



Rayat Shikshan Sanstha's

**Karmaveer Bhaurao Patil Institute of Management Studies & Research, Varye Satara**

3. Kindly provide Details of each program such as: Name of the program duration, list of students enrolled (with signature of students), model certificates, curriculum, assessment procedures year-wise.

**Submission:** Supporting document in this regard are uploaded

Sr.No	Year	Course Name		Course Duration	Total Number of student
		Online Courses of MOOCs	Certificate/value added		
1.	2018-19		1. Skill Development	40 hrs	87
			2.Spoken English	40 hrs	88
			3.Aptitude Enhancement	30 hrs	70
			4.Hardware and Networking	30 hrs	121
			5.Tally with GST	40 hrs	66
2.	2019-20		1.Personality Development	40 hrs	50
			2.Communication Skill	30 hrs	37
			3.Software Project Management	30 hrs	
			4. Skill Development	40 hrs	80
			5.Tally	40 hrs	65
			6.Interview Skill	30 hrs	
			7. Aptitude building	30 hrs	107
			8. Android course	35 hrs	32
3.	2020-21		1.Spoken English	30 hrs	104
			2.Aptitude Enhancement	30 hrs	98
			3.Tally With GST	40 hrs	68
4	2021-22		1. Digital Marketing	30 hrs	63
			2. Python	30 hrs	91
			3.Spoken English	40 hrs	248
			4. Aptitude Enhancement	30 hrs	98
			5. Tally With GST	40 hrs	95

5.	2022-23		1.Skill Development	40 hrs	200
			2.Advance Excel	30 hrs	
			3.Digital Marketing	30 hrs	
			4.Python	30 hrs	70
			5.Communication Skill	30 hrs	271
		1.Java Script for beginners		30 hrs	57
		2. Introduction to AI		30 hrs	62



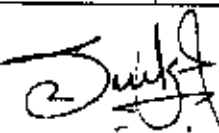
  
**Director**  
 Karmaveer Bhaurao Patil Institute of  
 Management Studies & Research, Satara



**Rayat Shikshan Sanstha's**  
**Karmaveer Bhaurao Patil Institute of Management Studies and Research, Satara.**  
**Course Structure of Certificate Course in Skill Development 2018-19**

<b>Course Outcomes</b>	<ol style="list-style-type: none"><li>1. Demonstrate oral and written communication for professional use</li><li>2. Analyze, appraise and distinguished listened word</li><li>3. Write any business correspondence in English.</li><li>4. Calculate sums enveloped in quantitative aptitude.</li><li>5. Evaluate, infer and relate a situation in day to day functioning.</li><li>6. Administer competencies in profession.</li></ol>	
<b>Expected Skills Impartation</b>	<ol style="list-style-type: none"><li>1. Communication Skill</li><li>2. Numerical Ability</li><li>3. Logical Thinking</li><li>4. Managerial Skill</li></ol>	
<b>Marks 100</b>	<b>Total Hours of Teaching : 40 Hrs include written examination</b>	
<b>Session I</b>	<b>Lend me your ear please:</b> (Developing listening skills) . Listening : Introduction . Listening skills . Importance of listening . Developing listening skills	<b>03 Hrs</b>
<b>Session II</b>	<b>Create fluency, gain currency:</b> . Speaking skills . Sentence structure . Effective speaking	<b>03 Hrs.</b>
<b>Session III</b>	<b>Read and feed the brain:</b> . Reading : introduction . Reading speed . Reading skills . Developing reading skills	<b>03 Hrs</b>
<b>Session IV</b>	<b>Writing at a hand:</b> . Writing: introduction . Writing skills . Types of writing . Effective professional writing	<b>03 Hrs</b>
<b>Session V</b>	<b>Number system :</b> Basic Operations in Mathematics ( Simplification ) BODMAS Rule LCM and HCF Indices and Surds Percentage	<b>03 Hrs</b>

<b>Session VI</b>	Simple Interest and Compound Interest Work , Time And Distance Ratio and Proportion Profit and Loss Mensuration- Area and Volume Data Interpretation	03 Hrs
<b>Session VII</b>	Alphanumeric Series : 1) Alphabet Series 2) Number Series Coding and Decoding Directions and Ranking Seating arrangement	03 Hrs
<b>Session VIII</b>	Blood Relations Data Sufficiency Syllogism Input - Output	03 Hrs
<b>Session IX</b>	Interview Techniques Preparation Do's and Don'ts' Attire Body Language	03 Hrs
<b>Session X</b>	Personality Development and Goal Setting	03 Hrs
<b>Session XI</b>	Introduction & Icebreaker Activity Creativity: Meaning, Process, Related to Creative People, Creative Companies, Creative Practices. Innovation: Meaning, Process, Related to Innovative People, Innovative Companies, Innovative Practices	03 Hrs
<b>Session XII</b>	Leadership: Problem Solving and Decision Making, Planning, Delegation, Internal Communications, Meeting Management, Managing Yourself	03 Hrs

  
Dr.S.R.Nikam  
Program Coordinator



Rayat Shikshan Sanstha's  
Karmaveer Bhaurao Patil Institute Of  
Management Studies & Research, Varye Satara

Course Name: *Certificate Course in Spoken English*

Duration: 1 Year (Academic Year 2018-2019)

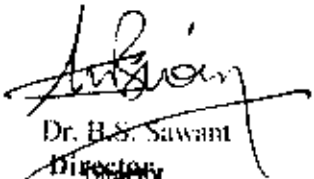
Syllabus

Sr.No.	Topic	Sub-Topic	Lectures/Practicals Requires
1	Grammar	1. Vowels and Consonants. 2. Basics: Noun, Pronoun, Adjectives, Verbs. 3. Prefix. 4. Suffix. 5. Synonyms and Acronyms. 3. Sentence Formation. 5. Tenses. Activities/Task through role play and pair work 1. Sentence construction with two, three and so on words. 2. Dialogue. 3. Flash Cards. 4. Correction in given tasks and activities	15
2.	Articulatory Phonetics	1. Pronunciation 2. Modulations in sound and usage of vowels and consonants. Activities/Task through role play and pair work 1. Repeating A-Z Alphabets. 2. Repeating Sentences. 3. Word Antakshari. 4. Reading Paragraph form books or some other source. 5. Correction in given tasks and activities	15
3.	Vocabulary	1. Construction of sentence. 2. Family. 3. Relating words and describing words. 4. Some common errors in English usages. 5. Mapping words. 6. Using Correct Words. 7. Using Apostrophes. 8. Doing and Receiving Actions. 9. No use of two negatives. 10. Etiquette.	25



