



MEWA

VANGUARD BUSINESS SCHOOL

Affiliated To Bengaluru city University & Approved by AICTE

Value added programme

**Accounting & Incorporation of
companies**

For

MBA I Sem Students

Batch: 2022-2023

06.03.2023 To 31.05.2023

Programme coordinator

Ms. Kavitha. S

9916260875

#128, 38th cross, East end Main road, Jaynagar
9th block, Bangalore-5600041

080-26634467 / 9611677399 / 9035610621

www.mewavbs.com

**Enroll
Now!!**

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MEWA VANGUARD BUSINESS SCHOOL

DEPARTMENT OF MBA

VALUE ADDED PROGRAMME

ON

ACCOUNTING & INCORPORATION OF COMPANIES

This programme includes six modules that cover various industry or corporate practical aspects. The course is designed to complete one module per semester. Each module takes approximately 50 hours to complete, with 10 hours of classroom awareness training and the remaining hours of individual practice at college/home. These modules will be implemented in the college as part of their Business Laboratory Setup. Students can access this platform through their college Business Laboratory or from their personal computers. Each module provides vast experience and exposure; Hence, it is recommended for each student to practice independently post-college hours to gain greater Industry exposure.

FOR MBA I SEM STUDENTS (BATCH:2022-2023)

(06.03.2023 TO 31.05.2023)

FOR REGISTRATION AND DETAILS

CONTACT PROGRAMME CO-ORDINATOR

Ms. Kavitha . s

DEPT. OF MBA



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**128,38TH CROSS, EAST END MAIN ROAD, JAYNAGAR 9TH BLOCK,
BANGALORE - 560041.**

DEPARTMENT OF MBA

VALUE ADDED COURSE REPORT

**COURSE TITLE: ACCOUNTING &
INCORPORATION OF COMPANIES**

2022-23

VALUE ADDED PROGRAMME

COURSE DETAILS

COURSE TITLE	ACCOUNTING & INCORPORATION OF COMPANIES
FACILITATOR / TRAINER DETAILS	RADHIKA
AWARDING AUTHORITY	MEWA VBS
NUMBER OF HOURS	50
TARGET GROUP	1 semester MBA
START DATE	06/03/2023
END DATE	31/05/2023
VENUE	MEWA VBS
NUMBER OF STUDENTS ENROLLED	35
NUMBER OF STUDENTS COMPLETED	35
TRAINING METHOD	PRACTICAL TRAINING
DETAILS ENCLOSED	<ul style="list-style-type: none">• Syllabus• List of students enrolled• Feedback Template• Feedback Received



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DEPARTMENT OF MANAGEMENT
NOTIFICATION

This is to inform all the students that the department of Management is organizing a Value added programme for MBA (Batch 2022-23) I semester students on Accounting & incorporation of companies, 50 hours programme on the basics and advanced features of the topic. We expect students to register themselves for the same and make the best use of the program. The sessions are included in the regular time table and the detailed session time table would be notified shortly. The classes would commence from 06.03.2023 and close on 31.05.2023.


Head of the Dept


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Annexure- I to the Proposal

INTRODUCTION TO COURSE

Bizzlab includes six modules that cover various industry or corporate practical aspects. The course is designed to complete one module per semester. Each module takes approximately 50 hours to complete, with 10 hours of classroom awareness training and the remaining hours of individual practice at college/home. These modules will be implemented in the college as part of their Business Laboratory Setup. Students can access this platform through their college Business Laboratory or from their personal computers. Each module provides vast experience and exposure; Hence, it is recommended for each student to practice independently post-college hours to gain greater Industry exposure

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OBJECTIVE

This document provides an overview of the employment enhancement curriculum that will be implemented in the college using the Bizzlab-skill-tech platform. Furthermore, this document explains how we are implementing the Bizzlab concept here in college, including precise details about the modules, timelines, and module viability for semesters. In a nutshell, it provides a comprehensive overview of the Bizzlab curriculum.

OUTCOME EXPECTED

After learning this course, a student will have 1 year of accounting and bookkeeping experience. They will be exposed to workable accounting documents, how to interpret accounting transactions, recognize proper values, and report in the accounting system

After completion of this course, a student will already have attained 1 year of expertise in registration work. They will develop skills in identifying which forms to use for various registrations, what documents are required, and how to apply.

After completing this course, the student will already have attained 1 year of experience in the salary and payroll process segment. They will understand all the relevant terms, such as salary processing and salary payout, and will be capable of handling salary computation work independently since joining the industry

After completion of this course, students may have gained extensive skills in banking tasks that are commonly required in every company. They will come to know all the relevant bank terms and would be able to initiate banking transactions digitally.

After finishing the course, students should be able to handle routine tasks in GST via the portal on their own.



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BRIEF ABOUT THE PROGRAMME

Module - I Practical Exposure in Book-keeping and Accounting Works

Objective :

This module focuses on giving students hands-on accounting experience. It gives students an authentic experience of accounting documentation, processes, and transaction recording.

Scope :

The accounting module has 10 categories, which are further subdivided into ninety (90) sub-categories. Each sub-category's transactions must be accessed and recorded in the accounting system by a student. In addition to the Induction class at the college, students can understand the module through a user-friendly menu, video tutorials, theory, and a helpline. Students will also have the choice to double-check their answers. In the event of an accounting error, the system will display a message describing what went wrong. The student will receive one score upon successful entry. This module contains 2400 accounting transactions. Students who complete the prescribed number of the transaction will become well versed with transactions.

Outcome :

After learning this course, a student will have 1 year of accounting and bookkeeping experience. They will be exposed to workable accounting documents, how to interpret accounting transactions, recognize proper values, and report in the accounting system.



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Module – II Practical Exposure in Business Setup and Registrations
Objective :

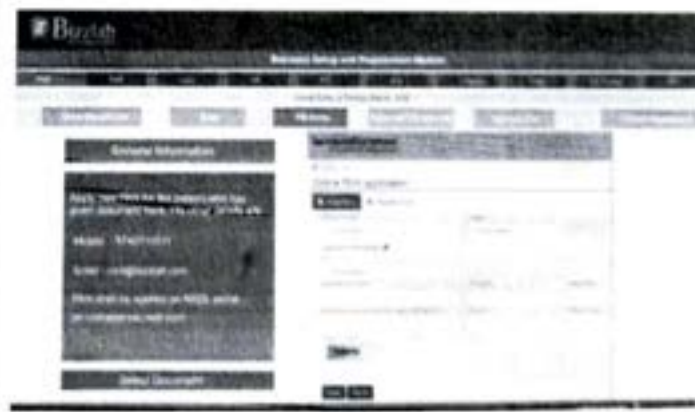
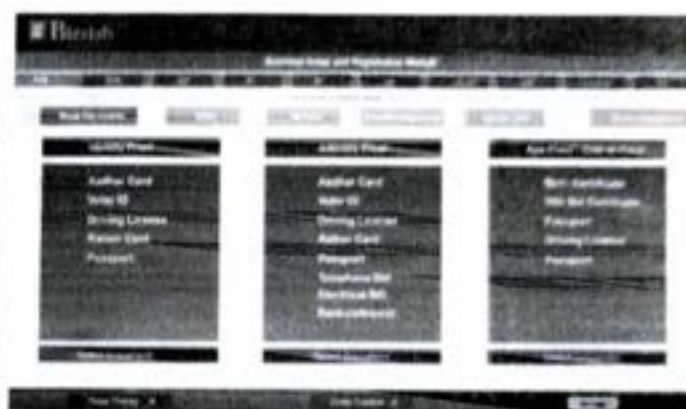
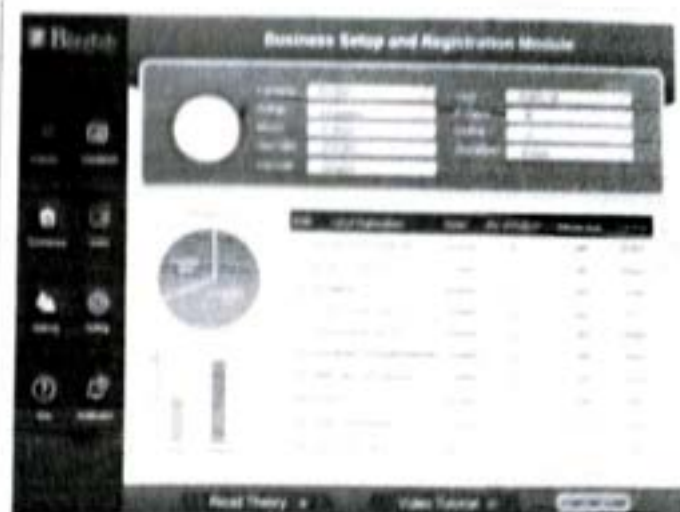
This module focuses on providing hands-on work experience with various statutory registrations required to run a business. It provides students with a realistic experience in various forms and working in the government portal. These are commonly expected works from commerce graduates in the industry, which is something most students are unaware of while studying. This module aims to fill that void. Students will learn about the commonly required formalities here.

