



Mahatma Education Society's
Pillal HOC College of Arts, Science and Commerce
Pillal HOCL Educational Campus, Rasayani
NAAC Accredited with A+ Grade in Cycle 2
(ISO 9001: 2015 Certified)



6.5.1 QIM.

IQAC INITIATIVES

(A.Y. 2022-23)

PRINCIPAL
Mahatma Education Society's
Pillal HOC College of
Arts, Science & Commerce
Pillal HOC Educational Camp.
Rasayani, Taluka: Khalapur,
Dist. Raigad, Pin- 410 207



Vertical Mentoring

**ODD Sem
2022-2023**

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: B.A.**

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentorin g	Subject Taken	Topic Taken	Date	Time
1	Zahara Khandalawala	TYBA English	FYBA	Intoduction to Literature	Pride and Prejudice-Novel	October 15, 2022	1 p.m - 1:50 p.m.
2	Maliha Shaikh	TYBA English	SYBA	Introduction to Poetry	TYPES of Poetry	October 15, 2022	11:40 a.m.- 12: 20 p.m.
3	Akhila Sudarshan	TYBA English	SYBA	Introduction to Drama	Soliloquy	October 11, 2022	10:50 a.m- 11:30 a.m
4	Shivraj Mande	SYBA	FYBA	Microeconomics	Market Structure	October 10, 2022	1 p.m - 1:50 p.m.
5	Hemant Kevat	SYBA	FYBA	Microeconomics	Productions Functions	October 10, 2022	11:40 a.m.- 12: 20 p.m.

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: BAMMC**

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Sankalp Mane	TYBAMMC (Adv)	SYBAMMC	Computer and Multimedia-I	Adobe Photoshop Tools	22/06/2022	1.40 - 2.30
2	Sejal Patil	TYBAMMC (Adv)	SYBAMMC	Theatre and Mass Communication	Folk Theatre	11/07/2022	11.40-12.30
3	Viraj Dhumal	TYBAMMC (Adv)	SYBAMMC	Film Communication - I	Mass Communication Models	16/07/2022	2.40 - 3.00 pm
4	Pratik Mhatre	TYBAMMC (Adv)	SYBAMMC	Media Studies	Hypodermic Needle Theory	29/08/2022	10:50 am - 11:30 am
5	Vaibhav Mehttar	SYBAMMC	FYBAMMC	Effective Communication Skills	Downward Communication	10/09/2022	11.40 am -12.30 pm
6	Pratik Mhatre	TYBAMMC (A)	SYBAMMC	CCPR	Employee Communication	08/09/22	1:00pm-1:50pm
7	Kalavati upadhyay	TYBAMMC	FYBAMMC	FC-I	Human rights	29/08/2022	11.40-12.30
8	Sejal Patil	TYBAMMC (Adv)	SYBAMMC	CCPR	Employee Communication	24/08/2022	2.40 - 3.00 pm

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: Bcom**

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Vaishnav Rahulkumar	SYBCOM	FYBCOM	Commerce I	Business objectives	15/09/22	11.40-12.30
2	Pallavi Chandavat	TYBCOM	SYBCOM	Commerce III	Concept of Management	22/06/22	1.00-1.50
3	Manasa Gupta	TYBCOM	SYBCOM	Business Economics III	Circular Flow	06/09/22	10.00-10.50am
4	Pallavi Chandavat	TYBCOM	FYBCOM	Business Economics I	Cost Concept	06/10/22	10.50-11.40am
5	Mansa Gupta	TYBCOM	SYBCOM	Accountancy & Financial Management	Piecemeal Distribution of Cash	08/09/22	10.00-10.50am
6	Mansa Gupta	TYBCOM	SYBCOM	Management Accounting	Ratio Analysis	09/07/22	10.50-11.40am
7	Vaishnav Rahulkumar	SYBCOM	FYBCOM	Mathematical and Statistical Techniques-I	Probability Theory	16/09/23	01:50 pm to 02:40 pm
8	Vaishnav Rahulkumar	SYBCOM	FYBCOM	Business law I	Contact law	09/07/22	01:0pm to 01:50 pm
9	Pallavi Chandavat	TYBCOM	FYBCOM	Environmental Studies-I	Urbanization & Environment	19/10/2022	10.00am to 10.50 am

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: B.Com (A&F)**

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	DHOBBI SHUBHAM	TYBAF	SYBAF	Cost Accounting	Process Costing	15/09/2022	11:30 am - 12:30 pm
2	Zubiya Bedekar	TYBAF	SYBAF	Foundation Course III	Disaster Case Studies	10/08/2022	11.40-12.30
3	Rutuja Kurangale	TYBAF	SYBAF	Business Economics	Trade Cycle	15/9/2022	1 pm- 1.40 pm
4	Sajiya Shaikh	SYBAF	FYBAF	Financial Accounting I	Higher Purchase	12/08/2022	1.00-1.50pm
5	Aditi Kedari	SYBAF	FYBAF	Financial Management I	leverages	13/08/2022	11.40-12.30
6	Sajiya Shaikh	SYBAF	FYBAF	Commerce I	PERT Analysis	24/09/2022	11:40 PM to 12:30 PM
7	Sajiya Shaikh	SYBAF	FYBAF	Cost Accounting	Overhead Costing	06/08/2022	10:50 am - 11:30 am
8	Zubiya Bedekar	TYBAF	SYBAF	Auditing	Vouching of Purchases	06/08/2022	10:50 am - 11:30 am
9	Sajiya Shaikh	SYBAF	FYBAF	Foundation Course I	Female foeticide	10/09/2022	01.00 PM to 01.50 PM
10	Aditi Kedari	SYBAF	FYBAF	Business Law	Consumer protection laws	15/09/2022	01:00pm to 1:50 PM

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: BSc**

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Chirag Bhoir	TYBSc Chemistry	SYBSc	Chemistry II	Stereochemistry	29/06/2022	11.40-12.30
2	Pooja ghonge	TYBSc Chemistry	SYBSc	Chemistry I	Chemical Bonding	29/08/2022	11.40-12.30
3	Rohan Tikhande	TYBSc Chemistry	SYBSc	Chemistry III	Types of sampling	14/09/2022	11.40-12.30
4	Bishal	SY BSc Physics	FY BSc	Classical Physics	Bernoullis Theorem	10/10/2022	10.00 am - 11.00 am
5	Shruti Kulaye	SYBSc Chemistry	FY BSc	Chemistry	Concept of pH & pOH	14/10/2022	11.40-12.30
6	Bishal	SYBSc Maths	FYBSc	Calculus I	Introduction to Differential Equations of first order first degree	28/09/2022	11:40-12:30
7	Mrunal	TyBSc Maths	FyBSc	Algebra I	Division Algorithm	28/09/2022	10-10:50
8	Mrunal Wanjale	TyBSc Maths	SyBSc	Calculus III	Volume of solids	25/08/2022	11.40-12.30
9	Prerna Tupe	TyBSc Maths	SyBSc	Linear Algebra-I	Linear Transformation	25/08/2023	1-2 pm

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani**

Programme: Bsc IT

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
	Vineer Pandey	TYIT	SYIT	Python Programming	List and Tuples	Wednesday, 5 October, 2022	11:40 am to 12:30 pm
	Mangesh Ganbas	TYIT	SYIT	Data Structures	Array	Wednesday, 5 October, 2022	11:40 am to 12:30 pm
	Suyog Satane	TYIT	SYIT	Computer Network	Types of Network	Wednesday, 5 October, 2022	11:40 am to 12:30 pm
	Sanskar K	TYIT	SYIT	Database Management System	E R diagram	Wednesday, 5 October, 2022	11:40 am to 12:30 pm
	Rohit Gawade	SYIT	FYIT	Programming Principle with C	Basic program	15-10-22	11:40 am to 12:30 pm
	Guddu Mahato	SYIT	FYIT	Digital Logic and Application	Binary to decimal conversion	15-10-23	11:40 am to 12:30 pm
	Sharyu	SYIT	FYIT	CLDS		15-10-24	11:40 am to 12:30 pm
	Raj Patil	SYIT	FYIT	TCS	Resume Building	15-10-25	11:40 am to 12:30 pm