		<b>Activities/Task through role play and pair work</b> 1. Reading News Paper. 2. Reading paragraphs from Books. 3. Repeating Sentences. 4. Giving words or small paragraph to pick up similar words or sentence formation from it. 5. Small Talk. 6. Narration. 7. Correction in given tasks and activities.	
4.	<b>Communication Through Conversation</b>	1. Formal Greeting. 2. Informal Greetings and Farewells. 3. Formal Introductions. 4. Informal Introductions. 5. Expressing Abilities. 6. Useful Expressions. 7. Saying things Politely. 8. Doing and receiving the action using correct words. 9. Ways of Instruction. 10. Ways of Suggestions. 11. Body Language. <b>Activities/Task through role play and pair work</b> 1. Expressing abilities good or bad. 2. Talking about locations. 3. Things about likes and dislikes. 4. Narration. 5. Creative story telling. 6. Mapping techniques. 4. Interview. 5. Presentation. 6. Group Discussion. 7. Instant Speaking. 8. Expressing views on given topic. 9. Correction in given tasks and activities.	25

  
 Ms. Nishigandha Bichkar  
 Class Coordinator

  
 Dr. H.S. Sawant  
 Director  
 Karmveer Bhaurao Patil Institute of  
 Management Studies & Research





Rajal Shiksha Sanstha's

**Karmaveer Bhaurao Patil Institute of Management Studies And Research, Satara.**

**Course Name: Certificate Course in Aptitude Enhancement**

**Duration on Course: 1 Year/ 80 hrs. Academic year 2018-2019.**

**Objective of Course:**

1. To Provide Students Core Competencies in respective subject.
2. To foster Better Aptitude Enhancement.
3. To improve Skill in Competitive Exam.
4. To Enhance Ability to Facing Changing Business Environment.
5. To Enhance Career Satisfaction.
6. To Increase Overall Employability Skill.

**Course Outcome:**

1. The students should be able to identify the basic concepts of Aptitude and reasoning and they can use it in various competitive examinations.
2. The students should be able to understand the reasoning related aspects.
3. The students should be able to understand aptitude techniques to use it in the examination which will increase their aptitude ability.
4. The students should be able to analyze technique of solving problems in various competitive examinations.

### Reasoning Aptitude

Sr. No	Contents	Lectures
1	<b>Coding – Decoding:</b> Letter coding, Number coding Mixed coding, Decoding.	2
2	<b>Series Completion:</b> Number series, Alphabet series, Letter series	2
3	<b>Odd man Out:</b> Word classification, Alphabet classification, Number classification	2
4	<b>Analogy :</b> Simple analogy, Alphabet analogy	2
5	<b>Blood Relationship</b>	2
6	<b>Mathematical Operations</b>	2
7	<b>Puzzle Test</b>	2
8	<b>Number Series</b>	2
9	<b>Alphabet Test</b>	2
10	<b>Direction Sense Test</b>	2
11	<b>Seating Arrangement:</b> Row seating arrangements, Circular Seating Arrangements.	2
12	<b>Combinations</b>	1
13	<b>Syllogism</b>	2
	<b>TOTAL LECTURES</b>	<b>25</b>

### Quantitative Aptitude

Sr. No.	Contents	Lectures
1	<b>Number System :</b> Types of numbers, Multiplication by short cut Methods, Basic formulae, Division algorithm or Euclidean algorithm, Progression	2
2	<b>H.C.F. And L.C.M.:</b> Factors and Multiples, Highest Common Factor, Least	1

	Common Multiple, H.C.F. and L.C.M. of Fractions	
3	<b>Decimal Fractions:</b> Decimal Fractions, Conversion of a Decimal into Vulgar Fraction, Operations on Decimal Fractions, Recurring & Terminating Decimals	1
4	<b>Simplification:</b> 'BODMAS' Rule, Modulus of a real number	1
5	<b>Square Roots and Cube Roots</b>	1
6	<b>Average</b>	1
7	<b>Surds and Indices:</b> Laws of indices, Laws of surds	1
8	<b>Percentage</b>	1
9	<b>Profit And Loss</b>	1
10	<b>Ratio and Proportion</b>	1
11	<b>Partnership:</b> Partnership, Ratio of Division of Gains	1
12	<b>Time and Work</b>	2
13	<b>Time and Distance</b>	2
14	<b>Problems on Trains</b>	2
15	<b>Simple Interest</b>	2
16	<b>Compound Interest</b>	2
17	<b>Area</b>	2
18	<b>Volume and Surface Area</b>	2
19	<b>Permutations and Combinations:</b> Fundamental principles of Counting, Permutation, Combinations	2
20	<b>Probability</b>	2
	<b>TOTAL LECTURES</b>	<b>30</b>

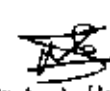
### English Language

Sr. No.	Contents	Lectures
1	<b>1. Noun :</b> 1.1 Common Nouns 1.2 Proper Nouns 1.3 Singular Noun 1.4 Plural Noun 1.5 Collective Noun 1.6 Masculine And Feminine Form of Noun 1.7 The Possessive Forms of Noun	2
2	<b>2. Pronouns :</b> 2.1 Personal Pronouns 2.1.1 Subject Pronouns 2.1.2 Object Pronouns 2.1.3 First Person, Second Person and Third Person 2.2 Reflexive Pronouns 2.3 Possessive Pronouns 2.4 Demonstrative Pronouns 2.5 Interrogative Pronouns 2.6 Indefinite Pronouns	2
3	<b>3. Adjectives:</b> 3.1 Kinds of Adjectives 3.2 The Order of Adjectives 3.3 The Comparison of Adjectives 3.4 Adjective Phrases	2
4	<b>4. Determiners:</b> 4.1 The Articles 4.2 Demonstrative Determiners 4.3 Quantifying Determiners 4.4 Interrogative Determiners 4.5 Possessive Determiners 4.6 Numbers	2
5	<b>5. Verbs and Tenses :</b> 5.1 Subject and Verb Agreement 5.2 Transitive and Intransitive Verbs 5.3 The Simple Present Tense 5.4 The Present Progressive Tense 5.5 The Simple Past Tense 5.6 Irregular Verbs	3