Scope :

It includes ten (10) registration work categories. This module includes registration activities such as company registration, partnership firm registration, applying for PAN, TAN, GST, PF, PT, ESI, DIN, MSME registration, company registration, and ITC. These are the practical modules wherein students will be exposed to the application process and the various documents required to complete the registration process. Students will practice registering any entity in the aforementioned areas on their own. Every student will be able to apply for a minimum of five (5) projects for each area of registration.

Outcome:

After completion of this course, a student will already have attained 1 year of expertise in registration work. They will develop skills in identifying which forms to use for various registrations, what documents are required, and how to apply.




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Module – III Practical Exposure in Salary and Payroll Processing works

Objective :

This module focuses on providing hands-on experience with salary or payroll processing. This is one of the responsibilities that commerce students are required to complete after joining any industry. This is never considered in any subject, so the skill shortage in this area is very vast. This module gives opportunities for students to practice salary processing.

Scope :

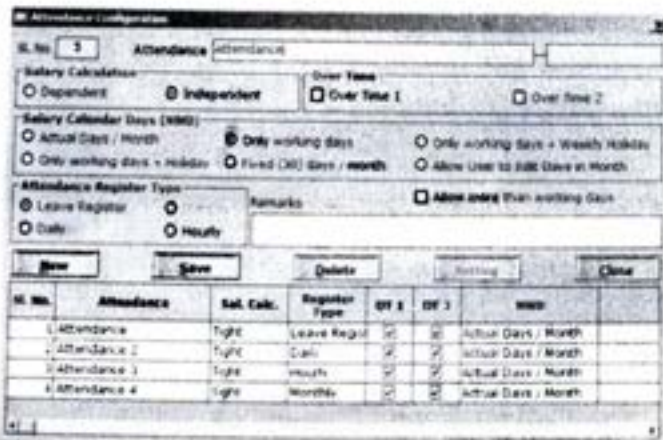
This course teaches nine (9) critical areas of payroll work. This module focuses on providing actual corporate experience in Payroll processing, which involves responsibilities such as employee onboarding, employee monthly salary processing, promotions, year-end payments, employee resignations, and so on. All of these operations have to be performed manually for a mid-size company's entire 12-month employment period. The module can provide all actual HR documents such as appointment forms, attendance records, statements, and so on. While working on this module, students will learn about salary processing, bank payment procedures, PF, PT, ESI, and tax compliance, among many other things. Bank payments, PF, PT, ESI, tax compliance, and so on

Outcome :

After completing this course, the student will already have attained 1 year of experience in the salary and payroll process segment. They will understand all the relevant terms, such as salary processing and salary payout, and will be




The 'Employee Details' form includes fields for Employee ID, Employee Name, Father's Name, Mother's Name, Date of Birth, Date of Joining, Date of Leaving, Reason for Leaving, and various other personal and professional details. It also has sections for 'Present', 'Permanent', and 'Contact Info'.



The 'Attendance Configuration' form allows users to set up attendance rules. It includes options for 'Salary Calculation' (Dependent, Independent, Over Time 1, Over Time 2), 'Salary Calendar Days (NSD)', 'Attendance Register Type' (Leave Register, Daily, Hourly), and 'Remarks'. Below the form is a table showing the configuration for four attendance types.

S. No.	Attendance	Sal. Calc.	Register Type	OT 1	OT 2	NSD
1	Attendance 1	Tight	Leave Register	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Actual Days / Month
2	Attendance 2	Tight	Daily	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Actual Days / Month
3	Attendance 3	Tight	Hourly	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Actual Days / Month
4	Attendance 4	Tight	Monthly	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Actual Days / Month

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capable of handling salary computation work independently since joining the industry.



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Module - IV: Practical Exposure in Banking Works

Objective :

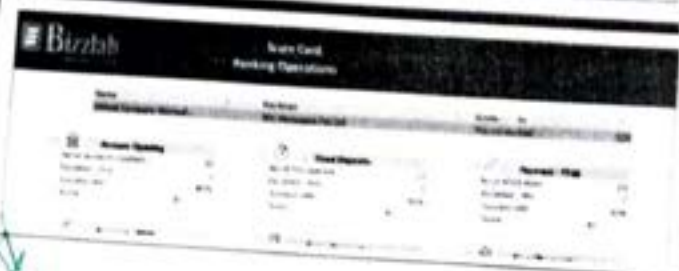
This module focuses on students' hands-on expertise in the field of banking operations. This is one of the areas of work that commerce graduates are expected to do after joining any industry. This is never taken into account in any subject, so the skills shortage in this area is enormous. Banking is one of the key skills.

Scope :

This module contains nine (9) important areas that provide practical experience in routine banking tasks such as bank account opening, FD opening, RTGS transfer, NEFT transfer, forex payment for imports, forex inwards for exports, bank reconciliation statements, loan EMI computation, and loan processing works. The system will allow the student to work in a virtual company and will also enable clown access to a reputed bank to give a realistic feel about banking transactions on the portal. Students are expected to work on a few projects in each of the key areas. Students receive grades for successful transactions in each task.

Outcome:

After completion of this course, students may have gained extensive skills in banking tasks that are commonly required in every company. They will come to know all the relevant bank terms and would be able to initiate banking transactions digitally.



Module - V Practical Exposure in Income tax – routine procedures and filing works

Objective :

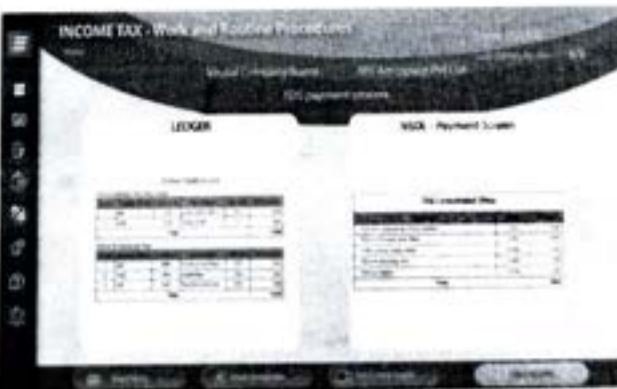
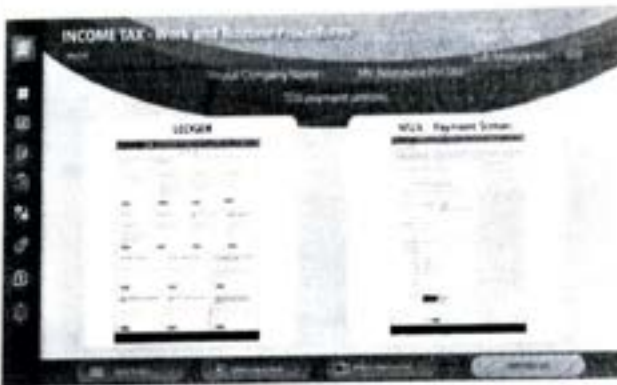
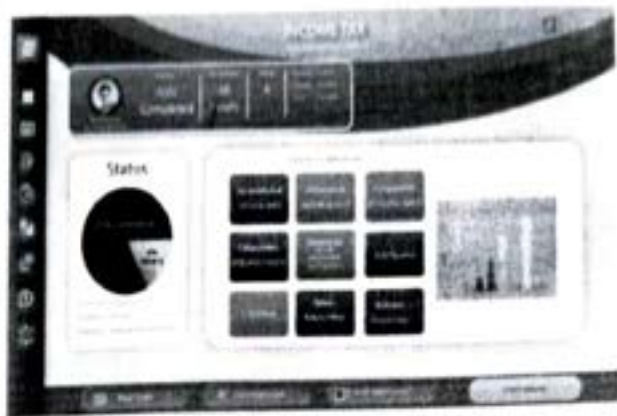
This module focuses on providing a practical learning experience with income tax routine procedures and filing. Students can connect their graduation studies with practical procedures.

Scope :

This module contains nine (9) work categories that provide students with practical experience in income tax routine areas. This module focuses on teaching students how to apply for a PAN and TAN, pay TDS, TCS challans, advance tax, 15 CA certifications, file EDS returns, year-end tax returns, pay self-assessment tax, and download tax returns, and assessment orders, among much other stuff. It provides a variety of scenarios for users to experiment with it and gain practical knowledge in the field of income taxation. This module provides a virtual environment of an income tax portal where students can perform routine tasks. Students must simulate a few projects in each of the areas. Each task involves students filling out forms or file returns. After completing all the tasks successfully, the students will receive grades.

Outcome:

After completing this course, students may have practical exposure to income tax – routine procedures and filing work. They will learn about all the hassle-free tax filings and procedures.



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Module – VI: Practical Exposure in GST – routine procedures and filing works

Objective :

This module focuses on providing practical learning experience with Goods and Services Tax - GST routine procedures and filing. Students can incorporate their graduation studies with practical procedures.

Scope :

This module has ten (10) routine work areas such as E-way bill generation, E- Invoice generation, GST Input credit availing, GST Liability estimation, GST payment process, filing GSTR-1, filing GST-3B, reconciling GSTR2B, filing Annual Returns, and filing refunds. All these areas are coupled to actual forms and the GST portal, which students are expected to fill out and submit. A student will work in a virtual company and gain practical experience. Each area student is required to experiment with repeated works. Each successful completion of work earns a score on the platform. The platform also has a help option where students can see the right way to complete the work. This module takes approximately 120 hours to finish. After accomplishing the module, candidates can access their scorecard and certificate.

