



JAIPURIA INSTITUTE OF MANAGEMENT


EMPOWER • ENTHUSE • EXCEL
INDRAPURAM, GHAZIABAD

Affiliated to Dr. A. P. J. Abdul Kalam Technical University, Lucknow, Uttar Pradesh

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-ystal Consultancy	HR Analytics	30
3	Nov-18	Ree-ystal Consultancy	Digital Marketing	30
4	Apr-18	Mr. Vivek Bhatia	Financial statement Analysis	120
5	Nov-17	Simply Digital	1. E-Commerce 2. Digital Marketing 3. Google adword	31
6	Nov-17	Mr. Vivek Bhatia	Derivative and Risk Management	29
7	Nov-17	Safe Educate	Supply Chain Management	30
8	Nov-16	Mr. Vivek Bhatia	Derivative and Risk Management	128
9	Nov-15	Financial Analytics	Business Valuation and Modeling	60
10	Nov-15	Safe Educate	Supply Chain Management	60
11	October, 2014	Mr. Ishan Gupta, Earth Education Valley	1. Certified Course in Digital Marketing (IAMA Certified)	60
12	October 2014	COPAL AMBA	Derivative and Risk Management	61

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indrapuram, Ghaziabad


In-charge
Internal Quality Assurance Cell

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"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
Jaipur Institute of Management
Indraprastha, Gurgaon


In-charge
Internal Quality Assurance Cell



NEDC

The National Entrepreneurship Development Cell

(An Autonomous Institute Empowering MSME, Skill & Entrepreneurship)

Entrepreneurship Empowerment

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

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Indira Park, Gurgaon

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Indira Park, Gurgaon

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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.

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Jaipuria Institute of Management
Indraprastha, Gurgaon

In-charge
Internal Quality Assurance Cell

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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 10th 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 14th November, 18 till 21st 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

M : 9815461628 / 8860720366

Ree-Ytal Consultancy

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W- www.reeyitalconsultancy.in

in-charge

Internal Quality Assurance Cell

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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: _____

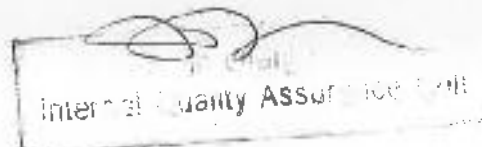
Name: Ashwani Varshney – Dean, Jaipuria Institute of Management Indirapuram, Ghaziabad.

Date: __/__/____

Ree-Ytal Consultancy

Kanika Mehra - Head -Training Delivery

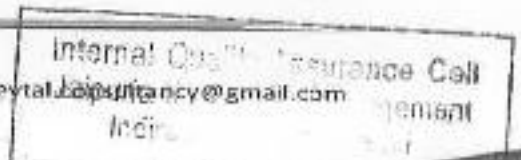
Date: 10/11/2018



Kanika Mehra Kanika Mehra

Ree-Ytal Consultancy

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Dated: 10th November, 2018

To,

Ashwani Varshney

Dean, Jaipuria Institute of Management

Indirapuram, 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, Indirapuram, Ghaziabad. Below is mentioned the following details:

HR Analytics Training Program	
Training Module	HR Analytics Programme
Client	Jaipuria Institute of Management, Indirapuram, 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. Juhl 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)

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Jaipuria Institute of Management

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- **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

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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 19th 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 ~~22nd~~ ²⁴ November, 18 till 28th 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

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Internal Quality Assurance Cell

Ree-Ytal Consultancy

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*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

Kanika Mehra, Health Training Cell
Jaipuria Institute of Management

Date: 19/11/2018

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Ree-Ytal Consultancy

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Dated: 19th 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	19 th 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

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In-charge
Internal Quality Assurance Cell

Ree-Ytal Consultancy



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

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Ree-Ytal Consultancy

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MEMORANDUM OF UNDERSTANDING

THIS MoU is executed on this 10th 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

