts with ease.

Conclusion:

The course was scheduled for Finance specialization students, 39 students out of 42 have completed this course. The Investment Banking Certification course led by Mr. Vishal Bhojani proved to be instrumental in equipping participants with the requisite skills and knowledge to navigate the dynamic landscape of investment banking. We extend our appreciation to Mr. Vishal Bhojani for his exemplary mentorship and guidance throughout the course, and commend all participants for their active engagement and commitment.



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This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Investment Banking”
(FIN/22-23/01)
conducted for MBA Students in Academic Year 2022 - 23
at DIMR, Pune.

Date : 24/05/23
Place : Pune

Prathamesh Veling
Prathamesh Veling
Founder & Director



Vishal Bhojani

Vishal Bhojani
Founder & Director

Dr. Sajid Alvi

Dr. Sajid Alvi
Director

Director

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Hedge Fund Operation

(FIN/22-23/02)



Resource Person

Mr. Prathamesh Veling



12th to 17th Dec 2022



10.00 AM TO 4.00 PM




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Venue :- Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2022-23

Hedge Fund Operation Certification Course

Syllabus

- Module 1- Introduction to Hedge Funds
- Module 2- Fund Structures and Strategies
- Module 3- Fund Accounting and Valuation
- Module 4- Risk Management
- Module 5- Regulatory Compliance
- Module 6- Performance Measurement and Attribution
- Module 7- Investor Relations and Fund Marketing
- Module 8- Fund Administration and Operations




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045





Date: 8th Dec'2022

A.Y. 2022-23

NOTICE

Dear Students,

We are excited to announce the launch of a Certification Course in Hedge Fund Operations, aimed at providing you with specialized knowledge and skills in the field of hedge fund management and operations.

Certification: Hedge Fund Operations

Resource Person: Mr. Prathamesh Veling

Date: 12th to 17th Dec'2022

Duration: 32 Hrs

Time: 10 AM to 4 PM

Hedge funds play a significant role in the global financial markets, employing sophisticated strategies to generate returns for investors while managing risk effectively. This course will offer you a comprehensive understanding of hedge fund operations, strategies, and industry best practices.

Don't miss out on this valuable opportunity to enhance your expertise in hedge fund operations and take your career to new heights!

All interested students to register for the certification.


Dr. Sajid Alvi

Director




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(AISHE Code : C - 41293, PUN Code - IMMPO14030)



Date: 9th Dec'2022

To,
Mr. Prathamesh Veling

Subject: Invitation as Expert for "Hedge Fund Operation" certification course.

Dear Sir,

On behalf of DIMR I am writing to extend a sincere invitation to you to serve as an esteemed expert for our upcoming "Hedge Fund Operations" certification course.

Your exceptional expertise and achievements in the field of hedge fund operations have impressed us, and we believe that your insights would greatly enhance the educational experience for our students. As we aim to provide comprehensive and practical training in hedge fund operations, your knowledge and guidance would be invaluable in ensuring that our course curriculum remains relevant and impactful.

The "Hedge Fund Operations" certification course is designed to equip students with the essential skills and knowledge required to thrive in the fast-paced and dynamic world of hedge funds. Below are the schedule:

Date: 12th to 17th Dec'2022

Time: 10:00 AM to 04:00 PM

We believed that your participation would not only elevate the educational experience for our students but also demonstrate your commitment to advancing knowledge and excellence in the field of hedge fund operations.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the next generation of hedge fund professionals.

Best Regards,

**Dr. Sajid Alvi
Director**



Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045



Contact

www.linkedin.com/in/prathameshveling (LinkedIn)

Top Skills

Market Research
Presentations
Analytical Skills

Languages

Hindi
Marathi
English

Honors-Awards

8th Position as 'Best Management Student'
Entrepreneurial Leader.
Top Student Manager - India Level.
Business Plan and Tech Awardee
Product Award

Prathamesh Veling

Founder & Director | Student of Leadership | Trainer & Mentor
(21000+ professionals) | Engg, MBA, MA (Eco) & MA (Psy)
Mumbai, Maharashtra, India

Summary

Carrying a passion for Leadership, Formal Education, Content, and Knowledge sharing, I am creating my story!

Throughout my career, I have embraced various formats to deliver education; however, the skill gap was left unchecked by our institutional education for years.

To fill in that gap, I and my partner were driven to create the Magic Institute of Excellence. A company dedicated to fundamentally re-wire the learning psychology of students enrolled in UG and PG programs in Tech and Business Management.

I have over 10+ years of experience in Analytics-driven Marketing, Strategy & Execution. Merging branding and psychology with statistical discipline is my arsenal. Holding the hand of this experience, I have completed four years with the Magic Institute of Excellence.

If you wish to know more about me or my company, you can connect with me on:

Email ID: prathameshveling@gmail.com

Contact No. 9987072954

Company page: <https://www.linkedin.com/company/14585520/admin/>

Experience

Magic Institute of Excellence
Founder & Director (Product Innovation)
April 2017 - Present (6 years 9 months)
Mumbai Area, India

At Magic Inst. we collaborate with Engineering and Business Schools to develop and deliver industry backed curriculum to increase the industry

Page 1 of 5



Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

absorption rate of students. We also train professionals looking to re-skill for career escalation.

Our curriculum construction process:

Identify skill gaps w.r.t to industry requirements. Identify student persona with analytics.

Curate optimal time and capital investment plan

Develop road map that balances aggressive learning with scope for experimentation.

Deliver On-prim with the most experienced industry professionals as faculty.

Our delivery portfolio:

Skill gap reduction in Technology and Management education streams.

34 Institutes have partner with us to deliver trainings.

3200+ students/professionals trained since our launch in mid 2017.

Institutes and corporates can reach us to arrange trainings to increase their human capital.

Sutherland Global Services

Research & Strategy

April 2016 - April 2017 (1 year 1 month)

Mumbai (Airoli)

I worked data driven process flow automation with internal analytics team to develop statistical and analytical toolkits, flows and algorithms. My day to day, required me to develop conduct end to end studies with analytics teams, SMEs and senior leadership to develop data-driven policies, models and research cases for key decision support processes.

This required accurate development of end to end and customised research designs and methodologies to identify key value projectors via a combination of analytics approaches.

Graphene Media Pvt. Ltd.

Manager - Analytics & Consumer Insights

July 2015 - December 2015 (6 months)

Mumbai Area, India

I developed in-depth consumer analytics studies to identify brand perception and re-design or leverage this discover to drive digital media platforms for organisations.



My work involved:

- Mining image and text data from a variety of sources and digital real-estate.
- Statistical modelling of analytics tools to generate insights and measure KPIs.
- Develop consumer perception and psychology reports.
- Optimise analytics processes and analyse primary data in market ecosystems.
- Model brand value and identity delivery strategies for various platforms.

Aranca

Research & Strategy

October 2013 - July 2015 (1 year 10 months)

Powai, Mumbai

- Delivering Research and Consulting assignments for clients in Mining, Oil and Gas, IT, Waste Management, FMCG, Automotive, Industrial and Consumer Durables with high standard of quality.
- Specializing in Go-To-Market strategies, Market research, Market assessment and Opportunity analysis, competitive intelligence / Landscaping / Competitive mapping and business plan development
- Contributing to tender, Client proposals and Pilot studies as part of the new business development and business winning process.

Nielsen

Research Analyst - Innovation Analytics

May 2012 - August 2013 (1 year 4 months)

Mumbai Area, India

I was primarily involved delivering consumer analytics solutions for optimising marketing operations and optimising customer touch point experience.

To deliver solutions we relied upon:

- Consumer behaviour insights and analysing product launch ops.
- Analysis of in-market data, performance and consumer behaviour tracking.
- Sales forecasting and client servicing strategy development

Communicare

Intern - Research & strategy

December 2011 - April 2012 (5 months)

- Formulating business plan which included Market analysis, budgeting, costing, business forecasting and financial planning.



- Market Research – Understanding the Insights of Industry on Man power Planning.
- Process Mapping & Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc.
- Marketing campaigns - Indoor Promotions and Outsourced Advertising.

ENE Finders

Marketing Executive (Internship)
January 2012 - February 2012 (2 months)
Mumbai

Infinity Management Solutions

Management Trainee - Research & Strategy
May 2011 - June 2011 (2 months)
Thane

Planning, Strategizing and Execution of "Talent School".

- Market Research – Understanding the Insights of Industry on Man power Planning
- Process Mapping
- Designing and Execution of Marketing strategies i.e ATL, BTL, Digital Media etc
- Indoor Promotions and Advertising

Technocrats Plasma systems p Ltd

Marketing Engineer (Full Time)
June 2009 - May 2010 (1 year)
Vasai

Part of the Industrial Sales Team-B2C and B2B
Presentation of CNC machines at Corporate Level
Organizing the live demonstration of Machines

Education

University of Mumbai
Masters of Economics (M.A), Economics · (2013 - 2017)

IGNOU

Masters in Psychology, Industrial and Organizational
Psychology (2015 - 2015)



Thakur Institute of Management Studies and Research
Master of Business Administration (MBA), Marketing · (2010 - 2012)

V.C.E.T

Bachelor of Engineering (BE), Instrumentation · (2005 - 2009)

Vidyamandir , Dahisar, Mumbai




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045



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(AISHE Code : C - 41293, PUN Code - IMMPO14030)



Date: 17th Dec'2022

To,
Mr. Prathamesh Veling

Subject: Appreciation for Your Contribution to the "Hedge Fund Operation" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "Hedge Fund Operation" certification course.

Your expertise and insights have been pivotal in enriching the learning experience for our participants. Your ability to explain intricate concepts related to hedge fund operations with clarity and provide practical examples has significantly enhanced the understanding and skill development of our students.

Throughout the course, your dedication and passion for hedge fund operations were evident in every session you conducted and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a profound impact on the professional development of our students.

Your contributions have not only elevated the quality of our program but have also inspired our participants to excel in the field of hedge fund operations.

Your dedication to empowering the next generation of hedge fund professionals is truly commendable.

Once again, thank you for your outstanding contribution to the "Hedge Fund Operation" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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A.Y. 2022-23

Report

Certification: Hedge Fund Operations

Course Code: FIN/22-23/02

Resource Person: Mr. Prathamesh Veling

Date: 12th to 17th Dec'2022

Duration: 32 Hrs

Time: 10 AM to 4 PM

No of student certified: 42

Introduction:

The Hedge Fund Operations Certification course conducted by Mr. Prathamesh Veling from 12th to 17th December 2022 provided participants with comprehensive insights into the intricacies of hedge fund operations and management.

Course Overview:

Spanning over a period of 32 hours, with sessions held daily from 10:00 AM to 4:00 PM, the course delved into various aspects of hedge fund operations under the expert guidance of Mr. Prathamesh Veling, an esteemed professional in the field.

Syllabus:

- Introduction to Hedge Funds
- Fund Structures and Strategies
- Fund Accounting and Valuation
- Risk Management
- Regulatory Compliance
- Performance Measurement and Attribution
- Investor Relations and Fund Marketing


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



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- Fund Administration and Operations



Mr. Prathamesh Veling delivering lecture on Hedge Fund Operations

The course provided participants with a comprehensive understanding of hedge fund operations through a combination of theoretical lectures, practical exercises, and real-world case studies. Mr. Prathamesh Veling's expertise and industry insights enriched the learning experience, enabling participants to grasp complex concepts effectively.

Conclusion:

The Hedge Fund Operations Certification course led by Mr. Prathamesh Veling proved to be invaluable in equipping participants with the knowledge and skills necessary to excel in the field of hedge fund management. 42 finance specialization students were attended this full course. We extend our gratitude to Mr. Prathamesh Veling for his exemplary mentorship and guidance, and commend all participants for their active engagement and commitment to learning.




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**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH**



**&
MAGIC INSTITUTE OF EXCELLENCE**

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“**Hedge Fund Operation**”

(FIN/22-23/02)

conducted for MBA Students in Academic Year 2022 - 23
at DIMR, Pune.

Prathamesh Veling

Date : 17/12/22
Place : Pune

Prathamesh Veling
Founder & Director

Vishal Bhojani

Vishal Bhojani
Founder & Director

Dr. Sajid Alvi

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH



&
NEORARE SERVICES LLP

HR Analytics

(HRM/22-23/01)

Resource Person

Ms. Vahida Pathan

 12th to 17th Dec 2022

 10.00 AM TO 4.00 PM



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Venue :- Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2022-23

HR Analytics on Certification Course

Syllabus

Module 1: Introduction to HR Analytics

Module 2: Data Collection and Preparation

Module 3: Descriptive and Predictive Analytics in HR

Module 4: Employee Engagement and Retention Analysis

Module 5: Talent Acquisition and Recruitment Analytics

Module 6: Performance Management and Evaluation Metrics

Module 7: Diversity and Inclusion Analytics

Module 8: HR Metrics and Dashboard Reporting




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





Date: 8th Dec'2022

A.Y. 2022-23

NOTICE

Dear Students,

We are delighted to announce the launch of a Certification Course in HR Analytics, designed to equip you with the essential skills and knowledge needed to excel in the field of human resources (HR) through data-driven insights and analytics.

Certification: HR Analytics

Resource Person: Ms. Vahida Pathan

Date: 12th to 17th Dec'2022

Duration: 31 Hrs

Time: 10 AM to 4 PM

In today's rapidly evolving business landscape, organizations rely on data-driven decision-making to optimize their HR processes, enhance employee performance, and drive organizational success. This course will empower you to harness the power of data analytics to solve HR challenges effectively and strategically.

Benefits of the Course:

- Acquire in-demand skills in HR analytics, enhancing your career prospects and marketability in the HR profession.
- Gain hands-on experience with industry-standard analytics tools and techniques, preparing you to tackle real-world HR challenges.
- Earn a globally recognized certification that validates your expertise in HR analytics and demonstrates your commitment to professional development.
- Network with industry experts, HR professionals, and fellow participants, fostering collaboration and knowledge exchange.

All interested students to register for certificate. This opportunity to transform your HR career with the power of analytics and make a meaningful impact in today's data-driven HR landscape!



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Dr. Sajid Alvi
Director

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Contact

www.linkedin.com/in/vahidapathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge
university ,Access Concious
Felicitor

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP
Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP
Founder & Director
May 2018 - Present (5 years 9 months)
Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICMR
Head, Corporate Relation
July 2016 - May 2018 (1 year 11 months)
Pune Area, India

To Manage the Industry- Academic Camaraderie.My role contributes to the overall industrial relations, with respect to Placement, grooming and employ ability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices.To be a centre of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd
Head Placements Institutional Alliance
May 2015 - July 2016 (1 year 3 months)
Taking care of entire placements activity,for institutional alliance,mainly Enng Graduates,Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.
Placement Coordinator
December 2011 - December 2014 (3 years 1 month)
Responsibility was as placement officer for MBA and MCA mgmt students .
lectures in Business Communication and Business English.
Development in English speaking skills, through English Language Lab.