Outcome :

After finishing the course, students should be able to handle routine tasks in GST via the portal on their own.



Scorecard, Certificate of Work Exposure and Verified CV.



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Artificial Intelligence enabled system will generate a scorecard and certificate for each module after completion. Upon completion of all modules, the system generates a Verified and Tested CV for each student, enabling them to get jobs faster.



A handwritten signature in blue ink, appearing to be 'S. Srinivas'.

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DEPARTMENT OF MBA

VALUE ADDED PROGRAMME ON ACCOUNTING & INCORPORATION OF
COMPANIES

CO – ORDINATORS FOR THE PROGRAMME

Programme coordinator – Ms. Kavitha . S

- Prof. Seema
- Prof. Chitra
- Prof . Sangeetha

MODULES/ SYLLABUS

MODULE – I i) Book-Keeping and Accounting Works
ii) Business Setup and Registration Works

MODULE - II iii) Salary and Payroll Processing Works
iv) Banking Works

MODULE - III v) Income Tax – Routine works and Filings
vi) GST – Routine works and Filings

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Sl No	Training in HRS Name of Student	2 6 th Mar	2 7 th Mar	2 8 th Mar	2 9 th Mar	2 10 th Mar	2 11 th Mar	2 13 th Mar	2 14 th Mar	2 15 th Mar	2 16 th Mar	2 17 th Mar	2 18 th Mar
1	DHEERAJ KAMATH	1	2	3	4	5	6	7	8	9	10	11	12
2	AISHWARAYA K S	1	2	3	4	5	6	7	8	9	10	11	12
3	AISHWARAYA MOHAN NAIK	1	2	3	4	5	6	7	8	9	10	11	12
4	AJITH KUMAR P	1	2	3	4	5	6	7	8	9	10	11	12
5	M AKASH	1	2	3	4	5	6	7	8	9	10	11	12
6	AMAL SIVA	1	2	3	4	5	6	7	8	9	10	11	12
7	ANASWARA K K	1	2	3	4	5	6	7	8	9	10	11	12
8	ARCHANA K N	1	2	3	4	5	6	7	8	9	10	11	12
9	ARCHANA M S	1	2	3	4	5	6	7	8	9	10	11	12
10	ARJUN K	1	2	3	4	5	6	7	8	9	10	11	12
11	ARUNIMA MANOJ	1	2	3	4	5	6	7	8	9	10	11	12
12	ARUNKUMAR A	1	2	3	4	5	6	7	8	9	10	11	12
13	ASWIKA	1	2	3	4	5	6	7	8	9	10	11	12
14	BABU	0	1	2	3	4	5	6	7	8	9	10	12
15	BHUMIKA A N	1	2	3	4	5	6	7	8	9	10	11	12
16	CHAITRA G	1	2	3	4	5	6	7	8	9	10	11	12
17	R S CHANDAN	0	1	2	3	4	5	6	7	8	9	10	12
18	CHARAN G P	1	2	3	4	5	6	7	8	9	10	11	12
19	DHINSHA SHERIN K P	1	2	3	4	5	6	7	8	9	10	11	12
20	GIRISH RAO D S	1	2	3	4	5	6	7	8	9	10	11	12
21	GOWTHAMIN	1	2	3	4	5	6	7	8	9	10	11	12
22	HARIDHARSH S J	0	1	2	3	4	5	6	7	8	9	10	12
23	HEMANTH KUMAR	1	2	3	4	5	6	7	8	9	10	11	12
24	JITHIN RAJU	1	2	3	4	5	6	7	8	9	10	11	12
25	KALAVATHI T	1	2	3	4	5	6	7	8	9	10	11	12
26	KISHOR R	1	2	3	4	5	6	7	8	9	10	11	12
27	KOUSHIK G R	1	2	3	4	5	6	7	8	9	10	11	12
28	KARRI JEEVANTHI	1	2	3	4	5	6	7	8	9	10	11	12
29	LAVANYA M	1	2	3	4	5	6	7	8	9	10	11	12
30	LINGARAJ V BHIXAVARTHI MATHI	1	2	3	4	5	6	7	8	9	10	11	12

NS MADAN	1	2	3	4	5	6	7	8	9	10	11	12
MADHAN S	1	2	3	4	5	6	7	8	9	10	11	12
MADHU TV	0	1	2	3	4	5	6	7	8	9	10	11
MANJULAM	1	2	3	4	5	6	7	8	9	10	11	12

STUDENT ATTENDANCE

Sl No	Training in HRS	10 th Apr	12 th Apr	14 th Apr	15 th Apr	17 th Apr	19 th Apr	21 st Apr	24 th Apr	14 th May	27 th Apr	3 rd May	6 th May	8 th May
	Name of Student	13	14	15	16	17	18	19	20	21	22	23	24	25
1	DHEERAJ KAMATH	13	14	15	16	17	18	19	20	21	22	23	24	25
2	AISHWARYA K S	13	14	15	16	17	18	19	20	21	22	23	24	25
3	AISHWARYA	13	13	14	15	15	16	17	18	19	20	21	22	23
4	ADITHYAN P	13	14	15	16	17	18	19	20	21	22	23	24	25
5	VIKASH	13	14	15	16	17	18	19	20	21	22	23	24	25
6	AMAL SIVA	13	14	15	16	17	18	19	20	21	22	23	24	25
7	ANASWARA K K	13	13	14	15	15	16	17	18	19	20	21	22	23
8	ARCHANA K N	13	14	15	16	17	18	19	20	21	22	23	24	25
9	ARCHANA M S	13	14	15	16	17	18	19	20	21	22	23	24	25
10	ARJUN K	13	14	15	16	17	18	19	20	21	22	23	24	25
11	ARTHIVA MANOJ	13	14	15	16	17	18	19	20	21	22	23	24	25
12	ARUN KUMAR A	13	14	15	16	17	18	19	20	21	22	23	24	25
13	ASWKA	13	13	14	15	15	16	17	18	19	20	21	22	23
14	BARU	11	12	13	14	15	16	17	18	19	20	21	22	23
15	BHUMIKA N	13	13	14	15	16	17	18	19	20	21	22	23	24
16	KHATRIG	13	13	14	15	16	17	18	19	20	21	22	23	24
17	R S CHANDAN	11	12	13	14	15	16	17	18	19	20	21	22	23
18	KHARAN G P	13	14	15	16	17	18	19	20	21	22	23	24	25
19	DHINSHA SHRIN K P	13	13	14	15	16	17	18	19	20	21	22	23	24
20	KRISH RAO D S	13	14	15	16	17	18	19	20	21	22	23	24	25
21	KOWTHAM N	13	14	15	16	17	18	19	20	21	22	23	24	25
22	HARIDHARSH S J	10	11	12	13	14	15	16	17	18	19	20	21	22
23	HEMANTH KUMAR	13	14	15	16	17	18	19	20	21	22	23	24	25

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24	JITHIN RAJU	13	14	15	16	17	18	19	20	21	22	23	24
25	KALAVATHI T	13	14	15	16	17	18	19	20	21	22	23	24
26	KISHOR R	13	14	15	16	17	18	19	20	21	22	23	24
27	KOUSHIK G R	13	14	15	16	17	18	19	20	21	22	23	24
28	KARRI JEEVANTH	13	14	15	16	17	18	19	20	21	22	23	24
29	LAVANYA M	13	14	15	16	17	18	19	20	21	22	23	24
30	LINGARAJ V BHIXAVARTHIMATH	13	14	15	16	17	18	19	20	21	22	23	24
31	LIVYA K P	13	14	15	16	17	18	19	20	21	22	23	24
	N S MADAN	13	14	15	16	17	18	19	20	21	22	23	24
33	MADHAN S	13	14	15	16	17	18	19	20	21	22	23	24
34	MADHU L V	10	11	12	13	14	15	16	17	18	19	20	21
35	MANJULA M	13	14	15	16	17	18	19	20	21	22	23	24

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SI NO	NAME OF STUDENT	ATTENDANCE %	SIGNATURE
1	DHEERAJ KAMATHI	75	Dheeraj
2	AISHWARAYA K S	76	Aishwarya
3	AISHWARAYA MOHAN NAIK	79	Aishwarya
4	AJITH KUMAR P	80	Ajith
5	M AKASHI	82	AKASHI
6	AMAL SIVA	81	Amal
7	ANASWARA K K	87	Anaswara
8	ARCHANA K N	88	Archana
9	ARCHANA M S	75	Archana
10	ARJUN K	79	Arjun
11	ARUNIMA MANOJ	90	Arunima
12	ARUNKUMAR A	95	Arun
13	ASWIKA	74	Aswika
14	BABU	78	Babu
15	BHUMIKA A N	77	Bhumika
16	CHAITRA G	79	Chaitra
17	R S CHANDAN	80	Chandan
18	CHARAN G P	88	Charan
19	DHINSHA SHERIN K P	84	Dhinsha
20	GIRISH RAO D S	86	Girish
21	GOWTHAMI N	87	Gowthami
22	HARIDHARSH S J	79	Haridharsh
23	HEMANTH KUMAR	78	Hemant
24	JITHIN RAJU	80	Jithin
		77	
25	KALAVATHI T		Kalavathi
26	KISHOR R	76	Kishor
27	KOUSHIK G R	77	Koushik
28	KARRI JEEVANTH	74	Karri
29	LAVANYA M	78	Lavanya
30	LINGARAJ V BHIXAVARTHIMATH	77	Lingaraj
31	LIVYA K P	79	Livya
32	N S MADAN	80	N Madan

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EVALUATION PROCEDURE

ATTENDANCE:

A minimum of 75% of attendance is mandatory for students to appear in the examination.