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme:**

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	FOFERKAR SHRUTI GAJANAN DEEPALI	SYCS	FYCS	Introduction to Programming with Python	List,Tuples	27/9/22	10:00 am - 10:50 am
2	ARYAN PATIL	SYCS	FYCS	LINUX Operating System	Linux Commands	27/9/22	2:40 pm - 3:20 pm
3	CHOWDHURY JYOTIRMAY BADAL TULSHI	SYCS	FYCS	Open Source Technologies	Open Source Software	27/9/22	1:50 pm - 2:40 pm
4	KOLI SHRUTI GAJANAN BHARATI	SYCS	FYCS	Discrete Mathematics	Set Theory	27/9/22	10:50 am - 11:40 am
5	KATIK PEERMA ABDULBASHA FATIMA	SYCS	FYCS	Descriptive Statistics	Mean,Median ,Mode	27/9/22	1:00 pm - 1:50 pm
6	PANDIT ISHA MANGESH	SYCS	FYCS	Soft Skills	Personality Development	27/9/22	11:40 am - 12:30 pm
7	JADHAV SIDDHESH VIJAY VIDYA	TYCS	SYCS	Linear Algebra	Matrix	27/9/22	10:50 am - 11:40 am
8	BHARDWAJ AJAY SATIRAM MEENADEVI	TYCS	SYCS	Advanced Database Concepts	Simple Database	27/9/22	11:40 am - 12:30 pm
9	KANTHE POORVA RAVI TRUPTI	TYCS	SYCS	Java based Application Development	Overview of Java	27/9/22	10:50 am - 11:40 am
10	DALVI SAKSHI RAMAKANT SEEMA	TYCS	SYCS	Skill Enhancement: Web Technologies	HTML	27/9/22	10:50 am - 11:40 am

Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: BSc DS
Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Madhura Darekar	SYDS	FYDS	Introduction to Programming	List & Tuple	Saturday, 1 October, 2022	10:00 - 10:50
2	Rutuja More	SYDS	FYDS	Descriptive Statistics	Measures of Skewness	Saturday, 1 October, 2022	10:50 - 11:40
3	Sohansingh Pardeshi	SYDS	FYDS	Precalculus	Limits	Saturday, 1 October, 2022	11:40 - 12:30
4	Sohansingh Pardeshi	SYDS	FYDS	Web Technology	New Web Development Technologies	Saturday, 1 October, 2022	01:00 - 01:50
5	Rutuja More	SYDS	FYDS	Business Communication and Information Ethics	Writing a Formal Email	Saturday, 1 October, 2022	01:50 - 02:40

Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: BSc HS
Even Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Aarti Patil	SYHS	FYHS	Hot kitchen	sauces	Wednesday, 28 September, 2022	11:00 - 11:40
2	Shrushti Patil	SYHS	FYHS	Bakery	breads	Wednesday, 28 September, 2023	11:00 - 11:41
3	Jai Kumar	SYHS	FYHS	F & B Service	service	Wednesday, 28 September, 2024	11:00 - 11:42

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**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: Mcom**

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	KUMAVAT BHAVESH KUMAR	SYMCOM	FYMCOM	CMA	Traditional Method vs scientific method	3/1/2023	10:00 am - 10:50 am
2	MAHATO PREMA RAMVILAS	SYMCOM	FYMCOM	Economics	Demand and Supply Analysis	11/10/2023	2:40 pm - 3:20 pm
3	NAIR VAISHAKHI HARIKUMAR	SYMCOM	FYMCOM	Ethics	Areas of CSR and CSR Policy	15/12/2023	1:50 pm - 2:40 pm
4	PRATIBHA PANDEY	SYMCOM	FYMCOM	CMA	Absorption costing	6/2/2023	10:50 am - 11:40 am

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: [M.Sc.I.T.](#)**

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Sahil Ture	FYMSC IT	TYIT	SPM	Forward and Backward Pass	Wednesday, 8 February, 2023	1.00 pm to 2.00 pm
2	Kalyani Thakur	FYMSC IT	TYIT	IoT	System on Chip	Thursday, 9 February, 2023	11.00 pm to 12.00 pm
3	Rutuja Kondalkar	FYMSC IT	TYIT	AI	Types of Agents	Friday, 10 February, 2023	1.00 pm to 2.00 pm
4	Yash Karkhanis	FYMSC IT	TYIT	NGT	Mongo DB	Saturday, 11 February, 2023	11.00 pm to 12.00 pm
5	Siddhesh Kathavale	SYMSC IT	FYMSC IT	RIC	Types of research	Monday, 13 February, 2023	3.00 pm to 4.00 pm
6	Amit Maurya	SYMSC IT	FYMSC IT	SCT	Fuzzy Logic	Tuesday, 14 February, 2023	3.00 pm to 4.00 pm
7	Gauri Bansode	SYMSC IT	FYMSC IT	CC	AaaS, SaaS, PaaS	Wednesday, 15 February, 2023	1.00 pm to 2.00 pm
8	Rshma Patil	SYMSC IT	FYMSC IT	DS	Regression Algorithm	Thursday, 16 February, 2023	11.00 pm to 12.00 pm

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: MSc Organic Chemistry
Odd Semester Vertical Mentoring 2022-23**

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Prachi Nagargoje	MSc Part I	TYBSc	Analytical Chemistry	Accuracy and precision	14/09/2022	11.30 to 12.00
2	Shraddha Dabhade	MSc Part I	TYBSc	Analytical Chemistry	Calculation based on molarity and normality	14/09/2022	12.00 to 12.30
3	Ms. Tiwari Aarti	MSc Part II	MSc Part I	Organic Chemistry	Oxidation by using metals	28/09/2021	11.30 to 12.00
4	Ms. Bhavika Goyal	MSc Part II	MSc Part I	Organic Chemistry	Aromaticity	28/09/2022	12.00 to 12.30

Vertical Mentoring

**Even Sem
2022-2023**

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: B.A.**

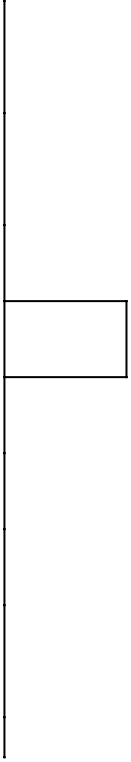
Even Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Akhila Sudarshan	TYBA English	SYBA	Introduction to Poetry -II	Confessional Poetry	December 29, 2022	1 p.m to 1:50 p.m.
2	Hemant Kumar Kevat	SYBA	FYBA	Intoduction to Literature -II	Types of Plays	December 17, 2022	1 p.m to 1:50 p.m.
3	Zahara Khandalawala	TYBA English	SYBA	Introduction to Drama II	Problem Play	January 17, 2022	10:50 a.m- 11:30 a.m
4	Shivraj Mande	SYBA	FYBA	Microeconomics	Rent	February 03, 2023	10.50 to 11.30 am
5	Hemant Kevat	SYBA	FYBA	Microeconomics	Long run and Short Run Monopoly	February 12, 2023	1 p.m to 1:50 p.m.

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: BAMMC**

Odd Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Sankalp Mane	TYBAMMC (Adv)	SYBAMMC	Computer and Multimedia-I	Adobe Photoshop Tools	22/06/2022	1.40 - 2.30
2	Sejal Patil	TYBAMMC (Adv)	SYBAMMC	Theatre and Mass Communication	Folk Theatre	11/07/2022	11.40-12.30
3	Viraj Dhumal	TYBAMMC (Adv)	SYBAMMC	Film Communication - I	Mass Communication Models	16/07/2022	2.40 - 3.00 pm
4	Pratik Mhatre	TYBAMMC (Adv)	SYBAMMC	Media Studies	Hypodermic Needle Theory	29/08/2022	10:50 am - 11:30 am
5	Vaibhav Mehttar	SYBAMMC	FYBAMMC	Effective Communication Skills	Downward Communication	10/09/2022	11.40 am -12.30 pm
6	Pratik Mhatre	TYBAMMC (A)	SYBAMMC	CCPR	Employee Communication	08/09/22	1:00pm-1:50pm
7	Kalavati upadhyay	TYBAMMC	FYBAMMC	FC-I	Human rights	29/08/2022	11.40-12.30
8	Sejal Patil	TYBAMMC (Adv)	SYBAMMC	CCPR	Employee Communication	24/08/2022	2.40 - 3.00 pm



**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: B.Com (A&F)
Even Semester Vertical Mentoring 2022-23**

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date
1	DHOBI SHUBHAM	TYBAF	SYBAF	Financial Accounting II	Process Costing	02-Mar-23
2	Zubiya Bedekar	TYBAF	SYBAF	Auditing I	Disaster Case Studies	02-Mar-23
3	Rutuja Kurangale	TYBAF	SYBAF	Innovative Financial Services	Trade Cycle	03-Mar-23
4	Sajiya Shaikh	SYBAF	FYBAF	Business Communication II	Higher Purchase	02-Mar-23
5	Aditi Kedari	SYBAF	FYBAF	Foundation Course II	leverages	03-Mar-23
6	Sajiya Shaikh	SYBAF	FYBAF	Business Law (Business Regulatory Framework) - I	PERT Analysis	20-Feb-23
7	Sajiya Shaikh	SYBAF	FYBAF	Business Mathematics	Overhead Costing	20-Feb-23