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- 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 10th April to 12th April 2018 and 16th April to 18th 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

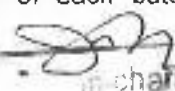
- 2.1 The Centre shall provide the location for the Program for the period from 10th April-18th April 2018
- 2.2 The Center agrees to provide the Training Partner with clean suitable space, along with tables and chairs, power outlet, writing board, stable internet connection, projector and screen for 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
Jaipur Institute of Management
Indraprastha, Gurgaon

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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 18th 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
Japuri Institute of Management
Indrapuram, Gaziabad

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:



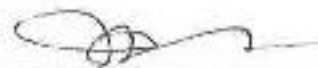
Signed for and on behalf of

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
Jagrupa Institute of Management
Indrapur, Ghazipur


In-charge
Internal Quality Assurance Cell

**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, New Delhi


In-charge
Internal Quality Assurance Cell

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MEMORANDUM OF UNDERSTANDING

THIS MOU is executed on this 14th 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".

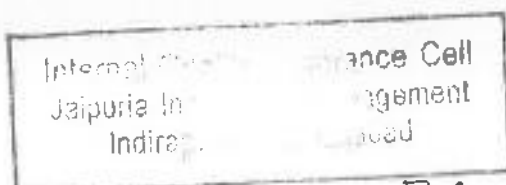
AND WHEREAS Jaipuria Institute of Management is an MBA College which imparts education to their students through various courses.

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



- 24 -

- 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 20thNov-25th 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 20thNov-25th 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
Jaipur Institute of Management
Indraprastha, Jaipur

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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 30th 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



Internal Quality Assurance Cell
Jaipur Institute of Management
Indraprastha

-72-

069

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

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VALUE ADDITION COURSE ON E-COMMERCE & DIGITAL MARKETING

Content

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

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indrapuram, Ghaziabad


In-charge
Internal Quality Assurance Cell

050

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MEMORANDUM OF UNDERSTANDING

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

BETWEEN

SIMPLY 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 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 20th Nov-24th 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 20th Nov-24th 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.

In-charge
Internal Quality Assurance Cell

Corp. Office: 67/1, FF, Adchini, New Delhi-17.
www.simplydigital.in
Jaipuria Institute of Management
Indraprastha, Gurgaon

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

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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 25th 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.

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.



In-charge 

Internal Quality Assurance

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 30th 2017.

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

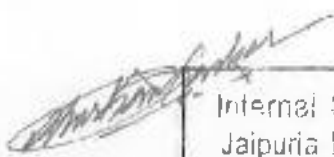
10. NOTICES

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



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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 ~~to 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

62-045

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

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indirapuram, Ghaziabad

044

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".

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 - 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
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 - 1.2.4 Analytics
 - 1.3 The Training Partner shall conduct the classes from 20th Nov-24th 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.

Internal Quality Assurance Cell
Jaipuria Institute of Management
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 20th Nov-24th 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 24th 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.

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indraprastha


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 30th 2017.

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

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If to SIMPLY 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

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indirapuram, Ghaziabad

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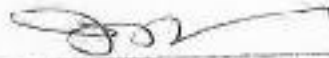
In-charge
Internal Quality Assurance

SESSION PLAN FOR THE PROGRAM

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

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

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in-charge
Internal Quality Assurance Cell

MEMORANDUM OF UNDERSTANDING

THIS MOU is executed on this 14th 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**.

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

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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

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In-charge
Internal Quality Assurance Cell

- 1.1 The Training Partner shall provide training on Financial Risk Management & Derivatives to the MBA students
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Internal Quality Assurance Cell
Jaipuria Institute of Management
Indraprastha, Gurgaon

066

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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.

