PIMSE

SHAPING BETTER MANAGERS FOR FUTURE

CERTIFICATIONS
2019-20

Anjuman Khairul Islam
POONA INSTITUTE OF MANAGEMENT SCIENCES AND ENTREPRENEURSHIP
(Affiliated to Savitribai Phule Pune University, Approved by AICTE, New Delhi & DTE, Maharashtra)
(A Religious and Linguistic Minority Educational Institution)

Office: K. B. Hidayatullah Road, Camp, Pune - 411001.
Tel.: 020-26448781.
Website: http://pimse.edu.in Email: director.pimse@gmail.com

Dr. Porinita Banerjee
Director (Incharge)
M.Com., MBA, M.Phil., PHD.

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Certifications
Academic Year 2019-20

Academic Year 2019-20

Certification Program on "Business Management- An Art of Making Business Plan"

Name of the Resource Person and Association: Mr. Vasimraja Sayed, Assistant Professor, Poona Institute of Management Sciences and Entrepreneurship

Dates: 26th August 2019 to 16th September 2019

Duration: 31 hours

Mode of Certification: Offline

No. of Students Enrolled: 28

Mode of Evaluation: Test

Objectives of Programme

- To make students understand the importance of business planning. This includes understanding how a business plan can help to achieve goals, identify risks, and attract investors.

- To enable the students learn the basic steps involved in creating a business plan. This includes developing an executive summary, conducting market research, and creating financial projections.

- To help the students identify and analyze the key components of a business plan. This includes understanding the different sections of a business plan, and how they fit together.

- To enable the beneficiaries to write a clear and concise business plan. This includes using strong writing skills, and presenting information in a logical and easy-to-understand way.

- To master our students the skill on presenting a business plan to potential investors or partners.

Description of Programme

Businesses and entrepreneurial projects rely on well-structured reports to ensure accurate communication about goals and objectives, requirements, designs, measuring and recording progress, etc. Unfortunately, many MBA graduates do not have the clear understanding of setting up their ventures as they fail in making an effective business plan. In order to alleviate this problem for our students in the early stages of their careers, this certification was designed and executed by our own faculty Mr. Vasimraja Sayed. He focused the whole program on idea generation, market analysis and study, strategies and challenges for start-ups etc. The certification was completed by 28 budding entrepreneurs.

Outcome of Programme

This certification has helped in developing business acumen of our students by making them aware about the different aspects of business planning. Further this certification also will assist in increasing their chances of success in business as entrepreneurs as they have learned the art of developing a sound business plan. This further will lend a hand in attracting investors and partners for the business proposals made by our students.

Mr. Vasimraja Sayed addressing students during the Certification Program

A Glimpse during the program

Director

POONA INSTITUTE OF MANAGEMENT SCIENCES & ENTREPRENEURSHIP

(APPROVED BY AICTE, NEW DELHI & AFFILIATED TO UNIVERSITY OF PUNE)

Office: K. B. Hidayatullah Road, Camp, Pune - 411 001. Tel.: 020-26448781.

Website: www.akipimse.com Email: info@akipimse.com

PIMSE
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NOTICE

Date: 21st August 2019

All the students of MBA General, MBA IT and MBA HRD that PIMSE is organizing 31 hours Certification Program on topic **"Business Management: An Art of Making Business Plan"**. Kindly register with Mr. Vasimraja Sayed before 24th August 2019.

Day and Date: Monday, 26th August 2019

Time: 8.30 am to 10.30 am.

Prof. (Dr.) Shakeel Ahmed
Director

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AKI Poona Institute of Management Sciences and Entrepreneurship

Syllabus for

Certification Program on

"Business Management: An Art of Making Business Plan"

(25 hours session plus 5 hours practical)

Syllabus

1. **Introduction to Business Planning (2 Hrs)**
   - Importance and benefits of a business plan
   - Components of a comprehensive business plan
   - Identifying and understanding target markets and customers

2. **Market Research and Analysis (3 Hrs)**
   - Conducting market research to gather data and insights
   - Analyzing market trends and competition
   - Assessing market potential and identifying opportunities