	5.7 The Past Progressive Tense 5.8 The Present Perfect Tense 5.9 Irregular Past Participles 5.10 The Future Tense 5.12 The Imperative Form of Verbs	
6	<b>6. Auxiliary Verbs</b>	1
7	<b>7. Adverbs and Adverb Phrases :</b> 7.1 Adverbs of Manner 7.2 Adverbs of Time 7.3 Adverbs of Place 7.4 Adverbs of Frequency 7.5 Adverbs of Duration	2
8	<b>8. Prepositions and Prepositional Phrases:</b> 8.1 Preposition of Adverb 8.2 Prepositions of Place 8.3 Prepositions of Time 8.4 Prepositions of Direction	1
9	<b>9. Conjunctions :</b> 9.1 Conjunctions Linking Phrases 9.2 Conjunctions with Lists 9.3 Conjunctions That Join Sentences 9.4 Conjunctions of Time 9.5 Conjunctions of Place 9.6 Conjunctions of Reason 9.7 Conjunctions of Purpose	1
10	<b>10. Sentences :</b> 10.1 Four Kinds of Sentence 10.2 Sentences with Objects 10.3 Simple Sentences 10.4 Compound Sentences 10.5 Conditional Sentences 10.6 Positive and Negative Sentences 10.7 Questions 10.8 Question-Word Questions 10.9 Question Tags	2
11	<b>11. Direct and Indirect Speech :</b> 11.1 Direct Speech 11.2 Indirect Speech	2
12	<b>12. Punctuation</b>	1
13	<b>13. A List of Irregular Verbs</b> <b>14. Important Points to Remember In English Language</b> <b>15. Reading Comprehension :</b> 15.1 What is Comprehension 15.2 Definition 15.3 Exam Oriented 15.4 How to Attempt Passage Questions 15.5 General Tips 15.6 Sample Passages for Practicing Exercises	
14	<b>16. Verbal And Vocabulary :</b> 16.1 Paragraphs 16.2 Sentences Completion 16.3 Verbal Analogies 16.4 Para Completion 16.5 Word Usage 16.6 Critical Reasoning 16.7 Vocab Middle roots, Prefix-Suffix Based	
	<b>TOTAL LECTURES</b>	25

  
Miss Dikhar N. A.  
Add on Course co-ordinator

  
Dr. S. A. Biosale  
Course Co-ordinator

Dr. B. S. Sawant  
Direct

## Syllabus

# Hardware and Networking Course

Sr.No.	Topics Name	Lectures
1	<p><b>Introduction of computer components.</b></p> <p>A) Mother board - Main board 2. Storage Devices (HDD, C.D, DVD, Floppy Disk) 3. Memory 4. Display Unit 5. Keyboard, Mouse</p> <p>B) Hardware Installation Problems and Troubleshooting (PC assembling) 1. Mother board Installation 2. RAMPS Installation 3. RAM, HDD installation 4. Printer Installation</p> <p>C) Installation of Operating System, Application software's and Troubleshooting 1. XP Installation 2. Win 7 Installation 3. Drivers Installation 4. MS Office Installation 5. Other Software (PDF, Media Player)</p>	20
2	<p><b>Networks Components</b></p> <p>Introduction Of network Types of Networks 1. LAN 2. WAN 3. MAN 4. Networks Components 5. Modem 2. Switch 3. Hub 4. Different cables C. Cable crimping and Network Parts Installation 1. Switch Installation 2. Assign IP 3. Create a workgroup 4. Network printer Installation. 5. Modem Installation</p> <p>D. Network Problems and Troubleshooting</p>	15



## Syllabus of Tally

	<b>NON TRADING ORGANIZATION</b>	
1	<b>1. Business Organization</b> <ul style="list-style-type: none"> <li>o Service organization</li> <li>o Trading organization</li> <li>o Manufacturing organization</li> </ul> <b>2. Accounting on Computers</b> <ul style="list-style-type: none"> <li>o Basic of accounting concept</li> <li>o Rules of Accounts</li> <li>o Basic Journal Entries</li> <li>o Benefit on A/C of Computer</li> <li>o Transaction in Tally ERP 9</li> </ul> <b>3. Tally Fundamentals</b> <ul style="list-style-type: none"> <li>o Features of Tally ERP 9</li> <li>o Configuration of Tally ERP 9</li> <li>o Creation/Setting up Company</li> <li>o Use of vouchers</li> <li>o Ledgers &amp; Groups</li> </ul> <b>4. Service Organization</b> <ul style="list-style-type: none"> <li>o Structure of Service Organization</li> <li>o GST for services</li> <li>o GST for Expenses</li> <li>o GST Adjustment &amp; Payment</li> <li>o GST Report</li> </ul>	20
2	<b>TRADING ORGANIZATION</b> <b>1. Inward &amp; Outward Supply with GST</b> <ul style="list-style-type: none"> <li>o Cash &amp; Credit Purchase</li> <li>o Cash &amp; Credit Sales</li> <li>o Invoicing</li> <li>o Inventory creation with HSN</li> <li>o Inventory Transaction with GST</li> </ul> <b>2. Overview of Tally ERP 9</b> <ul style="list-style-type: none"> <li>o Features of Tally ERP 9</li> <li>o Advanced Accounting &amp; Inventory Features</li> <li>o F11 Features</li> <li>o F12 Features</li> <li>o GST Activation</li> </ul> <b>3. Advanced GST Features</b> <ul style="list-style-type: none"> <li>o Bill wise Details with GST</li> <li>o Voucher Class for GST</li> <li>o Cost Center for GST</li> <li>o Purchase from URD</li> <li>o Bank Reconciliation</li> </ul>	20

	<ul style="list-style-type: none"> <li>o Zero Valued Entries</li> <li>o Backup &amp; Restore</li> <li>o Additional cost on Purchases</li> <li>o E-way Bill</li> <li>o Interest Calculation</li> </ul> <p><b>4. Advanced Inventory Features</b></p> <ul style="list-style-type: none"> <li>o Actual &amp; Billed Quantity</li> <li>o Separate Discount Column</li> <li>o Multiple Price Levels</li> <li>o Point of Sale (POS)</li> </ul> <p><b>5. GSTR, Accounting &amp; Inventory Reports</b></p> <ul style="list-style-type: none"> <li>o Accounting Reports</li> <li>o GSTR 1 Report</li> <li>o Inventory Report</li> <li>o GSTR 2 Report</li> <li>o GSTR 3B Report</li> <li>o B2B Invoice Report</li> <li>o B2C (Large) Invoice Report</li> </ul>	
3	<p><b><u>MANUFACTURING ORGANIZATION</u></b></p> <p><b>1. Purchase &amp; Sales with GST</b></p> <ul style="list-style-type: none"> <li>o Purchase of Raw Material</li> <li>o Storage of Goods</li> <li>o Production Process</li> <li>o Processing in Manufacturing</li> <li>o Maintenance of Locations</li> </ul> <p><b>2. Functions with Tally ERP 9</b></p> <ul style="list-style-type: none"> <li>o Recording Transactions</li> <li>o Adv. Accounting Vouchers</li> <li>o Adv. Inventory Vouchers</li> <li>o Manufacturing Voucher</li> </ul> <p><b>3. Adv. Stock Transactions</b></p> <ul style="list-style-type: none"> <li>o Order Processing</li> <li>o Tracking numbers</li> <li>o Rejection Notes</li> <li>o Invoicing &amp; Billing</li> <li>o Cost Categories</li> </ul> <p><b>4. Statutory Features</b></p> <ul style="list-style-type: none"> <li>o TDS</li> <li>o TCS</li> <li>o Payroll</li> </ul> <p><b>5. Technical Features</b></p> <ul style="list-style-type: none"> <li>o Multi-Currency</li> <li>o Predefined Cost Centers</li> <li>o Batch Wise Details</li> <li>o Consolidation of Accounts</li> <li>o Bill of Material</li> </ul>	20