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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

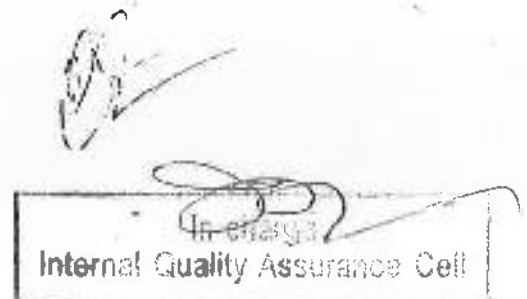
The initial term of MOU shall commence on the date of signing and shall remain in effect until Nov 30th 2017.

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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



065

48

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 by 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

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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

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indraprastha, Gurgaon

001

In-charge
Internal Quality Assurance Cell

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

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indirapuram, Ghaziabad

060


In-charge
Internal Quality Assurance Cell


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VALUE ADDITION COURSE ON SUPPLY CHAIN MANAGENT

Content

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

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indraprastha, Ghaziabad


In-charge
Internal Quality Assurance Cell

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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

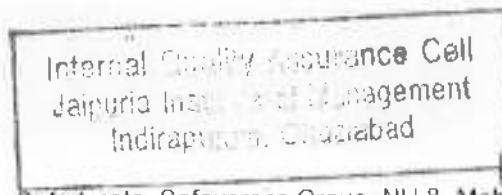
PROVIDE universities access to industrial environments for applied and problem-based learning

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

— 45) —

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

Internal Quality Assurance Cell
Jaipuria Institute of Management 056
Indrapuram, Ghaziabad

Internal Quality Assurance Cell


Safeducate, Safexpress Group, NH-2, Malviya Extension, New Delhi - 110 037.

RESPONSIBILITIES

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

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Jaipuria Institute of Management
Indirapuram, Ghaziabad

055

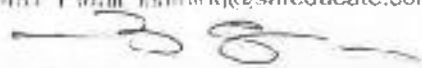

in-charge
Internal Quality Assurance Cell

Signed by Mr. _____	Signed by Mr. Surjeet Singh Kainth (Head Institutional Alliance)
Signature 	Signature 
Date	Date
Official Stamp	Official Stamp 

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Jagpuria Institute of Management
Indrapuram, Ghaziabad

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Internal Quality Assurance Cell



6 Days Workshop Programme on "Supply Chain Management"				
Date	Topics	Session Timing	Pedagogy	
20 th November	<ul style="list-style-type: none"> Supply Chain Management - Introduction, Flows and Cycles of Supply Chain 	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 st November	<ul style="list-style-type: none"> Introduction to Logistics Warehouse Operations 	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 nd November	<ul style="list-style-type: none"> Transportation & Distribution Management 	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		
		<div style="border: 1px solid black; padding: 5px; display: inline-block;"> Internal Quality Assurance Cell 053 </div>		
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23 rd 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	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"> Facilitator led classroom discussion Case study discussion 	Ashish Srivastava Deepansh Kumar
24 th November	<ul style="list-style-type: none"> Group Competition Assessment 	Recap of the previous day's sessions Group Competition Assessment Lunch break Certification	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"> Group Competition Assessment 	Ashish Srivastava Deepansh Kumar
25 th November	Hub Visit	10.00 – 16.00		Industry Visit	Subject Singh & Nishikant Kumar

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13/11/20

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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Indirapuram, Ghaziabad

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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

Internal Quality Assurance Cell
Jaipuria Group of Institutions Management
Indraprastha, New Delhi


Internal Quality Assurance Cell

MEMORANDUM OF UNDERSTANDING

BETWEEN

Jaipuria Institute Of Management, Vasundhara, Ghaziabad

and

Safeducate Learning Pvt. Ltd., New Delhi

Memorandum of Understanding (MoU) is entered into as of 18th 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:

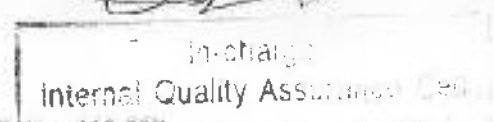
SET the ground for longer-term Institute-industry partnerships in the field of logistics & supply chain management

