

## Details of Value Added Certification Courses

Sl.No.	Date	Institute/ Organisation	CERTIFICATION	No. of students /participants
1	Nov-18	NEDC	Export Import Management	30
2	Nov-18	Ree -yral Consultancy	HR Analytics	30
3	Nov-18	Ree -yral Consultancy	Digital Marketing	30
4	Apr-18	Mr. Vivek Bhatia	Financial statement Anlysis	60
5	Apr-18	Mr. Vivek Bhatia	Financial statement Anlysis	60
6	Nov-17	Simply Digital	1.E-commerce 2.Digital marketing 3. Google adword	31
7	Nov-17	Mr. Vivek Bhatia	Derivative and Risk Management	29
8	Nov-17	Safe Educate	Supply Chain management	30
9	Nov-16	Mr. Vivek Bhatia	Derivative and Risk Management	28
10	Nov-15	Financial Analytics	Business valuation and Modeling	30
11	Nov-15	Safe Educate	Supply Chain management	30
12	October, 2014	Mr.Ishan Gupta , Earth Education Valley ,	1, Certified Course in Digital Marketing ( IAMA Certified)	60
13	October2014	COPAL AMBA	Derivative and Risk Management	61

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indraprastha, New Delhi

  
In-charge  
Internal Quality Assurance Cell



## Memorandum of understanding between Jaipuria Institute of Management, Indirapuram, Ghaziabad & Ree-Ytal Consultancy

This Consulting AGREEMENT ("Agreement") is made on the date 10<sup>th</sup> November, 2018, by and between Ree-Ytal Consultancy its registered office at 6-Grace, Near Muni Lal Chopra Hospital, Mall Road, Amritsar-143001, Punjab, INDIA (hereinafter referred to as "Ree-Ytal Consultancy", Jaipuria Institute of Management, Indirapuram, Ghaziabad & Which expression shall include his/her successors and permitted assigns.

Whereas both the parties wish to put it into writing certain terms and conditions to be agreed upon for avoidance of any future dispute or misunderstanding.

Now, therefore, in consideration of the premises set forth herein and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

\* That as per this agreement, Ree-Ytal Consultancy will be providing HR Analytics training programme to the MBA students of Jaipuria Institute of Management, Indirapuram, Ghaziabad. HR Analytics training will be provided by Mrs. Juhi Gupta trainer from Ree-Ytal Consultancy.

\* That the training to be provided by Ree-Ytal Consultancy (HR Analytics) will have duration of 6 days starting from 14<sup>th</sup> November, 18 till 21<sup>st</sup> November, 18. One week six working days. Monday to Saturday will be considered as working days and Sunday will be considered as non-working day. Each day seven hours of training delivery. Session plan for one week of HR Analytics training will be aligned with Ree-Ytal Consultancy before commencement of training.

\* That Jaipuria Institute of Management, Indirapuram, Ghaziabad would be responsible for the training room, training logistics, stationary, meal refreshments of the trainer i.e. to & fro (start & end of the training assignment)

\* That Ree-Ytal Consultancy & its Trainers to ensure that the training project is delivered with a high-quality based result to the client of Jaipuria Institute of Management, Indirapuram, Ghaziabad. The Training should be highly interactive and with latest methodology.

\* That Ree-Ytal Consultancy & its trainer to ensure not to approach Jaipuria Institute of Management, Indirapuram, Ghaziabad clients directly or indirectly for any of the training project in future.

\* That Jaipuria Institute of Management, Indirapuram, Ghaziabad for the training delivery of HR Analytics training has to pay for total 6 days of the training delivery to Ree-Ytal Consultancy (Commercials of the HR Analytics training programme – 60,000/- + 18 % GST)

\* That the Jaipuria Institute of Management, Indirapuram, Ghaziabad not to discuss and share the

Internal Quality Assurance Cell

Jaipuria Institute of Management

Indirapuram, Ghaziabad

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Ree-Ytal Consultancy

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In-charge  
Internal Quality Assurance Cell



training commercial structure with Ree-Ytal Consultancy trainers. It should be Confidential between both the parties.

\*That Ree-Ytal Consultancy to ensure the Content of the training provided for its client Jaipuria Institute of Management, Indirapuram, Ghaziabad is provided with as per the schedule and documentation by the Trainer. Content and study material i.e in the form of Handouts for the students will be provided by Ree-Ytal Consultancy, however the trainer would use his ingenuity to make the training interesting and acceptable for the students.

\*That the Ree-Ytal Consultancy to ensure that in any case or circumstances of medical sickness of the Ree-Ytal's trainer, to provide the replacement of another trainer in a short span of notice.

\*That Jaipuria Institute of Management Indirapuram, Ghaziabad not to approach and work with any trainer & consultant of Ree-Ytal Consultancy directly or indirectly without its stamp of approval for next two years (November 2018-2020). Work Ethics, Integrity & professionalism is the top priority of both the parties.

\*That the Ree-Ytal Consultancy to ensure the formal dressing code of the trainer.

\*That the Ree-Ytal Consultancy trainer should reach the training place 20 minutes before starting of the training.

\***Payment terms:** That Jaipuria Institute of Management Indirapuram, Ghaziabad to pay 100% payment after the completion of the training program. Payment to be made immediately after the completion of the training programme within a week)

**This contract is applicable for the execution of the training programs between Jaipuria Institute of Management Indirapuram, Ghaziabad & Ree-Ytal Consultancy**

**Jaipuria Institute of Management Indirapuram, Ghaziabad**

Signature: \_\_\_\_\_

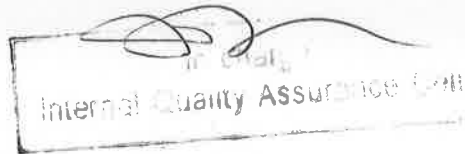
Name: Ashwani Varshney – Dean, Jaipuria Institute of Management Indirapuram, Ghaziabad.

Date: \_\_\_/\_\_\_/\_\_\_\_\_

**Ree-Ytal Consultancy**

Kanika Mehra - Head -Training Delivery

Date: 10/11/ 2018



*Kanika Mehra* *00101* *Kanika Mehra*



**Ree-Ytal Consultancy**

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W- www.reeytalconsultancy.in

Internal Quality Assurance Cell  
Indirapuram  
Management



Dated: 10<sup>th</sup> November, 2018

To,

Ashwani Varshney

Dean, Jaipuria Institute of Management

Indrapuram, Ghaziabad -201014, INDIA

**Sub: Letter of Intent (LOI) for providing HR Analytics Training Programme**

Dear Ashwani,

Ree-Ytal Consultancy is a professionally managed Psychometric assessment & Training Development Consultancy which believes in providing dynamic, vibrant and quality based human services across India & International.

Ree-Ytal Consultancy, undertake the Contract service of providing HR Analytics training i.e. to the MBA students of Jaipuria Institute of Management, Indrapuram, Ghaziabad. Below is mentioned the following details:

HR Analytics Training Program	
Training Module	HR Analytics Programme
Client	Jaipuria Institute of Management, Indrapuram, Ghaziabad.
Level of participants	MBA Students
Number of participants	35
Duration	One week (6 days)
Number of hours per day	7 hours
Number of trainers	One (Mrs. Juhi Gupta)
Commercials of the program	60,000/- + 18% GST is applicable.

**Highlights Features:**

- Training will be of seven hours per day i.e. 9:00 AM to 5:00 PM (one hour of lunch break will be provided)

Internal Complaints Redressal Cell  
Jaipuria Institute of Management  
Indrapuram, Ghaziabad

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W- www.reeyitalconsultancy.in



- **Payment terms:** 100% payment will be done after the completion of the training program within a week.
- We look forward to a constructive long-term relationship with you and assure you of our best and committed services and co-operation.

Signature of Ree-Ytal Consultancy

*Kanika*



Kanika Mehra  
Founder, Psychologist & Training Head  
Ree-Ytal Consultancy

Signature of Jaipuria Institute of Management

*Ashwani Varshney*

Ashwani Varshney  
Dean – Jaipuria Institute of Management  
Ghaziabad

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

*Ashwani Varshney*  
In-charge  
Internal Quality Assurance Cell

099

**Ree-Ytal Consultancy**

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## Memorandum of understanding between Jaipuria Institute of Management, Indirapuram, Ghaziabad & Ree-Ytal Consultancy

This Consulting AGREEMENT ("Agreement") is made on the date 19<sup>th</sup> November, 2018, by and between Ree-Ytal Consultancy its registered office at 6-Grace, Near Muni Lal Chopra Hospital, Mall Road, Amritsar-143001, Punjab, INDIA (hereinafter referred to as "Ree-Ytal Consultancy", Jaipuria Institute of Management, Indirapuram, Ghaziabad & Which expression shall include his/her successors and permitted assigns.

Whereas both the parties wish to put it into writing certain terms and conditions to be agreed upon for avoidance of any future dispute or misunderstanding.

Now, therefore, in consideration of the premises set forth herein and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

\* That as per this agreement, Ree-Ytal Consultancy will be providing Digital Marketing training programme to the MBA students of Jaipuria Institute of Management, Indirapuram, Ghaziabad. Digital Marketing training will be provided by Mr. Abhishek Kumar trainer from Ree-Ytal Consultancy.

\* That the training to be provided by Ree-Ytal Consultancy (Digital Marketing) will have duration of 6 days starting from ~~22<sup>nd</sup>~~<sup>24<sup>th</sup></sup> November, 18 till 28<sup>th</sup> November, 18. One week six working days. Monday to Saturday will be considered as working days and Sunday will be considered as non-working day. Each day seven hours of training delivery. Session plan for one week of Digital Marketing training will be aligned with Ree-Ytal Consultancy before commencement of training.

\* That Jaipuria Institute of Management, Indirapuram, Ghaziabad would be responsible for the training room, training logistics, stationary, meal refreshments of the trainer i.e. to & fro (start & end of the training assignment)

\* That Ree-Ytal Consultancy & its Trainers to ensure that the training project is delivered with a high-quality based result to the client of Jaipuria Institute of Management, Indirapuram, Ghaziabad. The Training should be highly interactive and with latest methodology.

\* That Ree-Ytal Consultancy & its trainer to ensure not to approach Jaipuria Institute of Management, Indirapuram, Ghaziabad clients directly or indirectly for any of the training project in future.

\* That Jaipuria Institute of Management, Indirapuram, Ghaziabad for the training delivery of Digital Marketing training has to pay for total 6 days of the training delivery to Ree-Ytal Consultancy (Commercials of the Digital Marketing training programme – 60,000/- + 18 % GST)

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

058

In-charge  
Internal Quality Assurance Cell

Ree-Ytal Consultancy

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W- www.reeytalconsultancy.in



\*That the Jaipuria Institute of Management, Indirapuram, Ghaziabad not to discuss and share the training commercial structure with Ree-Ytal Consultancy trainers. It should be Confidential between both the parties.

\*That Ree-Ytal Consultancy to ensure the Content of the training provided for its client Jaipuria Institute of Management, Indirapuram, Ghaziabad is provided with as per the schedule and documentation by the Trainer. Content and study material i.e. in the form of handouts for the students will be provided by Ree-Ytal Consultancy, however the trainer would use his ingenuity to make the training interesting and acceptable for the students.

\*That the Ree-Ytal Consultancy to ensure that in any case or circumstances of medical sickness of the Ree-Ytal's trainer, to provide the replacement of another trainer in a short span of notice.

\*That Jaipuria Institute of Management Indirapuram, Ghaziabad not to approach and work with any trainer & consultant of Ree-Ytal Consultancy directly or indirectly without its stamp of approval for next two years (November 2018-2020) Work Ethics, Integrity & professionalism is the top priority of both the parties.

\*That the Ree-Ytal Consultancy to ensure the formal dressing code of the trainer.

\*That the Ree-Ytal Consultancy trainer should reach the training place 20 minutes before starting of the training.

\***Payment terms:** That Jaipuria Institute of Management Indirapuram, Ghaziabad to pay 100% payment after the completion of the training program. Payment to be made immediately after the completion of the training programme within a week)

**This contract is applicable for the execution of the training programs between Jaipuria Institute of Management Indirapuram, Ghaziabad & Ree-Ytal Consultancy.**

**Jaipuria Institute of Management Indirapuram, Ghaziabad**

*[Signature]*  
In-charge  
Internal Quality Assurance Cell

Signature: *[Signature]*

Name: Ashwani Varshney – Dean, Jaipuria Institute of Management Indirapuram, Ghaziabad.

Date: \_\_/\_\_/\_\_\_\_

**Ree-Ytal Consultancy**

*Kanika*  
Kanika Mehra - Head- Training Delivery  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

Date: 19/11/2018



*Kanika Mehra*

097

**Ree-Ytal Consultancy**



Dated: 19<sup>th</sup> November, 2018

To,

Ashwani Varshney

Dean, Jaipuria Institute of Management

Indirapuram, Ghaziabad -201014, INDIA

**Sub: Letter of Intent (LOI) for providing Digital Marketing Training Programme**

Dear Ashwani,

Ree-Ytal Consultancy is a professionally managed Psychometric assessment & Training Development Consultancy which believes in providing dynamic, vibrant and quality based human services across India & International.

Ree-Ytal Consultancy, undertake the Contract service of providing Digital Marketing training programme i.e. to the MBA (IT & Marketing) students of Jaipuria Institute of Management, Indirapuram, Ghaziabad, INDIA.

Below is mentioned the following details:

Digital Marketing Training Programme	
Training Module	Digital Marketing Training Programme
Client	Jaipuria Institute of Management, Indirapuram, Ghaziabad.
Level of participants	MBA Students (IT & Marketing)
Number of participants	35
Training program date	<del>22<sup>nd</sup></del> 24 <sup>th</sup> November, 18 onwards
Duration	One week (6 days)
Number of hours per day	7 hours
Number of trainers	One (Mr. Abhishek Kumar)
Commercials of the program	60,000/- + 18% GST is applicable

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

096

In-charge  
Internal Quality Assurance Cell

Ree-Ytal Consultancy

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W- www.reeytalconsultancy.in





**Highlights Features: -**

- Training will be of seven hours per day i.e. 9:00 AM to 5:00 PM (one hour of lunch break will be provided)
- **Payment terms:** 100% payment will be done after the completion of the training program within a week.
- We look forward to a constructive long-term relationship with you and assure you of our best and committed services and co-operation.

Signature of Ree-Ytal Consultancy

*Kanika Mehra*

**Kanika Mehra**  
Founder, Psychologist & Training Head  
Ree-Ytal Consultancy



Signature of Jaipuria Institute of Management

*Ashwani Varshney*

**Ashwani Varshney**  
Dean – Jaipuria Institute of Management  
Ghaziabad

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

*Ashwani Varshney*  
In-charge  
Internal Quality Assurance Cell

005

**Ree-Ytal Consultancy**

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Journal Voucher

No. : 1507

Dated : 14-Nov-2018


Particulars		Debit	Credit
Student Development	Dr	31,388.00	
Rishu Bhardwaj Party	Dr	3,139.00	
To T.D.S. on Professional			3,139.00
To Rishu Bhardwaj Party			31,388.00
		<b>R₹ 34,527.00</b>	<b>R₹ 34,527.00</b>

On Account of :

Being invoice no. 1110 dated  
13.11.2018 received  
& booked towards exim  
workshop of 38 nos of  
students poer bill attached

Authorised Signatory

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indira Park, Ghaziabad

  
In-charge  
Internal Quality Assurance Cell

INVOICE

**Rishu Bhardwaj**

D-302, Industrial Area, Sector-10, Noida-201301  
(Delhi NCR)-201301

Jaipuria Institute of Management Block A, Gate No-2, Shakti Khand IV		Jaipuria Institute of Management Block A, Gate No-2, Shakti Khand IV		INVOICE No	Dated
Payment will be done in the Name of Rishu Bhardwaj				1110	13th Nov, 2018
Description of Service	Workshop	Participants	Units	RATE	Amount
Exim Workshop	Exim Workshop	38		826	31388
<b>Total</b>					<b>31388</b>
Amount Chargeable (in words) Rupees: Thirty One Thousand Three Hundred and Eighty Eight only By Cheque or Online Transaction Only/- Payment will be done in the name of Rishu Bhardwaj		Rishu Bhardwaj Account no 025401535516 IFSC ICIC0000254	Pan No. AJRPB8848H	Rishu Bhardwaj <i>Rishu Bhardwaj</i> <i>Rishu Bhardwaj</i>	

This is computer generated receipt No need of Signature

*Alc alpha*  
*TD 50 10% = 3139*  
*= 28,249/-*

*S.A.*  
*14/11/18*  
Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indira Nagar, Noida

*[Signature]*  
In-charge  
Internal Quality Assurance Cell

आयकर विभाग  
INCOME TAX DEPARTMENT

भारत सरकार  
GOVT. OF INDIA

RISHU BHARDWAJ  
YASH DEV BHARDWAJ

27/04/1981  
Permanent Account Number  
AJRPB8848H

*Rishu Bhardwaj*  
Signature



*Rishu Bhardwaj*

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

*[Signature]*  
In-charge  
Internal Quality Assurance Cell

**ALLAHABAD बैंक**  
 सौ-25, सेक्टर 15, वसुंधरा विकास, गाँधीनगर, उत्तर प्रदेश - 201001  
 C-25, SECTOR 15, VASUNDHARA AVAS VIKAS, GHAZIABAD UTTAR PRADESH - 201001  
 IFSC : ALLA0211870

बहुसंख्य चेक MULTICITY CHEQUE  
 (समस्त शाखाओं पर समुल्य पर देय)  
 (PAYABLE AT PAR AT ALL BRANCHES)

14112018  
 D D M M Y Y Y Y

या धारक को or Bearer

Pay Rishu Bhardwaj

रुपये Twenty eight thousand two hundred  
forty nine only

₹ 282491 -

अदा करें

खरौ सं. A/c No. 20372745394

JAIPURIA INSTITUTE OF MANAGEMENT

for Jaipuria Institute of Management  
 Authorised Signatory

**A/C. PAYEE ONLY**

187011A000

Please sign above

⑈049327⑈ 10010047⑈ 000698⑈ 29

*Rishu Bhardwaj*

In-charge  
 Internal Quality

Internal Quality Assurance Cell  
 Jaipuria Institute of Management  
 Indraprastha, Ghaziabad