Page 1 of 2


Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045

Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)

SSKI



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Balewadi, Pune-411045



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Date: 8th Dec'2022

To,
Ms. Vahida Pathan

Subject: Invitation as Expert for "HR Analytics" certification course.

Dear Ma'am,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as an esteemed expert for our upcoming "HR Analytics" certification course.

Your exceptional expertise and contributions in the field of HR analytics have not gone unnoticed. Your innovative approaches and insightful analyses have significantly influenced the industry, making you a respected authority in the field. As we strive to deliver a comprehensive and cutting-edge certification course, we believe that your involvement would greatly enrich the learning experience for our students.

The "HR Analytics" certification course is designed to equip HR professionals and aspiring analysts with the knowledge and skills necessary to leverage data and analytics effectively in human resources management. Your expertise would provide invaluable insights, practical strategies, and real-world examples that will empower our students to drive data-driven decision-making in their organizations.

Below are the schedule of course:

Date: 12th to 17th Dec'2022

Time: 10:00 AM to 04:00 PM

We believed that your participation would not only enhance the educational experience for our students but also demonstrate your dedication to advancing knowledge and excellence in the field of HR analytics.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the professional development of our students.

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 17th Dec'2022

To,
Ms. Vahida Pathan

Subject: Appreciation for Your Contribution to the "HR Analytics" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "HR Analytics" certification course.

Your expertise and insights have been invaluable in enriching the learning experience for our participants. Your ability to explain complex HR analytics concepts with clarity and provide practical examples has significantly enhanced the understanding and skill development of our students.

Throughout the course, your dedication and passion for HR analytics were evident in every session you led and every interaction you had with our participants. Your willingness to share your expertise, answer questions, and provide guidance has made a profound impact on the professional development of our students.

Your contributions have not only elevated the quality of our program but have also inspired our participants to apply HR analytics effectively in their respective roles and organizations.

Your dedication to empowering the next generation of HR analytics professionals is truly commendable and we are grateful for the opportunity to work with you.

Once again, thank you for your outstanding contribution to the "HR Analytics" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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A.Y. 2022-23

Report

Certification: HR Analytics

Course Code: HRM/22-23/01

Resource Person: Ms. Vahida Pathan

Date: 12th to 17th Dec'2022

Duration: 31 Hrs

Time: 10 AM to 4 PM

No. of students certified: 32

Introduction:

The HR Analytics Certification course conducted by Ms. Vahida Pathan from 12th to 17th Dec'2022 provided participants with invaluable knowledge and skills essential for leveraging data-driven insights in human resource management.

Course Overview:

Spanning over a period of 31 hours, with sessions held daily from 10:00 AM to 4:00 PM, the course delved into various aspects of HR analytics under the expert guidance of Ms. Vahida Pathan, a seasoned professional in the field.

Syllabus:

- Introduction to HR Analytics
- Data Collection and Preparation
- Descriptive and Predictive Analytics in HR
- Employee Engagement and Retention Analysis
- Talent Acquisition and Recruitment Analytics
- Performance Management and Evaluation Metrics
- Diversity and Inclusion Analytics




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- HR Metrics and Dashboard Reporting



Ms. Vahida Pathan Delivering lecture on HR Analytics

The course provided participants with practical insights and hands-on experience in utilizing analytics tools and techniques to address HR challenges and optimize organizational performance. Ms. Vahida Pathan's expertise and industry experience enriched the learning experience, enabling participants to apply analytical approaches effectively in HR decision-making processes.

Conclusion:

The HR Analytics Certification course led by Ms. Vahida Pathan was instrumental in equipping participants with the knowledge and skills necessary to harness the power of data analytics in human resource management. 32 students have completed this certification course. We extend our appreciation to Ms. Vahida Pathan for her exemplary guidance and mentorship, and commend all participants for their active engagement and commitment to mastering HR analytics.




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MANAGEMENT AND RESEARCH**



NEORARE SERVICES LLP

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on


“HR Analytics”

(HRM/22-23/01)

conducted for MBA Students in Academic Year 2022 - 23
at DIMR, Pune.

Date : 13/12/22
Place : Pune



Ms.  Fahida Pathan
Founder & Director

Dr. Sajid Alvi
Director



Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Dnyansagar Institute of
Management and Research
&
CleverGround Technologies Pvt. Ltd.



Business Analytics

(BA/22-23/01)



Resource Person

Mr. Siddharth Pathare



12th to 17th Dec 2022



10.00 AM TO 4.00 PM




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Venue :- Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



A.Y. 2022-23

Business Analytics on Certification Course

Syllabus

Module 1: Fundamentals of Business Analysis

- Terms and Definitions
- Role of the Business Analyst
- Business Analyst Activities
- Competencies

Module 2: Strategy Definition

- Introduction
- Internal & External Analysis
- Stakeholder Identification
- Solution Proposal and Analysis
- Project Initiation

Module 3: Management of Business Analysis Process

- Introduction
- Approaches to Business Analysis
- Communication
- Products
- Tools & Techniques

Module 4: Requirements Engineering in Business Analysis

- Requirements Development
- Requirements Management
- Tools & Techniques

Module 5: Solution Evaluation and Optimization

- Evaluation
- Optimization

Module 6: Applications of Analytics in Marketing, Finance, Operations, and Strategy




Director
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DIMR

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 8th Dec'2022

A.Y. 2022-23

NOTICE

Dear Students,

We are excited to announce the launch-of a Certification Course in Business Analytics, designed to equip you with the skills and knowledge needed to thrive in today's data-driven business environment. This course offers a comprehensive curriculum covering essential topics in business analytics, providing you with practical insights and hands-on experience to succeed in the dynamic field of data analysis.

Certification: Business Analytics

Resource Person: Mr. Siddharth Pathare

Date: 12th to 17th Dec'2022

Duration: 31 Hrs

Time: 10 AM to 4 PM

The Certification Course in Business Analytics is designed to cater to both beginners and experienced professionals looking to enhance their analytical skills. Through a blend of theoretical knowledge and practical applications, you will learn how to leverage data to make informed business decisions, identify opportunities for improvement, and drive organizational growth.

Grab this opportunity to acquire valuable skills and take your career to new heights. Join us in our journey towards excellence and continuous improvement!



Director
Dnyansagar Institute of Management and
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Dr. Sajid Alvi
Director



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 8th Dec'2022

To,
Mr. Siddharth Pathare

Subject: Invitation as Expert for "Business Analytics" certification course.

Dear Sir,

On behalf of DIMR I am excited to extend this invitation to you to join as an esteemed expert for our upcoming "Business Analytics" certification course.

Your exceptional expertise and significant contributions to the field of business analytics have caught our attention. Your innovative approaches and insights have made a profound impact on the industry, positioning you as a thought leader in the field. As we endeavor to deliver a comprehensive and insightful certification course, we believe that your involvement would greatly enhance the learning experience for our students.


The "Business Analytics" certification course aims to equip professionals with the skills and knowledge necessary to leverage data and analytics effectively in making strategic business decisions. Your expertise would be invaluable in providing practical insights, real-world examples, and best practices that will empower our students to drive data-driven decision-making in their organizations. Following are the schedule:

Date: 12th to 17th Dec'2022
Time: 10:00 AM to 04:00 PM

As we believed that your participation would not only enrich the educational experience for our students but also demonstrate your dedication to advancing knowledge and excellence in the field of business analytics.

Thank you for considering this invitation. We eagerly anticipate the opportunity to work together and make a meaningful impact on the professional development of our students.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Contact

www.linkedin.com/in/siddharth-pathre (LinkedIn)

Top Skills

Figma (Software)
Microsoft Office
Microsoft Excel

Languages

Marathi (Full Professional)
English (Full Professional)
Hindi (Full Professional)

Certifications

SAS (Complete & Practical SAS, Statistics & Data Analysis)
Learning SQL Programming
Excel Data Analysis: Forecasting
Learning Data Science: Understanding the Basics
Illustrator for Web Design: Core Concepts

Siddharth Pathre

Transforming Higher Education Institutes with CleverGround
Pune, Maharashtra, India

Summary

As the CEO of CleverGround, I bring extensive experience in the EdTech industry. With a strong background in technology and innovation, I have a proven track record of developing and implementing successful business strategies. I have a passion for empowering higher education institutions in India, through the use of comprehensive digital campus solutions that enable them to streamline academic and administrative processes, adhere to accreditation standards, and comply with the National Education Policy (NEP) 2020.

Through my work at CleverGround, I have gained a deep understanding of the Indian education sector and have developed strong expertise in automating accreditation management. I have also been actively involved in integrating AI and other emerging technologies into our solutions, ensuring they are future-proof and scalable to meet the ever-changing needs of the industry.

As a leader, I believe in empowering my team and fostering a culture of growth and learning. I encourage young talent and offer opportunities for freshers to learn and develop new skills. My hands-on approach and expertise in product scoping, design, and SDLC management have been instrumental in driving the success of CleverGround.

Experience

CleverGround
Chief Executive Officer
April 2018 - Present (5 years 10 months)
Pune, Maharashtra, India

As the CEO of CleverGround, I lead a team of professionals in providing cutting-edge solutions for higher education institutions in India. My extensive experience in product scoping, design, scrum management, SDLC



Page 1 of 4

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

management, and development ensures that our products meet the highest standards of quality.

Here is a breakdown of my responsibilities:

Product Scoping: I work closely with clients to identify their needs and translate them into actionable requirements that guide our product development process.

Product Design Using Figma: I use Figma to create intuitive and user-friendly interfaces for our products, ensuring a seamless user experience for our clients.

Product Scrum Management: I lead our agile development process, ensuring that our teams deliver high-quality products on time and within budget.

Product SDLC Management: I oversee the entire software development lifecycle, from planning to deployment, ensuring that we deliver products that meet the highest standards of quality.

Product Development: I work with our team of developers to turn our product visions into reality, ensuring that our products are innovative, scalable, and future-proof.

My passion for innovation and dedication to excellence drives me to stay at the forefront of technology and constantly integrate new advancements into our products. I am committed to providing our clients with solutions that are tailored to their unique needs and help them achieve their goals.

As a dynamic and experienced CEO, I am always looking for opportunities to drive growth and create value for our clients. Whether it's through product innovation, strategic partnerships, or operational excellence, I am committed to helping CleverGround achieve its full potential and continue to lead the way in the Indian education sector.

Equilibrium by Vayu Technology

Business Analyst

May 2016 - March 2018 (1 year 11 months)

Greater Los Angeles Area

1. Implemented strategic social media advertisement campaigns to enhance product offering, gathering valuable market data during the observation period.
2. Developed market propensity models using the collected data, successfully reducing advertisement costs by 30% while maintaining sales levels.



Page 2 of 4

Director

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Research
Balewadi, Pune-411045

3. Collaborated with international vendors to establish and optimize a streamlined supply-chain, fostering strong relationships and improving efficiency.

University of Southern California

1 year 9 months

Student Technical Lead at ITS services, USC

May 2016 - May 2017 (1 year 1 month)

Greater Los Angeles Area

Job Description:

1. An on-campus job that provides Audio/Video assistance to the classrooms.
2. Providing technical support to the professors and students.
3. Perform UAT testing on systems to identify the functionality.
4. Manage inventory at a college library, provide equipment to students.
5. Managing and Mentoring new hires.

Student Technical Assistant at ITS services, USC

September 2015 - May 2016 (9 months)

Greater Los Angeles Area

Job Description:

1. Assist Leads and Supervisors with classroom support at the University.
2. Providing technical support to the professors and students.
3. Perform UAT testing on systems to identify the functionality.

Mystical Technoplasts

Mechanical Engineer

November 2013 - May 2014 (7 months)

India

Job Description:

1. Performed quality analysis to assess and improve the overall performance of the manufacturing plant
2. Created Control charts to identify variance during production

Kirloskar Oil Engines Limited

Project Engineer

July 2012 - June 2013 (1 year)

Pune Area, India

Job Description

1. Analyzed the production line to identify bottlenecks



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Dnyansagar Institute of Management and
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Balewadi, Pune-411045

2. Performed an optimization survey for expediting the crankcase manufacturing production line.
3. Designed a hydraulic piston and a power clamp for the automation of the pressure test of the crankcase.
4. Drafted a proposal for the implementation and the cost-time benefits of the hydraulic clamp.

Maharashtra Institute of Technology, Kothrud, Pune
Entrepreneurship Development Cell, MIT College of Engineering
February 2012 - March 2013 (1 year 2 months)
Pune, India

Responsibilities included:

1. Organized national level events for illustrious entrepreneurs to share their experiences with students to promote entrepreneurship.
2. Promote and market the event in multiple colleges throughout the state.
3. Organized and managed interactive workshops to promote start-ups among undergraduates.

Bumi Armada
Quality Analysis Intern
June 2012 - July 2012 (2 months)
Singapore

Job Description:

1. Monitor and improvised the production line of an FPSO (Armada Sterling).
2. Conducted data analysis and generated status reports to strategize on cost efficiency.

Education

University of Southern California
Master's Degree, Engineering/Industrial Management · (2015 - 2017)

Maharashtra Institute of Technology
Bachelor's Degree, Mechanical Engineering · (2009 - 2014)




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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 17th Dec'2022

To,
Mr. Siddharth Pathare

Subject: Appreciation for Your Contribution to the "Business Analytics" Certification Course

Dear Sir,

On behalf of DIMR, I wanted to extend our sincere gratitude for your outstanding contribution to the success of our recent "Business Analytics" certification course.

Your expertise and insights played a pivotal role in enriching the learning experience for our participants. Your ability to convey complex concepts with clarity and provide real-world examples truly resonated with our students, enabling them to gain a deeper understanding of business analytics principles and applications.

Throughout the course, your dedication and commitment to excellence were evident in every session you led and every interaction you had with our participants. Your willingness to share your knowledge, answer questions, and provide guidance contributed immensely to the overall success of the program.

Your contributions have undoubtedly made a lasting impact on their professional development and growth.

We are immensely grateful for your partnership and collaboration throughout the course. Your expertise has not only elevated the quality of our program but has also inspired our participants to apply the principles of business analytics in their respective roles and organizations.