Time
11:30 am - 12:30 pm
11.40-12.30
1 pm- 1.40 pm
1.00-1.50pm
11.40-12.30
11:40 PM to 12:30 PM
10:50 am - 11:30 am

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Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: BSc
Even Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Kumkum Vishkarma	SYBSc Chemistry	FYBSc Chemistry	Chemistry II	Lewis dot structure	02/03/2023	11.40-12.30
2	Roshini	TyBSc Maths	FyBSc	Calculus II	Rolls Theorem	13/02/2023	1:00 to 1:50 pm
3	Vedanti	Ty BSc Maths	FyBSc	Discrete Mathematics	Stirling Numbers	13/02/2023	10-10:50
4	Om Sarkate	Ty BSc Physics	SyBSc	Optics and Digital Electro	Interferene	28/02/23	11:40-12:20
5	Aadira Anoop Kumar	TY BSc Physics	SY BSc	Practical	Photocell	20/02/23	10 am -10:50 am
6	Om Sarkate	TY BSc Physics	FY BSc	Optics-1	Optical Instrument-Spectrometer	10/10/2023	10.00 am - 11.00 am
7	Mrunal Wanjale	TyBSc Maths	SyBSc	Multivariable Calculus I	Beta and Gamma functi	24/02/2023	11:40-12:20
8	Chirag bhoir	TYBSc Chemistry	SyBSc	Chemistry III	Derivation of pH & pOH	24/02/2023	11.40-12.30

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: Bsc CS**

Even Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Aryan Patil	SYCS	FYCS	APP	File Read in Python	27/2/23	10:50 am - 11:40 am
2	FOFERKAR SHRUTI GAJANAN DEEPALI	SYCS	FYCS	OOPS	Overloading, Inheritance	27/2/23	11:40 am - 12:30 am
3	CHOWDHURY JYOTIRMAY BADAL TULSHI	SYCS	FYCS	DBS	DDI, DML, DCL	27/2/23	10:00 am - 10:50 am
4	GHARAT ISHA MAHENDRA REKHA	TYCS	SYCS	Software Engineering	Models	27/2/23	10:00 am - 10:50 am
5	DALVI SAKSHI RAMAKANT SEEMA	TYCS	SYCS	Computer Networks	Routing Protocols	27/2/23	11:00 am - 11:40 am
6	KANTHE POORVA RAVI TRUPTI	TYCS	SYCS	Android Application Development	Activity Life Cycle	27/2/23	11:40 am - 12:30 pm

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: BSc DS
Even Semester Vertical Mentoring 2022-23**

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Aniruddha Chavan	SYDS	FYDS	Database Management	Normalization	Monday, 6 March, 2023	10:00 - 10:50
2	Pranav Patil	SYDS	FYDS	R Programming	Graphs in R	Monday, 6 March, 2023	10:50 - 11:40
3	Sohansingh Pardeshi	SYDS	FYDS	Probability and Distributions	Probability in infinite points	Monday, 6 March, 2023	11:40 - 12:30
4	Rutuja More	SYDS	FYDS	Calculus	Rolle's Theorem	Monday, 6 March, 2023	01:00 - 01:50
5	Madhura Darekar	SYDS	FYDS	Environmental Science	Pollution	Monday, 6 March, 2023	01:50 - 02:40
6	Swarup Kawale	SYDS	FYDS	Environmental Science	Green Pollution	Monday, 6 March, 2023	01:50 - 02:40

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: Mcom
Even Semester Vertical Mentoring 2022-23**

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	KUMAVAT BHAVESH KUMAR	SYMCOM	FYMCOM	Corporate Finance	Time Value of Money	14/03/2023	10:00 am - 10:50 am
2	MAHATO PREMA RAMVILAS	SYMCOM	FYMCOM	Research Methodology for Business	Research Reporting and Modern Practices in Research	3/4/2023	2:40 pm - 3:20 pm
3	NAIR VAISHAKHI HARIKUMAR	SYMCOM	FYMCOM	E-Commerce	World Wide Web and E-enterprise	24/04/2023	1:50 pm - 2:40 pm
4	PRATIBHA PANDEY	SYMCOM	FYMCOM	Macro Economics Concepts and Applications	Aggregate Income and its Dimensions	18/04/2023	10:50 am - 11:40 am

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: M.Sc.I.T.**

EVEN Semester Vertical Mentoring 2022-23

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Ashutosh Patil	FYMSC IT	TYIT	SQA	V-V model	Monday, 10 April, 2023	1.00 pm to 2.00 pm
2	Obed Shaikh	FYMSC IT	TYIT	SIC	Viruses, Worms	Monday, 10 April, 2023	11.00 pm to 12.00 pm
3	Shrushti Gothal	FYMSC IT	TYIT	CL	IT ACT 2000, Evidence Act	Tuesday, 11 April, 2023	1.00 pm to 2.00 pm
4	Prachi Mhatre	FYMSC IT	TYIT	BI	Decision Support System	Tuesday, 11 April, 2023	11.00 pm to 12.00 pm
5	Ketki Patil	SYMISC IT	FYMSC IT	MA	What is Docker	Wednesday, 12 April, 2023	3.00 pm to 4.00 pm
6	Vinayak Pawar	SYMISC IT	FYMSC IT	MN	Types of network	Thursday, 13 April, 2023	3.00 pm to 4.00 pm
7	Reshma Patil	SYMISC IT	FYMSC IT	BDA	What is Big data	Saturday, 15 April, 2023	1.00 pm to 2.00 pm
8	Kunal Yew;e	SYMISC IT	FYMSC IT	IP	Sampling and Quantization	Saturday, 15 April, 2023	11.00 pm to 12.00 pm

**Mahatma Education Society's
Pillai HOC College of Arts, Science & Commerce, Rasayani
Programme: MSc Organic Chemistry
Even Semester Vertical Mentoring 2022-23**

Sr No	Name of Vertical Mentor	Class of Vertical mentor	Class of Mentoring	Subject Taken	Topic Taken	Date	Time
1	Abhishek Jadhav	MSc Part II	MSc Part I	Organic Chemistry	Theoretical organic chemistry	Monday, 10 April, 2023	1.00 to 2.20pm
2	Bhavika Goyal	MSc Part II	MSc Part I	Organic Chemistry	Robinson Annulation	Monday, 10 April, 2023	1.00 to 2.20pm
3	Mrunali Dangat	MSc Part II	MSc Part I	Organic	Diels Alder reaction	Monday, 10 April, 2023	1.00 to 2.20pm
4	Rushikesh	MSc Part II	MSc Part I	Organic	Spectroscopy	Monday, 10 April, 2023	1.00 to 2.20pm

Sr No.	Year	Name of the workshop/ seminar/ conference	Number of Participants	Date From – To	Link to the Activity report on the website
1	2023	National Conference on Global Market - One Place One Idea (NCGMOPOI-2k23)	26	24th February 2023	
2	2023	National Conference on “Trends and Prospects in Hospitality Education Sector – Post Covid “	16	15th March 2023	
3	2023	A One Day National Conference on Recent Trends in Computer Science and Applications-II (NCRTCSA- 2K23)	34	25th February 2023	
4	2023	One Day National Conference on Recent Trends in Interdisciplinary Research and Basic Sciences (RTIRBS-2023)	59	04th March 2023	
5	2023	National Conference on ‘Revisiting Gender: Theory, Discussion and Praxis in the Postmodern Era	22	05th April 2023	
Student Seminar					
6	2022	APJ Abdul Kalam Memorial Student’s Seminar	205	10th December 2022	
IPR					
7	2023	A Guidance Session on “Management of Academic Intellectual Property Rights”	46	22nd February 2023	

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PILLAI HOC COLLEGE OF ARTS, SCIENCE & COMMERCE RASAYANI
 NAAC Accredited 'A+' Grade, CGPA - 3.26 in Cycle-II & ISO 9001:2015 Certified

Add-on Courses List

Year -1 2022-23							
Sr. No.	Name of Add on /Certificate programs offered	Course Code (if any)	Year of offering	No. of times offered during the same year	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year
1	Advanced Course in Digital Marketing and Content Creation		2022-23	once	30 Hours	29	29
2	New Literatures		2022-23	once	30 Hours	35	35
3	Fundamentals of Microsoft office and creating google form		2022-23	once	30 Hours	96	96
4	Search Engine Optimization		2022-23	once	30 Hours	202	202
5	Wordpress - An Ultimate Website Builder		2022-23	once	32 Hours	257	257
6	DATA ANALYSIS USING EXCEL & POWER BI		2022-23	once	32 Hours	29	29
7	Training on Soft Skills		2022-23	once	30 Hours	6	6
8	Entrepreneurship and SME Management		2022-23	once	30 Hours	341	341
9	Financial Market		2022-23	once	30 Hours	279	279
10	Negotiation & Selling Skills		2022-23	once	30 Hours	330	330
11	LAPD		2022-23	once	30 Hours	200	200