The name in the MIS will be the final name on Certificate

A. No.	Name	DOB	Qualifica	Identity/Adhaar Car	Father's Name	email	Contact No
1	Abhishek sharma	26-12-1994	MBA	626767626842	Sunil Kumar Sharma	abhi25251@gmail.com	9990767718
2	Akanksha	15-12-1992	MBA	621627122157	ANIL KUMAR	Goswamiakanksha1992@gmail.com	9560383548
3	amardeep singh	07-05-1994	MBA	606537813646	Gurmeet Singh	amardeeps694@gmail.com	7417815185
4	Anjali Chaudhary	02-11-1997	MBA	917443145396	KISHAN SINGH	anjlichaudhary089@gmail.com	7210001700
5	Aparna sharma	28-09-1987	MBA	622719553365	Late Chandra Narayan Sharma	arajeevsharma1702@gmail.com	9870579287
6	Archit trivedi	01-06-1994	MBA	641506388037	Kamlesh Trivedi	Archit1694trivedi@gmail.com	8874203651
7	Arpit Rastogi	19-08-1994	MBA	964835533178	Mukesh Rastogi	arpitrastogi40@gmail.com	7417556680
8	Awanindra rai	05-07-1995	MBA	732251577547	sudhakar rai	awanishrai0@gmail.com	7838783274
9	Bhavya Chitranshi	01-08-1997	MBA	371417878144	DHARMESH SRIVASTAVA	bhavyasrivastava1008@gmail.com	8595151744
10	Deepmala Singh	08-02-1997	MBA	552621931517	Rajesh Kumar Singh	singhdeepmala54@gmail.com	9953259163
11	Faraz ahmad	06-02-1996	MBA	462272461146	Vakeel Ahmad	Farazz.ahmad@gmail.com	8802158049
12	Heena dua	21/06/1996	MBA	897544385707	Naveen Dua	heenadua215@gmail.com	7056415216
13	Himanshi Gupta	13-08-1996	MBA	635557523193	Gajendra Gupta	himanshigupta0511@gmail.com	7895815557
14	jaya sharma	14-11-1993	MBA	319113722583	jayanesh sharma	java5_14sharma@gmail.com	7844867402
15	iyoti sharma	16-09-1995	MBA	7500456021	Bhupendra Sharma	isjuotisharma445@gmail.com	7500456021
16	kashish papreja	20-03-1995	MBA	471183907340	kamal papreja	kashish.papreja@gmail.com	8755702666
17	khushboo sehwawat	01-03-1995	MBA	247824825622	Naveen Sehrawat	khushboosehrawat9@gmail.com	9716919088
18	komal jain	14/02/1996	MBA	564027468275	Anil Kumar Jain	komaljainchanda14@gmail.com	9958956773

*Handwritten signature and date: 26/11/2018*

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

Internal Quality Assurance Cell  
In-charge

19	Loveneet Soni	13/09/1995	MBA	820674915701	rajeev soni	Loveneetsoni@gmail.com	9810777207
20	Neha Bansal	24-11-1995	MBA	834889316531	Vinay Bansal	neha1995bansal@gmail.com	8130080225
21	Nisha singh	21-09-1995	MBA	512454078482	Ravinder Kumar Singh	vanshika102@gmail.com	9811466611
22	Paras Bishnoi	15/09/1996	MBA	349116345756	Sudesh Kumar	parasbishnoi077@gmail.com	8859006007
23	pavai bhatia	13-02-1997	MBA	530591230638	Rajesh Bhatia	poonambhatia654@gmail.com	9034758142
24	Priya Singh	01-03-1996	MBA	867678808333	Ratan Sen Singh	ps.priya0396@gmail.com	8576832020
25	Rahul singh	07-01-1995	MBA	681885401695	Gautam Singh	rajputrahulsingh1995@gmail.com	8257870665
26	Rishabh bajpai	10-04-1995	MBA	713377962974	Mukesh Bajpai	bkrishabh104@gmail.com	9971425952
27	Rishabh diwakar	06-05-1995	MBA	524850817718	Rajinder Diwakar	Rishabdiwakar198@gmail.com	9897261186
28	saba parveen	10-04-1989	MBA	416533106682	Ishtiyaque Khan	sabaparveenkhan1004@gmail.com	8789847715
29	Sartha Kohli	06-06-1996	MBA	991907219240	Amit Kohli	sartha986@gmail.com	7310632697
30	Shashi Kumar	06-10-1994	MBA	640401846947	Mahesh Singh	rsb47102@gmail.com	8052075412
31	shivank tyagi	12-05-1995	MBA	797725529949	Praveen Kumar Tyagi	tyagishivank95@gmail.com	8868019351
32	shubhi goyal	27/05/1997	MBA	411174687214	Sanjeev Goyal	shubhi9717goyal@gmail.com	9717726108
33	sumiti modi	29/08/1995	MBA	231630164901	Shiv Kumar	Sumitimodirs@gmail.com	7027690511
34	utkarsh srivastava	06-03-1996	MBA	711923250097	Sudhir Kumar Srivastava	utkarshsrivastava413@gmail.com	7905062251
35	varsha vishwakarma	10-11-1992	MBA	337593120661	Bhimrai Vishwakarma	Varshavishwakarma9210@gmail.com	8687676242
36	vikram singh tomar	06-10-1996	MBA	450135231530	Yeshpal Singh Tomar	vikramtomar.hps@gmail.com	9457558806
37	Vishal Rai	01-09-1995	MBA	311127414084	shailendra kumar	rai.vishalvatsh@gmail.com	9415368490
38	Aishwarya Pahwa	02-09-1996	MBA	299341863785	Rajeev Pahwa	rajiv.arti1992@gmail.com	7529936482

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

Internal Quality Assurance Cell

26/11/2018  
Neha Bansal  
THANK

## "How to successfully venture into Export- Import Business in INDIA"

Discover an Opportunity to be a successful Entrepreneur for Export- Import Business.

The USP of workshop is the aptness to suit whatever level of knowledge you require, whether you are completely new to international trade or just wish to update your knowledge and skills with the latest information in just 2 days duration and start you business.


### **Objectives:**

The Workshop has been designed to develop a comprehensive and integrated approach to Export- Import transactions in an organization. Focus is on understanding the entire process of international trade, importance and relevance of each document and procedure to start international venture in India.

### **Target Participants:**

Expert knowledge is must for all those who are management students, Professionals like Fashion Designers who are keen to make their career in international business. The following practical topics will equip participants with all the tricks and techniques to run the business with high profits.

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapur, Chaziabad

  
In-charge  
Internal Quality Assurance Cell





## Program Details

### Module 1

1. How to Grab Opportunities in EXIM Business in India.
2. How to get Root map and handholding support from Government of India
3. Product Clustering and segmentation in International market.
4. Trading Principles
5. What is Harmonize Codé System for export Company?
6. How to search for Buyers / Suppliers and product for business in International Market
7. How to communicate with overseas Buyers?
8. Sending Free Samples.
9. Negotiations in International Market
10. How to Prepare Business/ sales contract?
11. Pricing of Exports- INCOTERMS

### Module - II

12. How to process Export Order for Indian Clients?
13. Documents used in India for export/ import? (Sample exercise on documents)
14. Stages of Preparing Documents
15. Methods of payments ( exercise for L/C)
16. International Standards on Packaging & Labeling
17. WTO and Impact of Regional Groups on Business
18. How to match the Foreign Trade POLICY for your business



**NEDC**

**The National Entrepreneurship Development Cell**

(An Autonomous Institute Empowering MSME, Skill & Entrepreneurship)

Entrepreneurship Empowerment

19. Latest Amendments in FTP 2015-20
20. India's Comparative Advantages for Business

### **Module - III**

21. List of Export -Import items in India
22. International Channels of Distribution and How to use them
23. Indian Government Grants & Financing Schemes – How to claim incentives & Rebates
24. Credit Risk Management
25. How to save yourself from International Fraud?
26. How to use e-commerce in export business marketing?
27. Role of Trade Agreements- FTA
28. Anti- Dumping Duties and Laws
29. How to develop Entrepreneur in you?
30. Government subsidies and financing schemes
31. Latest GST implications for Export- Import trade in India

**Note: All the Topics are covered keeping in mind the specialization field of students**

Fees Structure: 50 or more participants: Rs 826/-

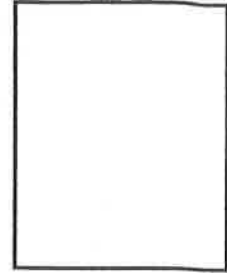
**CERTIFICATION:** will be provided by NEDC or can be given jointly also by NEDC and Organizing Institute.

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapuram, Ghaziabad

In-charge  
Internal Quality Assurance Cell



Registration Form




- 1. Name Mr./Mrs./Miss : .....
- 2. Father / Husband Name : .....
- 3. Mother Name : .....
- 4. Date of birth : .....
- 5. Educational Qualification : .....
- 6. Address : .....
- 7. Nationality : .....
- 8. Gender : .....Female/Male.....
- 9. Telephone/Mobile No : .....
- 10. Identity Card : Voter ID Card/Ration Card/ Passport/DL/ Pan Card/  
Bank No / BPL Card/ UID/Certificate by Gazetted  
Officer
- 11. E-mail : .....
- 12. Work Experience                      Duration                      Place

.....

.....

Applicant Signature  
Date.....

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapur, Gurgaon

  
In-charge  
Internal Quality Assurance Cell





# JAIPURIA INSTITUTE OF MANAGEMENT

EMPOWER • ENTHUSE • EXCEL

From: Dr. Anil Kr. Gupta  
Date: 12.04.2018

To: Dr. Daviender Narang  
Director Sir

We are enclosing herewith cheque for your kind signature.

Rs. 47,700/-

Rs. Forty seven thousand seven hundred only favouring "Prof. Vivek Bhatia"  
from HDFC Bank Ltd. towards honarium bill of Financial class—1st Batch  
(10.04.18 to 12.04.2018)

830244

Submitted for kind approval please

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indraprastha, Gurgaon

In-charge  
Internal Quality Assurance Cell

## MEMORANDUM OF UNDERSTANDING

THIS MoU is executed on this 10<sup>th</sup> day of April, 2018 at Ghaziabad/New Delhi

### BETWEEN

**VIVEK BHATIA**, having its office at G-195, Pushkar Enclave, Paschim vihar, New Delhi-110063 (which expression shall unless repugnant to the context or meaning thereof be deemed to mean and include its assigns and successors), hereinafter called the **"TRAINING PARTNER"** of the **FIRST PART**.

### AND

**JAIPURIA INSTITUTE OF MANAGEMENT**, an MBA College, through its Director, namely Dr. DavienderNarang, having its registered office at Block A, Gate No.2, Shakti Khand IV, Indirapuram, Ghaziabad, Uttar Pradesh (which expression shall unless it be repugnant to the context or meaning thereof deemed to mean and include its assigns and successors) hereinafter called the **"CENTRE"** of the **SECOND PART**.

**WHEREAS VIVEK BHATIA** is engaged inter alia in the business of providing high quality Financial consultations, Advisories and Trainings according to a prescribed Curriculum and method of training, which has been designed and developed exclusively by the **VIVEK BHATIA** herein.

**AND WHEREAS the First Part and Second Part** shall collectively be called as the "Parties" and individually as "Party".

**AND WHEREAS Jaipuria Institute of Management** is an MBA College which imparts education to their students through various courses.

**AND WHEREAS** The Parties are established names in their respective business and profession and have mutually agreed that the Training Partner shall provide training programme for Financial Statement Analysis And Decision making to the students for which the Second Part shall provide the centre to the Training Partner for conducting the training programme.

The Parties have reached an understanding in relation to certain key principles of the programme session, which the Parties desire to reduce in writing in the form of this MoU.

**NOW THIS MoU WITNESSETH AND IT IS AGREED BY AND BETWEEN THE PARTIES AS**

**UNDER:**

**1. TRAINING PARTNER'S RESPONSIBILITIES**

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

In-charge  
Internal Quality Assurance Cell

08/04/18

1.1 The Training Partner shall provide training on Financial Statement Analysis And Decision making to the MBA students aligned by the Centre

1.2 The Training Partner shall provide the training to participants on the i.e.

1.2.1 **Introduction to Financial Statements**

1.2.2 **Contents of Annual report for analysis**

1.2.3 **Financial Ratios (Case - ASAHI INDIA GLASS LTD.)**

1.2.4 **Strategic Financial Management for value creation**

1.2.5 **Presentations on Annual Report**

1.3 The Training Partner shall conduct the classes from 10<sup>th</sup>April to 12<sup>th</sup> April 2018 and 16<sup>th</sup> April to 18<sup>th</sup> April 2018, for two different batches consisting 30-35 students in each batch of MBA students at the premise of the CENTRE.

1.4 The Training Partner agrees to keep space neat and clean at all times and to place all equipments belonging to center back in its proper place after each use.

## 2. CENTRE'S RESPONSIBILITY

2.1 The Centre shall provide the location for the Program for the period from 10<sup>th</sup>April-18<sup>th</sup> April 2018

2.2 The Center agrees to provide the Training Partner with clean suitable space, along with tables and chairs, power outlet, writing board, stable internet connection, projector and screen for the purpose of training to the children. The Centre undertakes to provide the said space at all such times as agreed by both the parties.

## 3. FINANCIAL TERMS

3.1 The Training Partner will charge INR 50000/- for each batch consisting 30-35 students in each batch, totalling amount will be charged Rs. 100000/- for entire six days training for two batches.

3.2 In addition to above Rs. 1000/- per day will be charged as travelling expenses

3.3 If students increases more than 35, increased revise financial will be applicable with mutual consent.

3.4 The Centre will make the payment via cheque at the end of each batch separately.

## 4. INDEMNITY

4.1 CENTRE shall indemnify and keep the TRAINING PARTNER indemnified at all times from and against any and all claims, demands, losses, costs, damages, suits, penalties, expenses and liabilities of any kind or nature whatsoever to the extent that they are caused

  
In-charge  
Internal Quality Assurance Cell

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapuram, Ghaziabad

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by a breach by the CENTRE of any of the terms of this MoU and/or otherwise than from use of the Material and the Method. The training partner will ensure to return all equipment, furniture and fixtures in working condition as handed over by the centre.

4.2 TRAINING PARTNER shall indemnify and keep CENTRE indemnified at all times from and against any and all claims, demands, losses, costs, damages, suits, penalties, expenses and liabilities of any kind or nature whatsoever to the extent that they are caused by a breach by the TRAINING PARTNER of any of the terms of this MoU and/or otherwise than from use of the Material and the Method.

#### 5. SEVERABILITY

Should any provision of this MoU be declared by any court to be in conflict with the law or unenforceable, the validity and enforceability of the remainder of the MoU shall not be affected thereby. In such an event the offending provision shall be deemed not to be part of this MoU and any resulting necessary consequential amendment shall be deemed to be incorporated in this MoU.

#### 6. ENTIRE MOU

This MoU expresses the entire MoU between the Parties which supersedes any other negotiations or MoU on the subject matter hereof and this MoU shall not be modified in any way except by a written instrument signed by both Parties.

#### 7. ARBITRATION

Any disputes arising out of the present MoU between the Parties shall be referred to arbitration in accordance with the provisions of the Arbitration and Conciliation Act, 1996. The venue of the arbitration proceedings shall be New Delhi.

#### 8. JURISDICTION

Without prejudice to what is stated in Clause 7 above, any proceedings interim or interlocutory relief or otherwise arising out of the arbitration proceedings, shall be brought in any court of competent and exclusive jurisdiction of Delhi only.

#### 9. DURATION OF THE MOU

The initial term of MoU shall commence on the date of signing and shall remain in effect until April 18<sup>th</sup> 2018.

Either party to this MoU may terminate this MoU by serving a prior written notice of 7 days.

#### 10. NOTICES

All notices and communications hereunder shall be in writing in the English language and shall be sent by hand delivery (including courier) or email at the addresses set out below and marked to the attention of the persons whose names are set below:

In-charge  
Internal Quality Assurance Cell

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Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapuram, Ghaziabad



If to  
**VIVEK BHATIA**  
**G-195, PUSHKAR ENCLAVE**  
**PASCHIM VIHAR, NEW DELHI-110063**  
If to Jaipuria Institute of Management  
Block A, Gate No.2  
Shakti Khand IV, Indirapuram  
Ghaziabad, Uttar Pradesh  
Pin: 201014

Notices and other communications hereunder if delivered by hand delivery, shall be deemed to be received by the addressee thereof only upon actual receipt and if sent by email, upon the transmission report indicating that the email was sent to the id indicated above with a designation representing the total number of pages of the message. For the sake or good order, in the case of service of any notice or other communication by email, a hard copy of the notice/communication should also be sent to the addressee thereof, by hand delivery in the manner set out in this Clause within 24 hours of such transmission by email.

IN WITNESS WHEREOF the parties hereto have set and subscribed their respective hands and seal the day and year first herein above written.

Signed

**VIVEK BHATIA**

in the presence of:



Signed for and on behalf of

**JAIPURIA INSTITUTE OF MANAGEMENT**

By

in the presence of:

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

In-charge  
Internal Quality Assurance Cell



### **THREE DAYS WORKSHOP ON FINANCIAL STATEMENT ANALYSIS AND DECISION MAKING**

Effective Financial Statement Analysis is of paramount importance in financial and business decisions. Business managers especially working in the area of finance must have expert knowledge of understanding & analyzing financial statements. The professionals working in the area of valuations, credit appraisal, project appraisals etc. are expected to have good practicing experience in the above field. They must understand the historical relationship between various components of financial statements and their impact on financial and business strategies. This topic is also important to learn advanced financial topics of valuations, credit appraisals and financial restructuring. It's also important for professionals working in financial markets for investment decisions.

#### **OBJECTIVE OF WORKSHOP**

This workshop is specially designed keeping in mind the requirements of students for their internship as well as their final placements. This workshop will converge theoretical knowledge and applicable skills required by the industry. It is beneficial for the students to take up jobs in consulting/BPO/KPO, corporate finance, banking and advisory in capital markets.

#### **Pedagogy**

The total workshop is divided into six sessions of three hours each. The first day will discuss all the important aspect of Financial Statement Analysis through lecture mode. Case/Assignments and project work will be given at the end of the day. Students are expected to work on the same for participation on the next day. Second day students will apply the theoretical knowledge on real financial data to get the desired output. Third day the students will make presentation on industry and their companies. The student participation is key to success of this workshop.

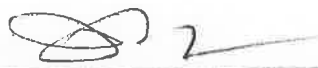
Internal Quality Assurance Cell  
Jalpuria Institute of Management  
Indirapuram, Ghaziabad

In-charge  
Internal Quality Assurance Cell

## ABOUT FACULTY

Prof. Vivek Bhatia is a Fellow member of The Institute of Cost Accountants of India (FCMA), Chartered Financial Analyst (CFA) from Institute of Chartered Financial Analyst of India (ICFAI), Licensed International Financial Analyst (LIFA) from International Research Association (IRA-UK), Certified Management Accountant (CMA) from ICMA (Australia), and Chartered Financial Analyst from CFA Institute-USA. He has also cleared level-1 of Financial Risk Manager program (FRM) from Global Association of Risk Professionals (GARP). He has done his Masters in Finance & Control (MFC). He has work experience of 22 years out of which he has worked in the industry for 8 years in the area of corporate finance & 14 years in academics. His specialization includes Financial & Cost Accounting, Investment Management, and International Financial Management, Financial Risk Management & Derivatives, Mergers, Acquisitions and Valuations. He has been conducting regularly various MDPs, FDPs and number of training programs in above areas for Corporates. He has been associated with IBS Business School, Gurgaon and has been visiting faculty to various other B-schools like MDI-Gurgaon, FMS-DU, NIFM, Lal Bahadur Shastri Institute of Management, School of Inspired Leadership-Gurgaon, Chandragupta Institute of Management, Patna. He is also a resource person for various trainings conducted by BSE and NSE.

