1.2.2. Report on Add-On Courses

• **Reports on Long -Duration Add-on Courses – 30 Hours**

• **Reports on Short -Duration Add-on Courses – Less than 30 Hours**

Reports on Long-Duration Add-On Courses (30 Hours Duration)

Certificate in Alternative Investment Industry (CAII) in association with SS&C GlobeOp

Objective

The objective of conducting this training is to make 2nd-year Finance students eligible to participate in the placement process of the renowned company SS&C GlobeOp under the corporate onboarding program. This certification program imparts knowledge in Hedge funds, Derivatives, etc., and helps students appear for other companies' placement processes.

Description

SFIMAR initiated the Corporate Onboarding Program with its first company SS&C GlobeOp in 2014, wherein the company representatives train students on various profiles available for recruitment purposes at the company. SS&C GlobeOp has a structured syllabus and launched it at SFIMAR as a certification program. The students who can clear the company's assessment become eligible and the company recruits them as management trainees based on their clearing of the technical interview round. The training was conducted for 2nd-year students of finance.

Outcomes

This training helped students understand the various profiles in the core finance field available in the company and got their knowledge enhancement in Hedge Funds, Financial operations, Derivatives, etc.

SFIMAR Chairman felicitating
Mr. Sunil Nair - Director HR on 02/11/2015

Mr. Sunil Nair, Director HR & Mr. Sasmit
Ghodke, Associate HR address on 02/11/2015

SS&C GlobeOp Manger training our students

CAII Certification Ceremony on 27/01/2016

Global Head HR: Mr. Devarajan

Launch & address the students in 2016 - 17

Willis D'Cunha –HR Associate

introducing the trainer in 2016 – 17

SS&C GlobeOp Manager training our students

in 2016 – 17

CAII Certification Ceremony on 27/01/2016

Global Head HR: Mr. Devrajan

Launching the CAII program in 2017 - 18

Sasmit Ghodke & Willis D'Cunha –HR

Associate introducing the trainer in 2017 - 18

Certificate Distribution of CAII Program

in 2017 - 18

SS& C GlobeOp HR round In Campus

in 2017 - 18

Certificate in Alternate Investment Industry (CAII) conducted by GlobeOp Financial Services

February to March 2019

Certificate in Alternate Investment Industry (CAII) conducted by GlobeOp Financial Services February to March 2019

Certificate in Alternative Investment Industry (CAII) conducted by GlobeOp Financial Services Nov to 19 December 2019

Certificate in Alternative Investment Industry (CAII) conducted by GlobeOp Financial Services Nov to 19 December 2019

RIO+24 War & Peace - IDRC India Certification Program

Introduction

RIO+24 War & Peace - IDRC India Certification Program is a premier and prestigious short-term co-curricular course study for Indian students implemented by IARC | Centre for United Nations. St. Francis Institute of Management and Research conducted this prestigious program on their campus, thus encouraging the students to be responsible citizens of this world by emphasizing sharing perspectives about Culture and Development through the concept of War and Peace.

Objective

To understand the perspectives of culture and development through the concept of war and peace

Description

Ms. Apurva Gimonkar interned for this program by being a Campus Ambassador at St. Francis Institute of Management and Research and the constant support and guidance of faculty-in-charge for this program, Dr. Natika Poddar. RIO+24 War & Peace, which is about the most critical United Nations initiative, was promoted throughout the Institute and educated about the importance to the students and teachers. The program saw active participation with 68 enthusiastic participants for this paid certification program. The final exam was conducted successfully on campus on 7 April 2019. Ms. Sonali Mhatre topped this exam and was honored with a medal, and all the other participants were given a certificate of merit for the same. The Institute was honored with a certificate for successfully conducting the program and making their students better leaders by inculcating the significance and knowledge of War & Peace to face the world.

Outcome

Inculcating the significance and knowledge of war and peace and enabling the students to be better leaders.

IARC | CENTRE FOR UNITED NATIONS

2013 - 2022

INTERNATIONAL DECADE
for the RAPPROCHEMENT OF CULTURES
DÉCENNIE INTERNATIONALE
du RAPPROCHEMENT DES CULTURES

INTERNATIONAL DECADE FOR
PEOPLE OF AFRICAN DESCENT
2015 ▸ 2024
RECOGNITION · JUSTICE · DEVELOPMENT

un.iarc.res.in

CERTIFICATE OF EXCELLENCE

Awarded to

ST. FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH

For successfully implementing RIO+24 War & Peace – International Decade for the Rapprochement of Cultures IDRC India Program.

Issued: Mumbai, 2018

Vaidya

Pushkar Ganesh Vaidya
Program Head

Anita Thakur

Anita Thakur
Program Coordinator

Certificate of Completion

IARC | CENTRE FOR UNITED NATIONS

2013 - 2022

INTERNATIONAL DECADE
for the RAPPROCHEMENT OF CULTURES
DÉCENNIE INTERNATIONALE
du RAPPROCHEMENT DES CULTURES

INTERNATIONAL DECADE FOR
PEOPLE OF AFRICAN DESCENT
2015 ▸ 2024
RECOGNITION · JUSTICE · DEVELOPMENT

un.iarc.res.in

CERTIFICATE OF EXCELLENCE

Awarded to

APURVA GIMONKAR

for RIO+24 War & Peace – International Decade for the Rapprochement of Cultures IDRC India Program.

Issued 2018, ICUN, Mumbai, Participation

Vaidya

Pushkar Ganesh Vaidya
Program Head

Anita Thakur

Anita Thakur
Program Coordinator

RIO+25: UN-Water Action Decade India Program

Introduction

RIO+25 UN Water Action Decade India Program 2019-20 is part of the prestigious RIO Program (2012-2022). RIO+25 Program is in sync with the objectives of the United Nations Water Action Decade. RIO+25 consists of a short-term course, lecture series and contests. RIO+25 short-term certification course is a scintillating program based on the ever more critical need to manage the water resources for sustainable development for the next 10 years.