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Pillai

BACHELOR OF ARTS - MULTIMEDIA AND MASS COMMUNICATION

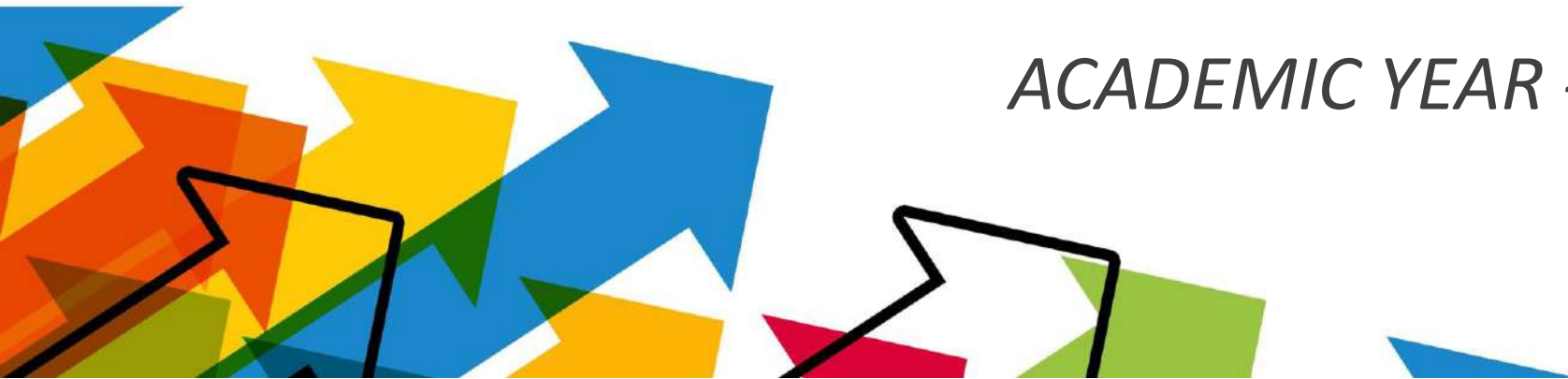
Add On Course

Advanced Course in Digital Marketing and Content Creation

Course Outcomes:

- 1. Students will be able to use social media platforms effectively*
- 2. Students will be equipped to take up business and freelancing opportunities*
- 3. Students will be able to demonstrate content creation and advertising skills*

ACADEMIC YEAR -2022-23



Module 1 : Social Media Marketing and Management

Syllabus

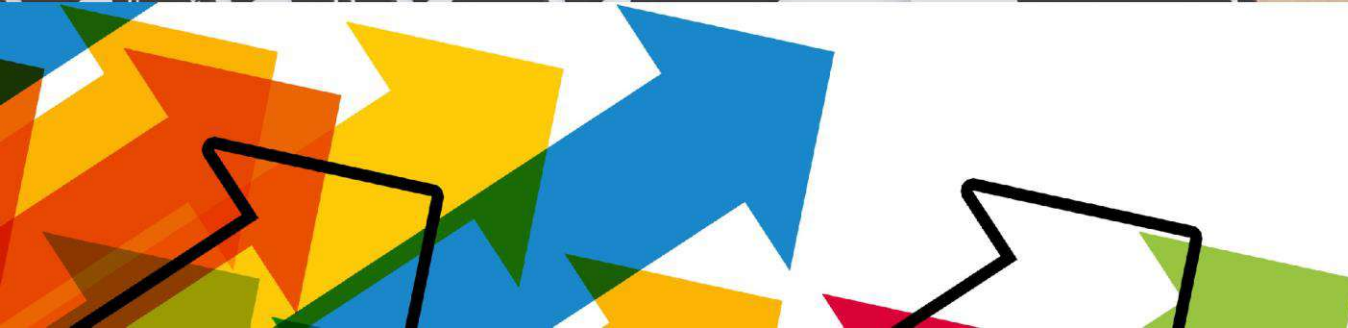
- *Social Media Marketing: An Introduction*
- *What is Social Media Management?*
- *Basics of Social Media Marketing*
- *Introduction to Social Media Platforms*
- *SMM Optimization - Basics to creating marketing strategies*



Module 2 : Advertising on Social Media

Syllabus

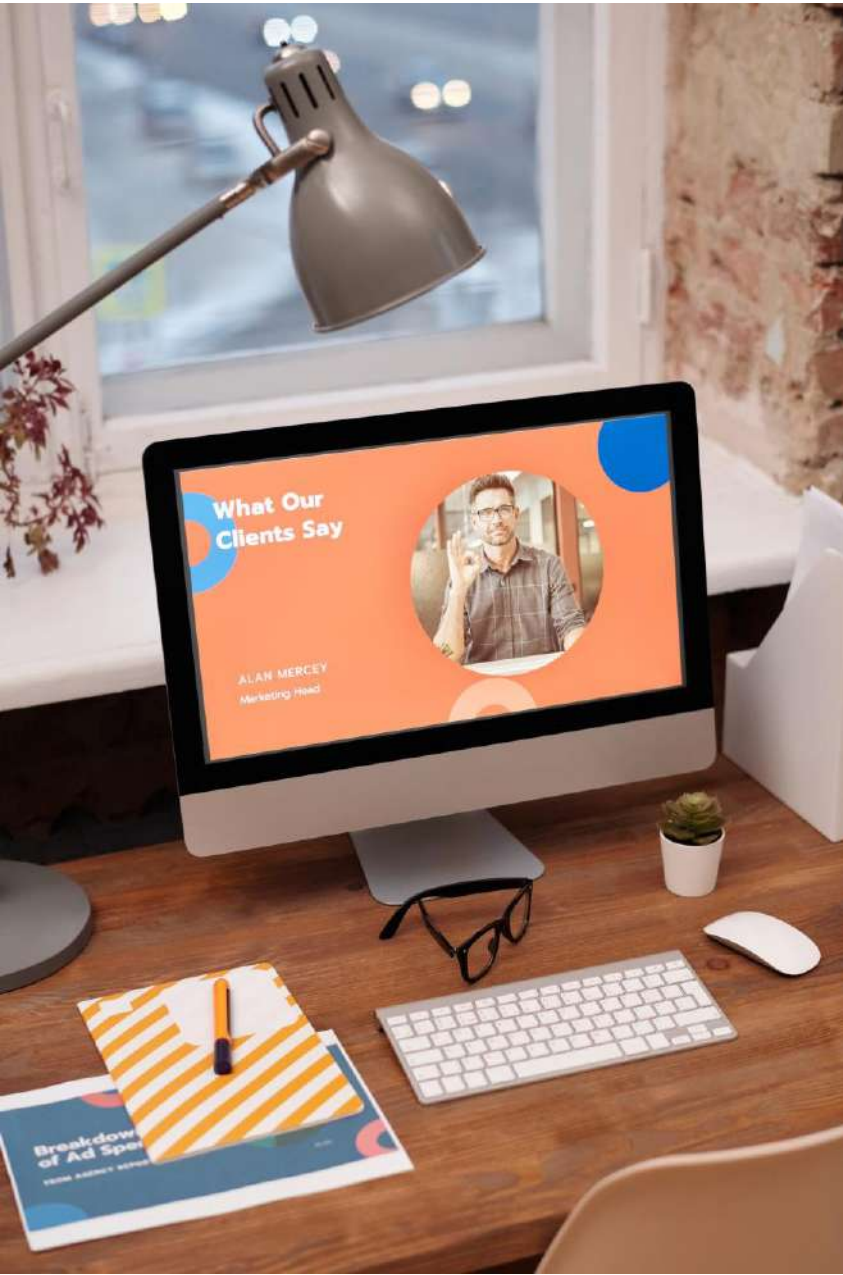
- *Advertising on Facebook - boosting and income*
- *Advertising on Instagram - for instant business*
- *Social Media Advertising - Ethical Concerns*
 - *Why Youtube Advertising?*
 - *Tiktok*
 - *Case Studies - Display ads on Social Media*



Module 3 : Content Creation on Digital Platform

Syllabus

- *SEO - Search Engine Optimization*
- *Creating Interactive Images for Social Media*
- *Content Writing skills*
- *Podcasting*
- *Video Skills*
- *Multimedia tools for creating images, infographics and illustrations*



Module 4 : Branding your Brand on Social Media

Syllabus



- *Introduction to Brand Building*
- *Colour Psychology*
- *Copyrights and Licenses*
- *Traffic Generation*
- *Brand Building Imperative - Strategies and Tactics*
- *How to build a brand online?*



Module 5 : Blogging

Syllabus

- *Introduction*
- *Starting a Blog*
- *Basic steps to create an interactive blog*
- *Interactive Website Templates*
- *Beat Blogging*
- *Carreer Opportunities*



Module 1: Introduction

Introduction and definition of New Literature- Postcolonialism- Themes- African- Caribbean- Australian- Canadian- South Asian-Literatures

Module 2: Poetry

Derek Walcott- "A Far Cry from Africa"
A.D. Hope- "Australia"
Margaret Atwood- "Animals in that Country"
Tenzin Tsundue- "My Tibetanness", "Refugee"
Alice Walker- "When You See Water"
Faiz Ahmed Faiz- "A Prison Evening"
Li- Yung Lee- "Nativity"

Module 3: Short- Fiction

Alice Munroe- "Voices"
Katherine Mansfield- "A Cup of Tea"
Nadine Gordimer- "A Beneficiary"



Faculty of Arts Organises
Add-on Course on

New Literatures

AY 2022-2023

Course Objectives

- To familiarize diverse writings across continents
- To introduce colonial and postcolonial writings
- To identify cultural plurality and hybridity

Course Outcome

- Students will be able to distinguish a wide range of writings across cultures
- The students will be able to locate the canon of English literature within the context of New Literatures.
- The students will be able to formulate the socio-cultural aspects of literature of various nations.