EVALUATION:

40 Marks Theory 20 Marks practical has been allotted.

BOARD OF STUDIES:

1. Director of the institute is the chair person of BOS: Dr. Aparna
2. Internal member: Ms. Kavitha
3. External Member : Deekshith yogesh

BOARD OF EXAMINERS:

4. Director of the institute is the chair person of BOS: Dr. Aparna
5. Internal member: Ms. Chitra
6. External Member : Mr. Darshan



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BIZZLAB
TEST

DURATION: 45 MIN

MAX MARKS :20

Question 1

Accounting provides data or information on

- A) Income and cost for the managers
- B) Financial conditions of the institutions
- C) Company's tax liability for a particular year
- D) All the above

Answer: D

Question 2

Long term assets without any physical existence but, possessing a value are called

- A) Intangible assets
- B) Fixed assets
- C) Current assets
- D) Investments

Answer: A

Question 3

The assets that can be easily converted into cash within a short period, i.e., 1 year or less are known as

- A) Current assets
- B) Fixed assets
- C) Intangible assets
- D) Investments

Answer: A



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Question 4

Copyrights, Patents and Trademarks are examples of

- A) Current assets
- B) Fixed assets
- C) Intangible assets
- D) Investments

Answer: C

Question 5

The debts which are to be repaid within a short period (a year or less) are referred to as,

- A) Current Liabilities
- B) Fixed liabilities
- C) Contingent liabilities
- D) All the above

Answer: A

Question 6

Gross profit is

- A) Cost of goods sold + Opening stock
- B) Sales - cost of goods sold
- C) Sales - Purchases
- D) Net profit - expenses

Answer: B



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Question 7

Net profit is calculated in which of the following account?

- A) Profit and loss account
- B) Balance sheet
- C) Trial balance
- D) Trading account

Answer: A

Question 8

In order to find out the value of the closing stock during the end of the financial year we,

- A) do this by stocktaking
- B) deduct the cost of goods sold from sales
- C) deduct opening stock from the cost of goods sold
- D) look in the stock account

Answer: A

Question 9

Which of these best explains fixed assets?

- A) Are bought to be used in the business
- B) Are expensive items bought for the business
- C) Are items which will not wear out quickly
- D) Are of long life and are not purchased specifically for resale

Answer: D



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Question 10

The charges of placing commodities into a saleable condition should be charged to

- A) Trading account
- B) P & L a/c
- C) Balance Sheet
- D) None of the above

Answer - B

Question 11

Suppliers personal a/c are seen in the

- A) Sales Ledger
- B) Nominal ledger
- C) Purchases Ledger
- D) General Ledger

Answer - C

Question 12

The application for registration of a company should be presented to the registrar of the state in which the _____ of the company is to be situated.

- (a) Manufacturing plant
- (b) The first branch
- (c) Business office
- (d) Any of the above

Answer: (c) Business office



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Question 13

Among the following documents, which are not mandatory to be submitted to the registrar along with an incorporation application by a private company?

- (a) Address of registered office and undertaking
- (b) Undertaking and statement of capital
- (c) Statement of capital, address of the office, and list of directors
- (d) List of directors and statement of capital

Answer: (a) Address of registered office and undertaking

Question 14

If a company is instructed to change its name, which resembles the name of an existing company then the company can change the name by _____.

- (a) Passing a special resolution
- (b) Obtaining permission from the Central Government
- (c) Passing an ordinary resolution
- (d) Both a and b

Answer: (c) Passing an ordinary resolution

Question 15

If the proposed nominal capital is more than 25 lakh at the time of incorporation, then the company needs to submit _____ along with the application.

- (a) Statement of capital
- (b) Certificate of incorporation
- (c) Certificate of capital
- (d) Certificate of incorporation



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Answer: (c) Certificate of capital

Question 16

_____ are companies created by a special act of the legislature.

- (a) Registered company
- (b) Public Ltd Company
- (c) Private Ltd company
- (d) Statutory company

Answer: (d) Statutory company

Question 17

A Government Company means any company in which not less than 51% of the paid-up share capital is held by _____.

- (a) Central Government
- (b) State Government
- (c) Both a and b
- (d) Neither a nor b

Answer: (c) Both a and b

Question 18

If the company can make arrangements for raising the capital privately, so that public appeal is unnecessary, the company is required to prepare a _____.

- (a) Prospectus
- (b) Statement in lieu of Prospectus

(c) Certificate of Prospectus

(d) None of the above

Answer: (b) Statement in lieu of Prospectus

Question 19

_____ means the total amount of called up share capital which is actually paid to the company by the members.

(a) Nominal capital

(b) Reserve capital

(c) Called up capital

(d) Paid-up capital

Answer: (d) Paid-up capital

Question 20

Application for approval of name of a company is to be made to _____.

(a) SEBI

(b) Registrar of Companies

(c) Government of India

(d) Government of the State in which company is to be registered

Answer: (b) Registrar of Companies



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Name: Dhruv Kamath

Reg. No: P18EP22M01501

18
20

MEWA
VANGUARD BUSINESS SCHOOL

BIZZLAB
TEST

MAX MARKS :20

DURATION: 45 MIN

Question 1

Accounting provides data or information on

- A) Income and cost for the managers
- B) Financial conditions of the institutions
- C) Company's tax liability for a particular year

D) All the above

Question 2

Long term assets without any physical existence but, possessing a value are called

A) Intangible assets

B) Fixed assets

C) Current assets

D) Investments

Question 3

The assets that can be easily converted into cash within a short period, i.e., 1 year or less are known as

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D) Investments

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Jayanagar 9th Block, Bangalore - 560 069.

Question 7

Net profit is calculated in which of the following account?

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Question 19

_____ means the total amount of called up share capital which is actually paid to the company by the members.

- (a) Nominal capital
- (b) Reserve capital
- (c) Called up capital
- (d) Paid-up capital

Question 20

Application for approval of name of a company is to be made to _____.

- (a) SEBI
- (b) Registrar of Companies
- (c) Government of India
- (d) Government of the State in which company is to be registered


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SI NO	NAME OF STUDENT	GRADES
1	DHEERAJ KAMATH	A
2	AISHWARAYA K S	B
3	AISHWARAYA MOHAN NAIK	A
4	AJITH KUMAR P	B
5	M AKASH	B
6	AMAL SIVA	A
7	ANASWARA K K	A
8	ARCHANA K N	A
9	ARCHANA M S	A
10	ARJUN K	C
11	ARUNIMA MANOJ	C
12	ARUNKUMAR A	C
13	ASWIKA	B
14	BABU	B
15	BHUMIKA A N	A
16	CHAITRA G	A
17	R S CHANDAN	B
18	CHARAN G P	B
19	DHINSHA SHERIN K P	B
20	GIRISH RAO D S	A
21	GOWTHAMI N	A
22	HARIDHARSH S J	A
23	HEMANTH KUMAR	A
24	JITHIN RAJU	A
		C
25	KALAVATHI T	C
26	KISHOR R	C
27	KOUSHIK G R	B
		C
28	KARRI JEEVANTH	C
29	LAVANYA M	B
30	LINGARAJ V BHIXAVARTHIMATH	A
31	LIVYA K P	B
32	N S MADAN	A



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OF COMPLETION

JOB
SIMULATION

PROUDLY PRESENTED TO

RACHITHA . R

Completed practical training on

ACCOUNTING

works in our 'Bizzlab' platform

College Principal

Academic Year :



Director
BIZZLAB



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VANGUARD BUSINESS SCHOOL
 VALUE ADDED PROGRAM - FEEDBACK FORMAT

STUDENT NAME: Dheeraj Kamate

COURSE: I MBA

REG. NO: P18E P22M015001

SUBJECT / TOPIC FOR VAP: Accounting & incorporation of Companies

FEEDBACK RATING RANGE:

Outstanding -5, Very good-4, Good -3, Satisfactory -2, Needs Improvement -1.