Objectives

- To understand the ecosystem as a whole and to find ways to save water
- To be a better citizen

Description

Mr. Aditya became the Campus Brand Ambassador for the RIO+25: UN-Water Action Decade India Program in February 2020. As an ambassador, he had various duties: drive registrations for the RIO+25 UN Water Action Decade India Program, circulate the e-posters through email, mailing-list and WhatsApp, spread awareness amongst students and coordinate with the RIO+25 UN people as well as the college RIO faculty coordinator. This program is based on the United Nations Water Action Decade 2018-2028, whose objective is to mobilize action that will help transform how we manage water. There were 84 students enrolled for the course.

Outcomes

- Awareness of the challenges inflicted upon mother Earth and to find ways to prevent harm to the planet
- Develop social consciousness and responsibility towards one's actions and prevent wastage of water

CERTIFICATE OF ACHIEVEMENT

This certificate is awarded to

ADITYA D'COSTA

St Francis Institute Of Management and Research, Mumbai

For successfully implementing

RIO+25 UN WATER ACTION DECADE INTERNATIONAL
SHORT TERM COURSE PROGRAM 2019-2020

Silver Medal
RIO25CA087

Vaidya

Dholakia

ROLE AND CERTIFICATE CODE
Issued Mumbai 2020

PUSHKAR GANESH VAIDYA
Program Head

RATHIN DHOLAKIA
Development Head

RIO+25 UN Water Action Decade India Program 2019-20 is organized by IARF | Centre of Excellence for United Nations Global Goals and is based on
United Nations International Decade for Action - A/RES/71/222 and UN Decade for Deserts and the Fight against Desertification - A/RES/64/201

Certificates of Participation

CERTIFICATE OF ACHIEVEMENT

This certificate is awarded to

ST FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH
Mumbai, Maharashtra

For successfully implementing on campus

RIO+25 UN WATER ACTION DECADE INTERNATIONAL
SHORT TERM COURSE PROGRAM 2019-2020

AIC25RIOCA087

Vaidya

Dholakia

CERTIFICATE CODE
Issued Mumbai 2020

PUSHKAR GANESH VAIDYA
Program Head

RATHIN DHOLAKIA
Development Head

RIO+25 UN Water Action Decade India Program 2019-20 is organized by IARF | Centre of Excellence for United Nations Global Goals and is based on
United Nations International Decade for Action - A/RES/71/222 and UN Decade for Deserts and the Fight against Desertification - A/RES/64/201

<p align="center">**Youth Leadership and People Skills (YLPS) in association with TISS**</p>

Introduction

The Youth Leadership and People Skills (YLPS) Course will take the student on a journey of self-discovery, awareness of one's own power and agency while simultaneously valuing diversity, becoming aware of what one does and the results that come forth, and solving problems in an interdependent and systemic manner.

Rationale/Scope

Knowing that the youth are soon to enter the world of work, the three threads that weave the different topics together are the notion of self and agency, Secondly upholding the dignity of self—moreover, others and thirdly embodying values for fairness and one's action in future.

Program Objectives

- To inculcate the practice of self-awareness by knowing who I am, what I think and what I do.
- Practice deep listening and responsible speaking rather than give in to reactive and destructive behavior.
- Become aware of and practice positive and effective communication in student and work life.
- Become aware of interdependent connections, and own my inner power for taking strategic action.
- Be more effective in interpersonal relationships, engage in dialogue, give feedback, co-operate as a team member and resolve conflict.
- Realize the potential of self and others and demonstrate it with confidence.

Program Duration

YLPS course has a duration of 45 teaching hours, including class inputs, audio-visuals and experiential exercises.

Pedagogy

The course will be delivered in a participatory classroom environment with group activities and individual exercises.

Syllabus

The Program on Youth Leadership and People Skills is divided into three sections. Each section looks at specific inputs to develop inner capacity, confidence, skills, knowledge, competencies, and understanding.

Module I is entitled 'Self-Awareness and Personal Effectiveness.' It deals with aspects of self and agency, articulating purpose, practicing deep listening, assertiveness and managing stress. It will create awareness of how one mentally filters what people say and, hence, discrimination in their thoughts. Recent studies reveal that self-awareness is the foundation for practical work and life and is being used and developed by progressive corporations and social sector organizations, including some UN agencies.

Module II is entitled Interaction Competencies and Skills'. It deals with inculcating the ability to change one's behavior based on one's values. It will develop practical verbal and non-verbal skills. Since the learning and the practice of the above are emotional, this section will seek to develop the desired competencies of handling feelings and managing conflicts and Time. In the world of work, this is vital.

Module III is entitled Intervention Skills and Competencies and relates to developing one's capacity to transform daily activities to manifest one's full potential. This section is also about developing resilience as an essential quality for leadership and decision-making skills and working with and within teams. It will also cover how to speak powerfully and present ideas effectively, dialogue and have generative conversations.

Sr. No	Module 1	Sr. No.	Module 2	Sr. No.	Module 3
1	Ice breaker	1	Seeing Connections: Story of Stuff-a film	1	Generating responses for Wellbeing
2	My Purpose	2	Managing Our Feelings	2	Actions based on my values-breaking ideas in my action

3	Sourcing Inner Power Self-awareness	3	Complaints – Seeing the commitment	3	Speaking Responsibly
4	My Four Profiles	4	Verbal Communication Skills	4	Team-Building Skills
5	Practicing Assertiveness	5	Non-verbal Communication Skills	5	Decision-Making
6	Background conversations and Listening	6	Influencing Skills for Change	6	Resilience- the Hallmark of Leadership
7	Ek Ruka Hua Faisala	7	Managing Interpersonal conflict	7	Stages of My Leadership
8	Managing Our Stress	8	Managing Time	8	Assessment of Module3
9	Assessment of Module 1	9	Assessment of Module 2	9	Overall Reflection

Assessment and Evaluation

Students will be assessed based on their participation in classroom activities. Continuous classroom evaluation will be used to grade students.

Certificate of Completion

Based on assessment and evaluation, and subject to fulfilling the minimum requirement of attendance of 75%, each participant will be provided with a certificate of completion at the end of the program.

SFIMAR-TISS Youth Leadership and People Skills (YLPS)
Certificate Distribution Program 28 September 2019

Youth Leadership and People Skill (YLPS) offered by the National University of Students Skill (NUSSD) under the aegis of Tata Institute of Social Sciences (TISS). The Youth Leadership and People Skills (YLPS) Course will take the student on a journey of self-discovery, awareness of one's own power and agency while simultaneously valuing diversity, becoming aware of what one does and the results that come forth, and solving problems in an interdependent and systemic manner. The Youth Leadership and People Skills (YLPS) program were conducted for the MMS and PGDM students of the 2017-19 batch from 12 October 2018 to 9 March 2019.