Once again, thank you for your invaluable contribution to the "Business Analytics" certification course.

We look forward for your similar association in future.

Thank you,

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
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A.Y. 2022-23

Report

Certification: Business Analytics

Course Code: BA/22-23/01

Resource Person: Mr. Siddharth Pathare

Date: 12th to 17th Dec'2022

Duration: 31 Hrs

Time: 10 AM to 4 PM

No of student certified: 26

Introduction:

The Business Analytics Certification course conducted by Mr. Siddharth Pathare from 12th to 17th Dec'2022 provided participants with comprehensive knowledge and skills essential for leveraging data analytics in business decision-making processes.

Course Overview:

Spanning over a period of 31 hours, with sessions held daily from 10:00 AM to 4:00 PM, the course delved into various aspects of business analytics under the expert guidance of Mr. Siddharth Pathare, a seasoned professional in the field.

Syllabus:

- Introduction to Business Analytics
- Strategy Definition
- Descriptive and Predictive Analytics
- Management of Business Analysis Process
- Requirements Engineering in Business Analysis
- Solution Evaluation and Optimization
- Applications of Analytics in Marketing, Finance, Operations, and Strategy



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Director

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Mr. Siddharth Pathare conducting session on Business Analytics

The course provided participants with practical insights and hands-on experience in utilizing analytics tools and techniques to extract actionable insights from data and drive strategic decision-making. Mr. Siddharth Pathare's expertise and industry experience enriched the learning experience, enabling participants to apply analytical approaches effectively in various business contexts.

Conclusion:

The Business Analytics Certification course led by Mr. Siddharth Pathare was instrumental in equipping participants with the knowledge and skills necessary to harness the power of data analytics in driving business growth and innovation. Total 26 out of 27 students completed their certification course. We extend our appreciation to Mr. Siddharth Pathare for his exemplary guidance and mentorship, and commend all participants for their active engagement and commitment to mastering business analytics.



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DIMR

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&
CLEVERGROUND TECHNOLOGIES PVT. LTD.**



Mr. / Ms. _____

This is to certify that

**has successfully completed Certification Course on
“Business Analytics”
(BA/22-23/01)
conducted for MBA Students in Academic Year 2022 - 23
at DIMR, Pune.**

**Date : 17/12/22
Place : Pune**



**MR. Siddharth Pathre
Founder and CEO**

**Dr. Sajid Alvi
Director**

**Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045**



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VALUE ADDED COURSES 2018-19



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AY-2018-19

Sr.no.	Name of the Value Added Course	Course Code
1	Personality Development	VACC/18-19/01
2	English Communication Skills	VACC/18-19/02
3	Aptitude	VACC/18-19/03




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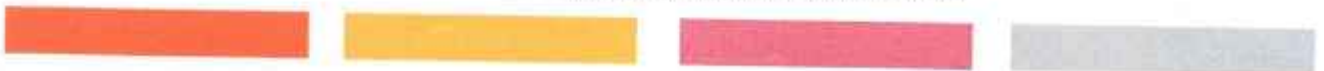


A.Y. 2018-19

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1	Flyer
2	Syllabus
3	Student Notice
4	List of registered students
5	Invitation Letter
6	Guest Speaker Profile
7	Thanking Letter
8	Attendance sheet
9	Report
10	Sample of Certificate




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A.Y. 2018-19

Value Added Course:

Personality Development

Syllabus

Module 1: Self-Discovery and Goal Setting

Module 2: Time Management and Productivity

Module 3: Effective Communication Skills

Module 4: Emotional Intelligence and Self-awareness

Module 5: Stress Management and Well-being

Module 6: Decision Making and Problem Solving

Module 7: Leadership and Influence

Module 8: Personal Branding and Professional Development




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Date: 3-01-2019

A.Y. 2018-19

NOTICE

**Personality Development
(Value Added Course)**

Dear Students,

We are pleased to announce a valuable opportunity for all students interested in enhancing their personal effectiveness for success. Our institution is organizing a Value Added Course on "Personality Development" aimed at equipping participants with essential skills and strategies to thrive in both academic and personal pursuits.

Certification: Personality Development

Course Code: VACC/18-19/01

Resource Person: Ms. Vahida Pathan

Date: 7th to 12th Jan'2019

Duration: 32 Hrs

Time: 10:00 AM to 4:00 PM

Objective:

- Goal Setting and Time Management
- Effective Communication Skills
- Stress Management and Well-being
- Decision Making and Problem Solving
- Building Confidence and Resilience

Interested students are requested to register for the course. Grab this excellent opportunity to invest in your personal growth and development. Join this journey towards unlocking your full potential and achieving success.



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Dr. Sajid Alvi
Director



Date: 03-01-2019

To,
Ms. Vahida Pathan

Subject: Invitation to facilitate for "Personality Development" course.

Dear Mam,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as the trainer for our value addition course "Personality Development".

Date: 7th to 12th Jan 2019
Time: 10 am to 4 pm

We believe that your expertise and experience in personal development and success coaching make you an ideal candidate to lead this course. Your profound understanding of key principles such as goal setting, time management, effective communication, resilience, and *self-motivation will undoubtedly inspire and empower participants to unlock their full potential.*

As the trainer for this certification course, your role will be instrumental in shaping the learning experience and guiding participants on their journey towards personal excellence. We are confident that your dynamic teaching style, engaging delivery, and practical insights will create a transformative learning environment that fosters growth and development.

We believed that your commitment to helping individuals enhance their personal effectiveness aligns perfectly with the objectives of this certification course.

Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Contact

www.linkedin.com/in/vahida-pathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge university ,Access Concious Felicitator

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP

Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP

Founder & Director

May 2018 - Present (5 years 9 months)

Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICMR

Head, Corporate Relation

July 2016 - May 2018 (1 year 11 months)

Pune Area, India

To Manage the Industry- Academic Camaraderie.My role contributes to the overall industrial relations, with respect to Placement, grooming and employ ability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices.To be a cent of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd

Head Placements Institutional Alliance

May 2015 - July 2016 (1 year 3 months)

Taking care of entire placements activity,for institutional alliance,mainly Enng Graduates,Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.

Placement Coordinator

December 2011 - December 2014 (3 years 1 month)

Responsibility was as placement officer for MBA and MCA mgmt students . lectures in Business Communication and Business English.

Development of English speaking skills, through English Language Lab.



Page 1 of 2

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Research
Balewadi, Pune-411045

Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Date: 12-01-2019

To,
Ms. Vahida Pathan .

Subject: Heartfelt Thanks for Your Contribution to the "Personality Development"
Certification Course.

Dear Mam,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Personality Development" value added course.

Your expertise and insights have been instrumental in enriching the learning experience for our participants. Your ability to distill complex concepts into actionable strategies has equipped us with the tools necessary to navigate challenges and strive for success both personally and professionally.

The knowledge and skills gained from this course will undoubtedly serve as a cornerstone for our personal and professional endeavors, enabling us to cultivate habits of excellence, resilience, and continuous improvement.

Once again, thank you for your exemplary guidance and commitment to our success. Your contributions have not only enriched our lives but have also inspired us to strive for greatness.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




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A.Y. 2018-19

Report

Value Added Course: Personality Development

Course Code: VACC/18-19/01

Resource Person: Ms. Vahida Pathan

Date: 7th to 12th Jan'2019

Duration: 32 Hrs

Time: 10:00 AM to 4:00PM

No. of Student Certified: 109

Introduction:

The Value Added Course on Personality Development, conducted by Ms. Vahida Pathan from 7th to 12th Jan'2019 concluded successfully with the certification of 109 students. This intensive program aimed to enhance participants' personal growth and development by focusing on various aspects of personality enhancement.

Overview:

Ms. Vahida Pathan, an experienced personality development coach, led the course, providing valuable insights, techniques, and strategies to help participants unlock their full potential and enhance their personal effectiveness. The course covered a wide range of topics, including self-awareness, self-confidence, communication skills, interpersonal skills, emotional intelligence, and leadership development, offering participants a holistic approach to personality enhancement. Session was very interactive, through a mix of lectures, discussions, group activities, role-plays, and experiential exercises, participants actively engaged with the material, enabling them to reflect on their strengths and areas for improvement and develop practical skills to enhance their personality. Over a span of 32 hours, the course provided ample time for in-depth exploration of topics.



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Achievements:

The successful completion of the Personality Development course is a significant milestone for the 109 certified students, who have gained valuable insights and skills to enhance their personal growth and effectiveness in various aspects of their lives.




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**&
NEORARE SERVICES LLP**

This is to certify that


Mr. / Ms. _____

has successfully completed Value Added Course on
“Personality Development”

(VACC/18-19/01)

conducted for MBA Students in Academic Year 2018 - 19
at DIMR, Pune.

Date : 12/01/2019
Place : Pune


Ms. Vahida Pathan
Founder & Director




Dr. Sajid Alvi
Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
CP HR



CP HR Services
Pvt. Ltd.

Mr. F Francis Xavier
(Resource Person)

ENGLISH COMMUNICATION SKILLS

VACC/18-19/02

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



1st Feb 2019 to 18th Feb 2019



3PM TO 5PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2018-19

Value Added Course:

English Communication Skills

Syllabus

- Module 1: Business Vocabulary and Terminology
- Module 2: Professional Writing Skills (Emails, Reports, Proposals)
- Module 3: Effective Presentation Techniques
- Module 4: Negotiation and Persuasion Strategies
- Module 5: Cross-cultural Communication in Business Settings
- Module 6: Business Etiquette and Networking
- Module 7: Interview Preparation and Resume Writing
- Module 8: Customer Service and Client Communication



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Date: 27-01-2019

A.Y. 2018-19

NOTICE

**English Communication skills
(Value Added Course)**

Dear Students,

We are excited to announce a unique opportunity for all students aspiring to enhance their language proficiency and communication skills in the professional world. Our institution is offering a Value Added Course on "English Communication skills" designed to equip participants with the language tools and techniques necessary for success in the corporate arena.

Certification: English Communication Skills

Course Code: VACC/18-19/02

Resource Person: Mr. F Francis Xavier

Date: 1st to 18th Feb'2019

Duration: 32 Hrs

Time: 3:00 PM to 5:00 PM

Objective:

Enhance your employability and career prospects by acquiring essential business communication skills.

Interested students are requested to register for the course. Seize this excellent opportunity to develop your language proficiency and communication skills tailored for the business world.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi
Director





Date: 27-01-2019

To,

Mr. F Francis Xavier

Subject: Invitation to Facilitate "English Communication Skills" Certification Course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to lead our upcoming value added course on "English Communication Skills".

Date: 1st to 18th Feb 2019

Time: 3:00 PM to 5:00 PM

We believe that your expertise in English language instruction and your profound understanding of business communication make you an ideal candidate to facilitate this course. Your ability to tailor language learning to professional contexts, coupled with your dynamic teaching style, will undoubtedly empower participants to enhance their communication skills and excel in various business settings.

Your commitment to excellence and your passion for helping individuals succeed align perfectly with the objectives of this certification course. We are excited about the prospect of collaborating with you and are confident that your involvement will greatly contribute to the success of the program.

Thank you for considering this invitation. We look forward to the opportunity to work together to empower individuals to achieve proficiency in business English communication.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Mr. F. Francis Xavier

Industry Expert – Trainer & Coach | Certified Language Trainer | Communication Coach | Soft Skills & Personality Development Trainer | Leadership Development | Career Mentor

Summary

Seasoned English Language Communication Expert and Soft Skills Trainer, enthusiastic Learning and Talent Development professional, with over 15+ years of dedicated expertise in empowering individuals, organizations and leadership to master the art of effective communication. Passionate about helping clients from diverse industries enhance their interpersonal, public speaking, presentation and English language communication skills. Adept at designing tailored programs that address specific needs and deliver measurable results. Skilled in creating engaging, interactive learning experiences that combine theory with practical application. Committed to fostering a supportive environment for learners to grow and succeed. Stay updated with the latest trends and techniques through continuous learning.

Experience

CP HR Services Pvt. Ltd.
Chief Training Advisor
2018 - Present




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Date: 18-02-2019

To,

Mr. F Francis Xavier

Subject: Heartfelt Thanks for Your Conducting the "English Communication Skills" Course .

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding *contribution to the success of our recent "English Communication Skills" course.*

Your commitment to our success, coupled with your enthusiasm and encouragement, has created a supportive learning environment where we felt empowered to overcome language barriers and communicate confidently in various business settings.

The knowledge and skills acquired through this course have not only boosted our confidence but have also opened up new opportunities for career advancement and professional growth.


Your invaluable guidance will continue to serve as a beacon as we navigate the complexities of the business world.

Once again, thank you for your unwavering dedication and passion for teaching. Your contributions have made a lasting impact on our journey toward excellence in business communication.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




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A.Y. 2018-19

Report

Value Added Course: English Communication Skill

Course Code: VACC/18-19/02

Resource Person: Mr. F Francis Xavier

Date: 1st to 18th Feb'2019

Duration: 32 Hrs

Time: 3:00 PM to 5:00 PM

No. of Student Certified: 103

Introduction:


The Value Added Course on English Communication Skill, conducted by Mr. F Francis Xavier from 1st to 18th Feb'2019, concluded successfully with the certification of 103 students. This comprehensive program aimed to enhance participants' proficiency in English communication, enabling them to communicate effectively in both personal and professional settings.

Overview:

Mr. F Francis Xavier, a highly experienced language instructor, led the course, providing participants with valuable insights, practical tips, and techniques to improve their English communication skills. The course covered various aspects of English communication, including grammar, vocabulary, pronunciation, speaking skills, listening skills, and writing skills, offering participants a well-rounded approach to language learning. Through a combination of lectures, discussions, role-plays, group activities, and real-world scenarios, participants actively engaged with the material, practicing and applying the concepts learned to enhance their communication abilities. Students had sufficient time to immerse themselves in the learning process without disrupting their other commitments, allowing for maximum participation and engagement.

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Achievements:

The successful completion of the English Communication Skill course is a testament to the dedication and hard work of the 103 certified students. By enhancing their language proficiency and communication skills, they are better equipped to express themselves confidently and articulate their thoughts effectively in English.




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MANAGEMENT AND RESEARCH
&
CP HR SERVICES PVT. LTD.**



This is to certify that

Mr. / Ms. _____

has successfully completed Value Added Course on
“English Communication Skills”

(VACC/18-19/02)

conducted for MBA Students in Academic Year 2018 - 19
at DIMR, Pune.