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)



SCOPE OF THE COLLABORATION

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

PROPOSED 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

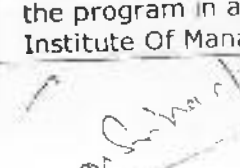
PROGRAM COST

- 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)

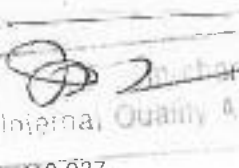


RESPONSIBILITIES

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 & Designing of Course structure & 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 & designing of training methodology based on proper research & 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 & development of Assessment standards & methodology for Learners</p> <p>Design & implement a system to monitor the progress of students vis-à-vis concepts learning, practical learning & professional development (how)</p> <p>Selection, Induction & Assessment of Faculty as per Jaipuria Institute Of Management guidelines</p> <p>Practical exposure of the practices & concepts through Industrial visits covering all modes, types & functions of Logistics</p> <p>Planning, Designing & 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"> ✓ Accurate sharing of expectations with Safeducate, of self & the students, from the course ✓ Share Course design guidelines with Safeducate for course development ✓ Intense marketing of the course to mobilize & attract prospective students ✓ Appropriate communication to the students to rationalize their expectations and align them with those of the Industry. Can be done jointly with Safeducate ✓ Appropriate screening & selection of students for enrolment. Behavioral & cognitive eligibility criteria to be followed while screening & selecting ✓ 100% Collection of Course Fee & other chargeable ✓ Designing & development of Assessment standards & methodology for Learners ✓ Design & implement a system to monitor the progress of students vis-à-vis concepts learning, practical learning & professional development (how) ✓ Project guidance to all students in association with Safeducate Faculty ✓ End-to-end planning, coordination & execution of placement assistance drive to students in association with Safeducate ✓ Planning, coordination & Hosting of campus interviews at its premises ✓ General guidance-cum-counseling during the program in association with Safeducate ✓ Provision of Classroom facility for conducting of classroom training by Safeducate ✓ Fooding & Lodging faculty to be arranged for visiting Safeducate Faculty ✓ Organizing any licenses or approvals for running the program ✓ Collation & Integration of the performance records provided by Safeducate with the rest of the CDO program evaluation record for final awarding of the degree

 Internal
 Jaipuria Institute of Management
 Indira Nagar, Ghaziabad

Placement Cell
 Jaipuria Institute of Management
 Indira Nagar, Ghaziabad

 Internal Quality Assurance Cell

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Safeducate

Jaipuria Institute Of Management,
Indraprastha, Ghaziabad

Safeducate Learning Pvt. Ltd., New
Delhi

Industry Partner

Signed By (Name)

[Handwritten Signature]

Signed By (Name)

Signature

Date

Official Stamp

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indraprastha, Ghaziabad

[Handwritten Signature] 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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 Jaipuria Institute of Management
 Indraprastha, Ghazipur

In charge
 Internal Quality Assurance Cell

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 Pantaloon 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 way 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

Factors	Male	Female
	48.4	43.8

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Indraprastha, New Delhi

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Internal Quality Assurance

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026



■ 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 better 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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Jaipur
Indira Park, Jaipur

[Signature]
In-charge
Internal Quality Assurance Cell

2)

024

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.

Internal Quality Assurance Cell
Jaipuria Financial Management
Indraprastha, New Delhi


In-charge
Internal Quality Assurance Cell

Financial Analytics

www.financialanalytics.in

AL: 91-9332329061 • Email: financialanalytics@vsnl.com

Business Valuation

Business Valuation and Modeling

Program Overview

Business valuation has been one of the most sought skill set desired by investment analysts 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 break-up 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 negotiating to exit
 - ❖ Merger/Divestment/Restructuring/Spinoffs, non recurring items
 - ❖ 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