The certification distribution ceremony of the program was carried out on 28 September 2019 in the Assembly Hall of SFIMAR campus during the MMS I 2019-21 batch Induction program. Ms. Ramya Balakrishnan, Coordinator of the program and Ms. Khusboo Mehta, faculty member, represented TISS. A total of 56 participants from MMS I (26) and PGDM (30) registered. However, only 49 qualified for the certification award based on 75% attendance compliance and evaluation at the end of the program. Rev. Bro graced the ceremony. Alphonse Nesamony, Chairman, SFIMAR, Dr. D Henry, Director, SFIMAR, Rev. Bro. Xavier Munda, Registrar, SFIMAR and Dr. G Ramesh, Program Coordinator, SFIMAR.

YLPS Certificate Distribution

YLPS Certificate Distribution and

Team of Participants of YLPS Certification Programme

Tata Institute of Social Sciences

National University Students' Skill Development Programme

Certificate

This is to certify that

<Name of the Student>

from St. Francis Institute of Management and Research, Borivali

University of Mumbai

has successfully completed

Youth Leadership and People Skills course

Academic Year 2017-18

Project Director
NUSSD

Acting Director
TISS

Course Developed by

Tata Institute of Social Sciences
Centre for Lifelong Learning

Tata Institute of Social Sciences

National University Students' Skill Development Programme

Certificate

This is to certify that

<Name of the Student>

from St. Francis Institute of Management and Research, Borivali

University of Mumbai

has successfully completed

Youth Leadership and People Skills course

Academic Year 2018-19

Project Director
NUSSD

Acting Director
TISS

Course Developed by

Tata Institute of Social Sciences
Centre for Lifelong Learning

Tata Institute of Social Sciences

National University Students' Skill Development Programme

Certificate

This is to certify that

SAYALI SHIRKE

from St. Francis Institute of Management and Research, Borivali

University of Mumbai

has successfully completed

45 hours of training in

Youth Leadership and People Skills

Academic Year 2019-20

Project Director
NUSSD

Director
TISS

Course Developed by

Tata Institute of Social Sciences
Centre for Lifelong Learning

Certificate Copy of the SDP on YLPS

<div align="center">**Digital Marketing**</div>

Introduction

Every marketer needs to understand how to exploit digital marketing assets, tools and techniques to improve their customer value proposition and help achieve their organizational objectives. As every student of marketing specialization is a potential marketer, their understanding and updating the knowledge of Digital marketing is of paramount importance. The workshop is a step towards achieving this initiative.

Objectives

This workshop aims to familiarize the participants on designing an accessible, usable and value-adding website and using a range of inter-related digital marketing tools and techniques – integrated with traditional tools and techniques. The workshop will also help to create an understanding of how to drive traffic, make conversions, and develop engagement and referrals

Description

Digital marketing is conducted for non-finance specialization students. The topics covered are Search Engine Marketing, E-commerce marketing, social media planning and Google Analytics.

Outcomes

Demonstrate proficiency in the applications of Search Engine Marketing, E-commerce marketing, social media planning and Google Analytics.
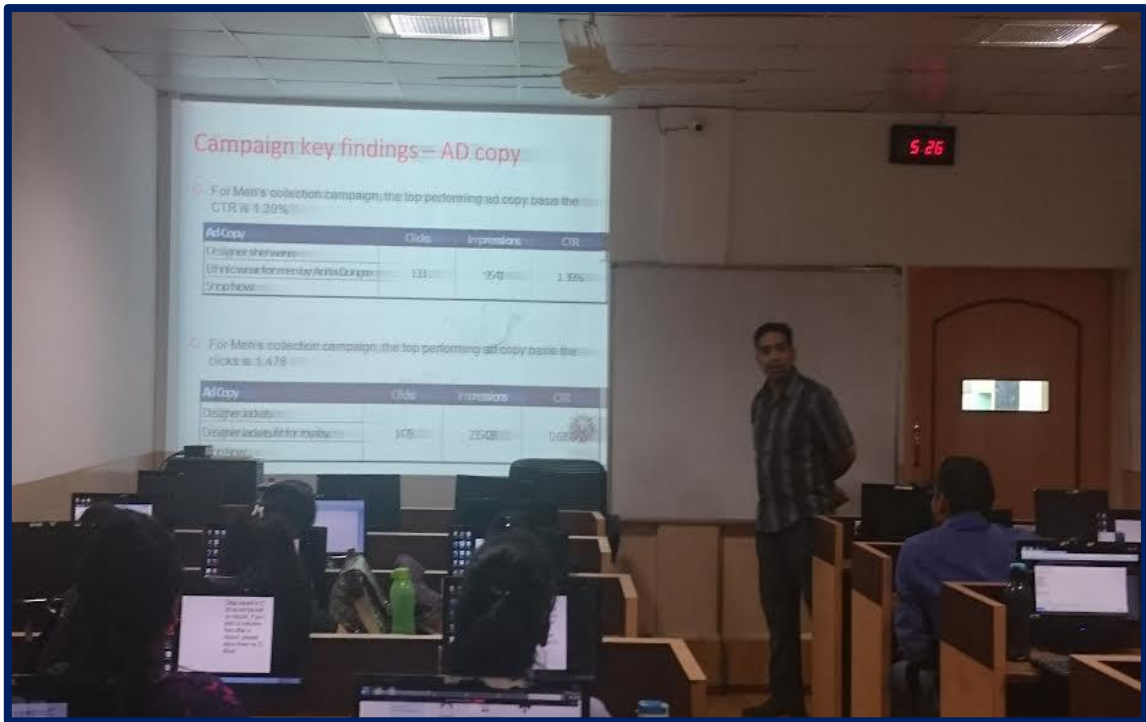
Digital Marketing Workshop during 2015 – 16

Digital Marketing Workshop during 2017 – 18

Digital Marketing Workshop during 2017 – 18

Certificate of completion of Digital Marketing during 2019 - 20

<p align="center">**Business English Certificate Preliminary – Training**</p>

Introduction

The Business English Certificate Preliminary (BEC P) proficiency test is designed to meet the international needs of users of English and is conducted for the PGDM Students. It covers Reading, Writing, Listening and Speaking in a business context. This is an intermediate qualification that shows students have a level of English that is adequate for practical everyday use in a business environment

Objectives

Students can -

- read short messages
- interpret charts
- write short emails
- follow short telephone conversations and discussions
- talk about business-related matters.