Internal Quality Assurance Cell  
Jaipur Institute of Management  
Indrapura, Chaziabad

  
In-charge  
Internal Quality Assurance Cell

**JAIPURIA INSTITUTE OF MANAGEMENT  
INDIRAPURAM, GHAZIABAD**

Dated: 12/04/2018.

**HONORARIUM BILL**

**Course: M.B.A ( Semester)**

Name of the Professor : Prof. Vivek Bhatia  
 Address : G-195, Pushkar Enclave,  
 Semester : Pashchim vihar, New Delhi - 63  
 Course/Paper :  
 Subject Topic : As per MOU attached.

Declaration By Visiting Faculty : I Hereby declare that I have taken-----  
 lectures in MBA-----year-----semester. The details are as under. 10/4/18 to 12/4/18.  
1st Batch.

Total Number of Sessions covered :

Sl.No	Date	No. of Session	Amount in Rupees
1.	10/4/18	] - As per MOU ]	50,000/-
2.	11/4/18		
3.	12/4/18		
4.			
	TOTAL	<u>attached.</u>	

**CONVEYANCE:**

1) From \_\_\_\_\_ to \_\_\_\_\_ Kms \_\_\_\_\_  
 2) Total Visits 3 Total Kms. 1000 Amount Rs. 3000/-  
 3) Mode of conveyance : CAR/SCOOTER  
 Amount of Honorarium Rs. 50,000/-  
 Amount of Conveyance reimbursement Rs. 3000/-  
**Grand Total** Rs. 53,000/-

Signature  
Visiting Faculty

Recommended by  
Academic Coordinator

Checked by  
K. Sharma  
PA To Director

Approved by  
Director

Received a sum of Rs. \_\_\_\_\_  
cash.

In-charge  
Internal Quality Assurance only by

Alcedra  
T.S. @ 10/5/18  
= 47700/-  
12/4/18

**Jaipuria Institute of Management(A)**  
Sector 14, Vasundhara, Ghaziabad

**Journal Voucher**


No. : 69

Dated : 18-Apr-2018

Particulars		Debit	Credit
Honorarium to Visiting Faculty A/c Vivek Bhatia (Party)	Dr Dr	53,000.00 5,300.00	
To T.D.S. on Professional To Vivek Bhatia (Party)			5,300.00 53,000.00
		<b>R₹ 58,300.00</b>	<b>R₹ 58,300.00</b>

**On Account of :**

Being honorarium bill of  
visiting faculty 16.4.18 to 18.  
4.18 IInd batch of finance  
annalyses class a perr bill &  
approval attched.

  
Authorised Signatory

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapuram, Ghaziabad

  
In-charge  
Internal Quality Assurance Cell

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**JAIPURIA INSTITUTE  
OF MANAGEMENT**

**EMPOWER • ENTHUSE • EXCEL**

From: Dr. Anil Kr. Gupta  
Date: 18.04.2018

To: Dr. Daviender Narang  
Director Sir

We are enclosing herewith cheque for your kind signature.

Rs. 47,700/-

Rs. Forty seven thousand seven hundred only favouring "Prof. Vivek Bhatia"  
from HDFC Bank Ltd. towards honarium bill of Financial class—IIInd Batch  
(16.04.18 to 18.04.2018).

Submitted for kind approval please

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapuram, Chaziabad

In-charge  
Internal Quality Assurance Cell

**JAIPURIA INSTITUTE OF MANAGEMENT  
INDIRAPURAM, GHAZIABAD**

Dated: 18/4/18

**HONORARIUM BILL**

**Course: M.B.A ( Semester)**

Name of the Professor : Prof. Vivek Bhatia  
 Address : 4-195, Pushkar Enclave  
 Semester :  
 Course/Paper : Paschim Vinay, Delhi-62  
 Subject Topic : As per MOU attached.

Declaration By Visiting Faculty : I Hereby declare that I have taken-----  
 lectures in MBA-----year-----semester. The details are as under. 16/4/18 to 18/4/18  
 Total Number of Sessions covered : III<sup>rd</sup> Batch

Sl.No	Date	No. of Session	Amount in Rupees
1.	16/4/18	As per MOU attached.	50000/-
2.	17/4/18		
3.	18/4/18		
4.			
TOTAL			

**CONVEYANCE:**

1) From \_\_\_\_\_ to \_\_\_\_\_ Kms  
 2) Total Visits 3 Total Kms. 1600 Amount Rs. 3000/-  
 3) Mode of conveyance : CAR/SCOOTER  
 Amount of Honorarium Rs. 50,000/-  
 Amount of Conveyance reimbursement Rs. 3000/-  
**Grand Total** Rs. 53,000/-

Signature  
Visiting Faculty

Recommended by

Academic Coordinator

Checked by  
K. Sharma  
PA To Director

Approved by  
[Signature]  
Director

**R E C E I P T**

Received a sum of Rs. \_\_\_\_\_ (Rs. \_\_\_\_\_) cash.

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapuram, Ghaziabad

In-charge [Signature]  
Internal Quality Assurance Cell only by

**073**

# VALUE ADDITION COURSE ON DERIVATIVES & FINANCIAL RISK MANAGEMENT

## Content

1. MOU
2. TRAINERS PROFILE
3. SESSION PLAN
4. LIST OF STUDENTS

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indraprastha, Gurgaon

  
In-charge  
Internal Quality Assurance Cell



## MEMORANDUM OF UNDERSTANDING

THIS MOU is executed on this 14<sup>th</sup> day of November, 2017 at New Delhi/Ghaziabad

### BETWEEN

**VIVEK BHATIA**, having its office at G-195, Pushkar Enclave, Paschim vihar, New Delhi-110063 (which expression shall unless repugnant to the context or meaning thereof be deemed to mean and include its assigns and successors), hereinafter called the "**TRAINING PARTNER**" of the **FIRSTPART**.

### AND

**JAIPURIA INSTITUTE OF MANAGEMENT**, an MBA College, through its Director, namely Dr. Daviender Narang, having its registered office at Block A, Gate No.2, Shakti Khand IV, Indirapuram, Ghaziabad, Uttar Pradesh (which expression shall unless it be repugnant to the context or meaning there of deemed to mean and include its assigns and successors) hereinafter called the "**Institute**" of the **SECOND PART**.

**WHEREAS VIVEK BHATIA** is engaged inter alia in the business of providing high quality Financial consultations, Advisories and Trainings according to a prescribed Curriculum and method of training, which has been designed and developed exclusively by the **VIVEK BHATIA** herein.

**AND WHEREAS the First Part and Second Part** shall collectively be called as the "Parties" and individually as "Party".

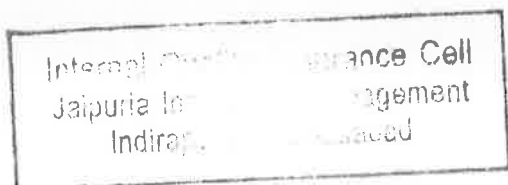
**AND WHEREAS Jaipuria Institute of Management** is an MBA College which imparts education to their students through various courses.

**AND WHEREAS** The Parties are established names in their respective business and profession and have mutually agreed that the Training Partner shall provide training programme for Financial Risk Management And Derivatives to the students for which the Second Part shall provide the centre to the Training Partner for conducting the training programme.

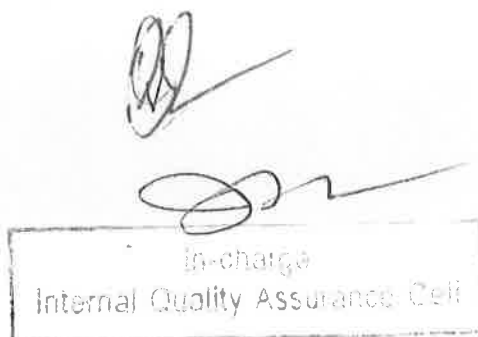
The Parties have reached an understanding in relation to certain key principles of the programme session, which the Parties desire to reduce in writing in the form of this MOU.

**NOW THIS MOU WITNESSETH AND IT IS AGREED BY AND BETWEEN THE PARTIES AS UNDER:**

#### 1. TRAINING PARTNER'S RESPONSIBILITIES



071



- 1.1 The Training Partner shall provide training on Financial Risk Management & Derivatives to the MBA students
- 1.2 The Training Partner shall provide the training to participants on the i.e.
  - 1.2.1 **Introduction to Risk Management**
  - 1.2.2 **Introduction to Derivatives**
  - 1.2.3 **Analysis & valuation of Forwards**
  - 1.2.4 **Understanding and Application of Futures**
  - 1.2.5 **Understanding Options and strategies**
  - 1.2.6 **Basics of Swaps and application**
- 1.3 The Training Partner shall conduct the classes during from 20<sup>th</sup>Nov-25<sup>th</sup> Nov 2017 (Training will be of four days) at the premise of the Institute.
- 1.4 The Training Partner agrees to keep space neat and clean at all times and to place all equipments belonging to Institute back in its proper place after each use.

## **2. Institute's RESPONSIBILITY**

- 2.1 The Institute shall provide the location for the Program for the period from 20<sup>th</sup>Nov-25<sup>th</sup> Nov 2017
- 2.2 The Center agrees to provide the Training Partner with clean suitable space, along with tables and chairs, power outlet, writing board, stable internet connection, LED projector and screen for the purpose of training to the students. The Institute undertakes to provide the said space at all such times as agreed by both the parties.

## **3. FINANCIAL TERMS**

3.1 The Training Partner will charge INR 2500/-for each student, for a minimum of 30 students (Total Amount Rs 75000/-). And To & Fro travelling expenses Rs 1000/- per day for four days (Rs. 4000/-)

3.2 The Institute will make the payment via cheque/account transfer at the end of the Program.

## **4. INDEMNITY**

- 4.1 Institute shall indemnify and keep the TRAINING PARTNER indemnified at all times from and against any and all claims, demands, losses, costs, damages, suits, penalties, expenses and liabilities of any kind or nature whatsoever to the extent that they are caused by a breach by the Institute of any of the terms of this MOU and/or otherwise than from use

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

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In-charge  
Internal Quality Assurance Cell

of the Material and the Method. The training partner will ensure to return all equipment, furniture and fixtures in working condition as handed over by the centre.

- 4.2 TRAINING PARTNER shall indemnify and keep Institute indemnified at all times from and against any and all claims, demands, losses, costs, damages, suits, penalties, expenses and liabilities of any kind or nature whatsoever to the extent that they are caused by a breach by the TRAINING PARTNER of any of the terms of this MOU and/or otherwise than from use of the Material and the Method.

**5. SEVERABILITY**

Should any provision of this MOU be declared by any court to be in conflict with the law or unenforceable, the validity and enforceability of the remainder of the MOU shall not be affected thereby. In such an event the offending provision shall be deemed not to be part of this MOU and any resulting necessary consequential amendment shall be deemed to be incorporated in this MOU.

**6. ENTIRE MOU**

This MOU expresses the entire MOU between the Parties which supersedes any other negotiations or MOU on the subject matter hereof and this MOU shall not be modified in any way except by a written instrument signed by both Parties.

**7. ARBITRATION**

Any disputes arising out of the present MOU between the Parties shall be referred to arbitration in accordance with the provisions of the Arbitration and Conciliation Act, 1996. The venue of the arbitration proceedings shall be New Delhi.

**8. JURISDICTION**

Without prejudice to what is stated in Clause 7 above, any proceedings interim or interlocutory relief or otherwise arising out of the arbitration proceedings, shall be brought in any court of competent and exclusive jurisdiction of Delhi only.

**9. DURATION OF THE MOU**

The initial term of MOU shall commence on the date of signing and shall remain in effect until Nov 30<sup>th</sup> 2017.

Either party to this MOU may terminate this MOU by serving a prior written notice of 7 days.

**10. NOTICES**

All notices and communications hereunder shall be in writing in the English language and shall be sent by hand delivery (including courier) or email at the addresses set out below and marked to the attention of the persons whose names are set below:

If to

In-charge  
Internal Quality Assurance Cell



069

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indraprastha, Gurgaon

VIVEK BHATIA  
G-195, PUSHKAR ENCLAVE  
PASCHIM VIHAR, NEW DELHI-110063  
If to Jaipuria Institute of Management  
Block A, Gate No.2  
Shakti Khand IV, Indirapuram  
Ghaziabad, Uttar Pradesh  
Pin: 201014

IN WITNESS WHEREOF the parties hereto have set and subscribed their respective hands and seal the day and year first herein above written.

Signed

VIVEK BHATIA

Signed for and on behalf of

DIRECTOR, JAIPURIA INSTITUTE OF MANAGEMENT

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

In charge  
Internal Quality Assurance Cell

## MEMORANDUM OF UNDERSTANDING

THIS MOU is executed on this 14<sup>th</sup> day of November, 2017 at New Delhi/Ghaziabad

### BETWEEN

**VIVEK BHATIA**, having its office at G-195, Pushkar Enclave, Paschim vihar, New Delhi-110063 (which expression shall unless repugnant to the context or meaning thereof be deemed to mean and include its assigns and successors), hereinafter called the "TRAINING PARTNER" of the FIRSTPART.

### AND

**JAIPURIA INSTITUTE OF MANAGEMENT**, an MBA College, through its Director, namely Dr. Daviender Narang, having its registered office at Block A, Gate No.2, Shakti Khand IV, Indirapuram, Ghaziabad, Uttar Pradesh (which expression shall unless it be repugnant to the context or meaning there of deemed to mean and include its assigns and successors) hereinafter called the "Institute" of the SECOND PART.

**WHEREAS VIVEK BHATIA** is engaged inter alia in the business of providing high quality Financial consultations, Advisories and Trainings according to a prescribed Curriculum and method of training, which has been designed and developed exclusively by the **VIVEK BHATIA** herein.

**AND WHEREAS** the First Part and Second Part shall collectively be called as the "Parties" and individually as "Party".

**AND WHEREAS** Jaipuria Institute of Management is an MBA College which imparts education to their students through various courses.

**AND WHEREAS** The Parties are established names in their respective business and profession and have mutually agreed that the Training Partner shall provide training programme for Financial Risk Management And Derivatives to the students for which the Second Part shall provide the centre to the Training Partner for conducting the training programme.

The Parties have reached an understanding in relation to certain key principles of the programme session, which the Parties desire to reduce in writing in the form of this MOU.

**NOW THIS MOU WITNESSETH AND IT IS AGREED BY AND BETWEEN THE PARTIES AS UNDER:**

- 1. TRAINING PARTNER'S RESPONSIBILITIES**

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

067

In-charge  
Internal Quality Assurance Cell

- 1.1 The Training Partner shall provide training on Financial Risk Management & Derivatives to the MBA students
- 1.2 The Training Partner shall provide the training to participants on the i.e.
  - 1.2.1 Introduction to Risk Management
  - 1.2.2 Introduction to Derivatives
  - 1.2.3 Analysis & valuation of Forwards
  - 1.2.4 Understanding and Application of Futures
  - 1.2.5 Understanding Options and strategies
  - 1.2.6 Basics of Swaps and application
- 1.3 The Training Partner shall conduct the classes during from 20<sup>th</sup>Nov-25<sup>th</sup> Nov 2017 (Training will be of four days) at the premise of the Institute.
- 1.4 The Training Partner agrees to keep space neat and clean at all times and to place all equipments belonging to Institute back in its proper place after each use.

## 2. Institute's RESPONSIBILITY

- 2.1 The Institute shall provide the location for the Program for the period from 20<sup>th</sup>Nov-25<sup>th</sup> Nov 2017
- 2.2 The Center agrees to provide the Training Partner with clean suitable space, along with tables and chairs, power outlet, writing board, stable internet connection, LED projector and screen for the purpose of training to the students. The Institute undertakes to provide the said space at all such times as agreed by both the parties.

## 3. FINANCIAL TERMS


- 3.1 The Training Partner will charge INR 2500/-for each student, for a minimum of 30 students (Total Amount Rs 75000/-). And To & Fro travelling expenses Rs 1000/- per day for four days (Rs. 4000/-)
- 3.2 The Institute will make the payment via cheque/account transfer at the end of the Program.

## 4. INDEMNITY

- 4.1 Institute shall indemnify and keep the TRAINING PARTNER indemnified at all times from and against any and all claims, demands, losses, costs, damages, suits, penalties, expenses and liabilities of any kind or nature whatsoever to the extent that they are caused by a breach by the Institute of any of the terms of this MOU and/or otherwise than from use

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Jaipuria Institute of Management  
Indrapuram, Ghaziabad

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In-charge  
Internal Quality Assurance Cell

of the Material and the Method. The training partner will ensure to return all equipment, furniture and fixtures in working condition as handed over by the centre.

- 4.2 TRAINING PARTNER shall indemnify and keep Institute indemnified at all times from and against any and all claims, demands, losses, costs, damages, suits, penalties, expenses and liabilities of any kind or nature whatsoever to the extent that they are caused by a breach by the TRAINING PARTNER of any of the terms of this MOU and/or otherwise than from use of the Material and the Method.

**5. SEVERABILITY**

Should any provision of this MOU be declared by any court to be in conflict with the law or unenforceable, the validity and enforceability of the remainder of the MOU shall not be affected thereby. In such an event the offending provision shall be deemed not to be part of this MOU and any resulting necessary consequential amendment shall be deemed to be incorporated in this MOU.

**6. ENTIRE MOU**

This MOU expresses the entire MOU between the Parties which supersedes any other negotiations or MOU on the subject matter hereof and this MOU shall not be modified in any way except by a written instrument signed by both Parties.

**7. ARBITRATION**

Any disputes arising out of the present MOU between the Parties shall be referred to arbitration in accordance with the provisions of the Arbitration and Conciliation Act, 1996. The venue of the arbitration proceedings shall be New Delhi.

**8. JURISDICTION**

Without prejudice to what is stated in Clause 7 above, any proceedings interim or interlocutory relief or otherwise arising out of the arbitration proceedings, shall be brought in any court of competent and exclusive jurisdiction of Delhi only.

**9. DURATION OF THE MOU**

The initial term of MOU shall commence on the date of signing and shall remain in effect until Nov 30<sup>th</sup> 2017.

Either party to this MOU may terminate this MOU by serving a prior written notice of 7 days.

**10. NOTICES**

All notices and communications hereunder shall be in writing in the English language and shall be sent by hand delivery (including courier) or email at the addresses set out below and marked to the attention of the persons whose names are set below.