## **DISPLAY & REPORTING**

### **1. Management & Control System**

- o Budget & Control
- o Scenario Management
- o Variances Analysis

### **2. Report Generation**

- o Sales Register
- o Purchase Register
- o Re-Order Levels
- o Optional Voucher
- o Credit Limits

### **3. System Administration**

- o Consolidation of Accounts
- o Split Company Data
- o Export & Import of Data
- o ODBC Compliance

### **4. Technical Advantages**

- o Multi Lingual
- o Security Control
- o Audit In Tally ERP 9
- o Key points of Display

### **5. Printing in Tally ERP 9**

- o Cheque Printing
  - o Voucher Printing
  - o Company Logo Printing
  - o Receipt Printing
- ### **3. Finalization of Accounts**
- o Closing Entries
  - o Adjustment Entries
  - o Profit Screening

## Syllabus on Personality Development

(It is designed for 40 hours but can be stretched to 60 hours. It depends on the grasping of students.)

<b>Course Outcomes</b>	<ol style="list-style-type: none"> <li>Students will be able to develop professional personality, positive attitude towards everything.</li> <li>Students will be able to develop good interpersonal relations with other individuals at work place.</li> <li>Students will learn the time management and professional manners and etiquettes.</li> </ol>		
<b>Expected Skills Impartation (Through Theory and Practical)</b>	<ol style="list-style-type: none"> <li>Self management skills</li> <li>Interpersonal skills</li> <li>Etiquette and Manners</li> <li>Communication Skill</li> </ol>		
<b>Marks 50</b>	<b>Total Hours of Teaching : 40</b>	<b>Theory:28</b>	<b>Practical :12</b>
<b>Unit 1 :</b> <b>a)Theory</b>	<ol style="list-style-type: none"> <li>Introduction to different personality traits.</li> <li>Self Management --- Self Evaluation, Self discipline, Self criticism, Recognition of one's own strengths and weaknesses, Self-Discovery and Goal Setting</li> <li>Positive Thinking and Attitude- Development of Positive thinking and attitude.</li> <li>Interpersonal Relations- Sensitivity Training.</li> </ol>		<b>07 Hrs</b>
<b>b)Practical</b>	<ol style="list-style-type: none"> <li>Meditation session(Students should write their experience about meditation and submit it.)</li> <li>Sessions on interpersonal relations, e.g. How to introduce oneself, style of greeting, introducing others to third parties. (Videos of students during practical session to be recorded and preserved for evaluation)</li> </ol>		<b>3 Hrs.</b>
<b>Unit 2 :</b> <b>a)Theory</b>	<ol style="list-style-type: none"> <li>Etiquette and Manners----Professional Etiquette---Technology Etiquette--Table Manners</li> <li>Time Management</li> <li>Grooming-Dressing, Postures, Gestures,</li> <li>email and telephone communication</li> <li>Physical Fitness- Importance and ways of achieving it., Healthy eating habits.</li> </ol>		<b>07 Hrs</b>
<b>b)Practical</b>	<ol style="list-style-type: none"> <li>Practical session on table manners.</li> <li>Practical session on Dressing, Postures, Gestures</li> </ol>		<b>3 Hrs.</b>
<b>Unit 3:</b> <b>a)Theory</b>	<b>Effective Communication Skills</b> Introduction, understanding communication, the Communication process, Types of communication, Barriers to effective communication, 7 C's of communication, <b>A. Listening Skills:</b> Listening, Active listening and Passive listening, Blocks to effective listening, Guidelines for Effective listening,		<b>07 Hrs</b>

#### IV. About the Workshops

Workshop no.	Workshop description	Objective of Workshop
Day 1	Pre assessment	Pre-assessments provide the basis for monitoring students' progress and for measuring growth. They also help students focus attention on specific learning goals.
Day 2	Learn Action, Description & Pronunciation	Aim of learning Verbs is that it teaches students to communicate about events in the world by combining words into sentences.
Day 3	Portion of Grammar	To gain effective communication skill, learn the right usage of Tenses.
Day 4	Grammar cont.	Conjunction & Preposition. Objective of learning Adjective is to make our English conversation more visual & vivid.
Day 5	Scripted Dialogues	Scripted dialogues will help students read and orally practice correct usage of English and also provide models on which students can base their own conversations.
Day 6	Audio - Video Listening	Listening to audio and videos will help the students to develop better a) Comprehension b) Language competence c) Listening confidence d) Ability to identify sounds, words & phrases
Day 7	Let's Make Conversation & Impromptu Role Play	Aim of the session is to learn to have a good flow of conversation, by inviting the other person also to speak.



		<p>Invitation is in the form of questions.</p> <p>Through Impromptu Role Plays students will learn to utilize tactics for thinking quickly in public speaking situations.</p>
Day 8	Debate & Speech Shadowing	Debate & Speech Shadowing will help in improving pronunciation, vocabulary & fluency.
Day 9	Writing - Picture Description & Essay writing	To enhance the English writing skills of the students
Day 10	Post assessment	An attempt to measure student's growth over time from the time the student started the course. It will help to determine the extent to which students met the learning objectives developed.

Online course curriculum -

Name of Unit	Objective of Unit
Mentality	The lessons help clear mental blocks for students struggling with English language. It helps them overcome the basic fear.
Parts of speech	It introduces us to the basic parts of speech.
Parts of speech 2	It introduces us to the basic parts of speech
Tenses	Students learn tenses to avoid errors in sentence structure and grammar
Tenses part 2	All tenses are creatively explained with loads of examples for better understanding
Questions	The unit deals with framing questions as it is an inevitable part of day to day conversations.





## Final Report English Communication Course

Vocabulary	Enhancing vocabulary and understanding its usage in day to day conversations.
Effective communication	English communication is made smooth and easy by introducing phrasal verbs, linking verbs and many other interesting lessons.