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Faculty of Arts Organises
Add-on Course on

New Literatures

AY 2022-2023



Module 4: Drama

Mahesh Dattani- Tara (Non- Detailed)
Eugene O'Neil- Long Day's Journey into Night ((Non- Detailed)

Module 5: Film

Ship of Theseus- Anand Gandhi
The Turtles Can Fly- Bahman Ghobadi
Pather Panchali - Satyajit Ray



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and Commerce, Rasayani
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Department of B.Sc
Add-On Course 2022-23

**Fundamentals of Microsoft Office
and Creating Google Forms**

Course Outcomes

- * Students will learn to use MS Word to prepare their E-Content.
- * Students will be able to learn Data analysis through excel.
- * Students will be able to make presentations for various academic purposes.
- * Students will be able to make Google form , edit and analyse it.

Key Features

- * Basic Introduction to MS Office
- * MS Word
- * MS Excel
- * MS Power Point
- * Google Forms



Module 1: MS Word

- * MS Word basics
- * Editing Documents
- * Formatting Texts
- * Formatting Pages
- * Working with Tabs
- * Advance Operations
- * Hands on Session



Module 2: MS Excel

- * Introduction to MS Excel
- * Excel Basic Formulas
- * Excel Data Validation
- * Formulas and Functions
- * Logical Functions in Excel
- * Info graphics in excel
- * Hands on session



Module 3: MS Power Point

- Introduction to MS Power Point
- Creating and Editing Presentations
- Formatting Presentations
- Working with Multimedia
- Layout and Designing
- Animations and Transitions
- Hands on session



Module 4: Google Form

- * Creation of Google form
- * Editing the Google form
- * Google Form Templates
- * Sharing and collaboration
- * Analysis of Google form
- * Hands on session



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Programme of B.Sc. Computer Science

Organises

**Add-On Course
on**

Search Engine Optimization

A.Y. 2022-23



OUTCOMES

- **Create interesting and compelling marketing content**
- **Identify prospects and create an effective content marketing strategy**
- **Create brand messaging and appropriate content guidelines**
- **Perform digital data analytics to derive important insights for all aspects of the customer lifecycle across digital channels**
- **Gain in-depth knowledge of web analytics, social analytics, mobile analytics, and content analytics**



Table of Contents

MODULE 1:

SEO Introduction

How Search Engines Work

Types of SEO

MODULE 2:

Keyword Research and Competitive Intelligence

MODULE 3:

On-Page Optimization

Off-Page Optimization

MODULE 4:

SEO Tools



Module 1: SEO Introduction, How Search Engines

Work, Types of SEO(6 hrs.)

Assignment : (2 hrs.)


- **SEO Introduction**
- **Importance of SEO**
- **Search Ecosystem Components**
- **What Drives Search Ecosystems?**
- **SEO and Social Media**
- **SEO: Pros and Cons**
- **Enterprise SEO**
- **Small-Medium Business SEO**
- **SEOs in Agencies**
- **Individual SEO**
- **Working of Search Engines**
- **Sitemaps, Storing, Processing and Indexing, Ranking**
- **Types of SEO**
- **SEO Hats**
- **SEO Mistakes**
- **SEO Best Practices**
- **What is SEO Spam?**
- **Falsifying Content**
- **SEO Spam**
- **The Periodic Table of SEO Success Factor**



Module 2: Keyword Research and Competitive Intelligence(4 hrs.)

Assignment : (1 hr.)

- **Importance of Keyword Research**
- **Performing Keyword Research**
- **Demo: Keyword Research Tool (Wordtracker)**
- **Keyword Research and Competitive Intelligence**
- **Types of Queries**
- **Competitive Analysis Overview**
- **B2B vs. B2C**



Module 3: On-Page Optimization & Off-Page Optimization(10 hrs.)

Assignment : (2 hrs.)

- **Defining On-Page Optimization**
- **On-Page Factors**
- **Title Tags**
- **Meta Description**
- **Header Tags**
- **URLs and URL Structure**
- **Keyword Usage**
- **Keyword Stuffing**
- **Hidden Text**
- **Repetitive Anchor Text**
- **Cloaking**
- **Perfectly Optimized Page**
- **SEO Factors**
- **What Is Off-Page Optimization**
- **Signals of Popularity**
- **Why Links? Create Link-Worthy Content**
- **Off-Site Engagement**
- **Utilize Offline Relationships**
- **Types of Links, Link Building Don'ts**

Module 4: Hands on(5 hrs.)

- **Keyword Density Analyzer Tools**
- **Google Tools**
- **Yahoo / Bing Tools**
- **Rich Snippet Text Tools**
- **Comparison Tools**
- **Link Popularity Tools**
- **Search Engines Tools**
- **Site Tools**
- **Miscellaneous Tools**





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WordPress: An Ultimate Website Builder

Add-On Course - BSc Information Technology

Academic Year :2022-23

COURSE OUTCOMES:

- To understand what a Content Management System is and how it differs from traditional and flat websites
- To implement a custom WordPress theme
- To successfully organize and present content in WordPress
- To select and integrate extra WordPress features



CONTENTS :

1 **MODULE 1: INTRODUCING WORDPRESS**

2 **MODULE 2: GETTING STARTED WITH WORDPRESS**

3 **MODULE 3: CREATING BLOG CONTENT**

4 **MODULE 4: PAGES, MEDIA AND IMPORTING/EXPORTING CONTENT**


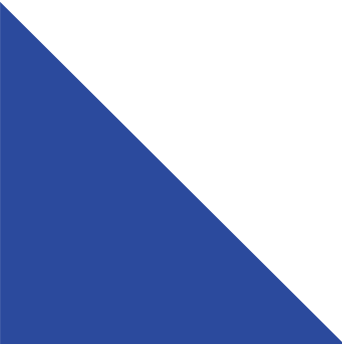
5 **MODULE 5: PLUGINS WHAT THEY ARE AND WHY YOU NEED THEM**





SYLLABUS

Module 1: Introducing WordPress

- Getting into WordPress
 - Understanding the common terms
 - Why choose WordPress?
 - Getting to know the WordPress family
 - Digging into WordPress - the features
 - Learning more with online WordPress resources
 - Staying updated with WordPress news
- 
- 



Module 2: Getting Started with WordPress

- Building your WordPress website – start here
 - The two worlds of WordPress – the difference between WordPress.com and WordPress.org
 - Getting and installing WordPress
 - Installing WordPress through an auto-installer script
 - The wp-admin panel
 - Getting a Gravatar
- 