Date :
Place : Pune

Mohammed
Dr. Mohammed Bawaji
Managing Director

[Signature]
Dr. Sajid Alvi
Director

[Signature]
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



**DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH**



**&
CP HR**



**Ms. Zainab Battiwala
(Resource Person)**

APTITUDE

VACC/18-19/03



11th Mar 2019 to 28th Mar 2019



3PM TO 5PM




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2018- 19

Value Added Course:

Aptitude

Syllabus

Topic 1: Quantitative Aptitude

Topic 2: Logical Reasoning

Topic 3: Verbal Ability

Topic 4: Data Interpretation

Topic 5: Problem-solving Techniques

Topic 6: Time Management Strategies

Topic 7: Exam Preparation Tips and Tricks



[Signature]
Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





Date: 07-03-2019

A.Y. 2018-19

NOTICE

Aptitude
(Value Added Course)

Dear Students,

We are delighted to announce an enriching opportunity for all students seeking to strengthen their problem-solving and analytical abilities. Our institution is organizing a Value Added Course on "Aptitude" aimed at providing participants with the essential skills and strategies required to excel in various competitive exams and job interviews.

Certification: Aptitude

Course Code: VACC/18-19/03

Resource Person: Ms. Zainab Battiwala

Date: 11th to 28th Mar'2019


Duration: 30 Hrs

Time: 3 pm to 5pm

Interested students are requested to register for the course. Seize this valuable opportunity to sharpen your aptitude skills and enhance your academic and career prospects.




Dr. Sajid Alvi
Director


Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





Date: 07-03-2019

To,
Ms. Zainab Battiwala

Subject: Invitation as Expert for "Aptitude" value added course.

Dear Mam,

On behalf of DIMR I am writing to extend a sincere invitation to you to serve as the trainer for our upcoming "Aptitude" value added course.

Date: 11th to 28th Mar'2019

Time: 3:00 PM to 5:00 PM

We believe that your expertise in aptitude training and your ability to simplify complex concepts make you an excellent candidate to lead this course. Your proven track record of helping individuals improve their problem-solving skills and critical thinking abilities aligns perfectly with the objectives of our certification program.

As the trainer for this course, your role will be instrumental in delivering engaging sessions, providing practical guidance, and equipping participants with the necessary skills to excel in aptitude assessments.

We are confident that your dynamic teaching style and interactive approach will create a supportive learning environment where participants can thrive and grow.

Thank you for considering this invitation. We look forward to the possibility of collaborating with you to empower individuals to succeed in aptitude assessments.

Best Regards,


Dr. Sajid Awi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Contact

www.linkedin.com/in/zainab-battiwala (LinkedIn)

Top Skills

Passive Candidate Generation
New Client Acquisitions
Niche Talent Acquisition

Languages

Hindi
English
Marathi
Gujrati

Certifications

CCR Certified Recruiter

Zainab B.

A human resources specialist with diverse industry experience over 19 years in recruitment, sourcing, talent acquisition, and talent management. Linking the top talent with Fortune 500 companies
Pune, Maharashtra, India

Summary

Working for CP HR Services Pvt. Ltd., recognized as the second-best HRO company by Silicon India, one of the top 20 most promising HRO companies in India.

Experience

CP HR Services Pvt. Ltd
Senior Talent Acquisition Specialist
May 2006 - Present (18 years 1 month)
Pune

Roles being Handled:

Potential to Accept challenges and Make Good result.

Hiring People from White Collar like Manager, Sr. Manager Engineering to Sr. Level & Executive

Management Personal like VP / Head Profile.

Geographically Worked for Domestic and International Recruitment Like Middle

East, Africa, Dubai Locations

Monitoring, Evaluating, Documentation and Report Preparation.

Understanding of Different Industrial segment by working in different positions.

Technical awareness of Different Industrial Electrical, Mechanical, Civil & Instrument Equipment and Machinery

Customer Grievance Handling,

Managing Existing Corporate Customers, Up-selling, Corporate Account

Revival, Payment Follow-ups,

Managing Recruiters on a daily basis,

End to End Recruitment Cycle.

Computer Skills on HRMS Software, PowerPoint, Excel, Word

Education



Savitribai Phule Pune University
BA, Sociology · (2001 - 2006)

St Thomas Public School - India
SSC




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



**SHRI KHANDERAI PRATISHTHAN'S
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(AISHE Code - C - 41293, PUN Code - IMMPO14000)



Date: 28-03-2019

To,

Ms. Zainab Battiwala

Subject: Gratitude for conducting the "Aptitude" value added course.

Dear Mam,

On behalf of DIMR, I wanted to extend our sincere gratitude for your exceptional efforts in conducting the "Aptitude" value added course. Your dedication, expertise, and commitment to our learning have made a significant impact on students' journey to improve our aptitude skills.

The knowledge and skills gained from this course are invaluable assets that will undoubtedly benefit us in various academic and professional pursuits. Your contributions have not only broadened students understanding of aptitude but have also instilled in us the confidence to tackle challenges with determination and resilience.

Your impact will be felt far beyond the confines of this course, as we continue to apply and refine the aptitude skills you have imparted to participants.

Once again, thank you for your outstanding contribution to the "Aptitude" course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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(AISHE Code : C - 41290, PUN Code - (MMP014030))



**A.Y. 2018-19
Report**

Value Added Course: Aptitude

Course Code: VACC/18-19/03

Recourse Person: Ms. Zainab Battiwala

Date: 11th to 28th Mar'2019

Duration: 30 Hrs

Time: 3:00 PM to 5:00 PM

No. of Student Certified: 114

Introduction:

The Value Added Course on Aptitude, conducted by Ms. Zainab Battiwala from 11th to 28th Mar'2019, concluded successfully with the certification of 114 students. This intensive program aimed to enhance participants' aptitude and problem-solving skills, essential for academic and professional success.

Overview:

Ms. Zainab Battiwala, an experienced instructor in aptitude training, led the course, providing participants with valuable insights, techniques, and strategies to improve their problem-solving abilities. The course covered a wide range of topics, including quantitative aptitude, logical reasoning, verbal reasoning, data interpretation, and mathematical concepts, offering participants a comprehensive understanding of aptitude testing. Students had sufficient time to delve into the material without conflicting with their other commitments, ensuring maximum participation and concentration.

Achievements:

The successful completion of the Aptitude course is a significant achievement for the 114 certified students. By enhancing their problem-solving skills and aptitude, they are better prepared to excel in academic assessments, competitive exams, and job interviews.

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Director
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Balewadi, Pune-411045



DIMR

**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH**

8

CP HR SERVICES PVT. LTD.

This is to certify that



**CP HR Services
Pvt. Ltd.**

Mr. / Ms. _____

has successfully completed Value Added Course on

“Aptitude”

(VACC/18-19/03)

conducted for MBA Students in Academic Year 2018 - 19
at DIMR, Pune.

Date : 28/5/19
Place : Pune

Dr. Mohammed Bawaji
Managing Director

Mohammed



Dr. Sajid Alvi
Director

Sajid

Dnyansagar Institute of Management and
Research

Balawadi, Pune-411045





VALUE ADDED COURSES
2019-20





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AY-2019-20

Sr.no.	Name of the Value Added Course	Course Code
1	Personal Effectiveness For Success	VACC/19-20/01
2	Business English	VACC/19-20/02




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Balewadi, Pune-411045





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A.Y. 2019-20

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Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045



DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH



&
Neorare Services LLP



Ms. Vahida Pathan
(Resource Person)

PERSONAL EFFECTIVENESS FOR SUCCESS

VACC/19-20/01


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



14th Oct 2019 to 19th Oct 2019



10AM TO 4PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2019-20

Value Added Course:

Personal Effectiveness for Success

Syllabus

- Module 1: Self-Discovery and Goal Setting
- Module 2: Time Management and Productivity
- Module 3: Effective Communication Skills
- Module 4: Emotional Intelligence and Self-awareness
- Module 5: Stress Management and Well-being
- Module 6: Decision Making and Problem Solving
- Module 7: Leadership and Influence
- Module 8: Personal Branding and Professional Development




Director
**Dnyansagar Institute of Management and
Research**
Balewadi, Pune-411045





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Date: 10-10-2019

A.Y. 2019-2020

NOTICE

**Personal Effectiveness For Success
(Value Added Course)**

Dear Students,

We are pleased to announce a valuable opportunity for all students interested in enhancing their personal effectiveness for success. Our institution is organizing a Value Added Course on "Personal Effectiveness For Success" aimed at equipping participants with essential skills and strategies to thrive in both academic and personal pursuits.

Certification: Personal Effectiveness For Success

Course Code: VACC/19-20/01

Resource Person: Ms. Vahida Pathan

Date: 14th to 19th Oct'2019

Duration: 30 Hrs


Time: 10 am to 4pm


Objective:

- Goal Setting and Time Management
- Effective Communication Skills
- Stress Management and Well-being
- Decision Making and Problem Solving
- Building Confidence and Resilience

Interested students are requested to register for the course. Grab this excellent opportunity to invest in your personal growth and development. Join this journey towards unlocking your full potential and achieving success.




Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi
Director

8, SKP Campus, Baner, Balewadi, Pune - 411 045 INDIA
7767800401 - 10 director@dimr.edu.in www.dimr.edu.in





Date: 10-10-2019

To,
Ms. Vahida pathan

Subject: Invitation to facilitate for "Personal Effectiveness for Success" course.

Dear Mam,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as the trainer for our value addition course "Personal Effectiveness for Success".

Date: 14th to 19th Oct 2019
Time: 10:00 AM to 4:00 PM

We believe that your expertise and experience in personal development and success coaching make you an ideal candidate to lead this course. Your profound understanding of key principles such as goal setting, time management, effective communication, resilience, and self-motivation will undoubtedly inspire and empower participants to unlock their full potential.

As the trainer for this certification course, your role will be instrumental in shaping the learning experience and guiding participants on their journey towards personal excellence. We are confident that your dynamic teaching style, engaging delivery, and practical insights will create a transformative learning environment that fosters growth and development.

We believed that your commitment to helping individuals enhance their personal effectiveness aligns perfectly with the objectives of this certification course.

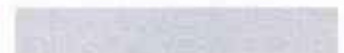
Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Contact

www.linkedin.com/in/vahidapathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge university ,Access Concious Felicitator

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP

Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP

Founder & Director

May 2018 - Present (5 years 9 months)

Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICMF

Head, Corporate Relation

July 2016 - May 2018 (1 year 11 months)

Pune Area, India

To Manage the Industry- Academic Camaraderie.My role contributes to the overall industrial relations, with respect to Placement, grooming and employability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices.To be a centre of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd

Head Placements Institutional Alliance

May 2015 - July 2016 (1 year 3 months)

Taking care of entire placements activity,for institutional alliance,mainly Enng Graduates,Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.

Placement Coordinator

December 2011 - December 2014 (3 years 1 month)

Responsibility was as placement officer for MBA and MCA mgmt students . lectures in Business Communication and Business English.

Development in English speaking skills, through English Language Lab.



Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)




**Dnyansagar Institute of Management and
Research**
Bailewadi, Pune-411045



Date: 12-09-2020

To,
Ms. Vahida Pathan

Subject: Heartfelt Thanks for Your Contribution to the "Personal Effectiveness for Success"
Certification Course

Dear Mam,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Personal Effectiveness for Success" value added course.

Your expertise and insights have been instrumental in enriching the learning experience for our participants. Your ability to distill complex concepts into actionable strategies has equipped us with the tools necessary to navigate challenges and strive for success both personally and professionally.

The knowledge and skills gained from this course will undoubtedly serve as a cornerstone for our personal and professional endeavors, enabling us to cultivate habits of excellence, resilience, and continuous improvement.

Once again, thank you for your exemplary guidance and commitment to our success. Your contributions have not only enriched our lives but have also inspired us to strive for greatness.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
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**A.Y. 2019-20
Report**

Value Added Course: Personal Effectiveness For Success

Course Code: VACC/19-20/01

Resource Person: Ms. Vahida Pathan

Date: 14th to 19th Oct'2019

Duration: 30 Hrs

Time: 10:00 AM to 4:00 PM

No. of Student Certified: 127

Introduction:

The Value Added Course on Personal Effectiveness For Success, led by Ms. Vahida Pathan from 14th to 19th Oct '2019, concluded with the certification of 127 students. This intensive program aimed to equip participants with essential skills and strategies to enhance their personal effectiveness and achieve success in various aspects of their lives.

Overview:

Ms. Vahida Pathan, a highly skilled facilitator specializing in personal development, delivered engaging sessions filled with valuable insights, practical tips, and actionable strategies for personal growth.

The course curriculum encompassed a wide array of topics, including goal setting, time management, communication skills, and emotional intelligence, resilience, and leadership development, providing participants with a holistic approach to self-improvement. Through a blend of lectures, discussions, group activities, and experiential exercises, participants were actively involved in the learning process, fostering a supportive and collaborative environment conducive to growth and development. The course timing was designed to accommodate participants' schedules, allowing them to fully engage in the learning experience without disrupting their other commitments.

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Achievements:

The successful completion of the Personal Effectiveness For Success course is a testament to the dedication and commitment of the 127 certified students to their personal growth and development. Armed with valuable insights and skills gained during the program, they are now better equipped to navigate challenges, set and achieve goals, communicate effectively, and lead with confidence.




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MANAGEMENT AND RESEARCH**



**&
NEORARE SERVICES LLP**

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Personal Effectiveness For Success”

(VACC/19-20/01)

conducted for MBA Students in Academic Year 2019- 20
at DIMR, Pune.

Date : 19/10/19
Place : Pune




Ms. Vanhida Pathan
Founder & Director


Dr. Sajid Alvi
Director


Director
Dnyansagar Institute of Management and
Research
Balewade, Pune-45

**DNYANSAGAR INSTITUTE OF MANAGEMENT AND
RESEARCH**



**&
CP HR**



CP HR Services
Pvt. Ltd

Mr. F Francis Xavier
(Resource Person)

BUSINESS ENGLISH

VACC/19-20/02



Director

**Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045**



2nd Jan 2020 to 18th Jan 2020



3PM TO 5PM



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2019-20

Value Added Course:

Business English

Syllabus

- Module 1: Business Vocabulary and Terminology
- Module 2: Professional Writing Skills (Emails, Reports, Proposals)
- Module 3: Effective Presentation Techniques
- Module 4: Negotiation and Persuasion Strategies
- Module 5: Cross-cultural Communication in Business Settings
- Module 6: Business Etiquette and Networking
- Module 7: Interview Preparation and Resume Writing
- Module 8: Customer Service and Client Communication




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Date: 24-12-2019

A.Y. 2019-2020

NOTICE

Business English
(Value Added Course)

Dear Students,

We are excited to announce a unique opportunity for all students aspiring to enhance their language proficiency and communication skills in the professional world. Our institution is offering a Value Added Course on "Business English" designed to equip participants with the language tools and techniques necessary for success in the corporate arena.