### Assignment Topics –

Title of Assignment	Instruction message to student 2-3 sentences
Zodiac Characteristics	Do you believe in Sun Signs? Google about your Sun Sign and share any 3 characteristics which matches your personality. For eg. I am a Libra – The 3 characteristics that match my personality traits are: Loyal, Diplomatic & Peace Loving. Just add why you feel these characteristics are true to you!
Paragraph Writing	Write a short paragraph on any one of the following topics:  1. A stormy night 2. Your Dream Vacation 3. My Favorite Book



# Software Project mgt.

BCA-II (Sem IV)			
Course code: <b>CCL 408</b>	<b>Mini Project</b>	<b>Credit :02</b>	<b>Marks:50</b>
<b>Course Outcomes</b>	After completion of this course student should be able to- 1. Implement fundamental domain knowledge of core courses for developing simple business applications. 2. Utilize the software development techniques, skills and modern tools.		
	<b>Guidelines for Project</b>		
	1. A group of maximum <b>two to four</b> students prepare a mini project under the guidance of internal teacher. 2. Students should adopt SDLC approach 3. Project guide should provide progress report to each group & student should follow it. (Encl. Progress report ) 4. Number of Copies: The student should submit two Hard-bound copies of the Project Report. 5. The project report is duly signed by Principal or Head of Department, Project Guide and Student. 6. Acceptance/Rejection of Project Report: o The student should submit progress report with draft project report to the guide. o Respective guide has right to suggest modifications for resubmission or accept the project. o Only on acceptance of draft project report, the student should make the final copies.		
	Following format for the submission of the Project Report. <b>a. Paper:</b> The Report shall be typed on white paper, A4 size, for the final submission. The Report to be submitted must be original and subsequent copies may be photocopied on any paper. <b>b. Typing:</b> The typing shall be of standard letter size, 1.5 spaced and on both side of the paper. (Normal text should have Times New Roman, Font size 12. Headings can have bigger size) <b>c. Margins:</b> The typing must be done in the following margins: Left ---- 1.5 inch, Right ---- 1 inch Top ---- 1 inch, Bottom ---- 1 inch <b>d. Front Cover:</b> The front cover should contain the following details: TOP : The title in block capitals of 6mm to 15mm letters. CENTRE: Full name in block capitals of 6mm to 10mm letters. BOTTOM: Name of the University, Course, Year of submission -all in block capitals of 6mm to 10mm letters on separate lines with proper spacing with center alignment. <b>e. Blank Sheets:</b> At the beginning and end of the report, two white black papers should be provided, one for the purpose of binding and other to be left blank.		
<b>IV</b>	<b>Documentation Format</b>		

- a) Cover Page
- b) Institute/College Recommendation
- c) Guide Certificate
- d) Declaration
- e) Acknowledgement
- f) Index
- g) Chapter Scheme
- 1) Introduction to Project**
  - Introduction
  - Existing System
  - Need and scope of Computer System
  - Organization Profile(Optional & applicable for live project only)

- 2) Proposed System**
  - Objectives
  - Requirement Engineering.
  - Requirement Gathering
  - Software Requirements

- 3) System Analysis**
  - System Diagram
    - DFD
    - ERD
    - UML(if applicable)

(Note: Use advanced tools and techniques as per requirement.)

- 4) System Design**
  - Database Design
  - Input Design & its samples
  - Output Design (on screen)

- 5) Implementation**
  - System Requirement
    - Hardware
    - Software
  - Installation process
  - User Guideline

**6) Reports (with valid Data)**

(Minimum 4 reports)

- 7) Conclusion and Suggestions**
  - Conclusion
  - Limitations
  - Suggestion

**Annexure**

- Source code(Include Main Logic source code)
- Questioner/Schedule(if used)
- Student Guide Meet Record

**References**

- i) Books
- ii) Journals
- iii) Periodicals and Newspapers
- iv) Web/Blogs



**Rayat Shikshan Sanstha's**  
**Karmaveer Bhaurao Patil Institute of Management Studies and Research, Varye, Satara**

**Syllabus for Interview Skill Course**

<b>Sr.</b>	<b>Content</b>	<b>Hours</b>
1	Resume Writing	02
2	Personal Interview	03
3	Preparation	03
4	Typical Interview Format	04
5	Employer wish list	05
6	Tips regarding attire	04
7	Starting the interview	04
8	Body language	05
9	Standard Interview Question	04
10	Types of question	03
11	Elements of successful interview	02
12	Job interview Do's and Don'ts	01
	<b>Duration</b>	<b>40</b>



## "Certificate course in Android Application Development"

Duration: <sup>Home</sup> 35 periods (practical). <sup>(2 hrs each)</sup>

Evaluation: After completion of course issued certificate based in their performance. <sup>on</sup>

Commencement on: 24th Nov To 30 Nov 2017 <sup>15th June 2018 to 30th Sept 2018</sup>

Timing: 10.30 AM to 4.00 PM. <sup>Every Saturday</sup>

Last date of <sup>Admission</sup> ~~Submission~~ <sup>Fee</sup> —

Syllabus:

### Course Highlights:

- Participants will be able to develop their own android applications
- Participants will understand working of various android applications
- Participants are encouraged to think and come up with new application ideas
- Interactive lecture sessions
- Group discussions to encourage innovation
- Good multimedia content to help students grasp the material easily
- Career guidance by experienced faculty

### Course Structure & Topics covered:

- Introduction to Mobile Application Development
- Role of Android in mobile industry
- Introduction to Android SDK and its setup
- Building the Application Framework
- Designing User Interfaces
- Activities, Services, Intents, Broadcast Receivers
- Resources, Menus, Content Providers, Dialogs, Notifications
- Working with Data, Multimedia, Location
- Publishing the developed application into Play Store



Dr.B.S.Sawant

(Director)

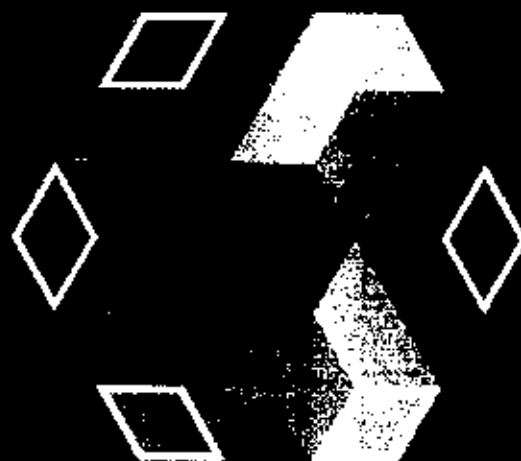
# DIGITAL MARKETING

## LEVEL 1

### SYLLABUS

**DIGITAL**

Digital Shende  
Satara



## Index

Overview

Module 1 Digital Marketing Fundamentals

Module 2: Website planning strategy

Module 3 : Search Engine Optimization

Module 4 : Content & Blogging

Module 5: Google Analytics

Module 6: Social Media Marketing

Module 7: Email Marketing

Module 8 : Inbound Marketing

Module 9 : Affiliate Marketing

## Overview

Learn about Digital Marketing concept, uses, trending examples, advanced website structure, planning strategies, Search Engine Optimization structure-process, learn to create own generated marketing content submit to search engine, start earning through online platforms, inbound marketing. Additionally, learn how to market with email, and how to measure and optimize with Google Analytics.