Module 3: Creating Blog Content

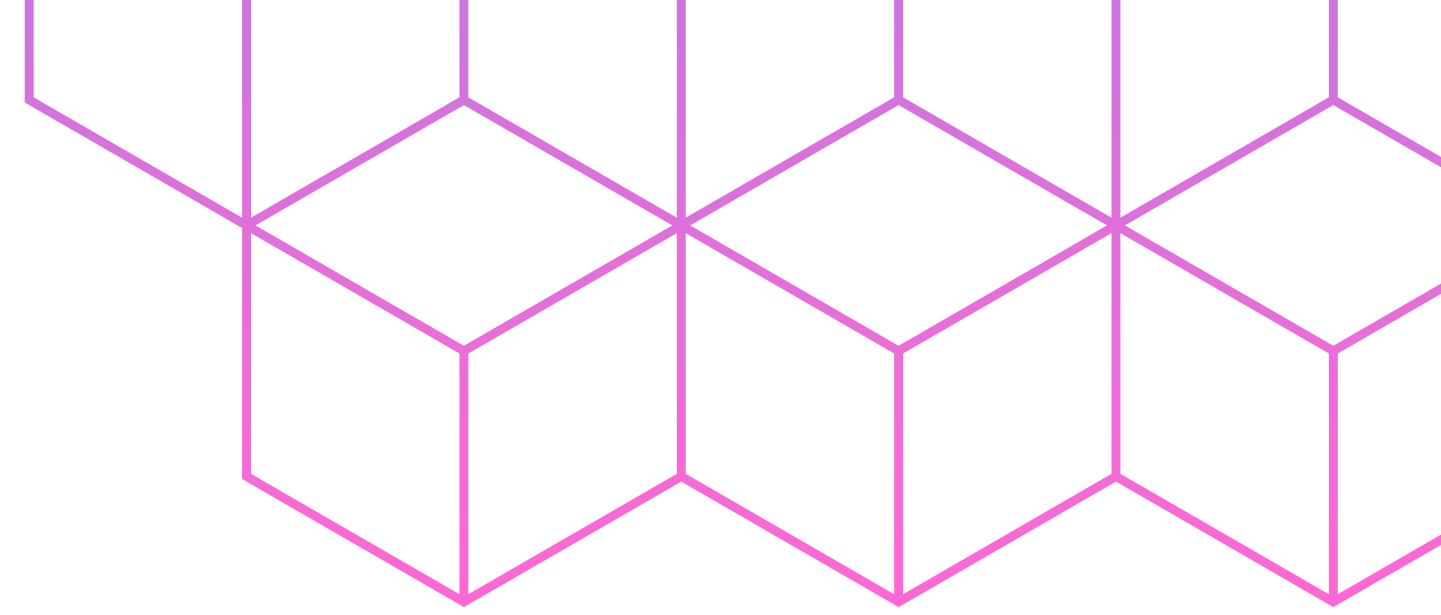
- WordPress admin conventions
- Posting on your blog
- Discussion on your blog - comments
- Adding and managing categories

Module 4: Pages, Media And Importing/Exporting Content

- Pages
- Media library
- Importing/exporting content

Module 5: Plugins what they are and why you need them

- 
- Breaking down plugins - what are they?
 - Installing a plugin - how to go about this
 - The must-have pack of plugins



DATA ANALYSIS USING EXCEL & POWER BI

Add-On Course - BSc Data Science

AY 2022-23



CONTENTS

01

Introduction To data

by Ms. Anita Mhatre

02

Analyzing Data using Pivot, graphs and Dashboard

by Mr. Sadiq Shaikh

03

Data Analysis using Statistics

by Ms. Akanksha Rawat

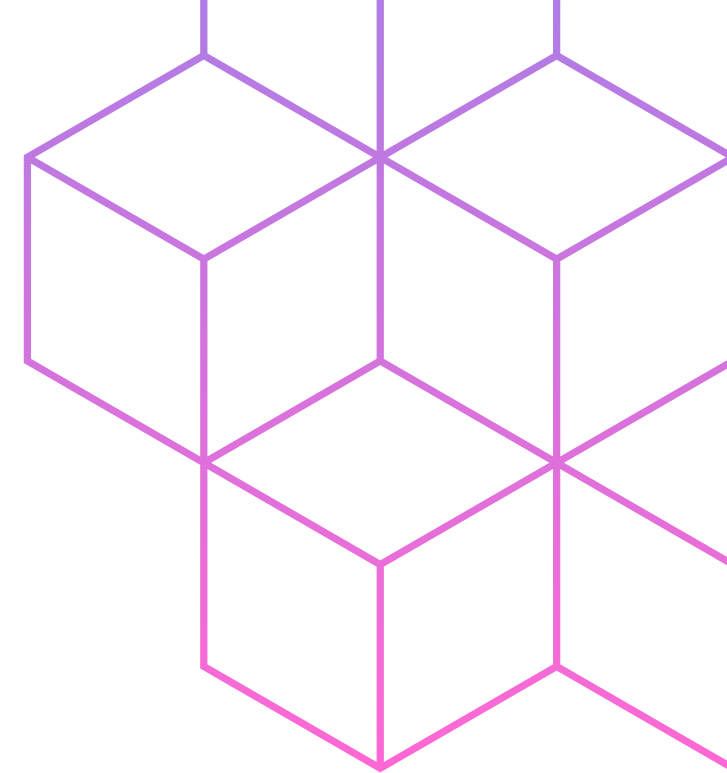
04

Data Analysis using Power BI

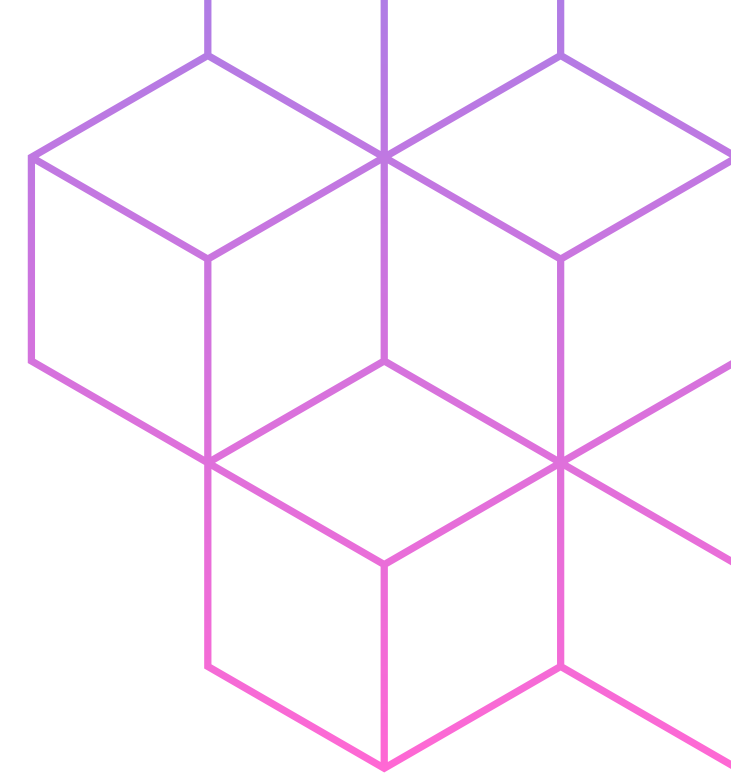
by Mr. Shreejith Nair

Module 1: Introduction To Data

- What is data?
- Types of data
- Sources of data
- Data collection methods - google form (survey form collect the primary data and analyze it, Perform suitable analysis of given secondary data)
- Strategy for data analysis
- Creating datasets, open source data - UCI repositories, kaggle, data world etc.
- Introduction to MS Excel
- History of excel, basics understanding of Excel GUI
- Data types of excel, basic formulas
- data validation - on all types - numeric, date, string
- Keypad shortcuts of excel
- Statistics of data
- conditional formatting on cells, color scheming on cells
- Applying IF-ELSE on data



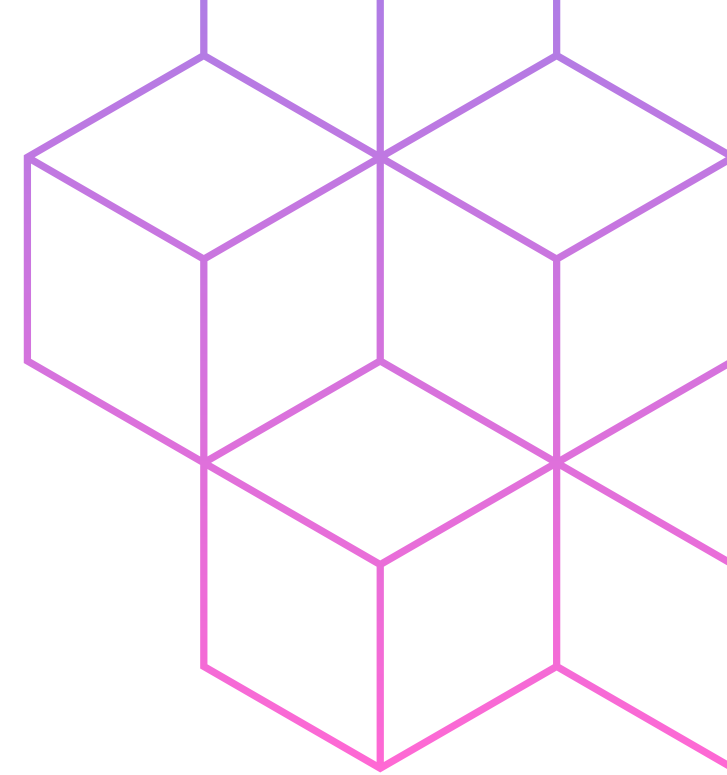
Module 2: Analyzing Data using Pivot, graphs and Dashboard