Certification: Business English

Course Code: VACC/19-20/02

Resource Person: Mr. F Francis Xavier

Date: 2nd to 15th Jan'2020

Duration: 32 Hrs

Time: 3pm to 5pm

Objective:

Enhance your employability and career prospects by acquiring essential business communication skills.

Interested students are requested to register for the course. Seize this excellent opportunity to develop your language proficiency and communication skills tailored for the business world.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi
Director



Date: 27-12-2019

To,
Mr. F Francis Xavier

Subject: Invitation to Facilitate "Business English" Certification Course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to lead our upcoming value added course on "Business English".

Date: 2nd to 15th Jan 2020
Time: 3:00 PM to 5:00 PM

We believe that your expertise in English language instruction and your profound understanding of business communication make you an ideal candidate to facilitate this course. Your ability to tailor language learning to professional contexts, coupled with your dynamic teaching style, will undoubtedly empower participants to enhance their communication skills and excel in various business settings.

Your commitment to excellence and your passion for helping individuals succeed align perfectly with the objectives of this certification course. We are excited about the prospect of collaborating with you and are confident that your involvement will greatly contribute to the success of the program.

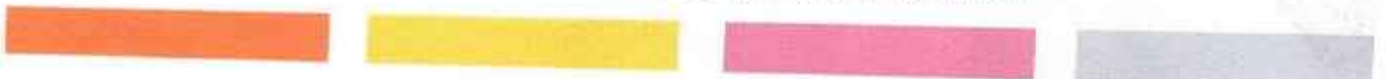
Thank you for considering this invitation. We look forward to the opportunity to work together to empower individuals to achieve proficiency in business English communication.

Best Regards,

Dr.Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Mr. F. Francis Xavier

Industry Expert – Trainer & Coach | Certified Language Trainer | Communication Coach | Soft Skills & Personality Development Trainer | Leadership Development | Career Mentor

Summary

Seasoned English Language Communication Expert and Soft Skills Trainer, enthusiastic Learning and Talent Development professional, with over 15+ years of dedicated expertise in empowering individuals, organizations and leadership to master the art of effective communication. Passionate about helping clients from diverse industries enhance their interpersonal, public speaking, presentation and English language communication skills. Adept at designing tailored programs that address specific needs and deliver measurable results. Skilled in creating engaging, interactive learning experiences that combine theory with practical application. Committed to fostering a supportive environment for learners to grow and succeed. Stay updated with the latest trends and techniques through continuous learning.

Experience

CP HR Services Pvt. Ltd.
Chief Training Advisor
2018 - Present




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Date: 15-01-2020

To,
Mr. F Franics Xavier

Subject: Heartfelt Thanks for Your Conducting the "Business English" Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding contribution to the success of our recent "Business English" course.

Your commitment to our success, coupled with your enthusiasm and encouragement, has created a supportive learning environment where we felt empowered to overcome language barriers and communicate confidently in various business settings.

The knowledge and skills acquired through this course have not only boosted our confidence but have also opened up new opportunities for career advancement and professional growth.

Your invaluable guidance will continue to serve as a beacon as we navigate the complexities of the business world.

Once again, thank you for your unwavering dedication and passion for teaching. Your contributions have made a lasting impact on our journey toward excellence in business communication.

We look forward for your similar association in future.

Thank you,

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045





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**A.Y. 2019-20
Report**

Value Added Course: Business English

Course Code: VACC/19-20/02

Resource Person: Mr. F Francis Xavier

Date: 2nd to 18th Jan'2020

Duration: 32 Hrs

Time: 3:00 PM to 5:00 PM

No. of Student Certified: 119

Introduction:

The Value Added Course on Business English, conducted by Mr. F Francis Xavier from 2nd to 18th Jan'2020, successfully concluded with the certification of 119 students. This comprehensive program aimed to enhance participants' proficiency in English communication within a business context, equipping them with the skills necessary for professional success.

Overview:

Mr. F Francis Xavier, a highly experienced language instructor, delivered engaging sessions filled with practical tips, strategies, and industry insights to improve participants' business English communication skills. The course covered a diverse range of topics, including business writing, presentations, negotiations, email etiquette, and professional vocabulary, providing participants with a solid foundation in business communication. Through interactive exercises, role-plays, discussions, and real-world case studies, participants actively engaged with the material, enabling them to apply the concepts learned and enhance their communication skills in a business setting. The course offered ample time for in-depth coverage of topics, extensive practice, and personalized feedback, ensuring participants were well-prepared to communicate effectively in various business scenarios.



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Outcome:

The successful completion of the Business English course represents a significant achievement for the 119 certified students, who have enhanced their language proficiency and communication skills, positioning themselves for success in today's globalized business environment.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH**
CP HR SERVICES PVT. LTD.



This is to certify that

Mr. / Ms. _____

has successfully completed Value Added Course on
“Business English”
(VACC/19-20/02)
conducted for MBA Students in Academic Year 2019- 20
at DIMR, Pune.

Date : 18/01/20
Place : Pune



Mohammed
Dr. Mohammed Bawaji
Managing Director

Sajid
Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
Research

Balewadi, Pune-411045



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VALUE ADDED COURSES
2020-21



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AY-2020-21

Sr.no.	Name of the Value Added Course	Course Code
1	Personal Effectiveness For Success	VACC/20-21/01
2	English Communication	VACC/20-21/02




Director
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A.Y. 2020-21

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9	Report
10	Sample of Certificate



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



**&
Neorare Services LLP**



**Ms. Vahida Pathan
(Resource Person)**

**PERSONAL
EFFECTIVENESS
FOR
SUCCESS**

VACC/20-21/01



7th Sep 2020 to 12th Sep 2020



10AM TO 4PM




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



A.Y. 2020-21

Value Added Course:

Personal Effectiveness for Success

Syllabus

- Module 1: Self-Discovery and Goal Setting
- Module 2: Time Management and Productivity
- Module 3: Effective Communication Skills
- Module 4: Emotional Intelligence and Self-awareness
- Module 5: Stress Management and Well-being
- Module 6: Decision Making and Problem Solving
- Module 7: Leadership and Influence
- Module 8: Personal Branding and Professional Development




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Balewadi, Pune-411045

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Date: 02-09-2020

A.Y. 2020-21

NOTICE

**Personal Effectiveness For Success
(Value Added Course)**

Dear Students,

We are pleased to announce a valuable opportunity for all students interested in enhancing their personal effectiveness for success. Our institution is organizing a Value Added Course on "Personal Effectiveness For Success" aimed at equipping participants with essential skills and strategies to thrive in both academic and personal pursuits.

Certification: Personal Effectiveness For Success

Course Code: VACC/20-21/01

Resource Person: Ms. Vahida Pathan

Date: 7th to 12th Sep '2020

Duration: 30 Hrs

Time: 10:00 am to 4:00 pm

Objective:

- Goal Setting and Time Management
- Effective Communication Skills
- Stress Management and Well-being
- Decision Making and Problem Solving
- Building Confidence and Resilience

Interested students are requested to register for the course. Grab this excellent opportunity to invest in your personal growth and development. Join this journey towards unlocking your full potential and achieving success.




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Research
Balewadi, Pune-411045

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Dr. Sajid Alvi
Director





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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 02-09-2020

To,
Ms. Vahidha Pathan

Subject: Invitation to facilitate for "Personal Effectiveness for Success" course.

Dear Mam,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as the trainer for our value addition course "Personal Effectiveness for Success".

Date: 7th to 12th Sep 2020

Time: 10:00 AM to 4:00 PM


We believe that your expertise and experience in personal development and success coaching make you an ideal candidate to lead this course. Your profound understanding of key principles such as goal setting, time management, effective communication, resilience, and self-motivation will undoubtedly inspire and empower participants to unlock their full potential.

As the trainer for this certification course, your role will be instrumental in shaping the learning experience and guiding participants on their journey towards personal excellence. We are confident that your dynamic teaching style, engaging delivery, and practical insights will create a transformative learning environment that fosters growth and development.

We believed that your commitment to helping individuals enhance their personal effectiveness aligns perfectly with the objectives of this certification course.

Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Contact

www.linkedin.com/in/vahida-pathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge university ,Access Concious Felicitator

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP
Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP
Founder & Director
May 2018 - Present (5 years 9 months)
Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICMR
Head, Corporate Relation
July 2016 - May 2018 (1 year 11 months)
Pune Area, India

To Manage the Industry- Academic Camaraderie.My role contributes to the overall industrial relations, with respect to Placement, grooming and employability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices.To be a centre of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd
Head Placements Institutional Alliance
May 2015 - July 2016 (1 year 3 months)

Taking care of entire placements activity,for institutional alliance,mainly Enng Graduates,Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.
Placement Coordinator
December 2011 - December 2014 (3 years 1 month)

Responsibility was as placement officer for MBA and MCA mgmt students . lectures in Business Communication and Business English.

Development in English speaking skills, through English Language Lab.



Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)




Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Date: 12-09-2020

To,
Ms. Vahida Pathan

Subject: Heartfelt Thanks for Your Contribution to the "Personal Effectiveness for Success" Certification Course

Dear Mam,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Personal Effectiveness for Success" value added course.

Your expertise and insights have been instrumental in enriching the learning experience for our participants.

Once again, thank you for your exemplary guidance and commitment to our success. Your contributions have not only enriched our lives but have also inspired us to strive for greatness.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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**A.Y. 2020-21
Report**

Value Added Course: Personal Effectiveness For Success

Course Code: VACC/20-21/01

Resource Person: Ms. Vahida Pathan

Date: 7th to 12th Sep 2020

Duration: 30Hrs

Time: 10:00AM to 4:00 PM

No. of Student Certified: 114

Introduction:

The Value Added Course on Personal Effectiveness For Success, facilitated by Ms. Vahida Pathan from 7th to 12th sep 2020, successfully concluded with the certification of 114 students. This comprehensive program aimed to empower participants with essential skills and strategies for personal growth and professional success.

Overview:

Ms. Vahida Pathan, a seasoned expert in personal development, led the course, offering valuable insights, practical tips, and guidance to enhance participants' personal effectiveness. The course covered a diverse range of topics, including goal setting, time management, communication skills, and emotional intelligence, resilience, and leadership development, providing participants with a holistic approach to self-improvement. The sessions were interactive and engaging, featuring discussions, group activities, role-plays, and experiential exercises, fostering active participation and enabling participants to apply the concepts learned in real-life situations. The course timing accommodated participants' schedules, allowing them to attend without disrupting their other commitments, thus maximizing participation and engagement.



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Director
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Achievements:

The successful completion of the Personal Effectiveness For Success course signifies a significant milestone for the 114 certified students, who have gained valuable insights and skills to enhance their personal and professional lives.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH**



**&
NEORARE SERVICES LLP**

This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“Personal Effectiveness For Success”

(VACC/20-21/01)

conducted for MBA Students in Academic Year 2020- 21
at DIMR, Pune.

Date : 12/9/20
Place : Pune



Mohammed
Dr. Mohammed Bawaji
Managing Director

[Signature]
Dr. Sajid Alvi
Director

[Signature]
Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
CP HR



CP HR Services
Pvt. Ltd

Mr. F Francis Xavier
(Resource Person)

ENGLISH COMMUNICATION

VACC/20-21/02



21st Sep 2020 to 8th Oct 2020



3PM TO 5PM



A handwritten signature in black ink, appearing to be 'F Francis Xavier'.

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2020-21

Value Added Course:

English Communication

Syllabus

Module 1: Business Vocabulary and Terminology

Module 2: Professional Writing Skills (Emails, Reports, Proposals)

Module 3: Effective Presentation Techniques

Module 4: Negotiation and Persuasion Strategies

Module 5: Cross-cultural Communication in Business Settings

Module 6: Business Etiquette and Networking

Module 7: Interview Preparation and Resume Writing

Module 8: Customer Service and Client Communication




Director
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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 17-09-2020

A.Y. 2020-21

NOTICE
English Communication
(Value Added Course)

Dear Students,

We are excited to announce a unique opportunity for all students aspiring to enhance their *language proficiency and communication skills in the professional world*. Our institution is offering a Value Added Course on "English Communication" designed to equip participants with the language tools and techniques necessary for success in the corporate arena.

Certification: English Communication

Course Code: VACC/19-20/02

Resource Person: Mr. F Francis Xavier

Date: 21st Sep to 08th Oct'2020

Duration: 32 Hrs

Time: 3 pm to 5 pm

Objective:

Enhance your employability and career prospects by acquiring essential business communication skills.

Interested students are requested to register for the course. Seize this excellent opportunity to develop your language proficiency and communication skills tailored for the business world.



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Dr. Sajid Alvi
Director





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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 16-09-2020

To,
Mr. F. Franics Xavier

Subject: Invitation to Facilitate "English Communication Skills" Certification Course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to lead our upcoming value added course on "English Communication".

Date: 21st Sep to 8th Oct 2020


Time: 3:00 PM to 5:00 PM

We believe that your expertise in English language instruction and your profound understanding of business communication make you an ideal candidate to facilitate this course. Your ability to tailor language learning to professional contexts, coupled with your dynamic teaching style, will undoubtedly empower participants to enhance their communication skills and excel in various business settings.

Your commitment to excellence and your passion for helping individuals succeed align perfectly with the objectives of this certification course. We are excited about the prospect of collaborating with you and are confident that your involvement will greatly contribute to the success of the program.

Thank you for considering this invitation. We look forward to the opportunity to work together to empower individuals to achieve proficiency in business English communication.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Mr. F. Francis Xavier

Industry Expert – Trainer & Coach | Certified Language Trainer | Communication Coach | Soft Skills & Personality Development Trainer | Leadership Development | Career Mentor

Summary

Seasoned English Language Communication Expert and Soft Skills Trainer, enthusiastic Learning and Talent Development professional, with over 15+ years of dedicated expertise in empowering individuals, organizations and leadership to master the art of effective communication. Passionate about helping clients from diverse industries enhance their interpersonal, public speaking, presentation and English language communication skills. Adept at designing tailored programs that address specific needs and deliver measurable results. Skilled in creating engaging, interactive learning experiences that combine theory with practical application. Committed to fostering a supportive environment for learners to grow and succeed. Stay updated with the latest trends and techniques through continuous learning.

Experience

CP HR Services Pvt. Ltd.
Chief Training Advisor
2018 - Present



A handwritten signature in blue ink.