Description

The training included the following topics –

- Introduction, Analysis of Writing material, Memo, Chart, Graph, Invites, Resume, Notice Reading
- Passage Solving
- Introduction to Writing, Email Writing, Letter Writing
- Introduction to Listening, listening to conversations, instructions, orders
- Long Conversations, Note Making, MOM
- Introduction to Speaking, Mock Speaking Test of Students on based scenarios.

Outcomes

The candidate, after successful completion of the Cambridge BEC (Preliminary) training, will be able to achieve the following outcome:

1. The candidate will be able to read and analyze written documents at a business organization which includes; Graphs, Memos, Invites, Emails, Notices, Advertising, Work-plan, Written messages etc.

2. The candidate will be able to write and take notes/orders, along with penning work Emails and Letters with professional accuracy.
3. The candidate will be able to Speak eloquently with precise jargon, to-the-point topics and with apt paralanguage according to the presented situation.
4. The candidate will have good Listening skills as the exam polishes the ears on analyzing accents, intent, distinguishing orders and suggestions, and pointing out the speaker's main idea.

Reports on Short-Duration Add-On Courses (Less than 30 Hours Duration)

Financial Modelling Workshop in association with Fore Vision

Objective

To train students on financial modelling core concepts and their application in the actual job.

Description

This is an essential topic in finance and was a part of the syllabus in MMS. Nevertheless, during the revision of the syllabus, this topic was removed. Since it is a very relevant topic and asked by most financial companies doing campus placement, it was decided to cover this module with a professional Trainer. He conducted a 20 hours course and covered essential topics, e.g., Budgeting and forecasting (planning for the years ahead), Capital allocation, Valuing a business and financial statement analysis /ratio analysis.

Outcomes

Students learned the formulas and technical functions of Financial Modelling and its application in Industry cases.

Academic Year	Dates of the Workshop	Name and Designation of the Trainer	No of students enrolled
2018 – 19	8th, 9th, 10th, 11th, 12th, 13th, 17 October 2018 and 1st, 2nd and 14th November 2018	Mr. Abhishek Salecha Co-Founder - ForeVision	92
2019 - 20	7 October to 18 October 2019	Mr. Abhishek Salecha Co-Founder - ForeVision	78
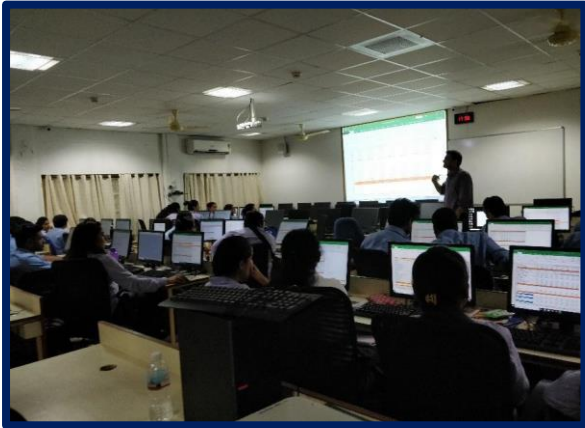
Workshop on Financial Modelling conducted by Mr. Abhisek Salecha 8th, 9th, 10th, 11th, 12th, 13th, 17 October 2018 and 1st, second and 14th November 2018
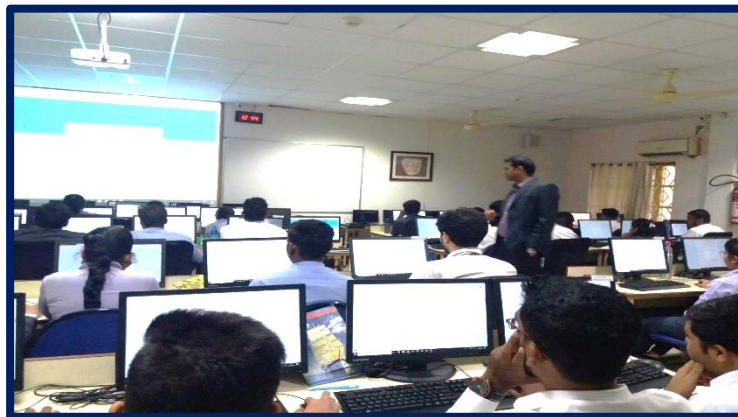
Financial Modelling Session conducted by Mr. Abhisek Salecha

7 October to 18 October 2019

Basic MS Excel and Advanced MS Excel

Objective

Spreadsheets are an essential business and accounting tool. To make students learn to organize and categorize data into a logical format. Once this data is entered into the spreadsheet, students can help manage and grow the business by analyzing the information. To give them the understanding to use different types of formulae and functions.

Description

This training was conducted based on HR feedback and industry requirements. The students were not comfortable with excel at work. Also, a few companies were conducting an Excel test during the selection process, and our students were facing problems. Hence, it was discussed with management, and it was decided to impart Training in Excel to the students. Alumnus Mr. Vaibhav Shah was identified for the same. His feedback was excellent. The students were told about the assignment at the end of the training and awarded certificates to those who got 60% and above marks in the test.

Outcomes

The students learned basic Excel and Finance students were trained on Advanced Excel too. The students learned to format data and cells and construct formulas, including built-in functions and relative and absolute references. Create and modify charts. Preview and print worksheets. Better selection results during placement. Students were confident while appearing for Excel Tests.