If to

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Indraprastha, Gurgaon

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VIVEK BHATIA  
G-195, PUSHKAR ENCLAVE  
PASCHIM VIHAR, NEW DELHI-110063  
If to Jaipuria Institute of Management  
Block A, Gate No.2  
Shakti Khand IV, Indirapuram  
Ghaziabad, Uttar Pradesh  
Pin: 201014

IN WITNESS WHEREOF the parties hereto have set and subscribed their respective hands and seal the day and year first herein above written.

Signed

VIVEK BHATIA

Signed for and on behalf of

DIRECTOR, JAIPURIA INSTITUTE OF MANAGEMENT

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

In-charge  
Internal Quality Assurance Cell





# Trainers profile

## Vivek Bhatia

**FCMA, CFA (ICFAI), CMA (Aust.), CFA (US)**

Prof. Bhatia has work experience of 8 years in the industry & 14 years in academics. His specialization includes Financial & Cost Accounting, Investment Management, and International Financial Management & Financial Risk Management. He has conducted many MDPs for various corporates.

Prof. Bhatia is a Fellow member of The Institute of Cost Accountants of India (FCMA), Chartered Financial Analyst (CFA) from ICFAI, Licensed International Financial Analyst (LIFA) from International Research Association (IRA-UK), Certified Management Accountant (CMA) from ICMA (Australia). He has also done his Masters in Finance & Control (MFC). He is also Charter holder from CFA Institute(US)

## Experience

### Partner

**Financial Analytics ([www.financialanalytics.in](http://www.financialanalytics.in))**

January 1993 – Present (24 years 11 months) New Delhi Area, India

### Financial Training Experience:

- Faculty Member with The Institute of Cost & Works Accountants of India since 1995.
- Faculty Member with The Institute of Chartered Financial Analyst of India since 1999.
- Adjunct Faculty with ICFAI Business School.
- Visiting Faculty with Faculty of Management Studies, Delhi University.
- Visiting Faculty with Fore School of Management.
- Visiting Faculty with IMT, Ghaziabad in 2005.
- Visiting Faculty with MDI since 2005.
- Visiting Faculty with NIFM.
- Visiting Faculty with School of Inspired Leadership(SOIL)
- Visiting Faculty with Chadragupt Institute of Management, Patna(CIMP)
- Trainer at various Corporates (GAIL, Indian Oil, Colgate Palmolive, IFCL, BEL etc)

### Work Experience:

- Trainee (Accounts & Finance) with Telecommunications Consultant India Ltd. from January '93 to August '94.
- Employed as Executive (Finance & secretarial) with corporate finance division of Sand Plast India Ltd. From September '94 to December '96.
- Practicing Cost Accountant & Associated with a Financial Consulting Firm providing Short term & Project Finance to various Corporate from Banks & Financial Institutions from January '98.

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## Workshop outline for Derivatives

DAY 1

### Introduction to Risk Management

Elements of uncertainty  
Sources of risk  
Types of risk  
Approaches to risk management  
Risk Management process  
Risk management guidelines

### Introduction to Derivatives

Definition  
Types of Derivatives  
Nature of Derivatives  
Uses of Derivatives  
Players in Derivative Market

### Forwards

Forward contract price determination  
Currency forward  
Interest rate forward contract  
Commodity forwards  
Equity forwards

DAY 2

### Futures

The fundamentals of futures contract  
Types of futures  
Mechanics of future trading  
Exchange organization  
Trading process  
Price quotations  
Hedging and Speculation with futures  
Interest rate futures  
Currency futures and Stock Index futures  
Optimal hedge ratio  
Pricing of Index Futures Contracts  
Stock Index Arbitrage  
Applications of Index Futures and Beta Management

DAY 3

### Option

Overview, Generic options  
Types of options  
Currency options and Trading strategies  
Complex Trading Strategies-Covered Call Writing, Protective Put, Straddles and Strangles, Spreads

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Interest rate options- caps, floors, collars  
Factors affecting option prices  
Option pricing models  
Risk Associated with Options

**DAY 4**

**Swaps**

Swap terminology and structures of standard coupon and currency swaps  
Motivations underlying swaps  
Types of swaps  
Mechanics of swap transactions  
Valuation of swap  
Credit Default Swap

**Value at Risk**


Concept and Applications  
Computing value at risk for forex common shares/stocks/fixed income securities etc.

**Introduction to Weather Derivatives**

Concept, Application in real life and recent developments

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## LIST OF STUDENTS

SECTION	NAME
1. C	Shivi Agarwal
2. A	Monika Sharma ✓
3. C	Richa Kohli
4. B	Chahat Khurana
5. B	Ragini Singh
6. B	Nitin Kumar Bhargava
7. C	Sangitika ✓
8. A	Ankita Gupta ✓
9. B	Mayank Kumar Tiwari ✓
10. B	Gunjan Verma
11. C	Vishakha Maheshwari
12. B	Abhay Kunwar Singh
13. A	Abhishek Kumar
14. C	Varsha Yadav
15. A	Shreya Saxena
16. B	Shweta Singh
17. B	Manjali Goswami
18. C	Swati Singh
19. A	Swati Kumari
20. A	Sajal Ankush ✓
21. C	Gaurav Saini
22. B	Pallav Garg
23. A	Shalini Kamboj ✓
24. A	Shweta Kumari
25. B	Sakshi Saroha
26. A	Shivani Singh ✓
27. A	Ankita Srivastava
28. C	Shivangi Yadav
29. A	Manish Gupta ✓

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# VALUE ADDITION COURSE ON SUPPLY CHAIN MANAGENT

## Content

1. MOU
2. TRAINERS PROFILE
3. SESSION PLAN
4. LIST OF STUDENTS

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JAIPURIA INSTITUTE  
OF MANAGEMENT

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Safeducate

## MEMORANDUM OF UNDERSTANDING

### BETWEEN

Jaipuria Institute of Management, Ghaziabad  
and

Safeducate Learning Pvt. Ltd., New Delhi

This Memorandum of Understanding (MoU) is entered into as of \_\_\_\_\_, 2017, by between **Jaipuria Institute of Management, Ghaziabad** and **Safeducate Learning Pvt. Ltd., New Delhi** for **Center of Excellence for Industry Academia Collaboration**.

The partners have entered into this MoU because they:

RECOGNIZE the mutual interest in the fields of training and development and dissemination of knowledge and also

RECOGNIZE the importance of supply chain management role in promoting industry collaboration and increased contribution to economic development

RECOGNIZE the importance of the Industry Partner within its field of expertise

This MoU will enable the parties to:

SET the ground for longer-term Academia-industry partnerships in the field of logistics & supply chain management

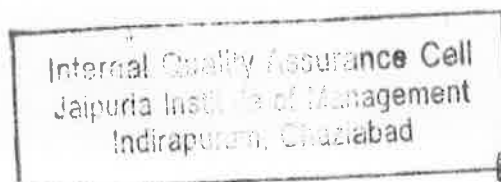
PROVIDE universities access to industrial environments for applied and problem-based learning

The parties hereby agree to establish collaboration according to terms and conditions set out in the articles following hereunder.

### BACKGROUND

**About Safeducate Learning Pvt. Ltd. (Annexure attached)**

**About Jaipuria (Annexure Attached)**



Safeducate, Safexpress Group, NH 8, Mahipalpur Extension, New Delhi – 110 037.

Tel: 91 11 26787201/02, 26786068. Fax: 91 11 26781481. Email: learning@safeducate.com. Web: www.safeducate.com



## SCOPE OF THE COLLABORATION

The general purpose of this MOU is to facilitate industry and research cooperation between the parties hereunder based upon the principles of mutual benefit and may include the following general cooperation areas;

- o Joint industry and Academia initiatives in learning associated with logistics & supply chain management
- o Exchange of visiting experts for the purpose of conducting learning sessions
- o Discussion for the exchange of facilities and equipment for collaborative or independent research based on the policies of both entities
- o Exchange scholarly information including research papers, indices to these, books and magazines on relevant subjects and potential joint projects where possible and appropriate

## COURSE CURRICULUM & DELIVERY PLAN: Annexure attached

### THE AGREEMENT

- o At Jaipuria Institute of Management, Ghaziabad this MOU will be administered by \_\_\_\_\_ (Institute Representative) and **Surjeet Singh Kainth (Safeducate Learning Pvt. Ltd.)** (Industry Partner and representative Name)
- o This MOU may also involve parties by mutual consent, which may be added later by written addendum to this MOU
- o The parties may enter into specific written agreements under authority of this MOU to clarify and define the nature, extent and terms of operation for the proposed collaborations, including intellectual property ownership and funding issues.

### GENERAL TERMS

- o This MOU is not intended to, and does not create any right, benefit, or trust responsibility, substantive or procedural, enforceable at law or equity, by either party, its officers, employees, or agents against the other party, its officers, employees, or agents
- o Nothing in this MOU obligates either party to commit or transfer any funds, assets, or other resources in support of projects or activities between the parties unless expressly stated in this agreement

### PROGRAM COST

- o Program fee will be 2500/- per students (Inclusive Taxes)
- o Payment would be made of all enrolled candidates which will be borne by the Institutions
- o Safeducate will conduct an assessment and select top 3 candidates for Placement Assistance
- o A joint Industry recognized 'Certification' will provide after the successful completion of the program

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Indrapuram, Ghaziabad

Internal Quality Assurance Cell

Safeducate, Safexpress Group, NH 8, Mahipalpur Extension, New Delhi - 110 037.



## RESPONSIBILITIES

Safeducate Learning Pvt. Ltd.	Jaipuria Institute of Management
<ul style="list-style-type: none"> <li>✓ Proper expectation mapping of the stakeholders of the intended course which primarily includes Jaipuria, the students and the industry to collect valuable inputs for course design</li> <li>✓ Planning &amp; Designing of Course structure &amp; Plan and get it approved from the stakeholders for further processing</li> <li>✓ Designing of Instructional material as per the Institute Guidelines</li> <li>✓ Appropriate selection &amp; designing of training methodology based on proper research &amp; study of the target audience and the course deliverables</li> <li>✓ Design &amp; implement a system to monitor the progress of students vis-à-vis concepts learning, practical learning &amp; professional development (how)</li> <li>✓ Selection, Induction &amp; Assessment of Faculty as per Institutes guidelines</li> <li>✓ Practical exposure of the practices &amp; concepts through Industrial visits covering all modes, types &amp; functions of Logistics</li> <li>✓ On-field Project Guidance to all students</li> <li>✓ Proper Placement Assistance to successful students under the leadership of Institutional Placement Cell</li> <li>✓ Access to quality training infrastructure, ITlab, Library and Conducive Learning Environment</li> </ul>	<ul style="list-style-type: none"> <li>✓ Accurate sharing of expectations with Safeducate, of self &amp; the students, from the course</li> <li>✓ Share Course design guidelines with Safeducate for course development</li> <li>✓ Appropriate communication to the students to rationalize their expectations and align them with those of the Industry. Can be done jointly with Safeducate</li> <li>✓ Appropriate screening &amp; selection of students for enrolment. Behavioral &amp; cognitive eligibility criteria to be followed while screening &amp; selecting</li> <li>✓ 100% Collection of Course Fee &amp; other chargeable</li> <li>✓ Design &amp; implement a system to monitor the progress of students vis-à-vis concepts learning, practical learning &amp; professional development (how)</li> <li>✓ Project guidance to all students in association with Safeducate Faculty</li> <li>✓ End-to-end planning, coordination &amp; execution of placement assistance drive to students in association with Safeducate</li> <li>✓ Provision of Classroom facility for conducting of classroom training by Safeducate</li> <li>✓ Fooding &amp; Lodging facility to be arranged for visiting Safeducate Faculty/Trainer</li> </ul>
Jaipura, Ghaziabad	Safeducate Learning Pvt. Ltd., New Delhi

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Indirapuram, Ghaziabad

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in-charge  
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Signed by <b>Mr.</b> _____	Signed by <b>Mr. Surjeet Singh Kainth</b> (Head Institutional Alliance)
Signature 	Signature 
Date	Date
Official Stamp	Official Stamp 

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Indirapuram, Ghaziabad

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6 Days Workshop Programme on "Supply Chain Management"				
Date	Topics	Session Timing	Pedagogy	
20 <sup>th</sup> November	<ul style="list-style-type: none"> <li>Supply Chain Management - Introduction, Flows and Cycles of Supply Chain</li> </ul>	Orientation	9-9.30	
		Introduction to SCM	9.30 – 11.00	
		Break	11-11.10	
		Objectives and Types of Supply Chains	11.10 – 13.00	
		Lunch Break	13.00 – 14.00	
		Flows and Cycles of Supply Chain	14.00 – 15.30	
		Break	15.30 – 15.40	
		Supply Chain Process and Supply Chain Structures	15.40 – 17.00	
		Recap of the previous day's sessions	9.00 – 9.30	
		Introduction to Logistics	9.30 – 11.00	
21 <sup>st</sup> November	<ul style="list-style-type: none"> <li>Introduction to Logistics</li> <li>Warehouse Operations</li> </ul>	Break	11-11.10	
		Introduction to Logistics & Logistics Management	11.10 – 13.00	
		Lunch Break	13.00 – 14.00	
		Introduction to Warehousing	14.00 – 15.30	
		Break	15.30 – 15.40	
		Warehouse Operations	15.40 – 17.00	
		Recap of the previous day's sessions	9.00 – 9.30	
		Transportation Management	9.30 – 11.00	
		Break	11-11.10	
		Transportation Management	11.10 – 13.00	
22 <sup>nd</sup> November	<ul style="list-style-type: none"> <li>Transportation &amp; Distribution Management</li> </ul>	Lunch Break	13.00 – 14.00	
		Distribution Management	14.00 – 15.30	
		Break	15.30 – 15.40	
		Distribution Management	15.40 – 17.00	
		Beer game		
		Internal Quality Assurance Cell		
		Internal Quality Assurance Cell		
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		Internal Quality Assurance Cell		
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Investigating Internal Quality Assurance

23 <sup>rd</sup> November	Introduction to International / Global SCM	Recap of the previous day's sessions Introduction to International / Global SCM Break Introduction to International / Global SCM Lunch Break E-Commerce and IT enabled SCM Break E-Commerce and IT enabled SCM Recap of the previous day's sessions Group Competition Assessment Lunch break Certification 10.00 – 16.00	9.00 – 9.30 9.30 – 11.00 11-11.10 11.10 – 13.00 13.00 – 14.00 14.00 – 15.30 15.30 – 15.40 15.40 – 17.00	<ul style="list-style-type: none"> <li>▪ Facilitator led classroom discussion</li> <li>▪ Case study discussion</li> </ul>	<ul style="list-style-type: none"> <li>▪ Ashish Srivastava</li> <li>▪ Deepansh Kumar</li> </ul>
24 <sup>th</sup> November	<ul style="list-style-type: none"> <li>▪ Group Competition</li> <li>▪ Assessment</li> </ul>	<ul style="list-style-type: none"> <li>▪ Group Competition</li> <li>▪ Assessment</li> </ul>	9.00 – 9.30 9.30 – 12.00 12:00 – 13.00 13:00 – 14.00 14.00 – 15.00	<ul style="list-style-type: none"> <li>▪ Group Competition</li> <li>▪ Assessment</li> </ul>	<ul style="list-style-type: none"> <li>▪ Ashish Srivastava</li> <li>▪ Deepansh Kumar</li> </ul>
25 <sup>th</sup> November	Hub Visit	Industry Visit			Surjeet Singh & Nishikant Kumar

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 Indirapuram, Ghaziabad

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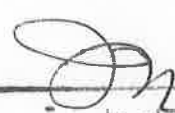
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## LIST OF STUDENTS

SECTION	NAME
1. C	Sangeeta
2. B	<del>Shiva Yedav</del> ANKIT VERMA
3. C	Santosh Kumar
4. A	Rana Pratap Singh
5. B	Vanshika Dixit
6. A	Vikas Babu
7. C	Vikas Sharma
8. C	Deepak Dhankhar
9. C	Shubhi Singhal
10. C	Avinash Singh
11. B	Deepali Singh Chauhan
12. C	Shashwath
13. C	Richa Mishra
14. B	Aman Raghava
15. A	Ambikesh Pandey
16. C	Jitendra Singh
17. A	Vishal Dwivedi
18. B	Mayank Sharma
19. A	Shahbaz Shahab
20. C	Arpit Agarwal
21. A	Anita Brijwal
22. A	Amit Lal
23. C	Ankit Singh
24. C	Shubham Srivastava
25. C	Mayank Kumar
26. A	Abhishek Sharma
27. A	Priya
28. B	Varsha Mathur
29. B	Deepanshi Shukla
30. C	Deepak Dubey

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Indirapuram, Ghaziabad

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In-charge  
Internal Quality Assurance Cell

# **VALUE ADDITION COURSE ON E-COMMERCE & DIGITAL MARKETING**

## **Content**

- 1. MOU**
- 2. TRAINERS PROFILE**
- 3. SESSION PLAN**
- 4. LIST OF STUDENTS**

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Indrapuram, Ghaziabad

  
In-charge  
Internal Quality Assurance Cell

**MEMORANDUM OF UNDERSTANDING**

THIS MoU is executed on this 14th day of Nov, 2017 at New Delhi

**BETWEEN**

**M/S DIGI UNIT TECHNOLOGIES** under the brand name of **SIMPLY DIGITAL**, through its Authorized Signatory and one of the Director, namely Mr. Anirban Naskar, having its office at 97/1, Adchini, New Delhi-110017 (which expression shall unless repugnant to the context or meaning thereof be deemed to mean and include its assigns and successors), hereinafter called the "**TRAINING PARTNER**" of the **FIRST PART**.

**AND**

**JAIPURIA INSTITUTE OF MANAGEMENT**, an MBA College, through its Director, namely Dr Daviender Narang, having its registered office at Block A, Gate No.2, Shakti Khand IV, Indirapuram, Ghaziabad, Uttar Pradesh (which expression shall unless it be repugnant to the context or meaning thereof deemed to mean and include its assigns and successors) hereinafter called the "**CENTRE**" of the **SECOND PART**.

**WHEREAS SIMPLY DIGITAL** is engaged inter alia in the business of providing high quality internet and digital marketing, and computer training programme and other related activities under the trade mark / name "**SIMPLY DIGITAL**" according to a prescribed Curriculum and method of training which has been designed and developed exclusively by the **TRAINING PARTNER** herein.

**AND WHEREAS** the First Part and Second Part shall collectively be called as the "Parties" and individually as "Party".

**AND WHEREAS** Jaipuria Institute of Management is an MBA College which imparts education to their students through various courses.

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Phone: +91 78270 68882, +91 7533008813  
Email: info@simplydigital.in

**AND WHEREAS** The Parties are established names in their respective business and profession and have mutually agreed that the Training Partner shall provide training programme for Digital Marketing to the students aligned by the Centre for which the Second Part shall provide the centre to the Training Partner for conducting the training programme.

The Parties have reached an understanding in relation to certain key principles of the programme session, which the Parties desire to reduce in writing in the form of this MoU.