**Estimated Time:** App. 23 days 2 hrs total 45 hrs



**Prerequisites:** No experience required

## Training Methodology



**In foundation** | basic understanding of the digital landscape

**Assignments** | Get understanding and to gain more knowledge

**Provide hands** practical's are shared and explained on the regular basis

**Industry based cases** are shared to provide essence of real time challenges faced

**Evaluate** the participants Digital Marketing training with **2 online test** held during training period.



## Module 1: Digital Marketing Fundamentals

Becoming a digital marketer is a journey. In this module we understand the fundamentals of Digital Marketing which led's you understand the right concept of Trending digital Marketing in corporate business sector.

### Module Project

#### Prepare to Market

In this first project, you'll prepare for your new role as a digital marketer. You can choose to market your own company or a B2C or B2B product we've provided. Analyse their marketing effort online which we focus in this module.

LEARNING OUTCOMES		
LESSON ONE	Welcome to Digital Marketing	Marketing is an essential part of your everyday life. We will take you on a journey through the evolving digital marketing landscape. This course will teach the fundamentals to help you navigate and thrive in this fast-growing field.
LESSON TWO	The Digital Marketing Framework	We provide a framework to help you make the right decisions in an ever-changing digital marketing environment. Learn about our marketing map that covers the what, who, how, where and when of marketing
LESSON THREE	What: Your Business	The journey begins with understanding the "what" you are marketing. Learn how to articulate a business model in a concise targeted way.
LESSON FOUR	Where: Marketing Channels	There are many different ways to reach your customer at different stages in their journey, with an increasing number of marketing channels from which to choose.
LESSON FIVE	Why: Marketing Objectives & KPIs	Setting marketing objectives and measuring your progress toward them with Key Performance Indicators is a crucial step of the planning process

## Module 2: Website planning strategy

The concept of Digital Marketing involves first website. Regarding to changing technical sectors all websites have to be re-structure time to time for get ranking position, reach potential viewers on Search Engine. It essential to get understand exact trending in-coming website structure with accurate planning strategy.

### Module Project Create Website plan

In this first project you'll create website plan including trending strategies websites provide be us. Make collection of different website professional – local regarding type we focus

### LEARNING OUTCOMES

#### LESSON ONE

##### Understand website

Each business needs their online presence. This presence not only on social media, they need own domain website. Understand fundamentals of website.

#### LESSON TWO

##### DOM Module

Understand exact DOM module helps focus how website execute on browsers

#### LESSON THREE

##### Types of websites

There different types of website. Which have specific segmentations over online platform. Focusing exact types of websites

#### LESSON FOUR

##### Website planning

Learn how create website plan, importance, key trending points essentials to include each webpage

#### LESSON FIVE

##### Website structure

Learn website structure pros and cons of each structure, understand views behaviour during visit webpages

## Module 3 : Search Engine Optimization

Search engine Optimization is key success over Digital platform each website have search engine. Business invest lot of efforts to get / maintains ranking position on SE for their brand. SE is endless process which provides many job opportunities for youths also includes start-up ideas. Let's understand search Engine Optimization

### Module Project

Implement SE  
Best Practices

In this first project, you'll provides best Search Engine practise. Search Engine practices may open you best job or Star-up opportunities. We provides best SE session as these are our core session of our training.

LEARNING OUTCOMES		
LESSON ONE	Understanding Search	Starting from fundamental lets understand what is exact SEARCH. How it works, purpose of Search in our life.
LESSON TWO	Search Engine Fundamentals	Core definition of search engine. Understanding the process, structure and insights of Search Engine
LESSON THREE	Google Search Look out	Get details of Google Search website, structure, how Google get signals, what we have to do for that signals for getting ranking position over Google Search.
LESSON FOUR	Search Engine Types	This lesson focus on Search Engine types, learn on page   off page optimization get best practices during this lesson
LESSON FIVE	Jobs in SEO	We describe what it's like to be a Search Engine Optimization (SEO) Marketer and what skills recruiters look for in the hiring process.

## Module 4 : Content & Blogging

**Shape your Digital Ideas.** Content can be stated as KING of digital Marketing. Learn how, why for whom you are writing content. Exact successful content strategy. Get practice over professional blogging. Create your own digital content on basis of previous modules, focus on practices practices and practise

### Module Project

Create and  
submit

In this first project, you'll create your own digital creation and submit to search engine. Which helps you highlights in resume too

LEARNING OUTCOMES		
LESSON ONE	Content	Learn actual process of content strategy for text, images, videos, audio on social media, search engine
LESSON TWO	Content segments	Get in depth of content segments. Learn with best practices writing content for targeted audience
LESSON THREE	Professional Blogging	Learn key aspects of professional blogging. Understand blog insides outsides
LESSON FOUR	Digital creation	Create your own digital creation with previous modules we learnt. Submit your creation to search engine
LESSON FIVE	Jobs in content writing	We describe professional content writing jobs and what skills recruiters look for in the hiring process.

## Module 5: Google Analytics

This module you'll learn basics of Google Analytics which almost each websites used for understanding their online behaviour. Implement Google Analytics to your own digital content, analyse your digital content, create reports.

### Module Project

Open Google Analytics account and measure

In this first project, you'll create Google Analytics account for your own previous digital content. You analyse your content online behaviour, create custom reports, download with right segmentations, views

LEARNING OUTCOMES		
LESSON ONE	Introducing Google Analytics	Learn Why digital analytics? How Google Analytics works also create Google Analytics setup with your Gmail account
LESSON TWO	The Google Analytics Interface	Learn Google analytics interface including Navigating Google Analytics Understanding overview reports Understanding full reports How to share reports How to set up dashboards and shortcuts
LESSON THREE	Basic Reports	Understanding Basics reports i.e. Audience reports Acquisition reports Behaviour reports etc.
LESSON FOUR	Read and analyse Google Analytics reports	In this less your will learn how read and analyse Google analytics account report with your own digital content
LESSON FIVE	Opportunities in Google Analytics	In this lesson we focus best opportunities in Google Analytics for youth getting jobs as well as start-up

## Module 6: Social Media Marketing

This module will help you shape the conversation around business, build loyalty, and attract new customers and partners; it's the only social media training you'll ever need. Building an effective social media strategy will expand all of your other inbound marketing efforts as well as build brand awareness, drive word of mouth, and attract buyers

### Module Project

Social Media  
Content, calendar

In this first project, you'll create wide digital content regarding your own digital creation. You'll also create monthly bases Social Media Calendar for your Digital Creation.