Academic Year	Dates of the Training	Name and Designation of the Trainer	No of students enrolled
2016 – 17	16 July to 10 September 2016	Mr. Vaibhav Shah Analyst BNP Paribas	141
2017 - 18	1 August to 12 August 2017	Mr. Vaibhav Shah Analyst BNP Paribas	181
2018 - 19	28 July to 6 October 2018 April 2019	Mr. Vaibhav Shah Analyst BNP Paribas Mr. Abhishek Salecha Founder Fore Vision	179 60

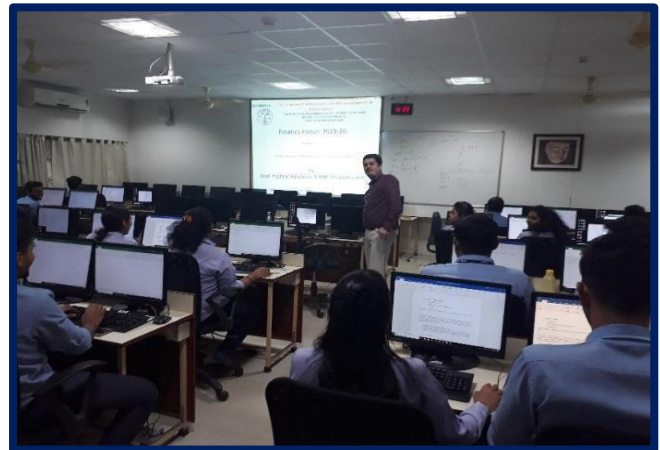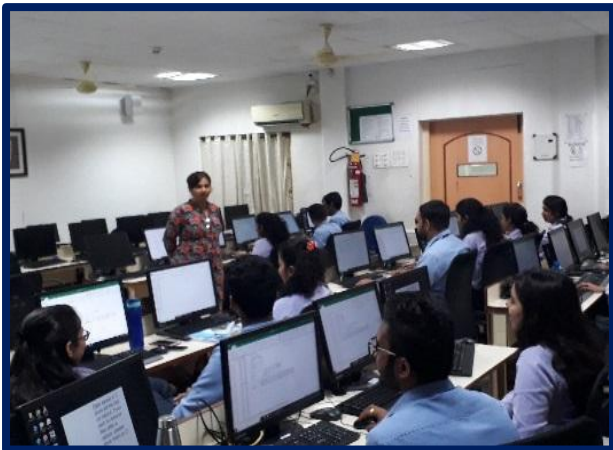| 2019 - 20	18th to 31 July 2019	Prof. Shilpa Peswani & Prof. Pushkar Parulekar	52
	MMS I: 7th & 14th March 2020	Mr. Vaibhav Shah Analyst BNP Paribas	56

Alumnus Mr. Vaibhav Shah conducting Excel Training in SFIMAR Lab 16 July to 10 September 2016

Alumnus Mr. Vaibhav Shah: conducting Excel Training: 1 August to 12 August 2017

Alumnus Mr. Vaibhav Shah: conducting Excel Training 28 July to 6 October 2018

Advance Excel conducted by Prof. Shilpa Peswani & Prof. Pushkar Parulekar

18th to 31 July 2019

Basic Excel conducted by Mr. Vaibhav Shah 7th & 14th March 2020

HRMS Automation software - Certificate Training in association with Opportune Technologies

Objective

HRMS is most widely used in many companies. This course is expected to provide knowledge about the software. The purpose of imparting this training is to equip them with the information about the software to understand when they work in the industry.

Description

An HRMS (Human Resource Management System) combines systems and processes that connect human resource management and information technology through HR software. An HRMS may help to revolutionize a workplace.

Mr. Dhwani Mehta is an entrepreneur and has his HRMS in a few companies. He gave training on this software and gave hands-on experience to students by providing logins to students. It was decided that the trainer will provide assignments at the end of the workshop, and students who get 60% and above will be given the Certificate. Students got a good understanding of HRMS. All the students cleared the test and got the Certificate.

Date of the activity: 10 August to 24 August 2017

Duration:10 hrs (2 hrs each day)

Name & Designation of Speaker: Mr. Dhwani Mehta - Director Opportune Technologies

Number of students enrolled: 15 MMS + 8 PGDM (HR students)

Outcomes – Students were made aware about -

1. Introduction to HR Automation
    a. Importance of Automation in the HR
    b. In the HRMS, the Employee Life cycle management & maintaining their records, helpful to them while on the job.
2. Live working/hands-on experience on the HRM Platform
3. Introduction to the HR process design & how to automate
4. The test was taken post the above training & certificates were issued

Mr. Dhwani Mehta - Director Opportune Technologies conducted HRMS Automation

Certificate Training 10 August to 24 August 2017

Project Management

Objective

Project management training was conducted for students to understand the importance of Time and set their goals and objectives by using the available resources and needs of the company. This could be in the form of Time, money or workforce.

Description

This training was conducted for all IT & operations students, and other students were informed if they would like to attend. The training was conducted by the professional trainer and in the form of a four days' workshop.

Date of the activity: 21st, 22nd, 24th and 25th September 2018

Name & Designation of Speaker: Mr. Rajeev Andharia, Consultant & Trainer on Digital Risk & Benefit Optimization, BTP

Number of students enrolled: 12 students attended the Training from Operations/ IT and Finance fields

Outcomes

Students got an understanding of Project management terminology and its application in the real-time scenario. The training was effective. The trainer gave the assignment, and everyone cleared the assignment and received a certificate from the trainer.

Mr. Rajeev Andharia conducted Project Management Skills sessions on 21st, 22nd, 24th & 25th September 2018

<div align="center">**Workshop on Internet of Things (IoT)**</div>

Objective

The training was organized to give an overview of IoT to students, and it may benefit the students in the current scenario/job opportunities of embedded industries.

Description

IoT is a new revolution of the internet. The Internet of Things (IoT) is a system of interrelated computing devices, mechanical and digital machines, objects, animals or people that are provided with unique identifiers and the ability to transfer data over a network without requiring human-to-human or human-to-computer interaction."

The trainer emphasized the following modules, followed by the Test/Practical Exam

- Sensors & Actuators
- Cloud Computing
- Protocols Used in IoT
- Mini Computer – Raspberry Pi Circuit
- Applications of Raspberry Pi

Date of the activity: 28 August to 16 October 2018
Name & Designation of Speaker: Prof. Vasudha Rao,
Number of students enrolled: 13 Students

Outcomes

The students got an overview of IoT and devices using IoT. They also understood the critical features of IoT, e.g., connectivity, data, communication, intelligence, action & ecosystem etc.