- Introduction to Google Spreadsheets
- basics understanding of Google Spreadsheets GUI
- Applying all the basics of excel (covered in previous module) on Google Spreadsheets
- (Data validation, conditional formatting on cells, color scheming on cells, IF-ELSE)
- Understanding types of graphs and its uses
- Creating simple graphs in Excel (Line, bar, pie, scatter, histogram)
- Creating Pivot tables and charts
- Creating a Slicer
- Dashboarding in Excel
- Thermometer, Pareto, Speedometer charts, Funnel chart, interactive charts
- How to present an Analysis Report (story making of analysis)
- How to make analysis Presentation

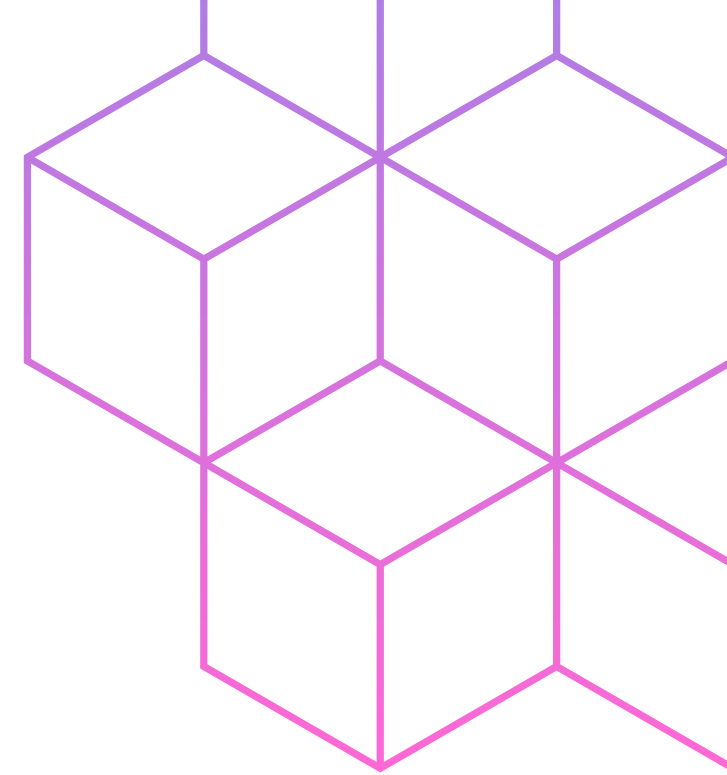
Module 3: Data Analysis using Statistics

- Moving Averages
- Mean, Median, Mode, Variance, Standard Deviation
- Covariance
- Correlation
- Regression
- ANNOVA
- Hypothesis Testing
- Applying Statistics using Excel



Module 4: Data Analysis using Power BI

- Introduction to Power BI
- Why Power BI, Power BI vs MS Excel
- Understanding the GUI of Power BI
- Data Cleaning in Power BI
- Power BI query Editor
- Data Transformation
- Visualization - creating all types of graphs
- Creating interactive dashboards
- Premium and new graphs from MS Store
- A Power BI presentation





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**BSc Hospitality Studies in association with
Internal Quality Assurance Cell (IQAC)
Organizes**

Training on Soft Skills

ADD ON COURSE

15th February – 4th March, 2023



COURSE Outcomes

Fillai

- To enable students to speak & communicate confidently.
- To enable students to develop skills to crack the interview.
- To enable students to understand different ways of writing CV.
- To enable students to understand & develop business communication skills.



Syllabus

Fillai

UNIT 1

1. Grooming
2. Communication Skill

UNIT 2

1. Business Communication
2. Group Discussion

UNIT 3

1. CV Writing
2. Interview Techniques



Module 1

Topic 1 Grooming

- 1.1 What is grooming?
- 1.2 Why it is important?
- 1.3 Grooming standards for Boys and Girls.
- 1.4 Formal Attire

Topic 2 Communication Skills

- 2.1 Definition & Process
- 2.2 Developing Effective Communication Skills

Fillai



Module 2

Topic 3 Business Communication

3.1 Tips for Business Writing

3.2 How to write memos?

3.3 How to write E-mails?

Topic 4 Group Discussion

4.1 What is group discussion?

4.2 Process of GD

4.3 Why is it important?

4.4 Types of GD

4.5 Rules of GD

4.6 Criteria for GD

Fillai



Module 3

Topic 5 CV Writing

5.1 What is CV?

5.2 How long should a CV be?

5.3 What to include in a CV?

5.4 CV Format

5.5 How to write a good CV?

Topic 6 Interview Techniques

6.1 What are Interviewing Techniques?

6.2 Types of Interviewing Techniques based on Interview Type

6.3 Tips to prepare for an Interview

Fillai



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Entrepreneurship and SME Management

ADD ON PROGRAMME
BCOM 2022-23



1. To enable students understand entrepreneurship, its relevance and importance in the 21st century.
2. To enable students understand how to become an entrepreneur.
3. To enable students understand the role of entrepreneurial leadership plays in the nurturing and growth of a start-up
4. To enable students understand the importance of small business management.

SYLLABUS

MODULE 1:

- Entrepreneurship: meaning
- Importance of entrepreneurship
- Concepts
- Characteristics
- Classifications of entrepreneurship
- Problems faced by entrepreneurs in India

MODULE 2:

- Entrepreneur v/s intrapreneur
- Discussion of different types of entrepreneurial ventures and explanation about the ways those relate to the typology of entrepreneurship

MODULE 3:

- **Women Entrepreneurs**
- **Working environment**
- **Challenges in the path of women entrepreneurs empowerment**
- **Grassroots entrepreneurs through self help groups (SHG).**
- **Analysing the characteristic skills traits and motivational drivers of at least two successful entrepreneurs with example**

MODULE 4:

- **Building the business plan- Feasibility study:**
- **Setting up of Small business enterprises**
- **Analysing the link between entrepreneurial characteristic and the influence of personal background and experience to specific successful entrepreneurs**
- **Critically evaluating the ways background and experience influences entrepreneurship both positively and negatively by comparing and contrasting examples**

MODULE 5:

- Marketing: Marketing considerations
- Selecting the target market strategy.
- Industrial relations
- Labour laws
- Pollution control laws

“ If **opportunity**
doesn't **knock**, build
a **door**. ”

Milton Berle



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**ADD ON COURSE
BCOM (A&F) 2022-23
FINANCIAL MARKETS**

OUTCOMES

- ❑ Understand the role and importance of the Indian financial market.
- ❑ Apply and analyse the concepts relevant to Indian financial markets and financial institutions.
- ❑ Understand and analyse the mechanics and regulation of financial instruments and determine how the value of stocks, bonds, and securities is calculated.
- ❑ Evaluate the empirical evidence of market performance and, accordingly, the role of regulatory authorities in developing the financial market.
- ❑ Research and analyse specific problems or issues related to financial markets and institutions.

SYLLABUS

1. FINANCIAL MARKETS

- **Basics**
- Meaning
- Characteristics
- Objectives

2. MONEY MARKET

- **What are Money markets ?**
- Functions
- Instruments
- Participants



3. CAPITAL MARKET

- **Primary and Secondary markets**
 - Public issue
 - Offering shares to existing shareholders
 - Private Placement
 - Offering shares to existing employees
 - Stock exchange operations

4. DEBT MARKET

- **What are debt markets ?**
 - Instruments
 - Participants
 - Advantages & disadvantages



5. MUTUAL FUNDS

- **What are mutual funds ?**
 - Players
 - Types
 - Net asset value calculation

6. DEPOSITORIES

- **Types**
 - National securities depository limited
 - Central depository securities limited
- **Receipts**
 - American depository receipt
 - Global depository receipt
- **Participants**
 - Groww,
 - Angel broking
 - Zerodha



7. PLEDGE/HYPOTHECATION

- What do mean by pledge/hypothecation
- Distinguish between pledge & hypothecation
- Procedure