Director
Onyansagar Institute of Management and
Research
Balewadi, Pune-411045



Date: 08-10-2020

To,
Mr. F Franics Xavier

Subject: Heartfelt Thanks for Your Conducting the "English Communication" Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding contribution to the success of our recent "English Communication" course.

Your commitment to our success, coupled with your enthusiasm and encouragement, has created a supportive learning environment where we felt empowered to overcome language barriers and communicate confidently in various business settings.

The knowledge and skills acquired through this course have not only boosted our confidence but have also opened up new opportunities for career advancement and professional growth.

Your invaluable guidance will continue to serve as a beacon as we navigate the complexities of the business world.

Once again, thank you for your unwavering dedication and passion for teaching. Your contributions have made a lasting impact on our journey toward excellence in business communication.

We look forward for your similar association in future.

Thank you,

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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(AISHE Code - C - 41293, PUN Code - IMMP014030)



**A.Y. 2020-21
Report**

Value Added Course: English Communication

Course Code: VACC/20-21/02

Resource Person: Mr. F Francis Xavier

Date: 21st Sep to 8th Oct 2020

Duration: 32 Hrs

Time: 3:00 PM to 5:00 PM

No. of Student Certified: 107

Introduction:

The Value Added Course on English Communication, conducted by Mr. F Francis Xavier from 21st Sep to 8th Oct 2020, concluded successfully with the certification of 107 students. This comprehensive program aimed to enhance participants' proficiency in English communication, empowering them with the skills necessary for effective verbal and written communication in various contexts.

Overview:

Mr. F Francis Xavier, a highly experienced language instructor, led the course, imparting valuable insights, techniques, and strategies to improve participants' English communication skills. The course covered a wide range of topics, including grammar, vocabulary, pronunciation, speaking skills, writing skills, and presentation skills, providing participants with a solid foundation in English communication. The sessions were interactive and engaging, featuring discussions, group activities, role-plays, and practical exercises, allowing participants to actively practice and apply the concepts learned in real-life situations. The course timing accommodated participants' schedules, enabling them to attend without disrupting their other commitments, thereby maximizing participation and engagement.



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Director

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Achievements:

The successful completion of the English Communication course represents a significant achievement for the 107 certified students, who have enhanced their language proficiency and communication skills, positioning themselves for success in academic, professional, and personal endeavors.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH
&
CP HR SERVICES PVT. LTD.**



This is to certify that

Mr. / Ms. _____

has successfully completed Certification Course on
“English Communication”

(VACC/20-21/02)

conducted for MBA Students in Academic Year 2020- 21
at DIMR, Pune.

Date : 8/10/20
Place : Pune



Mohammed
Dr. Mohammed Bawaji
Managing Director

[Signature]
Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

[Signature]
Dr. Sajid Alvi
Director



VALUE ADDED COURSES
2021-22





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AY-2021-22

Sr.no.	Name of the Value Added Course	Course Code
1	Personal Effectiveness For Success	VACC/21-22/01
2	Business English	VACC/21-22/02
3	Aptitude	VACC/21-22/03




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A.Y. 2021-22

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8	Attendance sheet
9	Report
10	Sample of Certificate




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH
&
NEORARE SERVICES LLP**



Personal Effectiveness For Success

(VACC/21-22/01)



**Resource Person
Ms. Vahida Pathan**

 **17th to 22th Jan 2022**

 **10.00 AM TO 04.00 PM**



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Venue :- Seminar Hall, DIMR, SKP Campus, Balewadi, Pune




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



A.Y. 2021-22

Value Added Course:

Personal Effectiveness for Success

Syllabus

Module 1: Self-Discovery and Goal Setting

Module 2: Time Management and Productivity

Module 3: Effective Communication Skills

Module 4: Emotional Intelligence and Self-awareness

Module 5: Stress Management and Well-being

Module 6: Decision Making and Problem Solving

Module 7: Leadership and Influence

Module 8: Personal Branding and Professional Development




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Research
Balewadi, Pune-411045





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(AISHE Code - C - 41293, PUN Code - IMMPO14030)



Date: 11-01-2022

A.Y. 2021-22

NOTICE

**Personal Effectiveness For Success
(Value Added Course)**

Dear Students,

We are pleased to announce a valuable opportunity for all students interested in enhancing their personal effectiveness for success. Our institution is organizing a Value Added Course on "Personal Effectiveness For Success" aimed at equipping participants with essential skills and strategies to thrive in both academic and personal pursuits.

Certification: Personal Effectiveness For Success

Course Code: VACC/21-22/01

Resource Person: Ms. Vahida Pathan

Date: 17th to 22nd Jan '2022

Duration: 30 Hrs

Time: 10:00 AM to 4:00 PM

Objective:

- Goal Setting and Time Management
- Effective Communication Skills
- Stress Management and Well-being
- Decision Making and Problem Solving
- Building Confidence and Resilience

Interested students are requested to register for the course. Grab this excellent opportunity to invest in your personal growth and development. Join this journey towards unlocking your full potential and achieving success.



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Dr. Sajid Alvi
Director

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Date: 12-01-2022

To,
Ms, Vahida Pathan

Subject: Invitation to facilitate for "Personal Effectiveness for Success" course.

Dear Mam,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as the trainer for our value addition course "Personal Effectiveness for Success".

Date: 17th to 22nd Jan 2022
Time: 10:00 AM to 4:00 PM

We believe that your expertise and experience in personal development and success coaching make you an ideal candidate to lead this course. Your profound understanding of key principles such as goal setting, time management, effective communication, resilience, and self-motivation will undoubtedly inspire and empower participants to unlock their full potential.

As the trainer for this certification course, your role will be instrumental in shaping the learning experience and guiding participants on their journey towards personal excellence. We are confident that your dynamic teaching style, engaging delivery, and practical insights will create a transformative learning environment that fosters growth and development.

We believed that your commitment to helping individuals enhance their personal effectiveness aligns perfectly with the objectives of this certification course.

Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Contact

www.linkedin.com/in/vahida-pathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge university ,Access Concious Felicitator

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP

Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP

Founder & Director

May 2018 - Present (5 years 9 months)

Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICMR
Head, Corporate Relation

July 2016 - May 2018 (1 year 11 months)

Pune Area, India

To Manage the Industry- Academic Camaraderie. My role contributes to the overall industrial relations, with respect to Placement, grooming and employability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices. To be a centre of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd

Head Placements Institutional Alliance

May 2015 - July 2016 (1 year 3 months)

Taking care of entire placements activity, for institutional alliance, mainly Enng Graduates, Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.

Placement Coordinator

December 2011 - December 2014 (3 years 1 month)

Responsibility was as placement officer for MBA and MCA mgmt students . lectures in Business Communication and Business English.

Developed the English speaking skills, through English Language Lab.



Page 1 of 3
Director
Dnyansagar Institute of Management and Research
Balewadi, Pune-411045

Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)




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Research
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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 22-01-2022

To,

Ms. Vahida Pathan .

Subject: Heartfelt Thanks for Your Contribution to the "Personal Effectiveness for Success" Certification Course

Dear Mam,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Personal Effectiveness for Success" value added course.

Your expertise and insights have been instrumental in enriching the learning experience for our participants. Your ability to distill complex concepts into actionable strategies has equipped us with the tools necessary to navigate challenges and strive for success both personally and professionally.

The knowledge and skills gained from this course will undoubtedly serve as a cornerstone for our personal and professional endeavors, enabling us to cultivate habits of excellence, resilience, and continuous improvement.

Once again, thank you for your exemplary guidance and commitment to our success. Your contributions have not only enriched our lives but have also inspired us to strive for greatness.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director


Director
Dnyansagar Institute of Management and
Research
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(AISHE Code : C - 41293, PUN Code - IMMP014030)



A.Y. 2021-22

Report

Value Added Course: Personal Effectiveness For Success

Course Code: VACC/21-22/01

Resource Person: Ms. Vahida Pathan

Date: 17th to 22nd Jan 2022

Duration: 30 Hrs

Time: 10:00 AM to 4:00 PM

No. of Student Certified: 168

Introduction:

The Value Added Course on Personal Effectiveness For Success, conducted by Ms. Vahida Pathan from 17th to 22nd Jan 2022, concluded successfully with the certification of 168 students. This comprehensive program, spanning 30 hours, aimed to enhance participants' personal effectiveness and equip them with skills essential for achieving success in their personal and professional lives.

Course Overview:

Ms. Vahida Pathan, a renowned expert in personal development and effectiveness, led the course, sharing valuable insights, strategies, and techniques with the participants. The course covered a wide range of topics, including goal setting, time management, communication skills, emotional intelligence, resilience, and leadership development, providing participants with a holistic approach to personal growth and success. The sessions were interactive and engaging, featuring a blend of lectures, discussions, group activities, role-plays, and experiential exercises, allowing participants to actively participate and apply the concepts learned in real-life situations. The session was scheduled from 10am to 4pm, the course provided enough time for in-depth exploration of topics.



Siddh
Director

Dnyansagar Institute of Management and
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Balewadi, Pune-411045

& SKP Campus, Baner, Balewadi, Pune - 411 045 INDIA
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Achievements:

The successful completion of the Personal Effectiveness For Success course represents a significant achievement for the 168 certified students, who have gained valuable insights and skills to enhance their personal effectiveness and unlock their full potential for success.



[Signature]
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MANAGEMENT AND RESEARCH
&
CP HR SERVICES PVT. LTD.**



This is to certify that

Mr. / Ms. _____

has successfully completed Value Added Course on
“Personal Effectiveness For Success”

(VACC/21-22/01)

conducted for MBA Students in Academic Year 2021 - 22
at DIMR, Pune.

Date :
Place : Pune



Mohammed
Dr. Mohammed Bawaji
Managing Director

[Signature]
Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
Research
Batewadi, Pune-411045



**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH**



CP HR Services
Pvt. Ltd.

**&
CP HR SERVICES PVT. LTD.**

Business English

(VACC/21-22/02)

**Resource Person
Mr. F Francis Xavier**



1st to 17th Feb' 2022



03.00 PM TO 05.00 PM



Seminar Hall, DIMR


Director

**Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045**





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A.Y. 2021-22

Value Added Course:

Business English Course

Syllabus

- Module 1: Business Vocabulary and Terminology
- Module 2: Professional Writing Skills (Emails, Reports, Proposals)
- Module 3: Effective Presentation Techniques
- Module 4: Negotiation and Persuasion Strategies
- Module 5: Cross-cultural Communication in Business Settings
- Module 6: Business Etiquette and Networking
- Module 7: Interview Preparation and Resume Writing
- Module 8: Customer Service and Client Communication




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Date: 27-01-2022

**A.Y. 2021-22
NOTICE**

**Business English
(Value Added Course)**

Dear Students,

We are excited to announce a unique opportunity for all students aspiring to enhance their language proficiency and communication skills in the professional world. Our institution is offering a Value Added Course on "Business English" designed to equip participants with the language tools and techniques necessary for success in the corporate arena.

Certification: Business English

Course Code: VACC/21-22/02

Resource Person: Mr. F Francis Xavier

Date: 1st to 17th Feb'2022

Duration: 32 Hrs

Time: 3pm to 5pm

Objective:

Enhance your employability and career prospects by acquiring essential business communication skills.

Interested students are requested to register for the course. Seize this excellent opportunity to develop your language proficiency and communication skills tailored for the business world.



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Dr. Saad Alvi
Director



Mr. F. Francis Xavier

Industry Expert – Trainer & Coach | Certified Language Trainer | Communication Coach | Soft Skills & Personality Development Trainer | Leadership Development | Career Mentor

Summary

Seasoned English Language Communication Expert and Soft Skills Trainer, enthusiastic Learning and Talent Development professional, with over 15+ years of dedicated expertise in empowering individuals, organizations and leadership to master the art of effective communication. Passionate about helping clients from diverse industries enhance their interpersonal, public speaking, presentation and English language communication skills. Adept at designing tailored programs that address specific needs and deliver measurable results. Skilled in creating engaging, interactive learning experiences that combine theory with practical application. Committed to fostering a supportive environment for learners to grow and succeed. Stay updated with the latest trends and techniques through continuous learning.

Experience

CP HR Services Pvt. Ltd.
Chief Training Advisor
2018 - Present




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Date: 28-01-2022

To,
Mr. F Franics Xavier

Subject: Invitation to Facilitate "Business English" Certification Course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to lead our upcoming value added course on "Business English".

Date: 1st to 17th Feb 2022
Time: 3:00 PM to 5:00 PM

We believe that your expertise in English language instruction and your profound understanding of business communication make you an ideal candidate to facilitate this course. Your ability to tailor language learning to professional contexts, coupled with your dynamic teaching style, will undoubtedly empower participants to enhance their communication skills and excel in various business settings.

Your commitment to excellence and your passion for helping individuals succeed align perfectly with the objectives of this certification course. We are excited about the prospect of collaborating with you and are confident that your involvement will greatly contribute to the success of the program.

Thank you for considering this invitation. We look forward to the opportunity to work together to empower individuals to achieve proficiency in business English communication.

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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Date: 17-02-2022

To,

Mr. F Franics Xavier

Subject: Heartfelt Thanks for Your Conducting the "Business English" Course

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding contribution to the success of our recent "Business English" course.

Your commitment to our success, coupled with your enthusiasm and encouragement, has created a supportive learning environment where we felt empowered to overcome language barriers and communicate confidently in various business settings.

The knowledge and skills acquired through this course have boosted students' confidence and also opened up new opportunities for career advancement and professional growth.

Once again, thank you for your unwavering dedication and passion for teaching. Your contributions have made a lasting impact on our journey toward excellence in business communication.

We look forward for your similar association in future.

Thank you,

Best Regards,

Dr. Sajid Alvi
Director



Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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A.Y. 2021-22

Report

Value Added Course: Business English

Course Code: VACC/21-22/02

Resource Person: Mr. F Francis Xavier

Date: 1st to 17th Feb*2022

Duration: 32 Hrs

Time: 3:00 PM to 5:00 PM

No. of Student Certified: 183

Introduction:

The Value Added Course on Business English, conducted by Mr. F Francis Xavier from 1st to 17th Feb*2022, concluded successfully with the certification of 183 students. This intensive program, spanning 32 hours, aimed to enhance participants' proficiency in English communication within a business context, equipping them with the skills necessary for professional success.