3. **Business Model Canvas (5 Hrs)**
   - Understanding the key elements of a business model
   - Creating a business model canvas for a business idea
   - Iterating and refining the business model

4. **Financial Planning and Forecasting (4 Hrs)**
   - Understanding financial statements and ratios
   - Estimating startup costs and capital requirements
   - Financial forecasting and projections

5. **Marketing and Sales Strategies (3 Hrs)**
- Developing marketing strategies and positioning
- Designing promotional and sales strategies
- Pricing strategies and revenue generation

6. **Operations and Resource Planning (4 Hrs)**
- Planning for operational processes and workflows
- Resource allocation and management
- Supply chain management and logistics

7. **Risk Assessment and Mitigation (4 Hrs)**
- Identifying potential risks and challenges
- Developing risk mitigation strategies
- Creating contingency plans

8. **Presentation and Pitching Skills (5 Hrs)**
- Crafting a compelling business plan presentation
- Practicing effective pitching and presentation skills
- Responding to questions and objections

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Y. & M. Anjuman Khairul Islam's

POONA INSTITUTE OF MANAGEMENT SCIENCES & ENTREPRENEURSHIP

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Approved by AICTE, New Delhi ISO 9001-2015 Certification

Certification Program on

"Business Management : An Art of Making Business Plan"

Registration list

Sr. No.	Name of the Student	Course	Signatures
1	Jain Akshay Upshrenik	Gen 1st year	Jain
2	Kannake Sarang	IT (I)	Sarang
3	Shaikh Tahera	HRD (I)	Shaikh T.
4	Md. Shoaib Patel	MBA (I)	Md. S.
5	Heena Shaikh	IT (1st)	SHeena
6	Huzef Patel	MBA (I)	HP.
7	Md. Ahmad	IT (I)	Md.A.
8	Tarleen kaur saluja	HRD (I)	Tarleen
9	Borkar Vineet Milind	Gen 1st year	BVineet
10	Bijewar Twinkal	IT (I)	BT
11	Junaid Shaikh	MBA 1st	Sheikh
12	Fahad Aziz	HRD I st	FA
13	Sourabh Sulakhe	MBA 1st	S
14	Mokashi Achin	Gen 1st year	Am
15	Shaikh Tahira	HRD	
16	Raziya Shaikh	HRD (I)	RShaikh
17	Alvi Talal Aziz	Gen 1st year	Alvi.
18	Umair Shaikh	IT (I)	Umair
19	Peerkar Rumaima	Gen 1st year	Rumaima.
20	Samreen Altaf	HRD (I)	Samreen
21	Shaikh kashif	IT (I)	S
22	Gangurne Jyoti	Gen 1st	Jyoti
23	Sundke Rahil	HRD (I)	Rahil.
24	Sayyed Rifat	HRD (I)	

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Approved by AICTE, New Delhi ISO 9001-2015 Certification

Certification Program on

"Business Management : An Art of Making Business Plan"

Registration list

Sr. No.	Name of the Student	Course	Signatures
25	Tiwari Alok	HRD (I)	*(signature)*
26	Sana Shaikh	IT (II)	Sana
27	Shaikh Arbaaz	IT II	*(signature)*
28	Umair Shaikh	IT (II)	*(signature)*

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Approved by AICTE, New Delhi ISO 9001:2015 Certification

Certification Programme on "Business Management - An Art of Making Business Plan"