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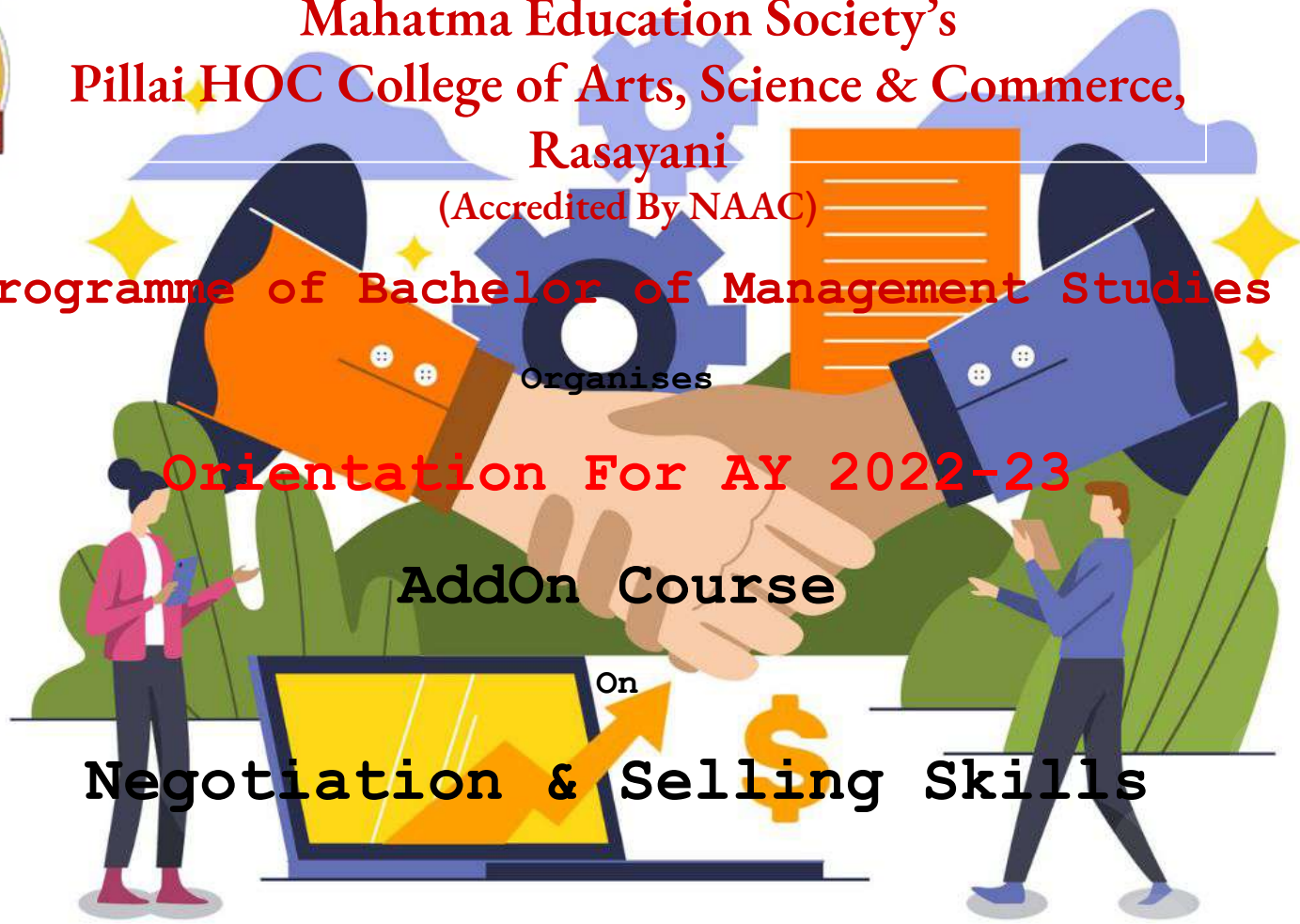
Programme of Bachelor of Management Studies

Organises

Orientation For AY 2022-23

AddOn Course

**On
Negotiation & Selling Skills**





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Rasayani
(Accredited By NAAC)**

Programme of Bachelor of Management Studies

Organises

AddOn Course

On

**Negotiation & Selling
Skills**



Learning Objectives

A central illustration features a large, stylized handshake in shades of brown and tan. Surrounding the handshake are various business-related icons: blue gears, a blue folder, a blue laptop, a yellow document with a red arrow, and a yellow dollar sign. In the background, there are green hills and a blue sky with yellow stars. Two small human figures, one in a pink shirt and one in a blue shirt, are positioned on either side of the handshake, appearing to interact with the scene.

- 1. The module will sensitize the students to the concepts and importance of Negotiations & Selling for all functions of Management.**
- 2. The module is designed to introduce the students to the basic elements of the selling**
- 3. The module will give the students a broad understanding regarding different models used for effective selling and negotiations.**
- 4. It also creates awareness among the students about the basic qualities, traits and skills that they need to imbibe to be an effective management professional.**

Course Outcome

A vibrant, stylized illustration serves as a background for the text. It features a large, light-skinned hand holding a magnifying glass over a laptop. The laptop screen displays a yellow line graph with an upward-pointing arrow. To the right, a person in a blue shirt and dark pants is walking. The background is filled with various elements: blue gears, a document with orange text, a person in a pink shirt and dark pants, and a large yellow dollar sign. The overall theme is business, technology, and growth.

1. Developing basic understanding of students related to Negotiation.
2. Providing deeper insight related to Negotiation framework
3. Familiarizing students with basics of models in negotiation and strategies
4. Introducing students to understand the difference between Marketing and Selling and giving them useful tips for succeeding in Sales
5. Introducing students to understand the difference between Marketing and Selling and giving them useful tips for succeeding in Sales
6. Creating awareness about importance of customer in selling process
7. Familiarizing students with different approaches required For selling different stakeholders
8. Familiarizing students with different approaches required for selling to different segments of customers.
9. Creating awareness about challenges and opportunities available in Start-ups domains
10. To enhance the effectiveness of a Salesperson by understanding Clues provided by body language.

Module 1: The concepts & negotiation of Selling

- ❑ Meaning, Definition & Importance of Negotiation in Management, Types of Negotiation
- ❑ Understanding Negotiation Framework including Legal Aspects, Negotiation Process, Skills of a Negotiator

Module 2: Models of Negotiation

- ❑ Negotiation Models (BATNA, Dyad, ZOPA, 9 Grid) & Strategies
- ❑ Understanding Barriers to Agreement



Module 3: Concepts of Selling & Traits of selling

- ❑ Introduction to Marketing & Selling Concepts & Traits of a Successful Salesperson
- ❑ Understanding Successful Selling Process & Models (7 Steps Model) Customer Focussed Selling, Art of Persuasion

Module 4: Different models used for effective selling and negotiations

- ❑ Selling to Various Stakeholders such as Dealers, Suppliers, Vendors, Channel Partners, Superiors, Subordinates, Team-Mates & Peers
- ❑ Selling to Customers – B2C, B2B, C2C, Products, Services, Intangibles & Projects
- ❑ Strategic Selling for Start-ups
- ❑ Body Language for Negotiation & Selling



Google Classroom Code

: **ugcyq5s**



Thank you



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Pillai

Faculty of Arts
Organises

LAPD: Language Acquisition for Professional Development

A.Y. - 2022-23

Aims & Objectives of the Course:

- 1. To provide an overview of the prerequisites required for professional growth.*
- 2. To put in use the basic mechanics of Grammar.*
- 3. To impart the correct practices & strategies of effective professional writing.*



Outcome of the course

- 1. To exhibit students to be professionally proficient.*
- 2. To develop and exhibit accurate sense of self.*
- 3. To function effectively in heterogeneous professional environment.*
- 4. To demonstrate professional competency in the dynamic job market.*



LAPD: Language Acquisition for Professional Development

Module no.1: Introduction & Importance of Communication Skills

- An Overview
- LSRW
- Self-Concept-Johari Window
- Programme Beneficiaries: BA, BAMMC, BCOM, BCOM (A & F), BMS, BSC, BSC (IT), BSC (CS), MCOM, MSC (OC), MSC (IT), BSc HS & BSc DS



Module no.2: Inter & Intra Personal Communication (Communication for Personal Excellence)

- Workplace Etiquettes
- Decision Making
- Team Work, Empathy & Resolving Conflicts



LAPD: Language Acquisition for Professional Development

Module no.3: *Body Language*

- Analysis Project Positivity
- Virtual Body Language
- Seven Strategies for Effective Kinetics



Module no.4: *Public Speaking*

- OSA - Overcoming Speech Anxiety
- ECD - Effective Content Delivery
- Rendezvous



LAPD: Language Acquisition for Professional Development

Module no.5: *Presentation Skills*

- *How to Present your Ideas?*
- *Principles Practices of Effective Presentation*
- *TEPM- Technology Enabled Presentation Model*



Module no.5 : *English for Competitive Exams*

- *Basic Grammar: Part I (Spotting Common Errors)*
- *Basic Grammar: Part II (Correct Yourself)*
- *Recapitulation & Assessment*

LAPD: Language Acquisition for Professional Development

Module no.7: Interview Skills & GD

- DO's & DON'TS
- Types of Interviews- Selection, Appraisal, Grievance, Exit
- Group Discussion



Module no.8 : Academia- Industry Connect

- Career Opportunities- Demands, Requirements
- Career Guidance- An Employer's Perspective
- Career Guidance- Alumni Talk



LAPD: Language Acquisition for Professional Development

Module no.9: Writing Skills

- Academic Writing
- Writing Skills for Job Interviews
- Creative Writing



Module no.10 : Personality Development

- Positive Thinking & Goal Setting
- Leadership Skills & Motivation
- Time Management & Stress Management



Calaw

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