NISM Certification Course on Foundation of Equity Trading and Investments in Association with NISM and ICICI Direct

Introduction

Foundation of Equity Trading and Investments is a joint certification between the lClCldirect Centre for Financial Learning and the National Institute of Securities Market to help students acquire a practical working knowledge of stock markets and derivatives. The Classroom lectures combined with practical training seek to create knowledge for students to commence their journey in the exciting world of equities and derivatives and lay a strong foundation for students desiring to work in the Capital Market segment.

Objectives of the programme

- To provide essential skills on equity trading and investment in various asset classes like equities and derivatives
- To give hands-on experience of investing & trading in equity market instruments and derivatives using the virtual stock market platform
- To help the participants consider stock markets as a genuine place for wealth creation
- Demonstrate their knowledge to potential employers in the broad domains of financial markets.

Duration of the course: 15 hours

Programme Outline:

- Overview of Equity
- Financial Market
- Capital Market
- Mechanism of Stock Trading- Virtual Stocks Demo
- Corporate Action and Taxation on Equity lnvestments
- Introduction to Fundamental and Technical Analysis
- Hedging Risks - Derivatives

Academic Year	Dates of the Programme	No of students enrolled
2015 - 16	10 and 11 January 2016	56
2016 - 17	29 and 31 January 2017	68
2017 - 18	7 and 9 January 2018	54
2018 – 19	20 and 22 January 2019	56

Outcomes

- Hands-on practical experience of trading in live stock markets – Equities and Derivatives
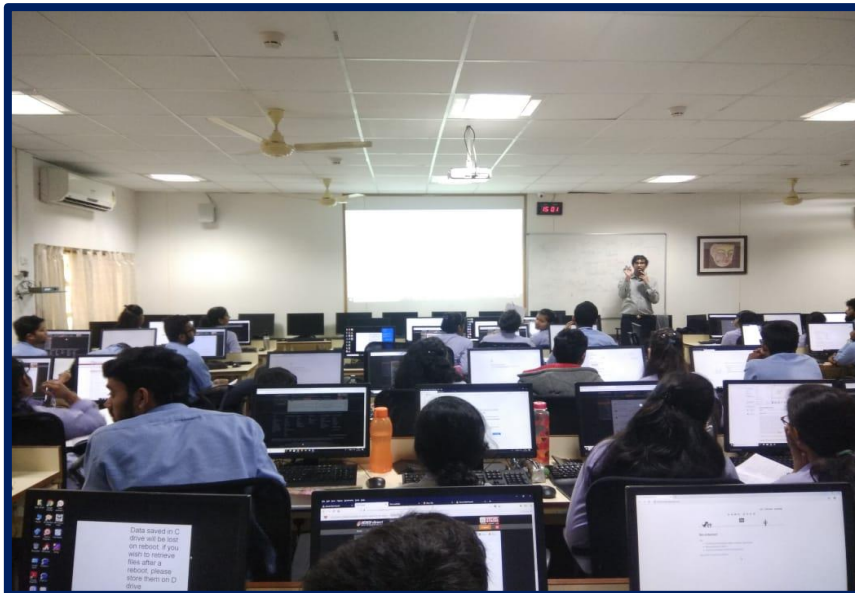- Learning by implementing using virtual stocks and hands-on experience towards stock research by way of guided presentations

Training Session on 10 and 11 January 2016

Training Session on 29 and 31 January 2017

Certificate Distribution for the sessions held on 7 and 9 January 2018

Mr.Sachin Jain (Treasury Manager in NESCO) conducting the session on

20 and 22 January 2019

NISM Certificate

Data Visualisation

Introduction

Data Visualization Workshop for MMS Students is conducted regularly during Semester III. The workshop focuses on providing hands-on experience on tools like Tableau, Orange and MS-Excel widely used for Data Visualization.

Objectives

- To design visualizations to leverage sensory and short-term memory effectively.
- To design visualizations to inform viewers without misleading them.
- To use chart types to answer specific questions.
- To design dashboards and stories using visual best practices.

Description

The course including the following topics –

1. Visual analytics process

- Describe the visual analytics process and its advantages Memory and processing
- Analyze how memory is used to interpret visualizations
- Revise visualizations to reduce cognitive load
- Effectively use pre-attentive attributes in visualizations informing without misleading
- Identify ways to design visualizations, so they inform without misleading

2. Using chart types effectively

- Identify the most appropriate chart types to answer specific questions
- Identify best practices and considerations for a variety of chart types
- Effectively use chart types to answer specific questions

3. Designing dashboards and stories

- Identify visual best practices for the dashboard and story design
- Describe the process of designing a dashboard or story
- Create a dashboard or story using visual best practices

Academic Year	Name of the Trainer	Date of the Programme	No of students enrolled
2018 - 19	Prof. Vasudha Rao	18 – 31 August 2018	4
2019 - 20	Prof. Vasudha Rao	August – September 2019	69

Outcomes

- Design visualizations to effectively leverage sensory and short-term memory.
- Design visualizations to inform viewers without misleading them.
- Effectively use chart types to answer specific questions.
- Design dashboards and stories using visual best practices.

Data Analytics and R Programming

Introduction

SFIMAR imparts in-depth training in the concepts and techniques of data analytics, which helps build a foundation in business intelligence. Special focus is given on predictive analytics like regression, clustering, and smoothening techniques. R Programming Workshop is conducted for MMS students in Semester III. The workshop covers the whole data life cycle ranging from Data Acquisition and Data Storage using R Studio. It also helps students in applying data modeling through R programming using various algorithms

Objectives

- To understand the basics of R programming in terms of constructs, control statements, string functions
- To understand the use of R for Big Data analytics
- To apply R programming for Text processing
- To apply R programming from a statistical perspective

Description

The course including the following topics –

1. **Introduction to Business Analytics**   1.5 Hours
   - Introduction to Business Analytics
   - R for Data Science
   - Introduction to R and R-Studio
   - Dealing with Data using R
   - Visualization using R

2. **Statistical Methods for Decision Making**   1.5 Hours
   - Descriptive Statistics
   - Introduction to Probability
   - Probability Distributions
   - Hypothesis Testing and Estimation
   - Goodness of Fit