Attendance Sheet

Sr. No.	Name of the registered students	26th Aug 2019	27th	28th Aug	29th Aug	30th Aug	31st Aug	3rd Sept	4th Sept	5th Sept	7th Sept	9th Sept	11th Sept	13th	14th	16th Sept
1	Borkar Vineet Milind	P	P	P	P	P	P	P	P	P	A	P	P	P	A	P
2	Mohammad Ahmad Shafikullah	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
3	Heena Shaikh	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P
4	Shaikh Tahera Asif	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
5	Bijewar Twinkal Netram	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
6	Shaikh Raziya Nooruddin	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
7	Sakkarge Samreen Altaf	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
8	Tiwari Alok Rishi	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
9	Sundke Rahil Hidayatulla	P	P	P	P	P	P	P	P	P	P	A	P	P	P	A
10	Kannake Sarang Vilas	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
11	Shaikh Sana Shahid	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
12	Sourabh Sunil Sulakhe	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
13	Jain Akshay Upshrenik	P	A	P	P	P	P	P	P	A	P	A	P	P	P	P
14	Shaikh Umair Imtiyaz	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P
15	Mokashi Arshin Khan	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
16	Patel Huzef Aslam	P	P	P	P	P	A	P	P	P	P	P	P	P	A	P
17	Patel Md Shoaib Akhil	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
18	Shaikh Kashif Aslam	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P
19	Pevekar Rumaima Naeem	P	P	P	P	A	P	P	P	P	P	P	P	A	P	P
20	Saluja Tarleen Kaur	P	P	A	P	A	P	P	P	P	P	P	P	P	P	P
21	Gangawane Jyoti	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P
22	Saba shaikh	P	P	P	P	P	P	P	P	A	P	P	P	P	A	P
23	Shaikh Umair Shafiahmed	P	P	P	P	P	A	P	P	P	P	P	P	P	A	P
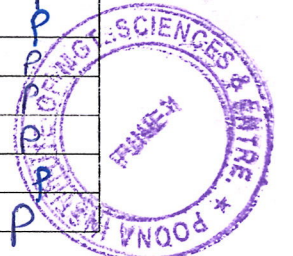
#	Name															
24	Sayyed Rifat Ahsan	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
25	Shaikh Arbaaz Anwar	P	P	P	P	P	P	A	P	P	P	P	P	P	P	A
26	Kuravle Fahad Aziz	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
27	Alvi Talal Aziz	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P
28	Shaikh Junaid Isak	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P

VS.

Mr. Vasimraja Sayyed
Program Co-ordinators and Speaker

Dr. Shakeel Ahmed
Director

Y. & M. Anjuman Khairul Islam's

POONA INSTITUTE OF MANAGEMENT
SCIENCES & ENTREPRENEURSHIP

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C E R T I F I C A T E

OF COMPLETION

This is to certify that Mr. / Ms. _Rahil H. Sundke._
of Y. & M. AKI's Poona Institute of Management Sciences and Entrepreneurship (PIMSE) has successfully completed a certification program offered on "Business Management An Art of Making Business Plan". The course was conducted from 26th August 2019 to 16th September 2019 at PIMSE.

Mr. Vasimraja Sayed
Speaker, PIMSE

Prof. Dr. Shakeel Ahmed
Director, PIMSE

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Academic Year 2019-20

Certification Program on "Shariah Funds "

Name of the Resource Person and Association: Mr. Ashraf Mohamedy, Founder, Idafa Investments, Wealth Creation – The Shariah Way

Dates: 16th September to 3rd October 2019

Duration: 31 hours

Mode of Certification: Offline

No. of Students Enrolled: 31

Mode of Evaluation: Test

Objectives of Programme

- To understand how to invest the Shariah way

- To make students understand the different types of Shariah funds available and the eligibility criteria for each type of fund.

- To help students learn how to save your money without earning interest

- To learn how to fulfil your financial goals without breaking the rules of Allah

- To be able to manage Interest free Shariah funds, its risks and rewards of each option.

- To be able to identify and report a genuine investment from a suspicious schemes.

Description of Programme

Shariah funds are investment funds governed by the requirements of Shariah law and the principles of the Islamic religion. Shariah funds are considered to be a type of socially responsible investing. Since AKI Poona Institute of Management Sciences and Entrepreneurship is a Muslim Minority Institute and majority of the students are from the

same community who look for Halal Investment Options. Hence this certification was opted for our students to lend them guidelines and principles allowed the Shariah way. Total 31 students have registered out of which 6 were non-muslims. All 31 students successfully completed the course.

Outcome of Programme

This certification program has helped our students in increasing their knowledge of Islamic funds. By learning about Shariah funds, students gained a better understanding of Halal Investments and led to improve their financial literacy in the domain. By investing in Shariah funds, students can help to support the growth of the economy. Certification programs included training on the latest topics in Islamic finance, so students could use these options for investments for themselves in future and for their family members.