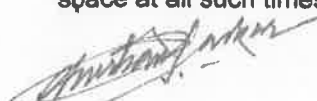
**NOW THIS MoU WITNESSETH AND IT IS AGREED BY AND BETWEEN THE PARTIES AS UNDER:**

**1. TRAINING PARTNER'S RESPONSIBILITIES**

- 1.1 The Training Partner shall provide training on Digital Marketing to the MBA students aligned by the Centre
- 1.2 The Training Partner shall provide the training to kids on the following programs i.e.
  - 1.2.1 Website Planning and Search Engine Optimization
  - 1.2.2 Google Adwords
  - 1.2.3 Social Media Marketing
  - 1.2.4 Google Analytics
  - 1.2.5 App Marketing and Analytics
- 1.3 The Training Partner shall conduct the classes from 20<sup>th</sup> Nov-24<sup>th</sup> Nov 2017 at the premise of the CENTRE.
- 1.4 The Training Partner agrees to keep space neat and clean at all times and to place all equipments belonging to center back in its proper place after each use.

**2. CENTRE'S RESPONSIBILITY**

- 2.1 The Centre shall provide the location for the Program for the period from 20<sup>th</sup> Nov-24<sup>th</sup> Nov 2017
- 2.2 The Center agrees to provide the Training Partner with clean suitable space, along with tables and chairs, power outlet, writing board, stable internet connection, projector and screen for the purpose of training to the children. The Centre undertakes to provide the said space at all such times as agreed by both the parties.



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**3. FINANCIAL TERMS**

3.1 The Training Partner will charge INR 4000 (plus GST) for each student, for a minimum of 30 students.

3.2 The Centre will make the payment via cheque at the end of the Program on 25<sup>th</sup> Nov 2017

**4. INDEMNITY**

4.1 CENTRE shall indemnify and keep the TRAINING PARTNER indemnified at all times from and against any and all claims, demands, losses, costs, damages, suits, penalties, expenses and liabilities of any kind or nature whatsoever to the extent that they are caused by a breach by the CENTRE of any of the terms of this MoU and/or otherwise than from use of the Material and the Method. The training partner will ensure to return all equipment, furniture and fixtures in working condition as handed over by the centre.

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**7. ARBITRATION**

Any disputes arising out of the present MoU between the Parties shall be referred to arbitration in accordance with the provisions of the Arbitration and Conciliation Act, 1996.

The venue of the arbitration proceedings shall be New Delhi.

**8. JURISDICTION**

Without prejudice to what is stated in Clause 7 above, any proceedings interim or interlocutory relief or otherwise arising out of the arbitration proceedings, shall be brought in any court of competent and exclusive jurisdiction of Delhi only.

**9. DURATION OF THE MOU**

The initial term of MoU shall commence on the date of signing and shall remain in effect until Nov 30<sup>th</sup> 2017.

Either party to this MoU may terminate this MoU by serving a prior written notice of 7 days.

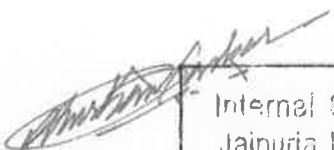
**10. NOTICES**

All notices and communications hereunder shall be in writing in the English language and shall be sent by hand delivery (including courier) or email at the addresses set out below and marked to the attention of the persons whose names are set below:

**If to SIMPLY DIGITAL**

97/1, Adchini, New Delhi-110017

nishant@simplydigital.in



Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

In-charge  
Internal Quality Assurance Cell



**If to Jaipuria Institute of Management**

Block A, Gate No.2  
Shakti Khand IV, Indirapuram  
Ghaziabad, Uttar Pradesh  
Pin: 201014

Notices and other communications hereunder if delivered by hand delivery, shall be deemed to be received by the addressee thereof only upon actual receipt and if sent by email, upon the transmission report indicating that the email was sent to the ~~indicated~~ above with a designation representing the total number of pages of the message. For the sake or good order, in the case of service of any notice or other communication by email, a hard copy of the notice/communication should also be sent to the addressee thereof, by hand delivery in the manner set out in this Clause within 24 hours of such transmission by email.

IN WITNESS WHEREOF the parties hereto have set and subscribed their respective hands and seal the day and year first herein above written.

Signed for and on behalf of

**DIGIUNIT TECHNOLOGIES PVT LTD**

By \_\_\_\_\_

in the presence of:

Signed for and on behalf of

**JAIPURIA INSTITUTE OF MANAGEMENT**

By \_\_\_\_\_

in the presence of:

14/11/17

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

In-charge  
Internal Quality Assurance Cell

## MEMORANDUM OF UNDERSTANDING

THIS MoU is executed on this 14th day of Nov, 2017 at New Delhi

**BETWEEN**

**M/S DIGI UNIT TECHNOLOGIES** under the brand name of **SIMPLY DIGITAL**, through its Authorized Signatory and one of the Director, namely Mr. Anirban Naskar, having its office at 97/1, Adchini, New Delhi-110017 (which expression shall unless repugnant to the context or meaning thereof be deemed to mean and include its assigns and successors) hereinafter called the **"TRAINING PARTNER"** of the **FIRST PART**.

**AND**

**JAIPURIA INSTITUTE OF MANAGEMENT**, an MBA College, through its Director, namely Dr. Daviender Narang, having its registered office at Block A, Gate No.2, Shakti Khand IV, Indirapuram, Ghaziabad, Uttar Pradesh (which expression shall unless it be repugnant to the context or meaning thereof deemed to mean and include its assigns and successors) hereinafter called the **"CENTRE"** of the **SECOND PART**.

**WHEREAS SIMPLY DIGITAL** is engaged inter alia in the business of providing high quality internet and digital marketing, and computer training programme and other related activities under the trade mark / name **"SIMPLY DIGITAL"** according to a prescribed Curriculum and method of training, which has been designed and developed exclusively by the **TRAINING PARTNER** herein.

**AND WHEREAS** the **First Part** and **Second Part** shall collectively be called as the **"Parties"** and individually as **"Party"**.

**AND WHEREAS** Jaipuria Institute of Management is an MBA College which imparts education to their students through various courses.

**AND WHEREAS** The Parties are established names in their respective business and profession and have mutually agreed that the Training Partner shall provide training programme for Digital

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Jaipuria Institute of Management  
Indirapuram, Ghaziabad

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In-charge  
Internal Quality Assurance Cell

mark / name "SIMPLY DIGITAL" according to a prescribed Curriculum and method of training, which has been designed and developed exclusively by the TRAINING PARTNER herein.

**AND WHEREAS the First Part and Second Part** shall collectively be called as the "Parties" and individually as "Party".

**AND WHEREAS Jaipuria Institute of Management** is an MBA College which imparts education to their students through various courses.

**AND WHEREAS** The Parties are established names in their respective business and profession and have mutually agreed that the Training Partner shall provide training programme for Digital Marketing to the students aligned by the Centre for which the Second Part shall provide the centre to the Training Partner for conducting the training programme.

The Parties have reached an understanding in relation to certain key principles of the programme session, which the Parties desire to reduce in writing in the form of this MoU.

**NOW THIS MoU WITNESSETH AND IT IS AGREED BY AND BETWEEN THE PARTIES AS UNDER:**

- 1. TRAINING PARTNER'S RESPONSIBILITIES**
  - 1.1 The Training Partner shall provide training on Digital Marketing to the MBA students aligned by the Centre
  - 1.2 The Training Partner shall provide the training to kids on the following programs i.e.
    - 1.2.1 Website Planning and Search Engine Optimization
    - 1.2.2 Google Adwords
    - 1.2.3 Social Media Marketing
    - 1.2.4 Analytics
  - 1.3 The Training Partner shall conduct the classes from 20<sup>th</sup> Nov-24<sup>th</sup> Nov 2017 at the premise of the CENTRE.
  - 1.4 The Training Partner agrees to keep space neat and clean at all times and to place all equipments belonging to center back in its proper place after each use.

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Indraprastha, New Delhi

  
In-charge  
Internal Quality Assurance Cell

**2. CENTRE'S RESPONSIBILITY**

- 2.1 The Centre shall provide the location for the Program for the period from 20<sup>th</sup> Nov-24<sup>th</sup> Nov 2017
- 2.2 The Center agrees to provide the Training Partner with clean suitable space, along with tables and chairs, power outlet, writing board, stable internet connection, projector and screen for the purpose of training to the children. The Centre undertakes to provide the said space at all such times as agreed by both the parties.

**3. FINANCIAL TERMS**

- 3.1 The Training Partner will charge INR 4000 (plus GST) for each student, for a minimum of 30 students.
- 3.2 The Centre will make the payment via cheque at the end of the Program on 24<sup>th</sup> Nov 2017

**4. INDEMNITY**

- 4.1 CENTRE shall indemnify and keep the TRAINING PARTNER indemnified at all times from and against any and all claims, demands, losses, costs, damages, suits, penalties, expenses and liabilities of any kind or nature whatsoever to the extent that they are caused by a breach by the CENTRE of any of the terms of this MoU and/or otherwise than from use of the Material and the Method. The training partner will ensure to return all equipment, furniture and fixtures in working condition as handed over by the centre.
- 4.2 TRAINING PARTNER shall indemnify and keep CENTRE indemnified at all times from and against any and all claims, demands, losses, costs, damages, suits, penalties, expenses and liabilities of any kind or nature whatsoever to the extent that they are caused by a breach by the TRAINING PARTNER of any of the terms of this MoU and/or otherwise than from use of the Material and the Method.

**5. SEVERABILITY**

Should any provision of this MoU be declared by any court to be in conflict with the law or unenforceable, the validity and enforceability of the remainder of the MoU shall not be affected thereby. In such an event the offending provision shall be deemed not to be part of this MoU and any resulting necessary consequential amendment shall be deemed to be incorporated in this MoU.

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Jaipur  
Management  
Indirapuri

In-charge  
Internal Quality Assurance Cell

**6. ENTIRE MOU**

This MoU expresses the entire MoU between the Parties which supersedes any other negotiations or MoU on the subject matter hereof and this MoU shall not be modified in any way except by a written instrument signed by both Parties.

**7. ARBITRATION**

Any disputes arising out of the present MoU between the Parties shall be referred to arbitration in accordance with the provisions of the Arbitration and Conciliation Act, 1996. The venue of the arbitration proceedings shall be New Delhi.

**8. JURISDICTION**

Without prejudice to what is stated in Clause 7 above, any proceedings interim or interlocutory relief or otherwise arising out of the arbitration proceedings, shall be brought in any court of competent and exclusive jurisdiction of Delhi only.

**9. DURATION OF THE MOU**

The initial term of MoU shall commence on the date of signing and shall remain in effect until Nov 30<sup>th</sup> 2017.

Either party to this MoU may terminate this MoU by serving a prior written notice of 7 days.

**10. NOTICES**

All notices and communications hereunder shall be in writing in the English language and shall be sent by hand delivery (including courier) or email at the addresses set out below and marked to the attention of the persons whose names are set below:

**If to SIMRLY DIGITAL**

97/1, Adchini, New Delhi-110017

nishant@simplydigital.in

**If to Jaipuria Institute of Management**

Block A, Gate No.2

Shakti Khand IV, Indirapuram

Ghaziabad, Uttar Pradesh

Pin: 201014

Notices and other communications hereunder if delivered by hand delivery, shall be deemed to be received by the addressee thereof only upon actual receipt and if sent by

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Jaipuria Institute of Management  
Indirapuram, Ghaziabad

041

In-charge  
Internal Quality Assurance Cell

email, upon the transmission report indicating that the email was sent to the id indicated above with a designation representing the total number of pages of the message. For the sake or good order, in the case of service of any notice or other communication by email, a hard copy of the notice/communication should also be sent to the addressee thereof, by hand delivery in the manner set out in this Clause within 24 hours of such transmission by email.

IN WITNESS WHEREOF the parties hereto have set and subscribed their respective hands and seal the day and year first herein above written.

Signed for and on behalf of

**DIGIUNIT TECHNOLOGIES PVT LTD**

By \_\_\_\_\_

in the presence of:

Signed for and on behalf of

**JAIPURIA INSTITUTE OF MANAGEMENT**

By \_\_\_\_\_

in the presence of:

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapuram, Ghaziabad

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In-charge  
Internal Quality Assurance Cell



## TRAINERS AND MENTORS: SIMPLY DIGITAL

**Prashant Sinha** - The CEO of Mycity4kids marking a self-reliant advent into digital marketing, Prashant completed his graduation in Economics from Delhi University and an MBA from the Times School. His repertoire of achievements includes corporate experience in well-recognised organizations like Times of India, Pepsico and Aviva, across sales, research and marketing.

<https://www.linkedin.com/in/prashant-sinha-3b68198>

**Gaurav Gupta** - Gaurav is an IIM - Ahmedabad alumnus with over 15 years experience working across FMCG, durables, financial and telecom services categories. He has experience across demand fulfilment (sales) and demand generation (brand and product marketing), thereby being able to look at business in its complete totality. Gaurav recently turned entrepreneur with [bookbhook.com](http://bookbhook.com)

<https://www.linkedin.com/in/gagupta/>

**Anirban Naskar** - With an exemplary IIT Delhi degree in his repertoire, Anirban has left no stone unturned to experiment, evolve and engage with the realm of digital marketing. Starting with his own education venture, he has grasped the very fundamental of solving problems and analytics in the digital world and making ideas happen.

<https://in.linkedin.com/in/anirbannaskar>


**Nishant Neeraj** - With experience in all facets of marketing, including brand management, product marketing, social media marketing and advertising, Nishant has now turned to entrepreneurship in the digital space. He is an Economics Hons graduate from Delhi University and has worked in organisations like J Walter Thompson, Idea Cellular, Motorola & Tata Docomo.

<https://in.linkedin.com/in/nishant-neeraj-808a916>

**Varun Jaiswal** - The digital marketing trainer from the inception of the digital industry, Varun come with immense experience internet marketing. He has done various digital marketing campaigns for top brands like Snapdeal, Myntra, Flipkart, Fashionandyou and Jabong to name few.

<https://in.linkedin.com/in/varunjaiswal2>

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**Pooja Meena** - Young brain from IIT Kanpur highly skilled in Search Engine Optimization and Webmaster. Pooja has the ability to think 'out of the box' to push the website to top of the SERP. Pooja is proactive, result oriented, responsible and technically sound trainer and she is always ready to put all her energy and time to train people for digital marketing. She has an exceptional troubleshooting and analytical skill in recent SEO technologies.

<https://www.linkedin.com/in/pooja-meena-69180389/>

**Palash Goorha** – Palash has an experience of over 9 years of Customer Services and Digital Media where he managed Digital Marketing for major clients like Renault, Tata Docomo, HDFC Ltd., Bajaj Electricals etc. He has delivered sessions on Social Listening and Analytics at Tata Steel and many business schools like KJ Somaiya Institute of Management etc.

<https://www.linkedin.com/in/palash-goorha/>

**Udayan Kumar** – Udayan is an SEO expert who did his B tech from IP University and MBA from USMS. Has experience in conducting training sessions for both students and professionals.

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Indraprastha, Ghaziabad


  
Internal Quality Assurance

**SESSION PLAN FOR THE PROGRAM**

<b>Session Plan for Jaipuria Institute of Management</b>	
<b>Date</b>	<b>Module</b>
<b>20-Nov</b>	<b>Website Planning and SEO(On Page)</b>
<b>21-Nov</b>	<b>SEO (Off Page) and Google Adwords</b>
<b>22-Nov</b>	<b>Google Adwords(cont.) and Social Media Marketing</b>
<b>23-Nov</b>	<b>Analytics and Google Adwords Fundamental Exam</b>
<b>24-Nov</b>	<b>App Marketing and Analytics + Adwords (Search) Certification</b>

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Indraprastha, Gurgaon

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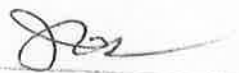
  
In-charge  
Internal Quality Assurance Cell

## LIST OF STUDENTS

SECTION	NAME
1. B	Shilpi Gupta
2. C	Prachi Kaushik
3. C	Nupur Gupta
4. B	Subhashis Mandal
5. C	Priyanka Gupta
6. A	Siddharth Rawat
7. B	Snehdeep Saluja
8. B	Anjali Pandey
9. A	Akanksha Rawat
10. A	Afroz Rasheed
11. B	Sumit Mudgal
12. C	Ishan Singh
13. C	Preetika Mathur
14. B	Ankit Verma SHIVA YADAV
15. B	Nikhil Gupta
16. B	Akriti Saxena
17. C	Neha Sinha
18. C	Amardeep Kumar
19. B	Paras Vohra
20. A	Arpit Srivastava
21. A	Akshulika Singh
22. B	Jyoti
23. C	Shivangi Sharma
24. C	Vijay Singh
25. C	Amitesh Sharma
26. C	Hardeep Singh Bagga
27. A	Darshit Chaudhary
28. C	Shubham Boni
29. A	Mansi Maheshwari
30. C	Shipra
31. B	Rajat Gupta

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# Trainers profile

## Vivek Bhatia

**FCMA, CFA (ICFAI), CMA (Aust.), CFA (US)**

Prof. Bhatia has work experience of 8 years in the industry & 14 years in academics. His specialization includes Financial & Cost Accounting, Investment Management, and International Financial Management & Financial Risk Management. He has conducted many MDPs for various corporates.

Prof. Bhatia is a Fellow member of The Institute of Cost Accountants of India (FCMA), Chartered Financial Analyst (CFA) from ICFAI, Licensed International Financial Analyst (LIFA) from International Research Association (IRA-UK), Certified Management Accountant (CMA) from ICMA (Australia). He has also done his Masters in Finance & Control (MFC). He is also Charter holder from CFA Institute(US)

## Experience

### Partner

**Financial Analytics ([www.financialanalytics.in](http://www.financialanalytics.in))**

January 1993 – Present (24 years 11 months) New Delhi Area, India

### Financial Training Experience:

- Faculty Member with The Institute of Cost & Works Accountants of India since 1995.
- Faculty Member with The Institute of Chartered Financial Analyst of India since 1999.
- Adjunct Faculty with ICFAI Business School.
- Visiting Faculty with Faculty of Management Studies, Delhi University.
- Visiting Faculty with Fore School of Management.
- Visiting Faculty with IMT, Ghaziabad in 2005.
- Visiting Faculty with MDI since 2005.
- Visiting Faculty with NIFM.
- Visiting Faculty with School of Inspired Leadership(SOIL)
- Visiting Faculty with Chadragupt Institute of Management, Patna(CIMP)

Trainer at various Corporates (GAIL, Indian Oil, Colgate Palmolive, IFCI, BEL etc)

### Work Experience:

- Trainee (Accounts & Finance) with Telecommunications Consultant India Ltd. from January '93 to August '94.
- Employed as Executive (Finance & secretarial) with corporate finance division of Sand Plast India Ltd. From September '94 to December '96.
- Practicing Cost Accountant & Associated with a Financial Consulting Firm providing Short term & Project Finance to various Corporate from Banks & Financial Institutions from January '98.