LEARNING OUTCOMES		
LESSON ONE	Developing a Social Media Strategy	Creating a promotional plan that takes advantage of social and digital technologies will help you shape the conversation, build loyalty, and attract new customers and partners
LESSON TWO	Social Media Listening and Monitoring	Social media is so much more than a way to amplify your message it's a powerful listening device that your whole company can learn from .Lets learn how impact Social Listening on business
LESSON THREE	Building a Content Strategy for Social Media	Social media is nothing without the content that makes it interesting for its users. understand the basic types of social media content, how to develop a strategic plan, and key factors that will help your content have the best results.
LESSON FOUR	Extending Your Reach on Social Media	Social media practitioners need to understand how to take advantage of influencer marketing and how to encourage more people to generate content that highlights your brand, products, and services in a positive way.Let's focus on key points how to extend reach on social media

<b>LESSON FIVE</b>	<b>Using Social Media to Build One-to-One Relationships</b>	Individuals who engage with you on social are likely to trust you more, have deeper loyalty, and will be more likely to recommend your products and services to others. Learn how to get this for your success over social media platform
<b>LESSON SIX</b>	<b>Introduction to Social Media Advertising</b>	In this lesson, you'll learn about the advertising options that are available across multiple platforms, including Facebook, Instagram, LinkedIn, Twitter, Pinterest, YouTube, Qoura, Share-it etc
<b>LESSON SEVEN</b>	<b>Essentials for Continued Success with Social Media</b>	Social media is an evolving field, and understanding the challenges, risks, and opportunities for continued success is critical for social media professionals. Learn about the importance of understanding the governance and risks associated with social media
<b>LESSON EIGHT</b>	<b>Social Media Calendar</b>	Create your own social Media Calendar on your digital creation for one month



## Module 7: Email Marketing

Email Marketing provides close relation to perspective loyal customer rather than cold calling. Engagement through email marketing stated as professional marketing sector in trending technical field. You'll gain the knowledge and practical skills needed to create an email marketing strategy that grows your business

### Module Project

Professional  
Email campaigns

In this first project, you'll create professional E-mail campaign with best practices

LEARNING OUTCOMES		
LESSON ONE	Understanding Email Marketing	Learn why email marketing is an important part of inbound and how to build an effective email marketing strategy for growth
LESSON TWO	Creating a Contact Management and Segmentation Strategy	Learn how to create a contact management and segmentation strategy that's designed to help you send contextual content in emails and create conversations that people want to engage with
LESSON THREE	Sending the Right Email	In this lesson, you'll learn the key components of how to send the right email to the right person at the time and provide the most value to your contacts in the process.
LESSON FOUR	Testing Your Marketing Emails	In this lesson you'll learn why testing your marketing is an important piece of your overall email marketing strategy in addition to what types of tests you can run on your marketing emails and how to position those tests.
LESSON FIVE	Create Email Marketing Campaign	Create professional email marketing campaigns using best templates.



## Module 8 : Inbound Marketing

Inbound Marketing is process of create loyal costumer for your products or services through online platform. Let's understand how it work and get details.

### Module Project

Create inbound  
marketing  
module

In this first project, you'll create inbound marketing module for product or service provides by us.

### LEARNING OUTCOMES

<b>LESSON ONE</b>	Inbound marketing term	Learn actual terminology of Inbound Marketing
<b>LESSON TWO</b>	Inbound Marketing examples	Let's focus on IM examples how we all involve this IM day-life through various online methods
<b>LESSON THREE</b>	Understating Inbound Marketing	Lest understand process of Inbound Marketing. Lets implement for your previous digital creation.
<b>LESSON FOUR</b>	Inbound Marketing Future of Digital Marketing	Inbound Marketing is everywhere. Get details what's the future of digital marketing with IM. How we have to prepare for this.
<b>LESSON FIVE</b>	Opportunities in Inbound marketing	We describe best jobs, start-up opportunities in Inbound Marketing over global platform.

## Module 9 : Affiliate Marketing

Interested in tapping into the **revenue** in affiliate marketing industry this module takes you best eye-sights of growing affiliate marketing sector over online media.

### Module Project

Create affiliate  
marketing  
structure

In this first project, you'll create affiliate marketing Digital structure B2B, B2C companies provided by us.

### LEARNING OUTCOMES

<b>LESSON ONE</b>	Fundamentals of affiliate marketing	Learn actual fundamentals of affiliate marketing, process, the trending facts.
<b>LESSON TWO</b>	How it works	Learn how exact affiliate marketing works what is it's types pros and cons. How it help you get earning through online platform
<b>LESSON THREE</b>	Affiliate marketing trending platform	Learn key trending affiliate marketing platform in India
<b>LESSON FOUR</b>	Affiliate marketing structure	Create your own affiliate marketing structure how B2B, B2C companies works today
<b>LESSON FIVE</b>	Opportunities in Affiliate marketing	We describe best earning, jobs opportunities in Affiliate marketing trending today in India or near by you.



# An Introduction to Python

- 1 Ice Breaker
- 2 Introduction
- 3 Whetting Your Appetite
  - 3.1 Where From Here
- 4 Using the Python Interpreter
  - 4.1 Invoking the Interpreter
    - 4.1.1 Argument Passing
    - 4.1.2 Interactive Mode
  - 4.2 The Interpreter and Its Environment
    - 4.2.1 Error Handling
    - 4.2.2 Executable Python Scripts
    - 4.2.3 The Interactive Startup File
- 5 An Informal Introduction to Python
  - 5.1 Using Python as a Calculator
    - 5.1.1 Numbers
    - 5.1.2 Strings
    - 5.1.3 Unicode Strings
    - 5.1.4 Lists
  - 5.2 First Steps Towards Programming
- 6 More Control Flow Tools
  - 6.1 `if` Statements
  - 6.2 `for` Statements
  - 6.3 The `range()` Function
  - 6.4 `break` and `continue` Statements, and `else` Clauses on Loops
  - 6.5 `pass` Statements
  - 6.6 Defining Functions
  - 6.7 More on Defining Functions
    - 6.7.1 Default Argument Values
    - 6.7.2 Keyword Arguments
    - 6.7.3 Arbitrary Argument Lists
    - 6.7.4 Lambda Forms
    - 6.7.5 Documentation Strings
- 7 Data Structures
  - 7.1 More on Lists
    - 7.1.1 Using Lists as Stacks
    - 7.1.2 Using Lists as Queues
    - 7.1.3 Functional Programming Tools
    - 7.1.4 List Comprehensions
  - 7.2 The `del` statement
  - 7.3 Tuples and Sequences
  - 7.4 Dictionaries
  - 7.5 Looping Techniques
  - 7.6 More on Conditions
  - 7.7 Comparing Sequences and Other Types
- 8 Modules
  - 8.1 More on Modules
    - 8.1.1 The Module Search Path
    - 8.1.2 "Compiled" Python files
  - 8.2 Standard Modules
  - 8.3 The `dir()` Function
  - 8.4 Packages