S NO	POINTS FOR FEEDBACK	5	4	3	2	1
1	Syllabus/ Curriculum for VAP is need based	✓				
2	Syllabus was taught with real life examples	✓				
3	Course content is adequate for meeting industry requirements	✓				
4	Teaching course material and lecture preparation	✓				
5	Aims and objectives of the VAP course are well defined		✓			
6	The books prescribed or reference materials were appropriate to the course	✓				
7	Presentation /Communication skill of the trainer	✓				


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VANGUARD BUSINESS SCHOOL
VALUES ADDED PROGRAM -FEEDBACK FORM

STUDENT NAME :DHEERAJ KAMATHI

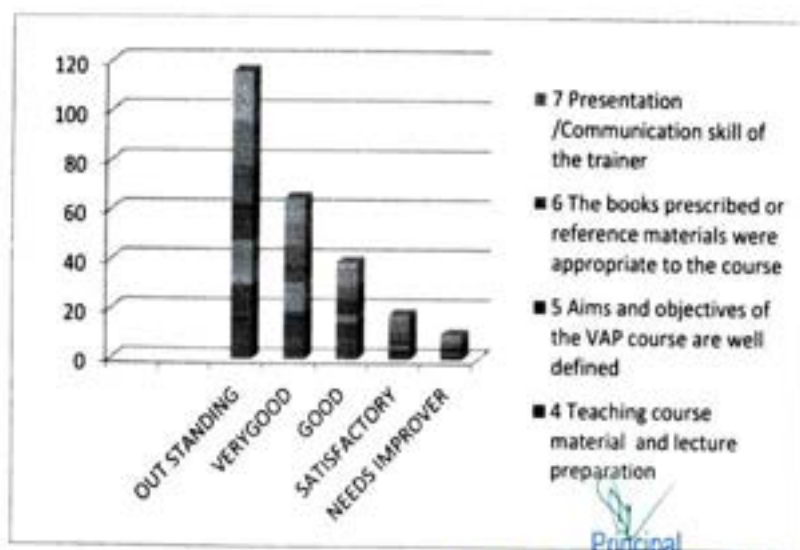
COURSE :MBA

REGNO:P18EP22MO15001

SUBJECT/TOPIC FOR VAP :ACCOUNTING & INCORPORATION OF COMPANIES

FEEDBACK RATING : Outstanding -5, Very good-4, Good -3, Satisfactory -2,Needs Improvement -1.

SL.NO	POINTS FOR FEEDBACK	OUT STANDING	VERYGOOD	GOOD	SATISFACTORY	NEEDS IMPROVER
1	Syllabus/ Curriculum for VAP is need based	15	9	8	2	1
2	Syllabus was taught with real life examples	15	10	7	2	1
3	Course content is adequate for meeting industry requirements	18	12	3	2	1
4	Teaching course material and lecture preparation	14	7	6	2	2
5	Aims and objectives of the VAP course are well defined	16	8	5	3	2
6	The books prescribed or reference materials were appropriate to the course	18	9	8	5	2
7	Presentation /Communication skill of the trainer	20	10	2	2	1



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MEWA VANGUARD BUSINESS SCHOOL

VALUE ADDED PROGRAMME

DATAWARE HOUSE AND DATA MINING

FOR BCA II SEM STUDENTS

Batch: 2022-23

Date: 06/03/2023 To 31/05/2023

Contact:

Prof.Kavita.S

9916260875.


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VALUE ADDED PROGRAMME

COURSE DETAILS

COURSE TITLE	DATA WAREHOUSE AND DATA MINING
Facilitator / Trainer Details	C DHARMENDRA RAJU
Awarding authority	MEWA VBS
Number of hours	35
Target Group	II semester BCA
Start Date	06.03.2023
End Date	31.05.2023
Venue	MEWA VBS
Number of students enrolled	26
Number of students completed	26
Training Method	PRACTICAL TRAINING
Details Enclosed	<ul style="list-style-type: none">• Syllabus• List of students enrolled• Feedback Template• Feedback Received

IIBCA REGISTRATION FORM FOR VAP

S.NO	Student Name	SIGNATURE
1	RUSHIDA FATHIMA(H)	Rif
2	ANJAL KRISHNAN K R(H)	Anjali
3	ANSHAD N	Anshad
4	VISHNU SHEJITH(M)	Vishnu
5	MYASHASWINI(KANNADA)	Mya
6	DENSON SONY (H)	Denson
7	AKASH P(M)	Akash
8	KEVIN MATHEWS	Kevin
9	MUHAMMED AJSAL M(ADD)	Muhammed
10	ANTONY MARIA ROBIN	Antony
11	MUSRATH TAJ	Musrath
12	MUHAMMED HAMRAS M(ADD)	Muhammed
13	Kiran Jith A M	Kiran
14	ARATHY M	Arathy
15	FARHAD SHIHAB YASEEN(M)	Farhad
16	AJAY SAJEEVAN	Ajay
17	HIRAN PRAKASH N	Hiran
18	UMESH R	Umesh
19	T SACHIN VENKAT	Sachin
20	MOHAMMAD AFSAL T	Mohammad
21	I PRINCE EDVIN PAUL SAGAR	Prince
22	AYESHA SIDDIQA	Ayesha
23	MOHAMMED RISIL K T	Mohammed
24	Riswanul Hakkeem K P(M)	Riswanul
25	SHAHEER SHAH S	Shaheer
26	ABHISHEK R S	Abhishek

IIBCA REGISTRATION FORM FOR VAP

S.NO	Student Name	Grade Final Grade
1	RUSHIDA FATHIMA(H)	A
2	ANJAL KRISHNAN K B(H)	B
3	ANSHAD N	B
4	VISHNU SHEJITH(M)	C
5	M YASHASWINI(KANNADA)	B
6	DENSON SONY (H)	A
7	AKASH P(M)	A
8	KEVIN MATHEWS	B
9	MUHAMMED AJSAL M(ADD)	C
10	ANTONY MARIA ROBIN	B
11	MUSRATH TAJ	B
12	MUHAMMED HAMRAS M(ADD)	B
13	Kiran Jith A M	A
14	ARATHY M	A
15	FARHAD SHIHAB YASEEN(M)	B
16	AJAY SAJEEVAN	A
17	HIRAN PRAKASH N	A
18	UMESH R	B
19	T SACHIN VENKAT	B
20	MOHAMMAD AFSAL T	C
21	I PRINCE EDVIN PAUL SAGAR	B
22	AYESHA SIDDIQA	A
23	MOHAMMED RISIL K T	A
24	Riswanul Hakkeem K P(M)	B
25	SHAHEER SHAH S	C
26	ABHISHEK R S	B

MEWA VANGUARD BUSINESS SCHOOL
DEPARTMENT OF BCA

NOTIFICATION

This is to inform all the students that the department of Management is organizing a Value added programme for BCA (Batch 2022-23) II semester students on Data warehouse & data mining, 35 hours programme on the basics and advanced features of the topic. We expect students to register themselves for the same and make the best use of the program. The sessions are included in the regular time table and the detailed session time table would be notified shortly. The classes would commence from 06.03.2023 and closes on 31.05.2023.


Head of the Dept.

INTRODUCTION TO COURSE

Data warehouse is specially designed for data analytics, which involves reading large amounts of data to understand relationships and trends across the data. A database is used to capture and store data, such as recording details of a transaction.

Data mining is used to explore increasingly large databases and to improve market segmentation. By analyzing the relationships between parameters such as customer age, gender, tastes, etc., it is possible to guess their behavior in order to direct personalized loyalty campaigns.

OBJECTIVE

- Some data is de-normalized for simplification and to improve performance
- Large amounts of historical data are used
- Queries often retrieve large amounts of data
- Both planned and ad hoc queries are common
- The data load is controlled

Data mining is used to explore increasingly large databases and to improve market segmentation. By analyzing the relationships between parameters such as customer age, gender, tastes, etc., it is possible to guess their behavior in order to direct personalized loyalty campaigns.

OUTCOME EXPECTED

Data Warehousing:

Introduction to data warehousing- Data warehousing components, Building a data warehouse, Difference between database system and data warehouse, Data warehouse architecture-3 Tier architecture, Warehouse schema design, Data extraction, Clean-up & transformation tools, Multi-dimensional data model, Data cubes- Stars, Snowflakes, Fact constellations, Concept hierarchy, Online analytical processing- Typical OLAP operations.

Data Mining:

Introduction of data mining - Definition and functionalities, Classification of DM systems, DM task primitives, Integration of a data mining system with a database and data warehouse - Issues in DM, KDD process.