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## Workshop outline for Derivatives

DAY 1

### Introduction to Risk Management

Elements of uncertainty  
Sources of risk  
Types of risk  
Approaches to risk management  
Risk Management process  
Risk management guidelines

### Introduction to Derivatives

Definition  
Types of Derivatives  
Nature of Derivatives  
Uses of Derivatives  
Players in Derivative Market

### Forwards

Forward contract price determination  
Currency forward  
Interest rate forward contract  
Commodity forwards  
Equity forwards

DAY 2

### Futures

The fundamentals of futures contract  
Types of futures  
Mechanics of future trading  
Exchange organization  
Trading process  
Price quotations  
Hedging and Speculation with futures  
Interest rate futures  
Currency futures and Stock Index futures  
Optimal hedge ratio  
Pricing of Index Futures Contracts  
Stock Index Arbitrage  
Applications of Index Futures and Beta Management


DAY 3

### Option

Overview, Generic options  
Types of options  
Currency options and Trading strategies  
Complex Trading Strategies-Covered Call Writing, Protective Put, Straddles and Strangles, Spreads

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Interest rate options- caps, floors, collars  
Factors affecting option prices  
Option pricing models  
Risk Associated with Options

DAY 4

**Swaps**

Swap terminology and structures of standard coupon and currency swaps  
Motivations underlying swaps  
Types of swaps  
Mechanics of swap transactions  
Valuation of swap  
Credit Default Swap

**Value at Risk**

Concept and Applications  
Computing value at risk for forex common shares/stocks/fixed income securities etc.

**Introduction to Weather Derivatives**

Concept, Application in real life and recent developments

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**Jaipuria Institute of Management  
Indrapuram, Ghaziabad**

**List of students for Certification in  
Financial Risk Management and  
Derivatives**

1	ADITI AGARWAL	✓	6000
2	AMANDEEP SANGRA		6000
3	AMBUJ SAXENA	✓	6000
4	AMITESH SINHA		6000
5	ANAMIKA KUMARI		6000
6	ANJALI JAISWAL		6000
7	AYUSH TANDAN		6000
8	DAYA NIDHI SHYAM		6000
9	DHIRAJ KUMAR JHA		6000
10	DIXA RAWAT		6000
11	GAVISH GOPAL		6000
12	GAURAV KUMAR		6000
13	GOVIND KUMAR SAH		6000
14	HRITIK PRIYADARSHI		6000
15	JYOTI KUMARI	✓	6000
16	KUSHAGRA JAISWAL	✓	6000
17	MANSI SHARMA	✓	6000
18	PRITI RAY	✓	6000
19	RANU KHANDELWAL		6000
20	RICHA VERMA	✓	6000
21	RITIKA PANDEY	✓	6000
22	SAUMYA SAXENA		6000
23	SAUMYA SAXENA		6000
24	SHASHANK		6000
25	SHREYA SINHA	✓	6000
26	SHUBHAM GUPTA	✓	6000
27	SHWETA PANDEY	✓	6000
28	SIDHANT GULATI		6000
	Total		Rs.168000

*Act office  
\* go it is not paid by student,  
then it should be adjusted  
from their security amount*

*\* All # 17 student have  
paid above fee  
So Rs 6000 each  
for security amount*

*P. Khanna  
23/11/16*

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Jaipuria Institute of Management  
Indrapuram, Ghaziabad

In-charge  
Internal Quality Assurance Cell



## MEMORANDUM OF UNDERSTANDING

### BETWEEN

Jaipuria Institute Of Management, Vasundhara, Ghaziabad

and

Safeducate Learning Pvt. Ltd., New Delhi

A Memorandum of Understanding (MoU) is entered into as of 18<sup>th</sup> Sep, 2015, by and between **Jaipuria Institute Of Management, Vasundhara, Ghaziabad** and **Safeducate Learning Pvt. Ltd., New Delhi** for Certificate program in Delivery Operations.

The partners have entered into this MoU because they:

RECOGNIZE the mutual interest in the fields of training and development and dissemination of knowledge and also

RECOGNIZE the importance of supply chain management role in promoting industry collaboration and increased contribution to economic development

RECOGNIZE the importance of the Industry Partner within its field of expertise

The MoU will enable the parties to:

SET the ground for longer-term Institute-industry partnerships in the field of logistics & supply chain management

PROVIDE Institute access to industrial environments for applied and problem-based learning

The parties hereby agree to establish collaboration according to terms and conditions set out in the articles following hereunder.

## BACKGROUND

About Safeducate Learning Pvt. Ltd. (Annexure attached)

*Sanjay Srivastava*

Internal Quality Assurance Cell Jaipuria Institute of Management Indira Park, Ghaziabad
---

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*[Signature]*

In-charge Internal Quality Assurance Cell
--

## SCOPE OF THE COLLABORATION

The general purpose of this MOU is to facilitate industry and research cooperation between the parties hereunder based upon the principles of mutual benefit and may include the following operational cooperation areas;

- o Joint industry and Institute initiatives in learning associated with logistics & supply chain management
- o Exchange of visiting experts for the purpose of conducting learning sessions
- o Discussion for the exchange of facilities and equipment for collaborative or independent research based on the policies of both entities
- o Exchange scholarly information including research papers, indices to these, books and magazines on relevant subjects and potential joint projects where possible and appropriate

## SYLLABUS CURRICULUM & DELIVERY PLAN: Annexure attached

## TERMS OF AGREEMENT

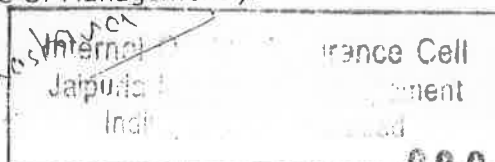
- o At Jaipuria Institute Of Management, Vasundhara, Ghaziabad this MOU will be administered by **Jaipuria Institute Of Management (Institution Representative) and Safeducate Learning Pvt. Ltd. (Industry Partner and Representative Name)**
- o This MOU may also involve parties by mutual consent, which may be added later by written addendum to this MOU
- o The parties may enter into specific written agreements under authority of this MOU to clarify and define the nature, extent and terms of operation for the proposed collaborations, including intellectual property ownership and funding issues.

## GENERAL TERMS

- o This MOU is not intended to, and does not create any right, benefit, or trust responsibility, substantive or procedural, enforceable at law or equity, by either party, its officers, employees, or agents against the other party, its officers, employees, or agents
- o Nothing in this MOU obligates either party to commit or transfer any funds, assets, or other resources in support of projects or activities between the parties unless expressly stated in this agreement

## PROGRAM COST

- o For Certificate In Delivery Operations, the program fee per student: **Rs. 10,000/-**
- o Industry recognized 'Certification' by Safeducate Learning after the successful completion of the program.
- o We will provide successful placement assistance of all qualifying candidates (with CTC range from 1.8 To 2.4 lakh per annum).
- o Payment would be made of all enrolled candidates which will be borne by the Institute (Jaipuria Institute Of Management).




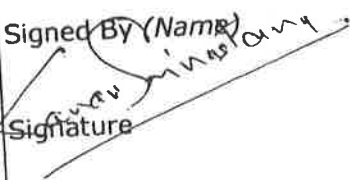
## RESPONSIBILITIES

Safeducate Learning Pvt. Ltd., New Delhi	Jaipuria Institute Of Management, Vasundhara, Ghaziabad
<p>Proper expectation mapping of the stakeholders of the intended course which primarily includes Jaipuria Institute Of Management students and the industry to collect valuable inputs for course design</p> <p>Planning &amp; Designing of Course structure &amp; Plan and get it approved from the stakeholders for further processing</p> <p>Designing of Instructional material as per the Institute Guidelines</p> <p>Appropriate selection &amp; designing of training methodology based on proper research &amp; study of the target audience and the course deliverables</p> <p>Intensive planning of training delivery with specific focus on lesson plans for each sessions</p> <p>Creation of Participant Manual for each student covering the key elements of the modules discussed</p> <p>Designing &amp; development of Assessment standards &amp; methodology for Learners</p> <p>Design &amp; implement a system to monitor the progress of students vis-à-vis concepts learning, practical learning &amp; professional development (how)</p> <p>Selection, Induction &amp; Assessment of Faculty as per Jaipuria Institute Of Management guidelines</p> <p>Practical exposure of the practices &amp; concepts through Industrial visits covering all modes, types &amp; functions of Logistics</p> <p>Planning, Designing &amp; Organizing Internships for all students post completion of classroom training</p> <p>On-field Project Guidance to all students</p> <p>Proper Placement Assistance to successful students under the leadership of Jaipuria Institute Of Management's Placement Cell</p> <p>Access to quality training infrastructure, IT lab, Library and Conducive Learning Environment</p> <p>General guidance-cum-counseling during the program in association with Jaipuria Institute Of Management</p>	<ul style="list-style-type: none"> <li>✓ Accurate sharing of expectations with Safeducate, of self &amp; the students, from the course</li> <li>✓ Share Course design guidelines with Safeducate for course development</li> <li>✓ Intense marketing of the course to mobilize &amp; attract prospective students</li> <li>✓ Appropriate communication to the students to rationalize their expectations and align them with those of the Industry. Can be done jointly with Safeducate</li> <li>✓ Appropriate screening &amp; selection of students for enrolment. Behavioral &amp; cognitive eligibility criteria to be followed while screening &amp; selecting</li> <li>✓ 100% Collection of Course Fee &amp; other chargeable</li> <li>✓ Designing &amp; development of Assessment standards &amp; methodology for Learners</li> <li>✓ Design &amp; implement a system to monitor the progress of students vis-à-vis concepts learning, practical learning &amp; professional development (how)</li> <li>✓ Project guidance to all students in association with Safeducate Faculty</li> <li>✓ End-to-end planning, coordination &amp; execution of placement assistance drive to students in association with Safeducate</li> <li>✓ Planning, coordination &amp; Hosting of campus interviews at its premises</li> <li>✓ General guidance-cum-counseling during the program in association with Safeducate</li> <li>✓ Provision of Classroom facility for conducting of classroom training by Safeducate</li> <li>✓ Fooding &amp; Lodging faculty to be arranged for visiting Safeducate Faculty</li> <li>✓ Organizing any licenses or approvals for running the program</li> <li>✓ Collation &amp; Integration of the performance records provided by Safeducate with the rest of the CDO program evaluation record for final awarding of the degree</li> </ul>

*Handwritten signature*

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indira Nagar, Ghaziabad

*Handwritten signature*  
Internal Quality Assurance Cell

Jaipuria Institute Of Management, Indraprastha, Ghaziabad	<b>Safeducate Learning Pvt. Ltd., New Delhi</b>
Signed By (Name) 	Industry Partner  Signed By (Name)  Signature  Date  Official Stamp

Internal Quality Assurance Cell  
 Jaipuria Institute of Management  
 Indraprastha, Ghaziabad

 In-charge  
 Internal Quality Assurance Cell

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**RELIABILITY**

Strongly Agree	43	44
Somewhat Agree	30	33
Neutral	19	14
Somewhat Disagree	6	6
Strongly Disagree	2	3

**RESPONSIBILITY**

Strongly Agree	52	43
Somewhat Agree	28	33.5
Neutral	14	15
Somewhat Disagree	4	5
Strongly Disagree	2	3.5

**ASSURANCE**

Strongly Agree	48	40
Somewhat Agree	35	30.5
Neutral	11	17.5
Somewhat Disagree	4	7
Strongly Disagree	2	5

**EMPATHY**

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Strongly Agree	51	43
Somewhat Agree	30	34.5
Neutral	14	16.5
Somewhat Disagree	2	4
Strongly Disagree	3	2

**Analysis**

The service that the employee perceives that he is delivering and what the customer is actually being delivered has deviations. There is a negative deviation where the employees feel that they are delivering a higher level of service but the customers feel that they are receiving less as shown above. But the deviations in case of Pantaloons were not very large in fact they can be said to be negligible or very minor according to the analysis conducted.

But the point that also needs to be considered and looked into is that not in any feature more than 50% customers agree with the level of service that is being delivered to them while the employees feel that what they are delivering is good quality service specifically in terms of assurance, responsibility and empathy.

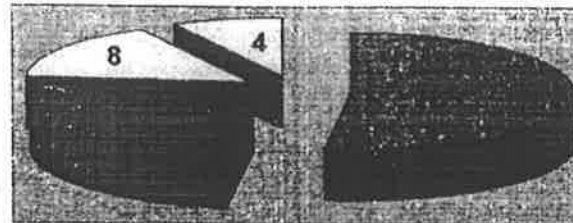
**Customers**

<b>Factors</b>	<b>Male</b>	<b>Female</b>
	48.4	43.8

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■ Excellent ■ good □ avg □ Poor

Further I have analyzed the data than, among the 26 replies of the excellent there :

9 who are 7 star members

9 who are 5 star members

3 who are 3 star members

5 who are 1 star members

### Analysis

- 7 star members have more faith and trust in the Green Card or loyalty programme compare to 1 star or 3 star members.
- While all bad response was come from the 1 star members.
- While most of the 1 star and 3 star members have ranked Green Card programme good or Average.

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**2. Green Card service of Pantaloon as compare to other store is**

Response of that question was again satisfactory, because more than 60 % of customers that Green Card programme provided by Pantaloon is better than other stores.

Response of that question was quite satisfactory from the 5 stars and 7 stars customer point of view.

**6 seven star customer have rate Green Card Excellent as Compare to other store**

**4 five star customer have rate Green Card Excellent as Compare to other stores**

**3 four star customer have rate Green Card Excellent as Compare to other stores**

**3 three star customer have rate Green Card Excellent as Compare to other store**

**Analysis**

- Most of the responses for Bad option come from the one star members.
- While most of the 5 star and 3 star members have rated Green Card program more than other store.

**3. Whenever you come to Customer Service Desk response of Staff at Green Channel is?**

Here store people need to give much more attention as most of the customer (More than 50 Green Card Members) have rated service of Green channel either average or below average.

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Most of the customers say that they have to wait for a longer period of time in Exchange or in case of some discrepancy in the system.

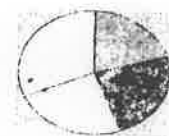
**Response rate was as follows**

**Excellent – 10**

**Good – 12**

**Average – 12**

**Poor – 16**



Here also Loyal customers who are 5 star and 7 stars among them who think they treated very well at Customer service desk.

In that excellent reply 6 are of 7 star members, while 2 and 2 are from 3 star and 5 memberships.

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Indirapuram, Ghaziabad

  
In-charge  
Internal Quality Assurance Cell

Name :  
Address:  
Phone:

**Financial Analytics**  
L-2B/91-A, Mohan Garden  
Uttam Nagar, New Delhi  
+91-9312159061

*ANNA  
AA DFE 6695 F*

**Invoice To:**

**Jaipuria Institute of Management**  
Ghaziabad, Uttar Pradesh-201014

Date: 9-Nov-15  
Invoice No: ###091115

**Description:**

**Total (INR)**

90,000

Training: Business Valuation and Modeling (IB)  
(6 days @ 15,000 per day)  
(Aug 29, Oct 2, Oct 9, Oct 14, Oct 28, Nov 4; 2015)

90,000

**Partner Name**

Anand Jhanwar

**Signature**



Details for the Wire Transfer are as follows:

**Account Holder's Name:** Financial Analytics  
**Bank Name:** ICICI Bank  
**SWIFT Code:** ICICINBBNRI  
**Current Account No:** 663205500074  
**Branch Address:** Delhi Kamal Model School Branch, Mohan Garden, New Delhi  
**Code:** ICIC0006632  
**Service Code:** Business and Management Consultancy Services

*Completed*

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Jaipuria Institute of Management  
Indirapuram, Ghaziabad

*[Signature]*  
Internal Quality Assurance Cell

# Financial Analytics

www.financialanalytics.in

M: +91-9312159061 • E-mail: financialanalytics.in@gmail.com

August 4<sup>th</sup>, 2015

To  
Dean  
Jaipuria Institute of Management

Thanks for showing interest in Financial Analytics and its offerings.

Memorandum of Understanding ("MOU"):


We would be more than glad to conduct a 10-days program on "Business Valuation and Modeling" with the below mentioned commercials and structure:

Particulars		Total Quotation
Name	Jaipuria Institute of Management	Rs. 150,000*
Nature of the workshop	Outbound	
Topic	Business Valuation and Modeling	
Total Days	10	
Hours per day	6	
Commercial Per Day	Rs. 15,000	

\*Note: The above mentioned quotation is inclusive of transportation expenses

Regards,  
Anand Jhanwar, Partner  
Financial Analytics

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indraprastha, Gurgaon

 In-charge  
Internal Quality Assurance Cell

## Financial Analytics

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Business Valuation 

# Business Valuation and Modeling

## Program Overview

Business valuation has been one of the most sought skill set desired by investment analysis relevant firms. This excel based program will help participants understand and apply various common business valuation relevant analysis and modeling.

## Training Methodology

The program offers a practical and hands-on experience of the various valuation techniques to the participants. The sessions are delivered through formal lectures combined with practical and interactive case studies. Each teaching session is accompanied with relevant exercises. The approximate duration breakup of lectures and practical modeling is 25% and 75% respectively.