Speaker addressing students during the Certifications

Director
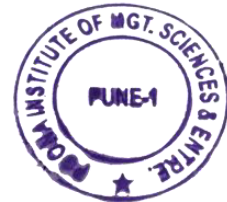
<u>NOTICE</u>

Date: 12th September 2019

All the students of MBA General, MBA IT and MBA HRD that PIMSE is organizing 31 hours Add on Certification Program on topic **"Shariah Funds"**. Kindly register with Dr. Payal Samdariya before 14th September 2019.

Day and Date: Monday, 16th September 2019

Time: 4.00 pm to 6.00 pm.

Prof. (Dr.) Shakeel Ahmed

Director

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AKI Poona Institute of Management Sciences and Entrepreneurship

Syllabus for

Certification Program on

"Shariah Funds"

Syllabus

- Introduction to Shariah funds (2 Hrs)

- Define Shariah funds and explain their purpose. (2 Hrs)

- Discuss the history of Shariah funds and their development over time. (2 Hrs)

- Explain Shariah Compliant Equity Mutual Funds (3 Hrs)

- Identify the different types of Shariah funds and their investment strategies. (2 Hrs)

- Explain the investment criteria that Shariah funds must adhere to. (2 Hrs)

- Evaluate the performance of Shariah funds and compare them to other types of investment funds. (5 Hrs)

- Comparison of Shariah funds to other types of investment funds(3 Hrs)

- Discussing varied ways to improve financial health through ethical investing(2 Hrs)

- Screening all listed companies based on the Shariah guidelines. (3 Hrs)

- Selection of stocks to manage your portfolio of stocks for optimum wealth creation. (4 Hrs)

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Certification Program on

"Idafa – Shariya Funds"

Registration list

Sr. No.	Name of the Student	Course	Signatures
1	Jain Akshay Upshrenik	Gen BLyear	Jain
2	Md. Ahmad.	IT (I)	Md.A
3	Sourabh Sulakhe	MBA 1st	S
4	Vineet Borkar	MBA (I)	BVineet.
5	Md. Shoaib Patel	MBA (I)	Md.S.
6	Sundake Rahil	HRD (I)	Rahil.
7	Alvi Tallal Aziz	Gen 1st	Alvi
8	Fahad Aziz	HRD 1st	FA
9	Mokashi Archin	Gen 1st year	AM
10	Kannake Sarang	IT (I)	Sarang.
11	Heena Shaikh	IT (IT)	SHeena
12	Tarleen Kaur Saluja	HRD (I)	Tarleen
13	Bijewar Twinkal	IT (I)	BT
14	Juned Shaikh	MBA 1st	Sheikh
15	Shaikh Kashir	IT (I)	S
16	Huzef Patel	MBA (I)	HP
17	Samreen Altaf	HRD (I)	Samreen
18	Ganguare Jyoti	Gen 1st	Jyoti
19	Umair Shaikh	IT (I)	Umair
20	Raziya Sheikh	HRD (I)	RSheikh
21	Pevokae Rumaima	Gen 1st year	Rumaima.
22	Sayyed Rifat .M.	HRD (I)	Rl
23	Shaikh Tahera. Sayyed Rifat Asan.	HRD (I)	Shaikh T.
24	Shaikh Tahira	HRD	Sh

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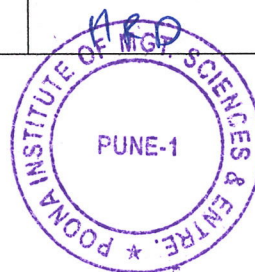SHAPING BETTER MANAGERS FOR FUTURE

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Certification Program on

"Idafa – Shariya Funds"