MEWA VANGUARD BUSINESS SCHOOL

DEPARTMENT OF BCA

VALUE ADDED PROGRAMME ON ACCOUNTING & INCORPORATION OF
COMPANIES

CO – ORDINATORS FOR THE PROGRAMME

CHIEF: PROF. MANJUNATH G

- Prof. Seema
- Prof. Kavitha
- Prof. Mamatha

MODULES/ SYLLABUS

MODULE-1:

Introduction To Data Warehousing- Characteristics of Data - Warehouse, Types of Data; Differences between OLTP Systems and OLAP systems- Differences between OLTP Systems and OLAP systems- Team organization, Roles, and Responsibilities Data Warehouse Architecture: MOLAP, ROLAP, HOLAP-

MODULE-2:

Basic Querying and Reporting on an OLAP database- Data Warehouse Schemas; Star Schema, Snowflake Schema.- Extract, Transform And Load- Creation of Fact tables and Dimension Tables in Data warehousing;

MODULE-3:

Data Extraction Methods, Handling Missing Data, Outlier detection- Outlier detection, Automated Data Preparation- Combining data files- Aggregate Data- Duplicate Removal; Data Transformation- Basic Tasks in Transformation, Error detection and correction


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MODULE-4:

Data Loading; Data Loading Techniques: ETL Tools -

Introduction and Concept of Data mining- Data mining parameters-Architecture of Data Mining -Functionalities of Data Mining -Classification of a Data Mining System- Advantages and Challenges in Data Mining, Ethical issues in Data Mining and their Analysis -Global issues in Data Mining- Data Mining Techniques - Association rules, Classification -Data Mining Applications -Business Applications - Using Data Mining such as Risk management -Emergence of cloud services and infrastructure

II BCA STUDENT ATTENDANCE

S No	Name of Student	Training in HRS												%
		March 6	March 8	March 9	March 17	April 5	April 11	April 15	April 18	May 3	May 22	May 26	May 28	
1	RUSHDA FATHIMA(H)	1	4	7	10	12	15	18	21	22	22	22	75	
2	ANJAL KRISHNAN K B(H)	2	5	8	11	13	16	19	22	23	23	76		
3	ANSHAD N	1	4	7	10	13	16	19	22	25	25	82		
4	VISHNU SHEJITH(M)	2	5	8	11	14	17	20	22	24	28	85		
5	M YASHASWINI(KANNADA)	2	5	8	11	13	16	19	22	23	23	85		
6	DENSON SONY (H)	1	4	7	10	13	16	19	22	25	25	79		
7	AKASH P(M)	2	5	8	11	14	17	20	22	24	28	78		
8	KEVIN MATHEWS	1	4	7	10	13	16	19	22	25	25	85		
9	MUHAMMED AJMAL M(ADD)	2	5	8	11	14	17	20	22	24	28	96		
10	ANTONY MARIA ROBIN	2	5	8	11	13	16	19	22	23	23	100		
11	MUSRATH TAJ	1	4	7	10	13	16	19	22	25	25	95		
12	MUHAMMED HAMRAS M(ADD)	2	5	8	11	14	17	20	22	24	28	85		
13	Kiran Jith A M	1	4	7	10	12	15	18	21	22	22	89		
14	ARATHY M	2	5	8	11	13	16	19	22	23	23	92		
15	FARHAD SHIHAB YASEEN(M)	1	4	7	10	13	16	19	22	25	25	85		
16	AJAY SAJEEVAN	2	5	8	11	14	17	20	22	24	28	85		
17	HIRAN PRAKASH N	2	5	8	11	13	16	19	22	23	23	79		
18	UMESH R	1	4	7	10	13	16	19	22	25	25	78		
19	T SACHIN VENKAT	2	5	8	11	14	17	20	22	24	28	85		
20	MOHAMMAD AFSAL T	1	4	7	10	13	16	19	22	25	25	96		
21	I PRINCE EDVIN PAUL SAGAR	2	5	8	11	14	17	20	22	24	28	100		
22	AYESHA SIDDIQA	2	5	8	11	13	16	19	22	23	23	95		
23	MOHAMMED RISIL K T	1	4	7	10	13	16	19	22	25	25	85		
24	Riswanul Hakkeem K P(M)	2	5	8	11	14	17	20	22	24	28	89		
25	SHAHEER SHAH S	2	5	8	11	14	17	20	22	24	28	92		
26	ABHISHEK R S	1	4	7	10	13	16	19	22	25	25	85		

EVALUATION PROCEDURE

ATTENDANCE:

A minimum of 75% of attendance is mandatory for students to appear in the examination.

EVALUATION:

20 Marks Theory 20Marks practical has been allotted.

BOARD OF STUDIES:

1. Director of the institute is the chairperson of BOS:Ms Kavitha
2. Internal member: Mr. Santhosh
3. External Member : Mr. Jithendra Kumar

BOARD OF EXAMINERS:

4. Director of the institute is the chairperson of BOS: Dr Aparna Rao
5. Internal member: Ms. Rukhsar
6. External Member : Mr. Raju

VANGUARD BUSINESS SCHOOL
DEPARTMENT OF BCA

DURATION: 30 MNTS

MARKS: 20

1. State whether true or false: Data warehouse is generally updated in real-time.

1. True

2. False

Answer: 2

2. Identify the correct option which defines Datamart.

1. A subgroup of data warehouse

2. Another type of data warehouse

3. Not related to data warehouse

4. None

Answer: 1

3. Identify the options below that a data warehouse can include:

1. Database table

2. Online data

3. Flat files

4. All of the above

Answer: 4

4. Identify among the following for which system of data warehousing is mostly used.

1. Data mining and data storage

2. Data integration and data storage

3. Reporting and data analysis

4. Data cleaning and data storage

Answer: 3

5. Small logical units where data warehouses hold large amounts of data is known as _____

1. Access layers

2. Data marts

3. Data storage

4. Data miners

Answer: 3

6. Choose the incorrect property of the data warehouse.

1. Collection from heterogeneous sources

2. Subject oriented

3. Time variant

4. Volatile

Answer: 4

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Bangalore - 560075

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Fax: 91-81-2611-1111

7. Identify the operation which can be performed in the data warehouse.

1. Alter
2. Modify
3. Scan
4. Read/write

Answer: 3

8. On what is data warehouse based?

1. 1D model
2. 2D model
3. 3D model
4. Multidimensional model

Answer: 4

9. DSS in data warehouse stands for _____.

1. Decision single system
2. Decision support system
3. Data support system
4. Data storable system

Answer: 2

10. What is the time horizon in the data warehouse?

1. 3-4 years
2. 5-6 years
3. 5-10 years
4. 1-2 years

Answer: 3

11. Which of these is correct about data mining?

- a. It is a procedure in which knowledge is mined from data.
- b. It involves processes like Data Transformation, Data Integration, Data Cleaning.
- c. It is a procedure using which one can extract information out of huge sets of data.
- d. All of the above

Answer: (d) All of the above

2. The total categories of functions that are involved in Data Mining are:

- a. 5
- b. 4
- c. 3
- d. 2

er: (d) 2

The classification or mapping of a class using a predefined class or group is called:

a. Data Sub Structure

b. Data Set

c. Data Discrimination

d. Data Characterization

Answer: (c) Data Discrimination

4. What is the analysis conducted for uncovering some interesting statistical correlations between various associated-attribute-value pairs called?

a. Mining of Clusters

b. Mining of Correlations

c. Mining of Association

d. None of the above

Answer: (b) Mining of Correlations

5. _____ are the data objects that don't comply with the general model or behavior of the available data:

a. Evolution Analysis

b. Outlier Analysis

c. Classification

d. Prediction

Answer: (b) Outlier Analysis

6. The issues of "Scalability and efficiency of the data mining algorithms" come under:

a. User Interaction and Mining Methodology Issues

b. Diverse Data Types Issues

c. Performance Issues

d. None of the above

Answer: (c) Performance Issues

7. In Data Warehousing, how many approaches are there for the integration of heterogeneous databases?

a. 5

b. 4

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c. 3

d. 2

Answer: (d) 2

8. In Data Warehousing, which of these is the correct advantage of the Update-Driven Approach?

a. It provides high performance.

b. It can be processed, copied, annotated, integrated, restructured and summarised in advance in the semi-structured data store.

c. Both of the above

d. None of the above

Answer: (c) Both of the above

9. The primary use of data cleaning is:

a. Removing the noisy data

b. Correction of the data inconsistencies

c. Transformations for correcting the wrong data

d. All of the above

Answer: (d) All of the above

10. The classification of the Data Mining System consists of:

a. Machine Learning

b. Information Science

c. Database Technology

d. All of the above

Answer: (d) All of the above

II BCA VAP KEY ANSWERS

1.2	6.4	11.4	16.3
2.2	7.3	12.4	17.4
3.4	8.4	13.3	18.3
4.3	9.2	14.2	19.4
5.3	10.3	15.2	20.4

VANGUARD BUSINESS SCHOOL,
VALUE ADDED PROGRAM - FEEDBACK FORMATE

STUDENT NAME: *Shakeer Shah S.*

COURSE: *BCA*

REG. NO:

SUBJECT / TOPIC FOR VAP: *Data Warehouse and Data Mining.*

FEEDBACK RATING RANGE:

Outstanding -5, Very good-4, Good -3, Satisfactory -2, Needs Improvement -1.