Overview:

Mr. F Francis Xavier, a seasoned language expert with extensive experience in business communication, led the course, providing participants with valuable insights, strategies, and practical tips for effective communication in the workplace. The course covered various aspects of business English, including business writing, presentations, negotiations, email etiquette, and professional vocabulary, ensuring participants were well-equipped to communicate confidently and professionally in diverse business scenarios. The sessions were interactive and engaging, featuring interactive exercises, role-plays, group discussions, and real-world case studies, enabling participants to apply the concepts learned and enhance their communication skills in a supportive environment. The course provided enough time for comprehensive coverage of topics, extensive practice, and personalized feedback, allowing

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[Signature]
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participants to make significant improvements in their English proficiency within a short time frame.

Achievements:

The successful completion of the Business English course represents a significant milestone for the 183 certified students, who have enhanced their language proficiency and communication skills essential for success in today's global business environment.




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CP HR SERVICES PVT. LTD.**



This is to certify that

Mr. / Ms. _____

has successfully completed Value Added Course on
“Business English”

(VACC/21-22/02)

conducted for MBA Students in Academic Year 2021 - 22
at DIMR, Pune.

Date :
Place : Pune



Mohammed
Dr. Mohammed Bawaji
Managing Director

[Signature]
Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH



&
CP HR



CP HR Services
Pvt. Ltd

Ms. Zainab Battiwala
(Resource Person)

APTITUDE

VACC/21-22/03




2nd Mar 2022 to 19th Mar 2022



3PM TO 5PM




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Venue:

Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2021- 22

Value Added Course:

Aptitude

Syllabus

- Topic 1: Quantitative Aptitude
- Topic 2: Logical Reasoning
- Topic 3: Verbal Ability
- Topic 4: Data Interpretation
- Topic 5: Problem-solving Techniques
- Topic 6: Time Management Strategies
- Topic 7: Exam Preparation Tips and Tricks




Director
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Date: 23-02-2022

A.Y. 2021-22

NOTICE

**Aptitude
(Value Added Course)**

Dear Students,

We are delighted to announce an enriching opportunity for all students seeking to strengthen their problem-solving and analytical abilities. Our institution is organizing a Value Added Course on "Aptitude" aimed at providing participants with the essential skills and strategies required to excel in various competitive exams and job interviews.

Certification: Aptitude

Course Code: VACC/21-22/03

Resource Person: Ms. Zainab Battiwala

Date: 2nd to 19th March'2022

Duration: 30 Hrs

Time: 3 pm to 5 pm

Interested students are requested to register for the course. Seize this valuable opportunity to sharpen your aptitude skills and enhance your academic and career prospects.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi
Director





Date: 24-02-2022

To,
Ms. Zainab Battiwala

Subject: Invitation as Expert for "Aptitude" value added course.

Dear Mam,

On behalf of DIMR I am writing to extend a sincere invitation to you to serve as the trainer for our upcoming "Aptitude" value added course.

Date: 2nd to 19th Mar 2022
Time: 3:00 PM to 5:00 PM

We believe that your expertise in aptitude training and your ability to simplify complex concepts make you an excellent candidate to lead this course. Your proven track record of helping individuals improve their problem-solving skills and critical thinking abilities aligns perfectly with the objectives of our certification program.

As the trainer for this course, your role will be instrumental in delivering engaging sessions, providing practical guidance, and equipping participants with the necessary skills to excel in aptitude assessments.

We are confident that your dynamic teaching style and interactive approach will create a supportive learning environment where participants can thrive and grow.

Thank you for considering this invitation. We look forward to the possibility of collaborating with you to empower individuals to succeed in aptitude assessments.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Contact

www.linkedin.com/in/zainab-battiwala (LinkedIn)

Top Skills

Passive Candidate Generation
New Client Acquisitions
Niche Talent Acquisition

Languages

Hindi
English
Marathi
Gujrati

Certifications

CCR Certified Recruiter

Zainab B.

A human resources specialist with diverse industry experience over 19 years in recruitment, sourcing, talent acquisition, and talent management. Linking the top talent with Fortune 500 companies
Pune, Maharashtra, India

Summary

Working for CP HR Services Pvt. Ltd., recognized as the second-best HRO company by Silicon India, one of the top 20 most promising HRO companies in India.

Experience

CP HR Services Pvt. Ltd
Senior Talent Acquisition Specialist
May 2006 - Present (18 years 1 month)
Pune

Roles being Handled:

Potential to Accept challenges and Make Good result.

Hiring People from White Collar like Manager, Sr. Manager Engineering to Sr. Level & Executive

Management Personal like VP / Head Profile.

Geographically Worked for Domestic and International Recruitment Like Middle

East, Africa, Dubai Locations

Monitoring, Evaluating, Documentation and Report Preparation.

Understanding of Different Industrial segment by working in different positions.

Technical awareness of Different Industrial Electrical, Mechanical, Civil & Instrument Equipment and Machinery

Customer Grievance Handling,

Managing Existing Corporate Customers, Up-selling, Corporate Account Revival, Payment Follow-ups,

Managing Recruiters on a daily basis,

End to End Recruitment Cycle.

Computer Skills on HRMS Software, PowerPoint, Excel, Word

Education




Director
Dnyansagar Institute of Management and
Research
Page 1 of 2
Balewadi, Pune-411045

Savitribai Phule Pune University
BA, Sociology · (2001 - 2006)

St Thomas Public School - India
SSC




Director
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Date: 19-03-2022

To,

Ms. Zainab Battiwala .

Subject: Gratitude for conducting the "Aptitude" value added course

Dear Mam,

On behalf of DIMR, I wanted to extend our sincere gratitude for your exceptional efforts in conducting the "Aptitude" value added course. Your dedication, expertise, and commitment to our learning have made a significant impact on students' journey to improve our aptitude skills.

The knowledge and skills gained from this course are invaluable assets that will undoubtedly benefit us in various academic and professional pursuits.

Once again, thank you for your outstanding contribution to the "Aptitude" course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
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A.Y. 2021-22

Report

Value Added Course: Aptitude

Course Code: VACC/21-22/03

Resource Person: Ms. Zainab Battiwala

Date: 2nd to 19th March '2022

Duration: 30 Hrs

Time: 3:00 PM to 5:00 PM

No. of Student Certified: 187

Introduction:

The Value Added Course on Aptitude, conducted by Ms. Zainab Battiwala from 2nd to 19th March '2022, successfully concluded with the certification of 187 students. This intensive program, spanning 30 hours, aimed to enhance participants' aptitude and problem-solving skills, essential for success in various competitive exams and job interviews.

Ms. Zainab Battiwala, a highly experienced tutor specializing in aptitude training, led the course, imparting valuable insights, techniques, and strategies to help participants improve their problem-solving abilities.

Overview:

The course covered a wide range of topics, including quantitative aptitude, logical reasoning, verbal reasoning, data interpretation, and mathematical concepts, providing participants with a solid foundation in aptitude testing. Session scheduled from 3 to 5pm, the course offered sample time for in-depth coverage of topics, extensive practice, and individualized attention, and ensuring participants were well-prepared to excel in aptitude tests and examinations.



Director

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Achievements:

The successful completion of the Aptitude course marks a significant achievement for the 187 certified students, who have enhanced their problem-solving skills and aptitude, positioning themselves for success in academic and professional pursuits.



[Signature]
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This is to certify that

Mr. / Ms. _____

has successfully completed Value Added Course on
“Aptitude”
(VACC/21-22/03)
conducted for MBA Students in Academic Year 2021 - 22
at DIMR, Pune.

Date :
Place : Pune



Mohammed
Dr. Mohammed Bawaji
Managing Director

Sajid Alvi
Dr. Sajid Alvi
Director
Dnyansagar Institute of Management and
Research
Bilewadi, Pune-411045



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**VALUE ADDED COURSES
2022-23**



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AY-2022-23

Sr.no.	Name of the Value Added Course	Course Code
1	Personal Effectiveness For Success	VACC/22-23/01
2	Business English	VACC/22-23/02
3	Aptitude	VACC/22-23/03




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A.Y. 2022-23

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6	Guest Speaker Profile
7	Thanking Letter
8	Attendance sheet
9	Report
10	Sample of Certificate




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH**



&

NEORARE SERVICES LLP

Personal Effectiveness For Success

(VACC/22-23/01)




Resource Person
Ms. Vahida Pathan

 **22nd to 27th May 2023**

 **10.00 AM TO 04.00 PM**




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Venue :- Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2022-23

Value Add Course

Personal Effectiveness for Success

Syllabus

- Topic 1: Self-Discovery and Goal Setting
- Topic 2: Time Management and Productivity
- Topic 3: Effective Communication Skills
- Topic 4: Emotional Intelligence and Self-awareness
- Topic 5: Stress Management and Well-being
- Topic 6: Decision Making and Problem Solving
- Topic 7: Leadership and Influence
- Topic 8: Personal Branding and Professional Development




Director
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Date: 18th May'2023

A.Y. 2022-23

NOTICE

**Personal Effectiveness For Success
(Value Added Course)**

Dear Students,

We are pleased to announce a valuable opportunity for all students interested in enhancing their personal effectiveness for success. Our institution is organizing a Value Added Course on "Personal Effectiveness For Success" aimed at equipping participants with essential skills and strategies to thrive in both academic and personal pursuits.

Certification: Personal Effectiveness For Success

Resource Person: Ms. Vahida Pathan

Date: 22nd to 27th May'2023

Duration: 35 Hrs

Time: 10:00 AM to 4:00 PM

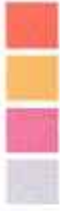
Interested students are requested to register for the course. Grab this excellent opportunity to invest in your personal growth and development. Join this journey towards unlocking your full potential and achieving success.




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045


Dr. Sajid Alvi
Director





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Date: 17th May'2023

To,
Ms. Vahida Pathan

Subject: Invitation to facilitate for "Personal Effectiveness for Success" course.

Dear Ma'am,

On behalf of DIMR I am writing to extend a warm invitation to you to serve as the trainer for our value addition course "Personal Effectiveness for Success".

Date: 22nd to 27th May' 2023
Time: 10:00 AM to 4:00 PM

We believe that your expertise and experience in personal development and success coaching make you an ideal candidate to lead this course. Your profound understanding of key principles such as goal setting, time management, effective communication, resilience, and self-motivation will undoubtedly inspire and empower participants to unlock their full potential.

As the trainer for this certification course, your role will be instrumental in shaping the learning experience and guiding participants on their journey towards personal excellence. We are confident that your dynamic teaching style, engaging delivery, and practical insights will create a transformative learning environment that fosters growth and development.

We believed that your commitment to helping individuals enhance their personal effectiveness aligns perfectly with the objectives of this certification course.

Thank you for considering this invitation. We eagerly await the opportunity to work with you and create an enriching learning experience for our students.

Best Regards,


Dr. Sajid Alvi
Director


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Contact

www.linkedin.com/in/vahida-pathan-12074754 (LinkedIn)
www.facebook.com/neorareTakeFlight/ (Other)

Top Skills

Curriculum Development
Research
Higher Education

Languages

Hindi

Certifications

BEC , From Cambridge university ,Access Concious Felicitator

Vahida Pathan

Founder & Director at NEORARE SERVICES LLP

Pune, Maharashtra, India

Summary

A success Coach ,Placement and Employability Mentor and Soft Skills trainer .

Experience

Neorare Services LLP

Founder & Director

May 2018 - Present (5 years 9 months)

Pune, Maharashtra, India

Institute of Industrial And Computer Management & Research IICMF

Head, Corporate Relation

July 2016 - May 2018 (1 year 11 months)

Pune Area, India

To Manage the Industry- Academic Camaraderie.My role contributes to the overall industrial relations, with respect to Placement, grooming and employability enhancement programs of the MBA Graduates. To arrange effective seminars to expose the candidates to best of industry practices.To be a centre of excellence, for providing trained and skilled candidates to the Industry.

SEED Infotech Ltd

Head Placements Institutional Alliance

May 2015 - July 2016 (1 year 3 months)

Taking care of entire placements activity,for institutional alliance,mainly Enng Graduates,Currently working on a project for IT Industry "Campus to Corporate".

Pratibha Institute of Business Mgt.

Placement Coordinator

December 2011 - December 2014 (3 years 1 month)

Responsibility was as placement officer for MBA and MCA mgmt students . lectures in Business Communication and Business English.

Development in English speaking skills, through English Language Lab.

Director
Dnyansagar Institute of Management & Research
Research
Balewadi, Pune-411045



Education

Fergusson College

Bachelor of Arts (B.A.), English Literature (British and Commonwealth) · (1993 - 1998)

MES

SSC, Psychology · (1986 - 1992)



A handwritten signature in blue ink, appearing to be "S. S. S.", written over the printed name "Director".

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

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(AISHE Code | C - 41293, PUN Code - IMMP014030)



Date: 27th May'2023

To,
Ms. Vahida Pathan

Subject: Heartfelt Thanks for Your Contribution to the "Personal Effectiveness for Success" Certification Course.

Dear Ma'am,

On behalf of DIMR, I wanted to extend my sincere gratitude for your exceptional contribution to the success of our recent "Personal Effectiveness for Success" value added course.

Your expertise and insights have been instrumental in enriching the learning experience for our participants. Your ability to distill complex concepts into actionable strategies has equipped us with the tools necessary to navigate challenges and strive for success both personally and professionally.

The knowledge and skills gained from this course will undoubtedly serve as a cornerstone for our personal and professional endeavors, enabling us to cultivate habits of excellence, resilience, and continuous improvement.

Once again, thank you for your exemplary guidance and commitment to our success. Your contributions have not only enriched our lives but have also inspired us to strive for greatness.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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A.Y. 2022-23

Report

Value Added Course: Personal Effectiveness For Success

Course Code: VACC/22-23/01

Resource Person: Ms. Vahida Pathan

Date: 22nd to 27th May'2023

Duration: 35 Hrs

Time: 10:00 AM to 4:00 PM

No. of Student Certified: 189

Introduction:

The Personal Effectiveness For Success Certification course conducted by Ms. Vahida Pathan from 22nd to 27th May'2023 provided participants with invaluable strategies and skills to enhance personal effectiveness and achieve success in various aspects of life.

Course Overview:

Spanning over a period of 35 hours, with sessions held daily from 10:00 AM to 4:00 PM, the course delved into various aspects of personal effectiveness under the expert guidance of Ms. Vahida Pathan, an experienced mentor in the field.