Registration list

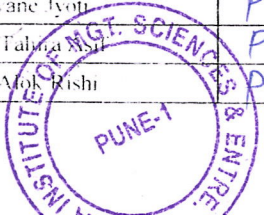| Sr. No.	Name of the Student	Course	Signatures
25	Tiwari Alok	HRD (I)	*(signature)*
26	Munazza Shaikh	HRD 2nd	Munazz
27	Shaikh Arbaaz	IT 2nd	*(signature)*
28	Adil Shaik	MBA (II)	*(signature)*
29	Umair Sheikh	IT (II)	*(signature)*
30	Sana Shaikh	IT (II)	Sana
31	Shaikh Uzair	IT (II)	*(signature)*

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### Certification Programme on "Shariah Funds"

Attendance Sheet

Sr. No.	Name of the registered students	16th Sept 2019	17th Sept	18th	19th	20th Sept	21st	23rd Sept	24th	25th	26th	27th Sep.	28th	30th	1st Oct	3rd Oct	Exam 5th Oct
1	Shaikh Umair Imtiyaz	P	P	A	P	P	P	P	P	P	A	P	P	P	P	P	P
2	Sundke Rahil Hidayatulla	P	P	P	P	P	P	A	P	P	A	P	P	P	P	A	A
3	Kuravle Fahad Aziz	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P
4	Patel Huzef Aslam	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
5	Saluja Tarleen Kaur	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
6	Shaikh Junaid Isak	A	A	P	P	P	P	A	P	P	P	P	A	P	P	P	P
7	Shaikh Sharjil Baig	P	P	P	P	P	P	P	P	P	A	P	P	A	P	P	P
8	Alvi Talal Aziz	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P	A
9	Shaikh Arbaaz Anwar	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
10	Kannake Sarang Vilas	P	P	A	P	P	P	P	A	A	P	P	P	P	P	P	P
11	Borkar Vineet Milind	P	P	P	P	P	P	P	A	P	P	P	A	P	P	P	A
12	Mohammad Ahmad Shafikullah	P	P	P	A	P	P	A	P	P	A	A	P	P	P	P	P
13	Sourabh Sunil Sulakhe	A	P	P	A	P	A	P	P	A	P	P	P	P	P	P	P
14	Shaikh Kashif Aslam	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	A
15	Pevekar Rumaima Naeem	P	P	A	P	P	P	P	P	P	A	P	P	P	P	P	P
16	Sakkarge Samreen Altaf	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P
17	Shaikh Tahera Asif	P	P	P	P	A	P	P	P	P	P	P	A	P	P	P	P
18	Patel Md Shoaib Akhil	A	P	P	P	P	P	P	P	A	P	P	P	P	P	A	P
19	Shaikh Adil Yousuf	P	P	P	P	P	P	A	A	P	P	P	A	P	P	P	P
20	Bijewar Twinkal Netram	P	P	P	A	P	P	P	P	P	P	A	P	P	P	P	P
21	Gangawane Jyoti	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
22	Shaikh Tahira	P	P	P	P	P	P	P	P	A	P	P	P	P	P	A	P
23	Tiwari Alok Rishi		P	P	P	A	P	P	P	A	P	P	A	P	P	P	A

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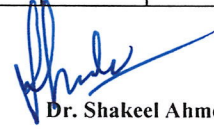
24	Shaikh Umair Shafiahmed	P	P	A	P	P	P	A	P	P	A	P	P	P	P	A
25	Sayyed Rifat Ahsan	A	P	P	P	P	P	P	P	A	P	P	P	P	P	P
26	Shaikh Munazza Khalil	P	P	P	A	P	P	P	P	P	A	P	P	P	P	A
27	Shaikh Sana Shahid	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
28	Shaikh Raziya Nooruddin	P	P	P	P	P	P	P	A	P	A	P	A	P	A	A
29	Jain Akshay Upshrenik	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P
30	Mokashi Arshin Khan	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P

Dr. Payal Samdariya
Program Co-ordinators
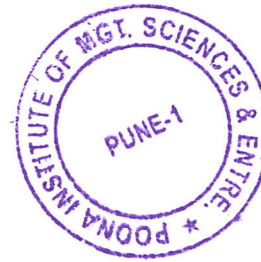
Dr. Shakeel Ahmed
Director

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IDAFA
Idafa Investments
WEALTH CREATION - THE SHARIAH WAY

Certificate of Completion

This is to certify that Mr. / Ms. _Jalal Aziz Alvi (MBA)_

of Y. & M. AKI's Poona Institute of Management Sciences and Entrepreneurship (PIMSE)

has successfully completed a certification program offered on "Shariah Funds". The

course was conducted from 16th September 2019 to 3rd October 2019 at PIMSE.