Financial Analytics

www.financialanalytics.in



Internal Quality Assurance Cell
Jaipuria Institute of Management
Indirapuram, Ghaziabad

In-charge
Internal Quality Assurance Cell

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Business Valuation and Modeling: Outline

Course Coverage till Nov 4, 2015

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

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

Absolute Valuation Technique: Discounted Cash Flows

- Dividend Discount Model (DDM)
- Discounted Cash Flow (DCF) Model
 - Art of Projecting Essentials (Forecasting Revenue & Cost Patterns)
 - 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

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

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

Internal Quality Assurance Cell
Jaipur
Industrial Training Institute

In-charge
Internal Quality Assurance Cell

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Business Valuation and Modeling:
Outline



of hours
9.0

Schedule

Day 1&2 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

3.0

Day 3 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

12.0

Day 4&5 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

12.0

Day 5&6 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/C, P/S, P/BV
- Relative and Forward Multiples
- Industry-specific Valuation Multiples
- Impact of Common Stock Issuance on Valuation
- Case Study: Trading Comps Valuation
- Exercises and Cases

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 Jaipuria Institute of Management
 Indirapuram, Ghaziabad

in-charge
 Internal Quality Assurance Cell

**Business Valuation and Modeling:
 Outline**



Schedule		# of Hours
		60
Day 7	Relative Valuation Technique: Transaction Comps Introduction to Transaction Comps Different kinds of Deal Considerations Financial Line Items (Revenue, EBIT, EBITDA, EPS) Terminal Station Normalization Transaction Multiples analysis: EV/Sales, EV/EBITDA, P/E, P/B, P/CF, P/S, P/OG Trading Multiples vs. Transaction Multiples Case Study: Transaction Comps Valuation Exercises and Cases	120
Day 8 & 9	Valuation: Others* Sum of the Parts Valuation (SUTP) Football Field Analysis M&A Modelling - Accretion and Dilution Analysis - Synergy Valuation - Market Power Analysis Leasing Analysis Modelling - Credit Rating Exercises Exercises and Cases	60
Day 10	Valuation: Others (continued) and Test Private Equity/Venture Capital Valuation Modeling - Introduction to Private Equity - Leveraged Buyer Valuation Exercise (LBO) Consolidated Test and Discussion of Answers (4 hours)	60.0
	# of Hours (60 hours available) * Includes M. Study Lab * High interactivity with application of relative exercises to various industries and real life examples * Participants participate weekly practical and hands-on experience on Business Valuation and Financial Modelling	



Business Valuation



Internal Quality Assurance Cell
 Jaipuria Institute of Management
 Indraprastha, 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, Website: www.jaipuria.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 31st 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").

1.1 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 and conditions that remains uncured for a period of 15 (fifteen) days following the date of written notice to the other party

THE CHAIRMAN
SECURITY CELL
INDIA

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indirapuram, Ghaziabad

015

In-charge
Internal Quality Assurance Cell

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.

APPROVED
12/11/2018

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


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 or 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 hereof.

Internal Quality Assurance Cell
Jaipuria Institute of Management
Indirapuram, Ghaziabad

In-charge
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:

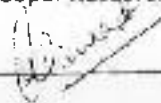
If to Copal Amba: Kind Attention: Enzla Jalil [Copal Institute, Plot No.267, Udyog Vihar Phase II, Gurgaon 122015, Haryana, M – 9650002496, email id: enzla_jalil@copalamba.com]
 If to Institute: Kind Attention: Prof. Daviender Narang, Director, Jaipuria Institute of Management Sec 14-C, Vasundhara, Ghaziabad, M – 9560050000, email id :directorjm@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

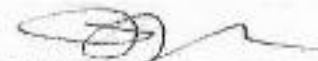


On behalf of Jaipuria Institute of Management:



 JAIPURIA INSTITUTE OF MANAGEMENT
 SECTOR 14-C, GHAZIABAD

Internal Quality Assurance Cell
 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 ✓

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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
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