S NO	POINTS FOR FEEDBACK	5	4	3	2	1
1	Syllabus/ Curriculum for VAP is need based	✓				
2	Syllabus was taught with real life examples	✓				
3	Course content is adequate for meeting industry requirements	✓				
4	Teaching course material and lecture preparation		✓	✓		
5	Aims and objectives of the VAP course are well defined	✓				
6	The books prescribed or reference materials were appropriate to the course	✓				
7	Presentation /Communication skill of the trainer	✓				



[Signature]
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Jayanagar 9th Block, Bangalore - 560 069

VANGUARD BUSINESS SCHOOL
VALUE ADDED PROGRAM - FEEDBACK FORMATE

STUDENT NAME:

COURSE:

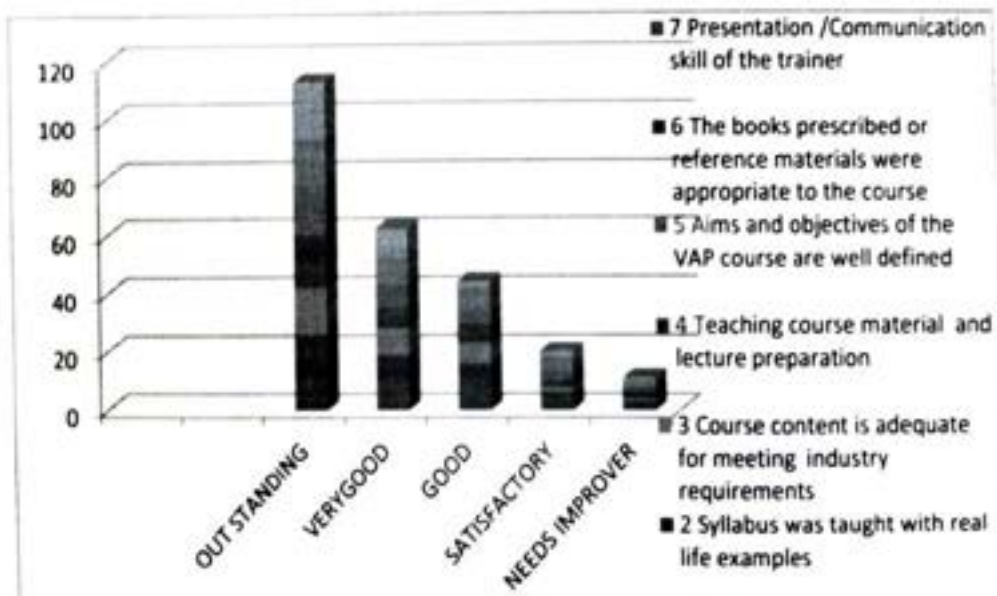
REG. NO:

SUBJECT / TOPIC FOR VAP:

FEEDBACK RATING RANGE:

Outstanding -5, Very good-4, Good -3, Satisfactory -2, Needs Improvement -1.

S NO	POINTS FOR FEEDBACK	5	4	3	2	1
1	Syllabus/ Curriculum for VAP is need based	15	7	2	1	1
2	Syllabus was taught with real life examples	14	8	3	1	0
3	Course content is adequate for meeting industry requirements	13	7	4	1	1
4	Teaching course material and lecture preparation	12	6	4	5	1
5	Aims and objectives of the VAP course are well defined	11	11	2	1	1
6	The books prescribed or reference materials were appropriate to the course	16	7	1	0	1
7	Presentation /Communication skill of the trainer	18	7	1	0	0





MEWA VANGUARD BUSINESS SCHOOL

**Value added programme
Sales Force Management**

FOR MBA I SEM STUDENTS

Batch: 2022-23

Date: 06/03/2023 To 31/05/2023

Contact:

Prof.Kavita.S

9916260875.

J.S.
Principal

MEWA Vanguard Business School
128, 36th Cross, East End Main Road,
Jayanagar 9th Block, Bangalore - 560 069.

**VALUE ADDED PROGRAMME
ON
SALES FORCE MANAGEMENT**

FOR STUDENTS OF I SEMESTER MBA

Duration: 30 Hours

(March 2023 to May 2023)

MEWA VANGUARD BUSINESS SCHOOL

9th Block, East End, Jayanagar.

Bengaluru 560069

MASTER OF BUSINESS ADMINISTRATION

VALUE ADDED PROGRAM- Sales Force Management

TITLE: SALES FORCE MANAGEMENT

DURATION: 30 HOURS

BENEFICIARIES: MBA STUDENTS

FACULTIES:

Course Aim:

This course cover a full range of issues facing sales leaders today: recruiting, training, compensating and retaining talent; managing the sales force structure in a changing environment; creating new and innovative go-to-market approaches; engaging customers across multiple channels; utilizing analytics in making sales decisions and leading change.

Course Objectives:

- The students will try to learn
- Customization aspects for system administration of sales data
- Techniques for preparation of high-value reports for business entities
- Tools for configuring workflow automation procedures of the organization
- The working on the security of the Sales force environment

Course Outcome:

- After successful completion of the Value Added Course, students will be able to:
- Understand the computation and analysis of sales data.
 - Evaluate the reports of business entities.
 - Examine the need and possibility of automation processes.
 - Ensure the security of the salesforce environment.

TEACHING PEDAGOGY

- ▶ This course will be delivered by giving
- ▶ Lecture sessions through PPT,
- ▶ Guest Lectures,
- ▶ Case Studies,
- ▶ Group Discussions
- ▶ Practical Sessions
- ▶ Study material.



COURSE DURATION & ASSESSMENT PATTERN

- ▶ This Added Program is consisting of 30 hours,
- ▶ 30 hours of course will be given by delivering to covering the syllabus designed for the purpose.
- ▶ Assignments will be given and it should be completed within in the scheduled time. It will carry Weightage for the final scoring
- ▶ Each session follows MCQs, its marks will be considered for final test. Final test will be given to the students at the end of the course.
- ▶ 90% attendance is compulsory. E- Certificate will be issued to the students who are regular to the program and one who completes Assignments, attempts MCQs and final test.
- ▶ Their performance will be assessed with the Assignments, MCQ exam and Practical exam.
- ▶ Feedback on the program followed to improve the quality to help students.

Course Content:

Module 1 - Introduction to sales Management, Role and duties of Sales Manager. Sales Force Selection and Recruitment, Sales force Motivation and Evaluation.

Module 2 - People Management-Sales Outlook. Sales Organization and Importance of sales force. Training of sales force, the motivation of sales force, Recruitment and selection, Compensation, Monitoring and control, Sales Promotion.

Module 3 - Sales Forecasting and Budgeting Sales promotion, Management of Sales territory and sales quota, Introduction to distribution management - The concept of channel flows, Managing a channel design, Basics of warehouse/inventory/ transportation planning.

Module 4 - Intermediaries -Channel Formats, Channel information systems, Channel information system. International Trends in Sales and Distribution Management.

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S/no	Topics	No.of. hours
1	Introduction to sales Management, Role and duties of Sales Manager.	2
2	The Selling Process and different theories of selling.	4
3	People Management-Sales Outlook <ul style="list-style-type: none"> • Sales Organization and Importance of sales force. • Training of sales force • The motivation of sales force • Recruitment and selection, • Compensation, • Monitoring and control 	6
4	Sales Promotion	4
5	Sales Forecasting and Budgeting Sales promotion	2
6	Management of Sales territory and sales quota	2
7	Introduction to distribution management <ul style="list-style-type: none"> • The concept of channel flows • Managing a channel design • Basics of warehouse/inventory/ transportation planning 	5
8	Intermediaries :Channel Formats	1
9	Managing channel partner (includes channel conflict)	2
10	Channel information systems	1
11	International Trends in Sales and Distribution Management	1
	Total Hours	30


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.....is the fundamental guiding principle of sales management.

- A. Customer delight B. Customer orientation
C. Client satisfaction D. None

9. In an organizationis also very useful when technically complex products are in the process to sell.

- A. Individual selling approach B. Group selling approach
 C. Team based selling approach D. None of the above

10. One of the element of sales planning is tofor selling activities.

- A. Set objectives B. Schedule objectives
C. Track Objectives D. None

11. Avon, Amway, and Tupperware use which of the following forms of channel distribution?

- A. direct marketing channel B. indirect marketing channel
C. forward channel D. fashion channel

12. From the economic system's point of view, the role of marketing intermediaries is to transform:

- A. raw products into finished products.
B. consumer needs into producer needs
C. consumer needs and wants into product desires .
 D. assortments of products made by producers into the assortments wanted by consumers.

13. When the manufacturer establishes two or more channels catering to the same market, then occurs.

- A. Vertical channel conflict B. Horizontal channel conflict
 C. Multi channel conflict D. None of the above

14. A distribution channel moves goods and services from producers to consumers. It overcomes the major time, place, andgaps that separate goods and services from those who would use them.

- A. possession B. profit C. image D. psychological

15. Through their contacts, experience, specialization, and scale of operation, usually offer the firm more than it can achieve on its own.

A.manufacturers B.producers C.direct marketers
D.intermediaries

6. Makers of televisions, cameras, tires, furniture, and major appliances normally use which of the following distribution channel forms?

A.direct marketing channel B.indirect marketing channel
C.horizontal channel D.synthetic channel

7. Using manufacturer's representatives or sales branches is usually a characteristic of which of the following channel forms?

A.business marketing channels
B.customer marketing channels
C.service marketing channels
D.direct marketing channels

8. Transporting and storing goods is part of which of the following marketing channel functions?

A.negotiation B.physical distribution
C.contact D.matching

9. Who sells to the customers?

A.Semi wholesalers B.Wholesalers
C.Retailer D.Distributor

10. The benefits of marketing channels are.....

A. Cost saving B. Time saving
C. Financial support given D. All of above

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1. Sales management is discipline ofbenefits a company and its customers receive from the efforts of its sales force.

- A. Minimizing B. Maximizing C. Controlling D. None of the above

Answer: B

2. According tosales management includes recruitment, selection, training, motivation, supervision on the work, and evaluation of performance of sales force.