3. **Advance Statistics**   1.5 Hours

- Analysis of Variance
- Regression Analysis
- Dimension Reduction Techniques

4. **Data Mining**   1.5 Hours

- Introduction to Supervised and Unsupervised Learning
- Clustering
- Decision Trees
- Random Forest
- Neural Networks

5. **Predictive Modelling**   1.5 Hours

- Multiple Linear Regression
- Logistic Regression
- Linear Discriminant Analysis

6. **Time Series Forecasting**   1.5 Hours

- Introduction to Time Series
- Correlation
- Forecasting
- Autoregressive models

7. **Marketing and Retail Analytics**   3 Hours

- Marketing and Retail Terminologies
- Customer Analytics
- KNIME
- Retail Dashboard
- Customer Churn
- Association Rules Mining

8. **Supply Chain & Logistics Analytics**   3 Hours

- Introduction to Supply Chain
- Dealing with Demand uncertainty

- Designing Optimal Strategy using Case Study
- Inventory Control & Management
- Inventory classification
- Inventory Modelling
- Costs Involved in Inventory
- Economic Order Quantity
- Forecasting
- Advanced Forecasting Methods
- Examples & Case Studies

9. **Web & Social Media Analytics**   3 Hours
   - Web Analytics: Understanding the metrics
   - Basic & Advanced Web Metrics
   - Google Analytics: Demo & Hands-on
   - Campaign Analytics
   - Text Mining

10. **People Analytics**   2 Hours
    - People Analytics Continuum
    - Analytical Foundations of HR Measurement
    - Bringing HR and Finance together
    - Types of HR Metrics
    - Developing Proprietary Metrics for your organization/Issues faced
    - Illustrations of People Analytics from Staffing, Training, Performance Management, Leadership, Organizational Culture, OD interventions, Organizational Structure etc.

The programme provided hands-on experience through applications of MS- Excel/ R Studio/ SPSS/ PSPP/ Statcraft

Academic Year	Name of the Trainer	Date of the Programme	No of students enrolled
2018 - 19	Dr. Kavita Venkatachari Faculty Member, IBS Mumbai	12 and 13 November 2018	27
2019 - 20	Dr. Kavita Venkatachari Faculty Member, IBS Mumbai	12 December 2019 to 23 January 2020	69

Outcomes

- Understand the basics of R programming in terms of constructs, control statements, string functions
- Understand the use of R for Big Data analytics
- Learn to apply R programming for Text processing
- Able to appreciate and apply the R programming from a statistical perspective

IT Skills for Managers

Introduction

The programme on IT skills for managers is conducted for the First Year MMS Students. A position in management requires a diverse range of skills. IT skillset is a must for any position and any management level to perform day-to-day tasks. This course makes the student attain basic proficiency in MS Word and MS PPT and improves their digital literacy.

Objectives

- To apply knowledge of computing to various business domains
- To use current techniques, skills, and tools necessary for computing practice
- To effectively integrate IT-based solutions into the user environment
- To create an effective project plan

Description

The course includes the following topics –

- Intro to IT Skills   1.5 Hrs
- Project Report Making through MS-Word   1.5 Hrs
- Web Conferencing   1.5 Hrs
- Ms-PPT   1.5 Hrs
- Internet   1.5 Hrs
- Google Forms   1.5 Hrs
- Profile Making using LinkedIn   1.5 Hrs
- Intro to Infographic CV's   1.5 Hrs
- Intro to Tableau   8 Hrs

Academic Year	Name of the Trainer	Date of the Programme	No of students enrolled
2018 - 19	Prof. Vasudha Rao	01-Jan-2019 to 30-Apr-2019	121
2019 - 20	Prof. Vasudha Rao	12 October to 12 December 2019	114

Outcomes

- Be able to apply knowledge of computing to various business domains
- Be able to analyze a problem and identify and define the computing requirements appropriate to its solution
- Be able to analyze the local and global impact of computing on individuals, organizations, and society
- Recognize the need for and an ability to engage in continuing professional development
- Be able to use current techniques, skills, and tools necessary for computing practice
- Be able to use and apply current technical concepts and practices in the core information technologies
- Be able to identify and analyze user needs and take them into account in the selection, creation, evaluation and administration of computer-based systems
- Be able to integrate IT-based solutions into the user environment effectively
- Understand best practices and standards and their application
- Be able to assist in the creation of an effective project plan

Goods and Services Tax

Introduction

Water and Shark is an international professional service network of accounting and consulting firm headquartered in Delaware, USA. The Water and Shark Mumbai office are A1203 Lancelot, SV Rd, Borivali (W), Mumbai, Maharashtra 400092. Water and Shark offer a range of expert services of Taxation, Assurance and Auditing, International Taxation, Transaction Advisory and Consultancy services to all kinds of businesses and individuals.

Objective

- To provide a brief overview of the Goods and Services Tax
- To make the students aware of the online procedure for filing GST

Description

Conducted a certificate Program on GST (Goods and Service Tax) for the academic years 2017-2018, 2018-2019, and 2019-2020 by CA. Harsh Patel – Chairman Water and Shark Advisors Pvt. Ltd for the PGDM students. The total duration of the workshop is 10 hrs. CA Harsh Patel guided PGDM first-year students about GST and how to file GST online. Various topics related to GST were covered in the workshop, including GST set up in Tally, E-way billing, GST adjustment and Payment, generating reports in Tally, GST return etc. All participant students were also awarded certificates authorized by CA. Harsh Patel – Chairman Water and Shark Advisors Pvt.