Mr. Ashraf Mahamedy
Founder, Idafa Investments

Academic Year 2019-20

Certification Program on "Affiliate Marketing"

Name of the Resource Person and Association: Mr. Sufiyan Sayyed, Team Lead, Aurus Inc., Pune.

Dates: 7th October 2019 to 24th October 2019

Duration: 31 hours

Mode of Certification: Offline

No. of Students Enrolled: 24

Mode of Evaluation: Test

Objectives of Programme

- To understand the fundamentals and importance of affiliate marketing.

- To learn how to plan and develop effective websites for businesses.

- To implement SEO techniques to improve website visibility.

- To utilize social media platforms for marketing and audience engagement.

- How to develop and distribute valuable content for marketing purposes.

- To understand how to track and analyze affiliate marketing performance using analytics tools.

Description of Programme

With the boom of Ecommerce where products and services are bought at the click of a button, Affiliate Marketing has gained the significance in the eyes of retailers, marketers and customers. To update our students, institute had invited Mr. Sufiyan Sayyed, Team Lead, Aurus Inc., Pune for conducting this certification program. Mr. Sayyed covered range of

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topics like working of Affiliate Marketing, review the tools needed to create the best website for new business, how to grab maximum profits with Social Media Platform.

Outcome of Programme

Students have learnt how to implement social media marketing strategies for effective communication along with inputs on how to develop and distribute valuable content for marketing purposes. The program concluded on a brief note how to analyze affiliate marketing performance using analytics tools and make data-driven decisions. This will help our students who wish to pursue entrepreneurship or career in affiliate marketing, to reap more profits from digital presence in such digital era.

Mrs. Sheena Abraham felicitating Mr. Sufiyan Sayyed, speaker of the certification

A Glimpse of Mr. Sufiyan Sayyed with Students during the Program.
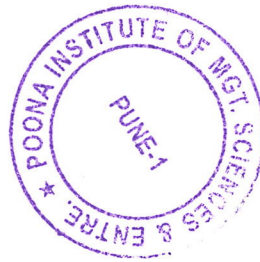
Director

NOTICE

Date: 3rd October 2019

All the students of MBA General, MBA IT and MBA HRD that PIMSE is organizing Certification Program on topic **"Affiliate Marketing"**. Kindly register with Mr. Lionel D'mello before 5th October 2019.

Day and Date: Monday, 7th October 2019

Time: 8.30 am to 10.30 am.

Prof. (Dr.) Shakeel Ahmed
Director

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AKI Poona Institute of Management Sciences and Entrepreneurship

Syllabus for

Certification Program on

"Affiliate Marketing"

(15 hours session plus 10 hours of practical)

Syllabus

1. **Introduction to Affiliate Marketing** (1 Hr.)

    - Overview of affiliate marketing landscape
    - Understanding the importance of affiliate marketing for businesses
    - Affiliate marketing trends and emerging technologies

2. **Website Planning and Development** (2 Hrs)

    - Understanding website structure and user experience
    - Website planning and goal setting
    - Basics of website development and optimization

3. **Search Engine Optimization (SEO)** (2 Hrs)

    - On-page and off-page SEO techniques
    - Keyword research and analysis
    - Optimizing website content for search engines

4. **Social Media Marketing** (2 Hrs)

    - Social media platforms and their features
    - Developing social media strategies and campaigns
    - Engaging and growing an audience on social media

5. **Pay-per-Click (PPC) Advertising** (2 Hrs)

    - Introduction to PPC advertising platforms (e.g., Google Ads)
    - Creating and managing PPC campaigns
    - Monitoring and optimizing PPC campaigns for better results
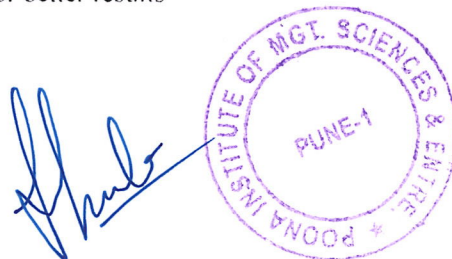
6. **Email Marketing** (2 Hrs)