- A. Rachman & Romane B. B.R.Canfield
C. Hampton & Zubin D. American marketing Association

Answer: A

3. The main objective of sales management are

- A. Decrease in profits and continuous growth
B. Increase in profits and stagnant growth
C. Increase in profits and continuous growth
D. Decrease in profits and stagnant growth

Answer: C

4. Sales management achieves personal selling. Sales management is discipline ofbenefits a company and its customers receive from the efforts of its sales force.

- A. Minimizing B. Maximizing C. Controlling D. None

Answer: B

5. Sales management is theof a sales staff, and the tracking and reporting of the company's sales.

- A. Strategy B. Training and management
C. Management D. None of the above

Answer: B

6. Sales management is theof sales staff, and the tracking and reporting of the company's sales.

- A. Management B. Selling strategy
C. Demonstration D. Development of human resources

Answer: D

7. The scope of sales management is confined not only to self-centered corporate goal profit and sales maximization but also to

- A. Good welfare B. Consumer welfare
C. Organization welfare D. Individual welfare

Answer: B

8.is the fundamental guiding principle of sales management.

- A. Customer delight B. Customer orientation
C. Client satisfaction D. None

Answer: A

9. In an organizationis also very useful when technically complex products are in the process to sell.

- A. Individual selling approach B. Group selling approach
C. Team based selling approach D. None of the above

Answer: C

10. One of the element of sales planning is tofor selling activities.

- A. Set objectives B. Schedule objectives
C. Track Objectives D. None

Answer: A

11. Avon, Amway, and Tupperware use which of the following forms of channel distribution?

- A. direct marketing channel B. indirect marketing channel
C. forward channel D. fashion channel

Answer: A

12. From the economic system's point of view, the role of marketing intermediaries is to transform:

- A. raw products into finished products.
B. consumer needs into producer needs
C. consumer needs and wants into product desires .
D. assortments of products made by producers into the assortments wanted by consumers.

Answer: D

13. When the manufacturer establishes two or more channels catering to the same market, then occurs.

- A. Vertical channel conflict B. Horizontal channel conflict
C. Multi channel conflict D. None of the above

Answer: C

14. A distribution channel moves goods and services from producers to consumers. It overcomes the major time, place, andgaps that separate goods and services from those who would use them.

- A. possession B. profit C. image D. psychological

Answer: A

15. Through their contacts, experience, specialization, and scale of operation, usually offer the firm more than it can achieve on its own.

- A. manufacturers B. producers C. direct marketers
D. intermediaries

Answer: D

16. Makers of televisions, cameras, tires, furniture, and major appliances normally use which of the following distribution channel forms?

- A. direct marketing channel B. indirect marketing channel
C. horizontal channel D. synthetic channel

Answer: B

Using manufacturer's representatives or sales branches is usually a characteristic which of the following channel forms?

- A. business marketing channels
- B. customer marketing channels
- C. service marketing channels
- D. direct marketing channels

Answer: D

18. Transporting and storing goods is part of which of the following marketing channel functions?

- A. negotiation
- B. physical distribution
- C. contact
- D. matching

Answer: B

19. Who sells to the customers?

- A. Semi wholesalers
- B. Wholesalers
- C. Retailer
- D. Distributor

Answer: C

20. The benefits of marketing channels are.....

- A. Cost saving
- B. Time saving
- C. Financial support given
- D. All of above

Answer: D

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METHA Vanguard Business School
122 3rd Cross, East End Main Road,
Jayanagar 9th Block, Bangalore - 560 069

Vanguard Business School
VAP Course- Sales force Management
I MBA Student Enrollment-March 2023

SI No	Name of Student	Signature
1	Minchu P	
2	Mohammed Muneef K T	
3	MONIKA .R	
4	Mounika S R	
5	Mridula A	
6	Mohammed Aflah K	
7	MUHAMMED NABEEL R M	
8	Munegowda T M	
9	MURULI R	
10	MOUNIKA T S	
11	K B ARJUN	
12	Nabeel M K	
13	NAJEEH S	
14	D S NAMRATHA	
15	H R NIKITHA	
16	NITHEESH KARNA T	
17	PALLAM MEGHANA	
18	PRAJWAL K R	
19	PAMPANAGOUDA	
20	S Prarthana	
21	PRASHANTH V	
22	PUNITH S	
23	Rajesh A N	
24	RAKSHITHA K R	
25	Rohitha	
26	Rubin Richard	
27	Ruchitha B A	
28	Sahana nayaka s	
29	SANGEETHA D	
30	SANJAY B S	
31	SHRISHAILA NINGAPPA GANIGI	
	SIDHARTHA S	
33	Sneha g	
34	Sindhu D G	
35	Sneha S K	


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Jayanagar 5th Block, Bangalore - 560 069

Sl No	Name of Student	Training in HRS										22/3 %					
		6/3	7/3	8/3	9/3	10/3	11/3	13/3	14/3	15/3	16/3		17/3	18/3	20/3	21/3	22/3
1	Minchu P	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
2	Mohammed Muneef K T	1	2	3	4	5	6	7	8	9	10	11	12	12	13	14	93
3	MONIKA .R	1	2	3	4	5	6	7	8	9	10	11	12	12	13	14	93
4	Mounika S R	1	2	3	4	5	6	7	8	9	10	11	12	12	13	14	93
5	Mridula A	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
6	Mohammed Aflah K	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
7	MUHAMMED NABEEL R M	1	2	3	4	5	6	7	8	9	10	11	12	12	13	14	93
8	Munegowda T M	1	2	3	4	5	6	7	8	9	10	11	12	12	13	14	93
9	MURULI R	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
10	MOUNIKA T S	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
11	K B ARJUN	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
12	Nabeel M K	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
13	NAJEEH S	0	1	2	3	4	5	6	6	7	8	9	10	11	12	13	87
14	D S NAMRATHA	1	2	3	4	5	6	7	8	9	10	11	12	12	13	14	93
15	H R NIKITHA	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
16	NITHEESH KARNA T	1	2	3	4	5	6	7	8	9	10	11	12	11	12	13	87
17	PALLAM MEGHANA	0	1	2	3	4	5	6	6	7	8	9	10	11	12	13	100
18	PRAJWAL K R	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
19	PAMPANAGOUDA	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
20	S Prarthana	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
21	PRASHANTH V	1	2	3	4	5	6	7	8	9	10	11	12	9	10	11	80
22	PUNITH S	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	100
23	Rajesh A N	1	2	3	4	5	6	7	8	9	10	11	12	12	13	14	93
24	RAKSHITHA K R	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
25	Rohitha	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
26	Rubin Richard	1	2	3	4	5	6	7	8	9	10	11	12	12	13	14	93
27	Ruchitha B A	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
28	Sahana nayaka s	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
29	SANGEETHA D	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100
30	SANJAY B S	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	100

31	SHRISHAILA NINGAPPA GA	1	2	3	4	5	6	7	8	9	10	11	12	12	13	13	14	14	93
	SIDHARTHA S	1	2	3	4	5	6	7	8	9	10	11	12	13	14	14	15	15	100
33	Sneha g	1	2	3	4	5	6	7	8	9	10	11	12	13	14	14	15	15	100
34	Sindhu D G	0	1	2	3	4	5	5	6	6	7	8	9	10	11	11	12	12	80
35	Sneha S K	1	2	3	4	5	6	7	8	9	10	11	12	13	14	14	15	15	100

VANGUARD BUSINESS SCHOOL
 VALUE ADDED PROGRAM - FEEDBACK FORM

STUDENT NAME: Pallam Mrghara

COURSE: I Sem MBA

REG. NO: P18EP22M015058

SUBJECT / TOPIC FOR VAP: Sales Force Management

FEEDBACK RATING RANGE:

Outstanding -5, Very good-4, Good -3, Satisfactory -2, Needs Improvement -1.

S NO	POINTS FOR FEEDBACK	5	4	3	2	1
1	Syllabus/ Curriculum for VAP is need based	✓				
2	Syllabus was taught with real life examples	✓				
3	Course content is adequate for meeting industry requirements		✓			
4	Teaching course material and lecture preparation	✓				
5	Aims and objectives of the VAP course are well defined		✓			
6	The books prescribed or reference materials were appropriate to the course		✓			
7	Presentation /Communication skill of the trainer	✓				

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**VANGUARD BUSINESS SCHOOL
VALUES ADDED PROGRAM -FEEDBACK FORM**

COURSE: I MBA

SUBJECT/TOPIC FOR VAP : SALES FORCE MANAGEMENT

: Outstanding -5, Very good-4, Good -3, Satisfactory -2, Needs Improvement -1.

SNO	POINTS FOR FEEDBACK	OUT STAN	VERYGOOD	GOOD	SATISFAC	NEEDS IMPROVER
1	Syllabus/ Curriculum for VAP is need based	11	9	8	4	3
2	Syllabus was taught with real life examples	15	10	8	2	0
3	Course content is adequate for meeting industry requirements	16	9	7	2	1
4	Teaching course material and lecture preparation	18	7	6	2	2
5	Aims and objectives of the VAP course are well defined	17	8	5	3	2
6	The books prescribed or reference materials were appropriate to the cour	16	9	8	5	2
7	Presentation /Communication skill of the trainer	20	10	2	2	1