## Learning Objectives

On completion of the training, participants will be able to:


- ✓ Enhance their MS Excel skillset for financial modeling requisites
- ✓ Identify the fundamental steps to value a business from beginning to end
  - ❖ Merger and Acquisition for extraordinary firms, non recurring events
  - ❖ Calculate Last Twelve Months (LTM) and Trailing Twelve Months (TTM) statistics
  - ❖ Understand and apply Treasury method of calculating diluted shares outstanding
  - ❖ Create trading and deal comps analyses
  - ❖ Interpret valuation multiples of corporates
  - ❖ Build Discounted Cash Flow Model (DCF) from scratch
  - ❖ Quantify and deal with the risks associated with corporate valuation
- ✓ Determine appropriate adjustments (i.e. premiums and discounts) to be applied to an indicated value
- ✓ Identify the foundations of the business valuation analysis process as well as the value drivers that support a subject company's value
- ✓ Recognize the differences in the various standards of value for businesses and the nuances of their application in a business valuation engagement
- ✓ Understand best practices and loopholes involved in valuation
- ✓ Understand and apply credit analysis and private equity valuation modeling

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020

# Business Valuation and Modeling: Outline

Course Coverage till Nov 4, 2015

analytics.in

Day 1&2

17/Aug/15

17/Oct/15

## Excel: Functions and Applications

Mathematical Functions:

Statistical Functions:

Text Functions:

Logical Functions:

Lookup Functions:

Working with Excel Applications

-:- Pivot Table Analysis

-:- Charts and Graphs

-:- Data Validation

-:- Paste Special Features

-:- Conditional Formatting

Exercises and Cases

Day 3

19/Oct/15

## Introducing Valuation and Techniques

Difference between Price and Value

Different terms of Value

-:- Market Value vs. Intrinsic Value vs. Book Value

Need for Valuation

Different Techniques of Valuation

-:- Relative Valuation

-:- Absolute Valuation

Concept of Equity Value Vs. Enterprise value (EV)

Exercises and Cases

Day 4

14/Oct/15

## Absolute Valuation Technique: Discounted Cash Flows

Dividend Discount Model (DDM)

Discounted Cash Flow (DCF) Model

-:- Art of Projecting Financials (Identifying Revenue & Cost Drivers)

-:- Free Cash Flow to Firm (FCFF) vs. Free Cash Flow to Equity (FCFE)

-:- Discount Rate (Cost of Debt, Cost of Equity & Cost of Capital)

-:- WACC Analysis for a Private Company

-:- Scenario & Sensitivity analysis

Case Study: Practicing DCF Valuation

Exercises and Cases

Day 5

28/Oct/15

## Relative Valuation Technique: Trading Comps

Introduction to Trading Comps

Financial Line Items (Revenue, EBIT, EBITDA, EPS)

Normalization of Financials

Trading Multiples analysis - EV/Sales, EV/EBITDA, EV/EBIT, P/E, P/B, P/CF, P/S, PEG

-:- Historical and Forward Multiples

-:- Industry Specific Valuation Multiples

-:- Impact of Corporate Actions on Valuation

Case Study: Trading Comps Valuation

Exercises and Cases

Day 6

4/Nov/15

## Relative Valuation Technique: Transaction Comps

Introduction to Transaction Comps

Different kinds of Deal Considerations

Financial Line Items (Revenue, EBIT, EBITDA, EPS)

Income Statement Normalization

Transaction Multiples analysis - EV/Sales, EV/EBITDA, EV/EBIT, P/E, P/B, P/CF, P/S, PEG

Trading Multiples vs. Transaction Multiples

Case Study: Transaction Comps Valuation

Exercises and Cases

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Indraprastha Institute of Management

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Internal Quality Assurance Cell

# Financial Analysis

Mr. Anand Kumar Singh, Director, Institute of Cost Accountants of India, New Delhi

## Business Valuation and Modeling: Outline



Schedule		# of Hours
Day 1&2	<b>Excel: Functions and Applications</b> Mathematical Functions: Statistical Functions: Text Functions: Logical Functions: Lookup Functions: Working with Excel Applications : Pivot Table Analysis : Charts and Graphs : Data Validation : Paste Special Features : Conditional Formatting Exercises and Cases	9.0
Day 3	<b>Introducing Valuation and Techniques</b> Difference between Price and Value Different terms of Value : Market Value vs Intrinsic Value vs Book Value Need for Valuation Different Techniques of Valuation : Relative Valuation : Absolute Valuation Concept of Equity Value Vs. Enterprise value (EV) Exercises and Cases	3.0
Day 3&4	<b>Absolute Valuation Technique: Discounted Cash Flows</b> Dividend Discount Model (DDM) Discounted Cash Flow (DCF) Model : Art of Projecting Financials (Identifying Revenue & Cost Drivers) : Free Cash Flow to Firm (FCFF) vs. Free Cash Flow to Equity (FCFE) : Discount Rate (Cost of Debt, Cost of Equity & Cost of Capital) : WACC Analysis for a Private Company : Scenario & Sensitivity analysis Case Study: Practising DCF Valuation Exercises and Cases	12.0
Day 5&6	<b>Relative Valuation Technique: Trading Comps</b> Introduction to Trading Comps Financial Line Items (Revenue, EBIT, EBITDA, EPS) Normalization of Financials Trading Multiples analysis - EV/Sales, EV/EBITDA, EV/EBIT, P/E, P/B, P/CF, P/S, P/BV : Historical and Forward Multiples : Industry specific Valuation Multiples : Empirical Comparison of Relative Valuation Case Study: Trading Company Valuation Exercise and Cases	12.0

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**Business Valuation and Modeling:  
Outline**



<i>Schedule</i>		<i># of Hours</i>
	<small>www.financialanalytics.in</small>	6.0
<b>Day 7</b>	<p><b>Relative Valuation Technique: Transaction Comps</b></p> <ul style="list-style-type: none"> <li>Introduction to Transaction Comps</li> <li>Different kinds of Deal Considerations</li> <li>Financial Line Items (Revenue, EBIT, EBITDA, EPS)</li> <li>Income Statement Normalization</li> <li>Transaction Multiples analysis - EV/Sales, EV/EBITDA, EV/EBIT, P/E, P/B, P/CF, P/S, PEG</li> <li>Trading Multiples vs. Transaction Multiples</li> <li>Case Study: Transaction Comps Valuation</li> <li>Exercises and Cases</li> </ul>	12.0
<b>Day 8&amp;9</b>	<p><b>Valuation: Others*</b></p> <ul style="list-style-type: none"> <li>Sum of the Parts Valuation (SOTP)</li> <li>Football Field Analysis</li> <li>M&amp;A Modelling                             <ul style="list-style-type: none"> <li>• Accretion and Dilution Analysis</li> <li>• Synergy Valuation</li> <li>• Dividends, Leverage, etc.</li> </ul> </li> <li>Levered Buyout Valuation</li> <li>• Credit Rating Exercises</li> <li>Exercises and Cases</li> </ul>	6.0
<b>Day 10</b>	<p><b>Valuation: Others (continued) and Test</b></p> <ul style="list-style-type: none"> <li>Private Equity/Venture Capital Valuation Modeling                             <ul style="list-style-type: none"> <li>• Introduction to Private Equity</li> <li>• Leveraged Buyout Valuation Exercise (LBO)</li> </ul> </li> <li>Consolidated Test and Discussion of Answers (3 hours)</li> </ul>	60.0
	<p><b># of Hours</b> (67.5 hours practice)</p> <p><i>Practical Methodology</i></p> <ul style="list-style-type: none"> <li>• Highly interactive, with application of extensive excel based case studies and real life examples</li> <li>• Emphasis on participants gaining practical and hands-on experience in Business Valuation and Financial Modeling</li> </ul>	



**Business Valuation**




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 Indirapuram, Ghaziabad

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Name of Student MBA Batch 2014-16
Financial Derivates Class
Akash Tanwar
Fareen Khan
Manish Mehndiratta
Sameera Shan
Ankit Verma
Vasundhra
Shweta Priyadarshinee
Varsha Singh
Apurva Kant
Pallavi Singh
Abdul Rahman
Rajendra Pratap Singh
vaishali Sharma
Nishtha Bhardwaj
Megha Tiwari
Sweta Tripathi
Mahesh Chand
Neha Bajaj ,
Rishabh Kumar
Vaani Singh
Shweta Chaurasia
Rohini Saini
Ayushma Singh
Atul Shukla
Vidur Katoch
Chandrasen
Ambar Kumar
Gaurav Singh
Pankaj Singh
Yogendra Pratap

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Indirapuram, Ghaziabad

  
In-charge  
Internal Quality Assurance Cell



# JAIPURIA INSTITUTE OF MANAGEMENT

(Approved by AICTE & Affiliated to Uttar Pradesh Technical University, Lucknow)

Campus: Sector 14C, Vasundhara, Ghaziabad-201 012 (U.P.)  
Tel: 0120-4550100, Toll Free No.: 1800 102 3488, Fax: 0120-2882604  
E-mail: director@jai.edu.in, jai@jai.edu.in Website: www.jai.edu.in

## Memorandum of Understanding ("MOU")

between

Jaipuria Institute of Management ("Institute")

and

Copal Research India Private Limited ("Copal Amba")

This MOU is made on 31<sup>st</sup> day of July, 2014 ("Effective Date") and seeks to establish a cooperative relationship between Copal Amba and Institute, wherein Copal Amba will conduct (for the students of Institute) a sixty (60) hours 'Financial Modeling for Investment Banking' program at Institute premises located in Ghaziabad ("Program").

### 1. Scope of MOU:

Copal Amba to conduct (for 50 students of Institute) a sixty (60) hours 'Financial Modeling for Investment Banking' program (as more particularly described in Annexure 1 to this MOU) at Institute premises located in Ghaziabad.

### 1.2 Activities and Responsibilities of Copal Amba:

- To conduct the Program at Institute premises located in Ghaziabad.
- To provide content / course material in respect of the Program.
- To deliver lectures to candidates undergoing the Program.
- Based on the assessments made by Copal Amba, Copal Amba will, in its sole discretion, provide appropriate grades to the students participating in the Program.

### 1.3 Activities and Responsibilities of Institute:

Provide appropriate infrastructure at Institute facility to ensure smooth conduct of the Program.

### 2. Term and Termination:

The term of this MOU shall commence on the Effective Date and shall continue to be in full force and effect until completion of one (1) year or end of Program, whichever is earlier.

This MOU is terminable by either party in the event of a material breach by the other party of the terms hereof that remains uncured for a period of 15 (fifteen) days following the date of written notice to the other party.

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Indirapuram, Ghaziabad

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**Financial Terms:**

In consideration of Copal Amba conducting the Program, the Institute shall pay to Copal Amba an amount of INR 415,000/- (Rupees Four Lacs and Fifteen Thousand only) ("Fees") in accordance with following schedule:

- 50% of the total Fees to be paid to Copal Amba immediately upon execution of this MOU.
- The balance 50% of the Fees shall be paid within 30 days of execution.

The Fees set forth above shall be exclusive of all applicable sales, use, service, value-added, withholding, personal or other similar or dissimilar taxes which shall, in each case, be payable by Institute in addition to the Fees.

Copal Amba shall raise appropriate invoices in relation to the Fees payable to Copal Amba in terms of this MOU. All invoices must be paid within fifteen (15) days after the date of receipt such invoices by Institute. Any amounts set forth in an invoice that are not paid in full by Institute when due shall be subject to interest at the annualized rate of 12%, accruing on a daily basis calculated on such past due amount from the due date for payment until payment is made.

4. **Confidentiality:**

During the course of Program, parties recognize that parties may come in contact or be familiar with information which Copal Amba or its subsidiaries or affiliates or Institute consider Confidential ("Confidential Information"). Confidential Information may include, but is not limited to information regarding the Program, curriculum and content structure of the Program, other commercial details about the Program, business, products, and the existence, terms and conditions of this MOU. Parties agree to hold all Confidential Information in strict confidence, not to disclose it to third parties or use it in any way, commercially or otherwise, except in connection with the performance of their obligations and the exercise of their rights pursuant to this MOU. Any breach or threatened breach of the confidentiality provisions will be treated as material breach of this MOU and the non-defaulting party shall without prejudice to its other rights under contract, law or equity, be also entitled to avail injunctive relief against the defaulting party. These confidentiality provisions shall remain in force during the continuity of this MOU and shall survive the expiry or termination of this MOU.

5. **Intellectual Property:**

Institute acknowledges that any and all intellectual property rights including but not limited to rights to any patents, copyrights, trademarks, trade secrets and other intellectual property rights inherent, used or embodied in the content/course material for the Program and any other material made available by Copal Amba for Program shall remain the sole and exclusive property of Copal Amba, and Institute shall acquire no right, title or interest in or to the same.

APR 10 2014  
12:10 PM  
12/10/2014

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Indraprastha, Gurgaon

In-charge  
Internal Quality Assurance Cell

### Representation and Warranties:

Each party represents and warrants to the other that it has all rights and authority required to enter into this MOU, and that it has taken all requisite corporate and other actions to approve the execution, delivery and performance of this MOU.

Institute warrants that it is not owned or controlled by, nor does it own or control, directly or indirectly, a person or entity that is (i) on the list of Specially Designated Nationals and Blocked Persons maintained by the Office of Foreign Assets Control of the U.S. Department of the Treasury or the U.K. Consolidated Financial Sanctions List maintained by Her Majesty's Treasury; or (ii) subject to country sanctions imposed by the U.S. Government for any reason, including but not limited to being organized or headquartered in or a governmental entity of a country subject to such sanctions (currently Cuba, Iran, Syria and Sudan); or (iii) organized or headquartered in any other country to which the export or re-export of U.S. origin goods or technologies are generally embargoed (currently North Korea). Additionally, Institute warrants that it does not intend to and will not knowingly supply or use services provided by Copal Amba hereunder for the benefit of any of the foregoing. Institute agrees that it will notify Copal Amba if these circumstances change. For purposes of this provision, "owned" and "own" mean an interest of 50 percent or more and "control" means the right or ability to dictate the decisions, actions, and/or policies of an entity or its management. If Institute breaches this clause, in addition to any other rights or remedies Copal Amba may have, Copal Amba may without obligation immediately terminate this MOU

### Indemnity and liability:

Each party (the Indemnifying Party) shall indemnify and hold harmless the other party, including its respective officers, directors, employees and representatives (the Indemnified Party) from any actual and direct loss, liability, cost or expense, including reasonable attorney fees, arising out of or in connection with the negligent or wrongful acts of omissions of the Indemnifying Party, its employees, agents or representatives which results in bodily injury or death or damage to real and tangible property. Neither Party shall be liable for indirect, anticipated losses or damages including any loss of profits or punitive damages. Subject to the foregoing, either party's total cumulative liability under this MOU shall be limited to the amount of fees paid hereunder.

### Relationship:

Parties have entered into this MOU as independent contractors and nothing contained in this MOU is intended to create, nor shall it be construed to create any principal-agent relationship between the parties. Neither party shall make any representations and shall not act or enter into any binding obligations, on behalf of the other party.

### General:

- This MOU and any documents referred to herein assert out the entire agreement and understanding between the parties and supersede all previous agreements between the parties relating to the subject matter.

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Internal Quality Assurance Cell

- Force Majeure: Neither party shall be liable to the other for any delay or non-performance of its obligations under this MOU arising from any cause beyond its reasonable control including, without limitation, any of the following: act of God, governmental act, war, fire, flood, explosion or civil commotion, act of terrorism;
- Words (including capitalized terms defined herein) in the singular shall be held to include the plural and vice versa.
- Amendments: No purported modification, amendment or waiver of this MOU shall be effective unless it is in writing and signed by an authorized representative of Copal Amba and an authorized representative of Institute;
- Assignment/Sub-Contracting: Neither party shall not be entitled to sub-contract or assign this MOU or any of its rights and obligations hereunder to any third party, without the prior written consent of the other party;
- Severability: If any term or provision of this MOU is determined to be illegal, unenforceable or invalid by any competent authority/court of court, such provision or part shall be stricken from this MOU and shall not affect the legality, enforceability or validity of the remainder of this MOU;
- Notices and Communications: All notices and communication under this MOU shall be sent by registered AD/courier or by email, as per details below:

If to Copal Amba: Kind Attention: Enzla Jalil [Copal Institute, Plot No.267, Udyog Vihar Phase II, Gurgaon 122015, Haryana, M – 9650002496, email id: enzla\_jalil@copalamba.com]

If to Institute: Kind Attention: Prof. Daviender Narang, Director, Jaipuria Institute of Management Sec 14-C, Vasundhara, Ghaziabad, M – 9560050000, email id :[djdirectorjim@jaipuria.net](mailto:djdirectorjim@jaipuria.net),

10. **Governing Law and Jurisdiction:**

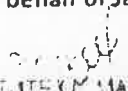
This MOU shall be governed by laws of India and courts at Delhi shall have exclusive jurisdiction with respect to any/all disputes arising between Parties hereunder.

IN WITNESS THEREOF THIS MOU HAS BEEN EXECUTED ON BEHALF OF THE PARTIES AS FOLLOWS:

On behalf of Copal Research India Private Limited:

  
\_\_\_\_\_

On behalf of Jaipuria Institute of Management:

  
JAIPURIA INSTITUTE OF MANAGEMENT  
SECTOR 14-C, GHAZIABAD  
\_\_\_\_\_

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Jaipuria Institute of Management  
Indirapuram, Ghaziabad

  
In-charge  
Internal Quality Assurance Cell

## Annexure 1.

### Curriculum of 'Financial Modeling for Investment Banking' Program

Financial modeling for Investment Banking program involves the fundamental theories and practices of valuation analysis, strategy analysis, prospective analysis, DCF modeling, trading comparables and transaction comparables. Modeling through Excel will build enough confidence in the participants so that they are able to create their own financial model right from scratch, and use it for solving their business problems. The program is designed to offer students the intensive instruction and training needed to successfully compete in rapidly developing global financial markets.