- 8.4.1 Importing \* From a Package
  - 8.4.2 Intra-package References
- 9 Input and Output
  - 9.1 Fancier Output Formatting
  - 9.2 Reading and Writing Files
    - 9.2.1 Methods of File Objects
    - 9.2.2 The 'pickle' Module
- 10 Errors and Exceptions
  - 10.1 Syntax Errors
  - 10.2 Exceptions
  - 10.3 Handling Exceptions
  - 10.4 Raising Exceptions
  - 10.5 User-defined Exceptions
  - 10.6 Defining Clean-up Actions
- 11 Classes
  - 11.1 A Word About Terminology
  - 11.2 Python Scopes and Name Spaces
  - 11.3 A First Look at Classes
    - 11.3.1 Class Definition Syntax
    - 11.3.2 Class Objects
    - 11.3.3 Instance Objects
    - 11.3.4 Method Objects
  - 11.4 Random Remarks
  - 11.5 Inheritance
    - 11.5.1 Multiple Inheritance
  - 11.6 Private Variables
  - 11.7 Odds and Ends
    - 11.7.1 Exceptions as Derived Classes
- 12 What Now?
- A Interactive Input Editing and History Substitution
  - 12.1 Line Editing
  - 12.2 History Substitution
  - 12.3 Key Bindings
  - 12.4 Commentary
- B Floating Point Arithmetic: Issues and Limitations
  - 12.5 Representation Error



Excel Course Syllabus		
Part	Part Name	Duration (Hours)
Part A	Basic Excel	10
Part B	Overview of Excel Ribbons	6
Part C	Advances Excel	10
Part D	Excel Shortcut Keys	4
Total Duration (Hours)		30





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**Karmaveer Bhaurao Patil Institute of Management  
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# Soft Skill Development Course

## CERTIFICATE

*This Certificate is Awarded to **Mr. / Ms. / Mrs.** \_\_\_\_\_  
studying in \_\_\_\_\_ from **KBPIMSR, Varye, Satara** has successfully  
completed **Soft Skill Development Course** during Academic Year 20 \_\_\_\_\_*

**Dr. M. B. Bhosale**  
Co-ordinator



**Dr. B. S. Sawant**  
Director



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# Android Course

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Co-ordinator



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**Dr. B. S. Sawant**  
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# Interview Skill Course

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**Dr. S. B. Chavan**

Co-ordinator



**Dr. B. S. Sawant**

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# Personality Development Course

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studying in \_\_\_\_\_ from **KBPIMSR, Varye, Satara** has successfully  
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**Dr. M. B. Bhosale**  
Co-ordinator



**Dr. B. S. Sawant**  
Director





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# Tally with GST Course

## CERTIFICATE

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studying in \_\_\_\_\_ from **KBPIMSR, Varye, Satara** has successfully  
completed **Tally with GST Course** during Academic Year 20 \_\_\_\_\_*

**Mr. V. D. Patil**  
Co-ordinator



**Dr. B. S. Sawant**  
Director



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# Hardware & Networking Course

## CERTIFICATE

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studying in \_\_\_\_\_ from **KBPIMSR, Varye, Satara** has successfully  
completed **Hardware & Networking Course** during Academic Year 20\_\_\_\_\_*

**Dr. R. D. Kumbhar**  
Co-ordinator



**Dr. B. S. Sawant**  
Director



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# Aptitude Enhancement Course

## CERTIFICATE

*This Certificate is Awarded to **Mr. / Ms. / Mrs.** \_\_\_\_\_*

*studying in \_\_\_\_\_ from **KBPIMSR, Varye, Satara** has successfully  
completed **Aptitude Enhancement Course** during Academic Year 20 \_\_\_\_\_*

**Dr. S. B. Chavan**  
Co-ordinator



**Dr. B. S. Sawant**  
Director





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# Spoken English Course

## CERTIFICATE

*This Certificate is Awarded to Mr. / Ms. / Mrs. \_\_\_\_\_*

*studying in \_\_\_\_\_ from **KBPIMSR, Varye, Satara** has successfully  
completed **Spoken English Course** during Academic Year 20 \_\_\_\_\_*

**Dr. S. R. Nikam**  
Co-ordinator



**Dr. B. S. Sawant**  
Director



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# Advance Excel Course

## CERTIFICATE

*This Certificate is Awarded to **Mr. / Ms. / Mrs.** \_\_\_\_\_*

*studying in \_\_\_\_\_ from **KBPIMSR, Varye, Satara** has successfully  
completed **Advance Excel Course** during Academic Year 20 \_\_\_\_\_*

**Dr. S. S. Bhola**  
Co-ordinator



**Dr. B. S. Sawant**  
Director





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# Digital Marketing Course

## CERTIFICATE

This Certificate is Awarded to **Mr. / Ms. / Mrs.** Nade Harshvardhan Prabhakar.

studying in MBA from **KBPIMSR, Varye, Satara** has successfully  
completed **Digital Marketing Course** during Academic Year 20 21-22.

**Dr. S. S. Bhola**

Co-ordinator



**Dr. B. S. Sawant**

Director



Rayat Shikshan Sanstha's

**Karmaveer Bhaurao Patil Institute of Management  
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# Python Course

## CERTIFICATE

This Certificate is Awarded to **Mr. / Ms. / Mrs.** Godose Namrata kiran.  
studying in BCA-III from **KBPIMSR, Varye, Satara** has successfully  
completed **Python Course** during Academic Year 20 21-22.

  
**Dr. R. D. Kumbhar**  
Co-ordinator



  
**Dr. B. S. Sawant**  
Director





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# Skill Development Course

## CERTIFICATE

This Certificate is Awarded to **Mr. / Ms. / Mrs.** Chavan Anagha Bhaskor  
studying in BBA III from **KBPIMSR, Varye, Satara** has successfully  
completed **Skill Development Course** during Academic Year 20 22-23

**Dr. M. B. Bhosale**  
Co-ordinator



**Dr. B. S. Sawant**  
Director



Rayat Shikshan Sanstha's


**Karmaveer Bhaurao Patil Institute of Management  
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# Communication Skill Course

## CERTIFICATE

This Certificate is Awarded to **Mr. / Ms. / Mrs.** Sadigale Arti Deepak  
studying in BCA -II from **KBPIMSR, Varye, Satara** has successfully  
completed **Communication Skill Course** during Academic Year 20 19 - 20

  
**Dr. S. R. Nikam**  
Co-ordinator



  
**Dr. B. S. Sawant**  
Director





Rayat Shikshan Sanstha's

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# Aptitude Building Course

## CERTIFICATE

*This Certificate is Awarded to Mr. / Ms. / Mrs. \_\_\_\_\_*

*studying in \_\_\_\_\_ from **KBPIMSR, Varye, Satara** has successfully  
completed **Aptitude Building Course** during Academic Year 20\_\_\_\_\_*

  
**Dr. S. B. Chavan**  
Co-ordinator



  
**Dr. B. S. Sawant**  
Director