- Building an email list and segmenting subscribers
- Creating effective email campaigns and newsletters
- Analyzing email marketing metrics and improving performance

7. **Content Marketing** (2 Hrs)

- Creating compelling and valuable content
- Content strategy and distribution channels
- Measuring content marketing effectiveness

8. **Analytics and Reporting** (2 Hrs)

- Introduction to web analytics tools (e.g., Google Analytics)
- Tracking and analyzing website traffic and user behavior
- Reporting on affiliate marketing performance and ROI

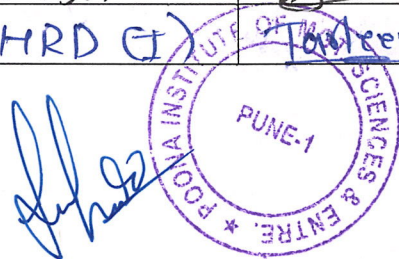**9. Practical Sessions and test** (11 Hrs)

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Y. & M. Anjuman Khairul Islam's

POONA INSTITUTE OF MANAGEMENT SCIENCES & ENTREPRENEURSHIP

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Approved by AICTE, New Delhi ISO 9001-2015 Certification

Certification Program on

Affiliate Marketing

Registration list

Sr. No.	Name of the Student	Course	Signatures
1	Junaid Shaikh.	MBA 1st	Sheikh
2	Alui Talal Aziz	Gen 1st	Alui
3	Md. Ahmad.	IT (I)	Md.A
4	Gangawane Jyoti	Gen 1st year	Jyoti
5	Umair shaikh	IT (I)	Umair
6	B Shaikh Kashif	IT (I)	S
7	Sayyed Rifat	HRD	S
8	Jain Akshay	Gen 1st yee	Jain
9	Fahad Aziz	HRD 1st	FA
10	Bijewar Tulsical	IT (J)	BH
11	Mokashi Archin	Gen 1st year	AM
12	Raziya Shaikh	HRD I	R Shaikh
13	Heena Shaikh	IT (1st)	SHeena
14	Huzef Patel	MBA (I)	HP
15	Tanera Shaikh	HRD (I)	Shaikh I
16	Md. Shoaib Patel	MBA (J)	Md.S.
17	Samreen Altaf	HRD (I)	samreen
18	Vineet Borkar	MBA (I)	BVineet
19	Sundlep Rahil	HRD (J)	Rahil.
20	Kahnake Saranj	IT (I)	Saranj.
21	Penelkar Rumaima	Gen 1st year	Rumaima.
22	Tiwari Alok	HRD (I)	Alok.
23	Sourabh Sulakhe	MBA 1st	S
24	Tarleen kaur Saluja	HRD (I)	Tarleen

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Certification Programme on "Affiliate Marketing"
Attendance Sheet

Sr. No.	Name of the registered students	7th Oct 2019	9th Oct	10th Oct	11th Oct	12th	14th	15th	16th	17th	18th	19th	21st Oct	22nd	23rd	24th Oct	Exam 24th Oct
1	Shaikh Junaid	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
2	Alvi Talal Aziz	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	A
3	Mohammad Ahmad	P	P	P	A	P	P	A	P	P	P	P	P	P	P	P	P
4	Gangawane Jyoti	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
5	Umair Shaikh	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
6	Shaikh Kashif Aslam	A	P	P	P	P	A	P	P	P	P	P	P	P	A	P	P
7	Sayyed Rifat	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	
8	Jain Akshay Upshrenik	P	P	A	P	P	P	P	P	A	P	P	P	P	P	A	
9	Fahad Aziz	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
10	Bijewar Twinkal	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P
11	Mokashi Arshin	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
12	Raziya Shaikh	P	P	P	P	P	P	A	P	P	P	P	P	P	A	P	
13	Shaikh Heena	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
14	Patel Huzef Aslam	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P
15	Tahera Shaikh	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
16	Patel Md Shoaib	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
17	Samreen Altaf	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P
18	Borkar Vineet	A	P	P	P	P	P	P	P	P	A	P	P	P	P	P	
19	Sundke Rahil	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	A
20	Kannake Sarang	P	P	P	P	P	P	P	P	A	P	P	P	A	P	P	P
21	Pevekar Rumaima	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
22	Tiwari Alok Rishi	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
23	Sourabh Sunil	P	P	P	P	A	P	P	A	P	P	P	P	P	P	A	
24	Tarleen Kaur	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P