Academic Year	Date of the Programme	Name of the Trainer and Collaborative Agency	No of students enrolled
2017 – 18	August 2017 to September 2017	CA Harsh Patel CEO – Water and Shark	60
2018 – 19	July 2018 to August 2018	CA Harsh Patel CEO – Water and Shark	60
2019 - 20	July 2019 to August 2019	CA Harsh Patel CEO – Water and Shark	60

Outcomes

Students were made aware of the basic concepts and online filing procedure of GST
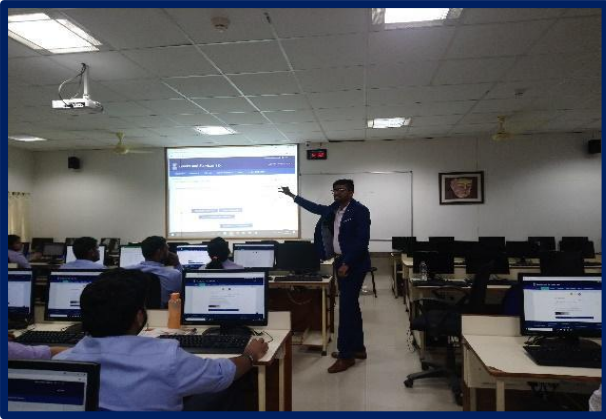
GST Sessions organized during the year 2017 – 18

GST Sessions organized during the year 2018 - 19

GST Sessions organized during the year 2019 – 20

ST. FRANCIS INSTITUTE OF MANAGEMENT & RESEARCH

Approved by AICTE and Affiliated to the University of Mumbai
(An ISO 9001:2015 Certified Institute and NAAC)

Gate No. 5, Mount Poinsur, S.V. P. Road, Borivali (W), Mumbai - 400 103
Tel.: 022 - 2891 7089, 2895 8403 Website : www.sfimar.org

CERTIFICATE

Certification Programme on GST (Goods & Service Tax)

In Association with   WATER AND SHARK ADVISORS PVT. LTD.

This is to Certify that

Mr. / Ms. _LINDA JAISEN_

student of PGDM Programme at SFIMAR has successfully completed

Goods & Services Tax (GST) Training on 6th, 13th, 20th of July and

3rd, 10th August, 2018 during his / her First Trimester, Batch 2018-20.

CA. Harsh Patel
Founder & Chairman

Dr. Sulbha Raorane
Program Head - PGDM

Dr. S.S.Mohanty
Director

Certification of Completion of GST of Academic Year 2018 - 19

French Language

Introduction

French Language Course is designed to comprehend topics and lexis for the PGDM students. Moreover, the students will learn grammatical concepts to enhance their prowess in the French language. This is a beginner's level course.

Objective

The training intends to make the students aware of the Basic French Vocabulary, Greetings in French and Basic Grammar.

Description

The topics included the following -

- Alphabets
- Vowels
- Accents
- Sound Blending
- All Ending letter words
- Vocabularies
- Greetings
- Days of The Week
- Subject Pronouns
- Être and Avoir verbs
- Articles Indefinite
- Practice Exercises
- Months of The Year
- Numbers (0-60)
- How to tell Time
- Articles Definite
- Partitif Articles
- Practice Exercises
- Vegetables
- Eatables

- Listening Skills

Academic Year	Date of the Programme	Name of the Trainer	No of students enrolled
2016 - 17	3 October 2016 to 10 December 2016	Ms. Garima Rander Freelance French Trainer	60
2017 – 18	3 October 2017 to 9 December 2017	Ms. Garima Rander Freelance French Trainer	60
2018 – 19	2 July 2018 to 12 September 2018	Mr. Arnab Kundu Freelance French Trainer	60
2019 – 20	3 October 2019 to 7 December 2019	Mr. Arnab Kundu Freelance French Trainer	60

Outcomes

- Initiate Conversation
- Describe Feelings
- Learn the basics of sentence formation

Session on the French Language during the academic year 2016 – 17

Session on the French Language during the academic year 2018 - 19

ST. FRANCIS INSTITUTE OF MANAGEMENT & RESEARCH

Approved by AICTE and Affiliated to the University of Mumbai
(An ISO 9001:2015 Certified Institute and NAAC)

Gate No. 5, Mount Poinsur, S.V. P. Road, Borivali (W), Mumbai - 400 103
Tel.: 022 - 2891 7089, 2895 8403 Website : www.sfimar.org

ISO 9001:2015 CERTIFIED

NAAC A

CERTIFICATE

FRENCH LANGUAGE

This is to Certify that

Mr. / Ms. ___ABHAY DAVE_____

student of PGDM Programme at SFIMAR has successfully completed total
20 hrs of *Basic Training of French Language* during his / her First & Second
Trimester of Batch 2018-20.

Mr. Arnab Kundu
Trainer
French Language

Dr. Sulbha Raorane
Program Head - PGDM
SFIMAR

Dr. S.S.Mohanty
Director
SFIMAR

Graphics

Introduction

The course teaches the students the basics of graphics using CorelDraw and Photoshop and other aspects of branding and is conducted for the PGDM students.

Objective

To make the students aware of the main tools and effects in CorelDraw and Photoshop and how to use them.

Description

Professionals use Corel DRAW and Photoshop for every promotional material, such as posters, roll-up banners, business cards, brochures, or logos. The course trains the students to create logos, business cards or flyers.

Academic Year	Date of the Programme	Name of the Trainer	No of students enrolled
2016 - 17	21 – 27 June 2016	Mr. Dinto Chungath Freelance Graphics Trainer	60
2017 – 18	20 – 27 June 2017	Mr. Dinto Chungath Freelance Graphics Trainer	60
2018 – 19	18 – 21 June 2018	Mr. Dinto Chungath Freelance Graphics Trainer	60

Outcomes

- Create your business card in CorelDRAW
- Organizing a brochure layout by learning how to manage pages
- Design clean and professional business cards
- Design logos and graphics

Session on Graphics Training by Mr. Dinto

ST. FRANCIS INSTITUTE OF MANAGEMENT & RESEARCH

Approved by AICTE and Affiliated to the University of Mumbai
(An ISO 9001:2015 Certified Institute and NAAC)

Gate No. 5, Mount Poinsur, S.V. P. Road, Borivali (W), Mumbai - 400 103
Tel.: 022 - 2891 7089, 2895 8403 Website : www.sfimar.org

CERTIFICATE

GRAPHICS

This is to Certify that

Mr. / Ms. **ABHAY DAVE**

student of PGDM Programme at SFIMAR has successfully completed
Basic Training of Graphics on 21st June ,22nd June, 27th June & 7th July, 2018
during his / her First Trimester, Batch 2018-20.

Mr. Dinto Chungath
Trainer
Architect/ Artist

Dr. Sulbha Raorane
Program Head - PGDM
SFIMAR

Dr. S.S.Mohanty
Director
SFIMAR