#### Learning Objectives

After completing this course the participants will be able to

- Build a financial model from scratch as done at financial institutions
- Work on Excel and use formatting best practices, efficient formula construction, and appropriate driver selections
- Use Advanced Excel functions to present various sensitivities to projected financial metrics
- Fix circularity problems, iteration, and other common modeling troubleshooting
- Cross check the Balance Sheet/ Cash Flow Statement
- Understand and describe valuation and how historical valuation is done
- Understand and explain the techniques, elements and approaches of forecasting
- Provide an overview of Discounted Cash Flow
- Explain the Dividend Discount Model
- Calculate the Free Cash Flow to Firm (FCFF) & Free Cash Flow to Equity (FCFE)
- Calculate the Discount Rate (Cost of Debt, Cost of Equity & Cost of Capital)
- Identify the Revenue Drivers and Cost Drivers
- Prepare a Full DCF Model
- Calculate Equity Value Multiples P/E, P/CF, P/BV, P/S, PEG, Dividend Yield
- Provide an overview of Trading Comparables
- Calculate basic EV and perform various CACS Adjustments
- Normalize the Earnings and identify the exceptions
- Calculate Last Twelve Months (LTM) or Trailing Twelve Months (TTM)
- Perform Trading Multiples analysis – EV/EBITDA, EV/EBIT, EV/Sales
- Provide an overview of Transaction Comparables
- Describe the different kind of Deal Considerations
- Practice working on the Transaction Template
- Perform the Private and Public Transaction Comp
- Perform Transaction Multiples analysis – EV/EBITDA, EV/EBIT, EV/Sales

#### Course Outline

##### Session 1

###### ❖ Recap of Fundamental of Finance

- ✓ Time Value of Money
- ✓ Financial Statement Analysis

##### Session 2

###### ❖ Introduction to Excel and Financial Modeling


- ✓ Introduction to Excel
- ✓ Overview of Financial Modeling
- Types and Purpose of financial models
- ✓ Navigate Worksheets and Workbooks
- Name Manager

###### ❖ Exploring Excel as a Tool for Financial Modeling

- ✓ Excel Functions
- ✓ Mathematical Functions
- Statistical

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Financial Functions ✓ Logical Functions ✓ Lookups & Reference Functions ✓  
Text Functions ✓ Date & Information Functions

### Session 3

#### ❖ Advanced analysis techniques

✓ Working named ranges ✓ Working with Charts ✓ Data Validation ✓  
Hyperlink ✓ Conditional Formatting ✓ Pivot Tables ✓ Auto & Advance Filter ✓  
Grouping & Ungrouping ✓ Sheet Protection ✓ What if Analysis

### Session 4

#### ❖ Financial Statement Analysis

✓ Understanding the Financial Statements and its interlinking  
○ Income Statement  
○ Balance Sheet  
○ Cash Flow Statement  
✓ Ratio Analysis  
○ Liquidity Ratio  
○ Profitability Ratio  
○ Solvency Ratio  
○ Leverage Ratio  
○ Activity/Turnover Ratio  
✓ Basic and Diluted EPS ✓ ROE and DUPONT Analysis ✓ Case study based  
assessment on Ratio Analysis

### Session 5 & 6

#### ❖ Introduction to Valuation

✓ Need to value companies ✓ Difference between price and value ✓ Different terms  
of value

○ Market value  
○ Intrinsic value

#### ✓ Valuation Techniques

○ Absolute Valuation  
▪ Free Cash flow to Firm (FCFF)  
▪ Free Cash flow to Equity (FCFE)  
▪ Cost of Equity (Ke)  
▪ Cost of Debt (Kd)  
▪ Cost of Capital (WACC)  
○ Relative Valuation  
▪ Equity based Multiples: P/E, P/BV, P/S & PEG  
▪ Firm based Multiples: EV/EBITDA, EV/EBIT & EV/Sales

✓ Assessment on Valuation Techniques


### Session 7 & 8

#### ❖ Making a complete fully integrated DCF Modeling Spreadsheet

✓ Understanding and creating a financial model template ✓ Calculating Growth Drivers and  
Future Assumptions ✓ Revenue Build-Up - Projecting the Future Revenues ✓ Cost  
Build-Up - Projecting the Future Cost ✓ Modeling historical & projected financial  
statements - P&L and B/S ✓ Building cash flow statement ✓ Asset and Depreciation  
Schedule ✓ Debt and Interest Schedule ✓ Building an integrated model for  
valuation using DCF ✓ Sensitivity/Scenario Analysis ✓ Incorporating other accounting  
details like revenue recognition deferred taxes etc. ✓ Assessment on DCF modeling

JAIPURIA INSTITUTE  
SECTOR 14, GATE NO. 14  
INDIRAPUR, LUDHIANA

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapur, Ludhiana

  
In-charge  
Internal Quality Assurance Cell



**Invoice To:**

Prof Daviender Narang  
Jaipuria Institute of Management  
Sector 14 C, Vasundhra, Ghaziabad  
UP - 201012

Date 01 Oct 2014  
Invoice No. 015/TR/Oct/14

Project Description	Total (INR)
Training Fees	1,00,000
<b>Total</b>	<b>( 1 00 000</b>
Service Tax @12%	12,000
Education Cess @ 2%	240
Secondary & Higher Education Cess @ 1%	<u>120</u>
(Service Tax Category Commercial training and coaching)	12,360
<b>Total (including Service Tax)</b>	<b>112,360</b>

PAN No AACCC1159R  
Service Tax No AACCC1159RST001

Payment Terms due as per MSA.  
Payment Details

Please issue cheque/ NEFT/ RTGS in favour of 'Copal Research India Pvt Ltd.'  
Bank Name: HDFC Bank Ltd  
Address: Wazirabad, DLF Golf Course Road, Sector-53, Gurgaon  
Current Account :05720330000832  
II SC Code :HDFC0000572

For Copal Research India Pvt Ltd.

Authorized Signatory

*Signature*  
**Received**

Copal Research India Pvt Ltd  
267, Udyog Vihar, Phase-II, Gurgaon-122015  
Address: D-33 East of Kailash, New Delhi-110049  
CIN: U72900DL2002PTC118236  
Tel: 0121-6609000 Fax: 0121-6609260  
Email: finance\_inquiry@copalimbi.com  
website: www.copalimbi.com

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

In-charge  
Internal Quality Assurance Cell

List of Students Participating in Investment Banking Classes

S.No	Students Name
1	ADITI MISHRA ✓
2	AKANSHA ✓
3	ANJALI ✓
4	ANJALI BHANDARI ✓
5	ANU TIWARI ✓
6	ANUPAM BHATNAGAR ✓
7	ARPITA CHATURVEDI ✓
8	ASHUSTOSH ✓
9	BHAVNA ✓
10	CHETAN ✓
11	CHIRAG SINGHAL ✓
12	DEBADRITA GANGULY ✓
13	GARMIA SINGH ✓
14	Himanshu Purohit ✓
15	JYOTI TRIPATHI ✓
16	KARAN SINGH ✓
17	KAVITA BHATT ✓
18	Loksh Jaiswal ✓
19	MANDAVI SHUKLA ✓
20	MD ARSHAD ALAM ✓
21	MEENAKSHI MISHRA ✓
22	MEGHNA ✓
23	NANDITA SINGH ✓
24	NEERAJ SINGH ✓
25	NEHA DUA ✓
26	NEHA GARG ✓
27	NEHA KHANDELWAL ✓
28	NIL KAMAL ✓
29	NITIN SRIVASTAVA ✓
30	NITISH SHUKLA ✓
31	PANKAJ SINGH ✓
32	PRANAV KUMAR ✓
33	PRIYANKA SINGH ✓
34	PRIYANKA GUPTA ✓
35	PREETI ✓
36	PRITI ✓
37	RAHUL GOEL ✓
38	RAKESH RAI ✓
39	RAM KUMAR ✓
40	RAM PRAKASH ✓

S.No	Students Name
41	RAVI KR PATHAK ✓
42	REETU GARG ✓
43	Reshu Chaudhary ✓
44	RITESH KUMAR GUPTA ✓
45	Sadique Nadeem ✓
46	SAKSHI SAXENA ✓
47	Sandeep Kr.Singh ✓
48	SANDEEP SINGH ✓
49	SHEFALI VARSHNEY ✓
50	SHIKHA SRIVASTAVA ✓
51	SHIVANGI PANDEY ✓
52	Shubham Pandey ✓
53	SONALI SINGH ✓
54	Sonu Nagar ✓
55	SURABHI KHATRI ✓
56	TANAY KUMAR ✓
57	TANYA PARASHAR ✓
58	TRIPTI UPADHYAY ✓
59	VIKAS PATHAK ✓
60	VIKAS VERMA ✓
61	VINESH ✓

Acct office  
 \* deduct & 5000/- from their  
 Security Amount  
 D. N. Singh  
 28/10/14

Internal Quality Assurance Cell  
 Jaipuria Institute of Management  
 Indraprastha, New Delhi

APC de/14  
 011  
 Rp. 5000 x 61 = 30,5000/-  
 S.A.  
 28/10/14

In-charge  
 Internal Quality Assurance Cell





# Education Valley

Taking a step ahead!

This agreement ("Agreement") is entered into between Earth Education Valley Pvt. Ltd., bearing CIN U80302DL2011PTC213971 and having its office at 5<sup>th</sup> Floor, HB Twin Tower - I, Netaji Subhash Place, Pitampura, New Delhi-110052, India (henceforth called as "Education Valley"), And Jaipuria Institute of Management, Vasundhara, Ghaziabad bearing PAN/CIN \_\_\_\_\_ and having its registered office at Jaipuria Institute of Management, Sector - 14 - C, Vasundhara, Ghaziabad - 201 012 (UP), India (henceforth called as "Client"), through authorized signatory \_\_\_\_\_ on this 29<sup>th</sup> day of September 2014.

## BACKGROUND

EduKart.com is a self-learning Internet based portal (henceforth called as "Website"), run by Education Valley, which gives students, young graduates and budding professionals access to courses to develop their skills, talent at affordable price points. Education Valley also provides trainer led trainings in institutions and corporations to supplement the courses sold through the Website.

The Client is a leading academic institution, providing full time accredited courses in various domains to students at Bachelor and Master degree levels and wishes to provide products & services of behalf of Education Valley to its students (hereinafter referred to as "Services").

## NOW THEREFORE, it is agreed:

### 1. Responsibilities of Education Valley

- 1.1 Education Valley to provide online logins of courses for all students before the commencement of instructor led classes
- 1.2 Education Valley to provide trainer for delivering of instructor led classes
- 1.3 Education Valley to arrange for assessments to be conducted within the Client's premises

### 2. Responsibilities of the Client

- 2.1 Client to fulfil basic infrastructural requirements for the program to progress smoothly
- 2.2 Client to ensure the proper attendance procedures in place so that students attend the trainings in a regular manner
- 2.3 Client to ensure availability of students for conduction of assessments on a date mutually decided by Education Valley and the Client

Note: Client can request for the replacement of the trainer until first 2 sessions in case the college doesn't feel comfortable with the teaching methodology.

### 3. Terms of payment

- 3.1 Client to pay the 100% amount for purchase of courses logins in advance for 25 students for both programs, according to the course fees mentioned in the invoice raised and attached herewith in Annexure A. Client would pay course fee for both programs for 35 students post first 2 sessions.
- 3.2 Client to pay at least 50% training charges in advance as mentioned in Annexure B.
- 3.3 Client to pay remaining 50% training charges on the date of competition of training program.
- 3.4 Any late payments will incur a 2% per month rate of interest

by Nov 2014  
15, 2014  
earlier  
01/10/14

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indira Nagar, Ghaziabad  
TALK TO US

In-charge  
Internal Quality Assurance Cell



# Education Valley

Taking a step ahead!

- 4. **Intellectual Property and Content Copyrights** - All intellectual property and copyrights of the courses material reside with the respective institutions, on whose behalf Education Valley is promoting the courses
- 5. **Exclusions of Warranty and Limitations of Liability** - The courses and instructor led trainings provided by Education Valley are provided on an "as is" basis without warranty of any kind, either express or implied, including but not limited to warranties as to merchantability, fitness or relevance for any purpose or use, accuracy, completeness, reliability, performance, satisfactory quality, continued certification of the courses etc. Education Valley disclaims all warranties, conditions, representations, express or implied, whether by custom, usage, or otherwise as to any matter, including, non-infringement of third party rights. Education Valley does not warrant that the courses will precisely meet the requirement of the students. No oral or written information or advice given by Education Valley or its representatives shall create a warranty. All statutory and implied warranties are expressly excluded. No representations other than those contained in this agreement have been made by Education Valley and that the client has not relied on any other representation not expressly stated in this agreement. Education Valley will not be liable for any claims, losses or damages of whatsoever nature including but not limited to direct, indirect, incidental, punitive, special, incidental, consequential or exemplary damages, damages for loss of profits, goodwill, use or other intangible losses, whether in tort or contract or under the applicable law arising out of in relation to the courses. The client will not make any warranty, oral or written, to the students in relation to the courses.

For: Earth Education Valley Pvt. Ltd.

For: Jaipuria Institute of Management, Vasundhra, Ghaziabad

Name: Mr. Ishan Gupta  
E-mail: [ishan.gupta@edukart.com](mailto:ishan.gupta@edukart.com)

Name: Mr. Daviender Narang  
E-mail: [nardav@gmail.com](mailto:nardav@gmail.com)

Signature: \_\_\_\_\_



Signature: \_\_\_\_\_

*Daviender Narang*  
11/10/14

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indrapuram, Ghaziabad

In-charge *DN*  
Internal Quality Assurance Cell

TALK TO US

11-11-2014 11:24:11

ADDRESS

National Helpline Number: +91-11-49323333  
Mail: [contact@edukart.com](mailto:contact@edukart.com)

006

Earth Education Valley Pvt. Ltd.  
5th Floor, HB Twin Tower - 1, Netaji Subhash Place,  
Pitampura, New Delhi - 110034, India



# Education Valley

Taking a step ahead!

## Annexure A: Pricing for the certificate courses

Sr. no	Description	Qty	Price	Amount
1	Certified Course In Digital Marketing(IAMAI certified)	60	3,737	2,24,220
2	Certified E-commerce Professional (V-Skills)	60	2,670	1,60,200
	Total			3,84,420
	Discount @50%			1,92,210
	Service Tax @ 12.36%			23,757
	Grand Total			2,15,967



*W. Naray*  
1/10/14

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

*[Signature]*  
In-charge  
Internal Quality Assurance Cell

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National Helpline Number: +91-11-49323333  
Mail: contact@edukart.com

005

Earth Education Valley Pvt. Ltd.  
5th Floor, HB Twin Tower - 1, Netaji Subhash Place,  
Pitampura, New Delhi - 110034, India



# Education Valley

Taking a step ahead!

## Annexure 'B': Pricing for the Instructor Led trainings

Sr. no	Description	Total hrs	Price/hr	Amount
1	(16 sessions*3 hrs) + (4 sessions*4hrs)	64	3,000	1,92,000
2	Support Executive Cost(INR 1000 per visit)			20,000
3	Travel cost(INR 450 per visit)			9,000
	<b>Total</b>			<b>2,21,000</b>
	<b>Discount @50%</b>			<b>1,10,500</b>
	<b>Service Tax @ 12.36%</b>			<b>13,658</b>
	<b>Grand Total</b>			<b>1,24,158</b>



*D. Narayan*  
1/10/14

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indirapuram, Ghaziabad

In-charge   
Internal Quality Assurance Cell

TALK TO US  
National Helpline Number: +91-11-49323333  
Mail: contact@edukart.com

11/10/2014 12:24

ADDRESS

Earth Education Valley Pvt. Ltd.  
5th Floor, HB Twin Tower - 1, Netaji Subhash Place,  
Pitampura, New Delhi - 110034, India

004

Total Hrs	Topic	Detail
3	Web Technology	Introduction (Hypertext, URL, Domain Name)
		Web Browser and ISP
		Upload and download files
	E-mail-mail components (address, signature, attachments)	Web based e-mail
		Digital signature
	E-Commerce Introduction	Concepts
		Evolution
		Applications in retail and other industries
	Importance of E-Commerce for MBA Students	Different job profiles available in ecommerce industry for a MBA candidate
		Job with a company that owns its own online store (like metroshoes.net, zovi.com, ddamas.com etc)
Job with a company that owns online marketplace (like snapdeal.com, elitify.com, ebay.com, amazon.com, flipkart.com)		
Job with a company that develops ecommerce platforms (like custom software development company or a SaaS ecommerce platform company like Martjack)		
3	Business Models	B2B (Business to Business)
		B2C (Business to Consumer)
		E-procurement
	EDI	Standards
		Feasibility
3	Strategy	Strategy development process
		Cost Matrix, SLA and ROI
		Planning and milestones
	Implementation	Hosting, Software and Hardware Requirements
		HTML
		Web design tools
6	Web-site Design	Design principles
		CSS (Cascading Style Sheet)
		CMS (Content Management Systems)
3	Security	Technical terms (VPN, SSL, digital certificate, firewall)
		Security tools for authentication and authorization
		Client-server and message security
		Database and web server security
		Session Hijacking
		Website Auditing
3	Electronic Payment Systems	E-Payment process and types
		Payment Gateway
		Internet Banking
		Secure Electronic Transaction (SET)
3	Testing	Need and Testing tools
		Unit and integration testing
		Performance and accessibility testing

Internal Quality Assurance Cell  
Jaipuria Institute of Management  
Indraprastha, Gurgaon

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Internal Quality Assurance Cell

3	Digital Marketing	Bascis of Digital Marketing
		Search engine optimization (SEO) concepts
		On-site and off-site optimizations
		SEM and Google AdWords
		Web Analytics
		Banner / Display Advertising
3		E-mail Marketing
		Mobile Marketing
3		Lead generation from business
3		Social Media Marketing with Facebook
		Social Media Marketing with Twitter
3		Social Media Marketing with YouTube
		Social Media Marketing with LinkedIn
		Social Media Marketing with Pinterest and Instagram
3	Understand Various Social Media Platforms like Blogs and Forums	
3	Using Google AdSense	
3	Affiliate Marketing	
	PR and Online Reputation Management	
6	Digital Marketing Campaign	
3	SCM and Operations	Delivery and order management
		Online Operations
		SCM and Logistics
		Delivery management
		Order status updating
		Customer notifications
		Visitor data and trends analysis
		Payment capture
	Payment refunds	
3	Regulations and compliance	Legal issues
		Cyber laws and IT Act
		Privacy
4	Future Trends	Mobile Commerce
		App Stores
		HTML5

Internal Control Insurance Cell  
Jaipur  
Management  
Indraprastha, Jaipur

Internal Control  
Indraprastha, Jaipur

# List of Students Participating in Ecommerce Classes

✓	Akhilesh Shukla	✓
✓	Amir Khan	✓
✓	Amit Chaudhary	✓
✓	Amit Kumar Mishra	✓
✓	Amit Mishra	✓
✓	Ankit Tiwari	✓
✓	anshi gupta	✓
✓	Anupam Bhatnagar	✓
✓	aparna singh	✓
✓	Bhavna Rani Gupta	✓
✓	Chirag Singhal	✓
✓	Debadrita Ganguly	✓
✓	Faheem	✓
✓	karan singh	✓
✓	Lokesh jaiswal	✓
✓	Mandvi Shukla	✓
✓	Meenakshi Mishra	✓
✓	Mohd. Arshad Alam	✓
✓	Neha Tripathi	✓
✓	Nil kamal kunwar	✓
✓	Nitin Srivastava	✓
✓	Nitish Shukla	✓
✓	Nuzhat Khan	✓
✓	pankaj kumar singh	✓
✓	Pankaj Singh	✓
✓	Pooja Fartyal	✓
✓	Pragya Kiran	✓
✓	Pranav Kumar	✓
✓	Preeti Singh	✓
✓	Puneet Srivastava	✓
✓	Rachit Monu	✓
✓	rahul goel	✓
✓	Rahul Verma	✓
✓	Ram Prakash	✓
✓	rashmi kumari	✓
✓	Ravi Kumar Pathak	✓
✓	ravi kumar soni	✓
✓	Reshu Chaudhary	✓
✓	Rishabh Kotiyal	✓
✓	Ritesh kr. Gupta	✓

41 ✓	Rupali Singh	✓
42 ✓	SAIFALI VARSHNEY	✓
43 ✓	Sandeep Singh	✓
44 ✓	Seema Gupta	✓
45 ✓	Shachi	✓
46 ✓	Shashank Tripathi	✓
47 ✓	Shivangi Pandey	✓
48 ✓	shubham kr pandey	✓
49 ✓	shubhang Bhatnagar	✓
50 ✓	sonali singh vora	✓
51 ✓	Swati Panwar	✓
52 ✓	Tanay Kumar	✓
53 ✓	Ujjwal Dwivedi	✓
54 ✓	Ujjwal Jee	✓
55 ✓	Vaibhav Awasthi	✓
56 ✓	Vedika	✓
57 ✓	Veena Rawat	✓
58 ✓	Vikas Verma	✓
59 ✓	Vishakha Panwar	✓
60 ✓	Arif Khan	✓

Acct office  
 \* Deduct Rs 5000/- from their  
 Security Amount  
 D. N. Singh 28/10/14

M/O CLP/A  
 P. 5000X60  
 SA  
 28/10/14

Internal Quality Assurance Cell  
 Jaipuria Institute of Management  
 Indraprastha, Gurgaon

In-charge  
 Internal Quality Assurance Cell