Syllabus:

Self-Discovery and Goal Setting
Time Management and Productivity
Effective Communication Skills
Emotional Intelligence and Self-awareness
Stress Management and Well-being
Decision Making and Problem Solving
Leadership and Influence
Personal Branding and Professional Development

Course Highlights:

The course provided participants with practical insights and techniques to enhance personal effectiveness and achieve their goals with confidence and clarity. Ms. Vahida Pathan's

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Balewadi, Pune-411045

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expertise and engaging teaching style facilitated a dynamic learning experience, enabling participants to unlock their full potential and thrive in both personal and professional spheres.

Conclusion:

Total 189 students has successfully completed the course. The Personal Effectiveness For Success Certification course led by Ms. Vahida Pathan was instrumental in equipping participants with the skills and strategies necessary to lead fulfilling and successful lives. We extend our gratitude to Ms. Vahida Pathan for her exemplary mentorship and guidance, and commend all participants for their active engagement and commitment to mastering personal effectiveness.


Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH
&
NEORARE SERVICES LLP**



This is to certify that

Mr. / Ms. _____

has successfully completed Value Added Course on
“Personal Effectiveness For Success”
(VACC/22-23/01)
conducted for MBA Students in Academic Year 2022 - 23
at DIMR, Pune.

Date : 27/5/23
Place : Pune




Ms. Wahida Pathan
Founder


Director


Dr. Sajid Alvi
Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



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Business English

(VACC/22-23/02)

Resource Person

Mr. F Francis Xavier



8th to 24th May 2023



03.00 PM TO 05.00 PM



Seminar Hall, DIMR



Director

Dnyansagar Institute of Management and
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Balewadi, Pune-411045





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A.Y. 2022-23

Value Add Course:

Business English Course

Syllabus

- Topic 1: Business Vocabulary and Terminology
- Topic 2 : Professional Writing Skills (Emails, Reports, Proposals)
- Topic 3 : Effective Presentation Techniques
- Topic 4: Negotiation and Persuasion Strategies
- Topic 5: Cross-cultural Communication in Business Settings
- Topic 6: Business Etiquette and Networking
- Topic 7: Interview Preparation and Resume Writing
- Topic 8: Customer Service and Client Communication




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Date: 2nd May'2023

A.Y. 2022-23

NOTICE

**Business English
(Value Added Course)**

Dear Students,

We are excited to announce a unique opportunity for all students aspiring to enhance their language proficiency and communication skills in the professional world. Our institution is offering a Value Added Course on "Business English" designed to equip participants with the language tools and techniques necessary for success in the corporate arena.

Certification: Business English

Resource Person: Mr. F Francis Xavier

Date: 8th to 24th May'2023

Duration: 32 Hrs

Time: 3:00 PM to 5:00 PM

Enhance your employability and career prospects by acquiring essential business communication skills.

Interested students are requested to register for the course. Seize this excellent opportunity to develop your language proficiency and communication skills tailored for the business world.




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Dr. Sajid Alvi
Director





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Date: 3rd May'2023

To,
Mr. F Francis Xavier

Subject: Invitation to Facilitate "Business English" Certification Course.

Dear Sir,

On behalf of DIMR I am writing to extend a cordial invitation to you to lead our upcoming value added course on "Business English".

Date: 8th to 24th May'2023

Time: 3:00 PM to 5:00 PM

We believe that your expertise in English language instruction and your profound understanding of business communication make you an ideal candidate to facilitate this course. Your ability to tailor language learning to professional contexts, coupled with your dynamic teaching style, will undoubtedly empower participants to enhance their communication skills and excel in various business settings.

Your commitment to excellence and your passion for helping individuals succeed align perfectly with the objectives of this certification course. We are excited about the prospect of collaborating with you and are confident that your involvement will greatly contribute to the success of the program.

Thank you for considering this invitation. We look forward to the opportunity to work together to empower individuals to achieve proficiency in business English communication.

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045



Mr. F. Francis Xavier

Industry Expert – Trainer & Coach | Certified Language Trainer | Communication Coach | Soft Skills & Personality Development Trainer | Leadership Development | Career Mentor

Summary

Seasoned English Language Communication Expert and Soft Skills Trainer, enthusiastic Learning and Talent Development professional, with over 15+ years of dedicated expertise in empowering individuals, organizations and leadership to master the art of effective communication. Passionate about helping clients from diverse industries enhance their interpersonal, public speaking, presentation and English language communication skills. Adept at designing tailored programs that address specific needs and deliver measurable results. Skilled in creating engaging, interactive learning experiences that combine theory with practical application. Committed to fostering a supportive environment for learners to grow and succeed. Stay updated with the latest trends and techniques through continuous learning.

Experience

CP HR Services Pvt. Ltd.
Chief Training Advisor
2018 - Present




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045



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Date: 24th May'2023

To,
Mr. F Francis Xavier

Subject: Heartfelt Thanks for Your Conducting the "Business English" Course.

Dear Sir,

On behalf of DIMR, I wanted to extend my sincere gratitude for your outstanding contribution to the success of our recent "Business English" course.

Your commitment to our success, coupled with your enthusiasm and encouragement, has created a supportive learning environment where we felt empowered to overcome language barriers and communicate confidently in various business settings.

The knowledge and skills acquired through this course have not only boosted our confidence but have also opened up new opportunities for career advancement and professional growth.

Your invaluable guidance will continue to serve as a beacon as we navigate the complexities of the business world.

Once again, thank you for your unwavering dedication and passion for teaching. Your contributions have made a lasting impact on our journey toward excellence in business communication.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045





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A.Y. 2022-23

Report

Value Added Course: Business English

Course Code: VACC/22-23/02

Resource Person: Mr. F Francis Xavier

Date: 8th to 24th May'2023

Duration: 32 Hrs

Time: 3:00 PM to 5:00 PM

No. of Student Certified: 176

Introduction:

The Business English Certification course conducted by Mr. F Francis Xavier from 8th to 24th May'2023 provided participants with essential language skills and communication strategies tailored for success in the professional world.

Course Overview:

Spanning over a period of 32 hours, with sessions held daily from 3:00 PM to 5:00 PM, the course delved into various aspects of business English under the expert guidance of Mr. F Francis Xavier, a distinguished language instructor.

Syllabus:

Business Vocabulary and Terminology
Professional Writing Skills (Emails, Reports, Proposals)
Effective Presentation Techniques
Negotiation and Persuasion Strategies
Cross-cultural Communication in Business Settings
Business Etiquette and Networking
Interview Preparation and Resume Writing
Customer Service and Client Communication

Course Highlights:

The course provided participants with practical skills and strategies to communicate effectively in diverse business environments. Mr. F Francis Xavier's expertise and interactive teaching style facilitated a dynamic learning experience, enabling participants to enhance their professional communication skills with confidence.




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Balewadi, Pune-411045

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Conclusion:

Total 176 participants has successfully completed the Business English Certification course. The Business English Certification course led by Mr. F Francis Xavier was instrumental in equipping participants with the language proficiency and communication skills necessary for success in the corporate world. We extend our gratitude to Mr. F Francis Xavier for his exemplary mentorship and guidance, and commend all participants for their active engagement and commitment to mastering business English.




Director
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Balewadi, Pune-411045





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This is to certify that

Mr. / Ms. _____

has successfully completed Value Added Course on
“Business English”
(VACC/22-23/02)
conducted for MBA Students in Academic Year 2022 - 23
at DIMR, Pune.

Date : 24/5/23
Place : Pune



Mohammed
Dr. Mohammed Bawaji
Managing Director

[Signature]
Dr. Sajid Alvi
Director
Dnyansagar Institute of Management and
Research
Balawadi, Pune-411046



**DNYANSAGAR INSTITUTE OF
MANAGEMENT AND RESEARCH**



&

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Aptitude

(VACC/22-23/03)

Resource Person

Ms. Zainab Battiwala



02nd to 19th Jan 2023



3.00 PM TO 5.00 PM



Director

Dnyansagar Institute of Management and

Venue :- Seminar Hall, DIMR, SKP Campus, Balewadi, Pune



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A.Y. 2022-23

Value Add Course

Aptitude

Syllabus

- Topic 1: Quantitative Aptitude
- Topic 2: Logical Reasoning
- Topic 3: Verbal Ability
- Topic 4: Data Interpretation
- Topic 5: Problem-solving Techniques
- Topic 6: Time Management Strategies
- Topic 7: Exam Preparation Tips and Tricks




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Date: 19th Dec'2022

A.Y. 2022-23

NOTICE

**Aptitude
(Value Added Course)**

Dear Students,

We are delighted to announce an enriching opportunity for all students seeking to strengthen their problem-solving and analytical abilities. Our institution is organizing a Value Added Course on "Aptitude" aimed at providing participants with the essential skills and strategies required to excel in various competitive exams and job interviews.

Certification: Aptitude

Resource Person: Ms. Zainab Battiwala

Date: 2nd to 19th Jan'2023

Duration: 31 Hrs

Time: 3:00 PM to 5:00 PM

Interested students are requested to register for the course. Seize this valuable opportunity to sharpen your aptitude skills and enhance your academic and career prospects.

**Dr. Sajid Alvi
Director**




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045





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Date: 15th Dec'2022

To,
Ms. Zainab Battiwala

Subject: Invitation as Expert for "Aptitude" value added course.

Dear Mam,

On behalf of DIMR I am writing to extend a sincere invitation to you to serve as the trainer for our upcoming "Aptitude" value added course.

Date: 2nd to 19th Jan'2023
Time: 3:00 AM to 5:00 PM

We believe that your expertise in aptitude training and your ability to simplify complex concepts make you an excellent candidate to lead this course. Your proven track record of helping individuals improve their problem-solving skills and critical thinking abilities aligns perfectly with the objectives of our certification program.

As the trainer for this course, your role will be instrumental in delivering engaging sessions, providing practical guidance, and equipping participants with the necessary skills to excel in aptitude assessments.

We are confident that your dynamic teaching style and interactive approach will create a supportive learning environment where participants can thrive and grow.

Thank you for considering this invitation. We look forward to the possibility of collaborating with you to empower individuals to succeed in aptitude assessments.

Best Regards,


Dr.Sajid Alvi
Director




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



Contact

www.linkedin.com/in/zainab-battiwala (LinkedIn)

Top Skills

Passive Candidate Generation
New Client Acquisitions
Niche Talent Acquisition

Languages

Hindi
English
Marathi
Gujrati

Certifications

CCR Certified Recruter

Zainab B.

A human resources specialist with diverse industry experience over 19 years in recruitment, sourcing, talent acquisition, and talent management. Linking the top talent with Fortune 500 companies
Pune, Maharashtra, India

Summary

Working for CP HR Services Pvt. Ltd., recognized as the second-best HRO company by Silicon India, one of the top 20 most promising HRO companies in India.

Experience

CP HR Services Pvt. Ltd
Senior Talent Acquisition Specialist
May 2006 - Present (18 years 1 month)
Pune

Roles being Handled:

Potential to Accept challenges and Make Good result.
Hiring People from White Caller like Manager, Sr. Manager Engineering to Sr. Level & Executive
Management Personal like VP / Head Profile.
Geographically Worked for Domestic and International Recruitment Like Middle
East, Africa, Dubai Locations
Monitoring, Evaluating, Documentation and Report Preparation.
Understanding of Different Industrial segment by working in different positions.
Technical awareness of Different Industrial Electrical, Mechanical, Civil & Instrument Equipment and Machinery
Customer Grievance Handling,
Managing Existing Corporate Customers, Up-selling, Corporate Account Revival, Payment Follow-ups,
Managing Recruiters on a daily basis,
End to End Recruitment Cycle.
Computer Skills on HRMS Software, PowerPoint, Excel, Word

Education



Page 1 of 2


Director
Dnyansagar Institute of Management and
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Balewadi, Pune-411045

Savitribai Phule Pune University
BA, Sociology · (2001 - 2006)

St Thomas Public School - India
SSC




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Date: 19th Jan'2023

To,
Ms. Zainab Battiwala

Subject: Gratitude for conducting the "Aptitude" value added course

Dear Mam,

On behalf of DIMR, I wanted to extend our sincere gratitude for your exceptional efforts in conducting the "Aptitude" value added course. Your dedication, expertise, and commitment to our learning have made a significant impact on students' journey to improve our aptitude skills.

The knowledge and skills gained from this course are invaluable assets that will undoubtedly benefit us in various academic and professional pursuits. Your contributions have not only broadened students understanding of aptitude but have also instilled in us the confidence to tackle challenges with determination and resilience.

Your impact will be felt far beyond the confines of this course, as we continue to apply and refine the aptitude skills you have imparted to participants.

Once again, thank you for your outstanding contribution to the "Aptitude" course.

We look forward for your similar association in future.

Thank you,

Best Regards,


Dr. Sajid Alvi
Director




Director
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A.Y. 2022-23

Report

Value Added Course: Aptitude

Course Code: VACC/22-23/03

Resource Person: Ms. Zainab Battiwala

Date: 2nd to 19th Jan'2023

Duration: 31 Hrs

Time: 3:00 PM to 5:00 PM

No. of Student Certified: 191

Introduction:

The Aptitude Certification course conducted by Ms. Zainab Battiwala from 2nd to 19th Jan'2023 provided participants with essential skills and strategies to excel in various competitive exams and job interviews.

Course Overview:

Spanning over a period of 31 hours, with sessions held daily from 3:00 PM to 5:00 PM, the course delved into various aspects of aptitude under the expert guidance of Ms. Zainab Battiwala, a proficient trainer in the field.

Syllabus:

Quantitative Aptitude
Logical Reasoning
Verbal Ability
Data Interpretation
Problem-solving Techniques
Time Management Strategies
Exam Preparation Tips and Tricks

Course Highlights:

The course provided participants with comprehensive coverage of aptitude topics essential for success in competitive exams and job interviews. Ms. Zainab Battiwala's expertise and engaging teaching style facilitated a dynamic learning experience, enabling participants to build confidence and proficiency in tackling aptitude-based questions effectively.



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Director

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Conclusion:

Total 191 students successfully completed the Aptitude Certification course were awarded certificates. The Aptitude Certification course led by Ms. Zainab Battiwala equipped participants with the knowledge and skills necessary to excel in various competitive exams and job interviews requiring aptitude assessment. We extend our gratitude to Ms. Zainab Battiwala for her exemplary mentorship and guidance, and commend all participants for their active engagement and commitment to mastering aptitude skills.




Director
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This is to certify that

Mr. / Ms. _____

has successfully completed Value Added Course on
“Aptitude”
(VACC/22-23/03)
conducted for MBA Students in Academic Year 2022 - 23
at DIMR, Pune.

Date : 19/1/23
Place : Pune

Mohammed
Dr. Mohammed Bawaji
Managing Director



Sajid Alvi
Dr. Sajid Alvi
Director

Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045