Mr. Lionel D'mello
Program Co-ordinator
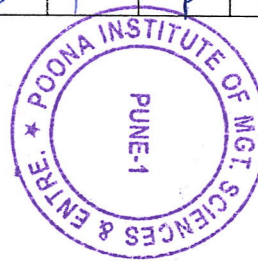
Prof. Dr. Shakeel Ahmed
Director

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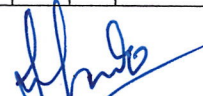Approved by AICTE, New Delhi. ISO 9001-2015 Certification
Office : K. B. Hidyatullah Road, Camp, Pune - 411 001. Tel : 020 26448751 Website : www.akigpimse.ac.in Email : director.pimse@gmail.com

CERTIFICATE

OF APPRECIATION

This is to certify that Mr./Ms. _Huzef Patel   MBA._

of Y. & M. AKI's Poona Institute of Management Sciences and Entrepreneurship (PIMSE) has successfully completed a certification program offered on "Affiliate Marketing". The course was conducted from 7th October 2019 to 24th October 2019 at PIMSE.

Mr. Sufiyan Sayyed
Speaker, Aurus Inc.

Prof. Dr. Shakeel Ahmed
Director, PIMSE

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Academic Year 2019-20

Certification Program on "Statutory Compliance in HR"

Name of the Resource Person and Association: Dr. Anjum Sayyad, Assistant Professor, AKI Poona institute of Management Sciences and Entrepreneurship

Dates: 4th January 2020 to 21st January 2020

Duration: 31 hours

Mode of Certification: Offline

No. of Students Enrolled: 29

Mode of Evaluation: Test

Objectives of Programme

- To focus on practical day-to-day tasks of HR managers and compliance challenges under various legislations and acts
- To help students to learn how to conduct disciplinary proceedings including appreciation of evidence and drafting various kinds of notices and orders
- To facilitate the students to learn about various acts
- To conduct Simulation case studies on various legal compliances

Description of Programme

This program was planned and designed by our very own in-house faculty, Dr. Anjum Sayyad, Assistant Professor, who is having immense knowledge in HR legal legislation. To make our MBA IT students aware about the various laws drafted by the Indian Constitution for the rights of the employees, this certification threw light on various acts existing in Indian Labour Laws.

Outcome of Programme

This program has helped our MBA IT students to increase their knowledge of statutory compliance requirements applicable as employees. This includes understanding the different laws and regulations that govern HR practices. Students have got familiarity with the existing Indian Labour law system.

Dr. Anjum Sayyad addressing students during the program

Director

Anjuman Khairul Islam's

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Website: www.akipimse.com Email: info@akipimse.com

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NOTICE

Date: 2nd January 2020

All the students of MBA General, MBA IT and MBA HRD that Poona Institute of Management Sciences and Entrepreneurship is organizing 31 hours Certification Program on topic **"Statutory Compliance in Human Resource"** from Saturday, 4th January 2020 to Tuesday, 21st January 2020. Kindly register with Dr. Anjum Sayyad before 3rd January 2020.

Prof. (Dr.) Shakeel Ahmed

Director

Add on Certification program on

Statutory Compliance in HR

Objectives: -

1. This certification programmed is specially designed to focus on practical day-to-day tasks of HR managers and compliance challenges under various legislations and acts
2. This will help the students to learn how to conduct disciplinary proceedings, including appreciation of evidence and drafting various kinds of notices and orders
3. This certification will also help the students to learn about various acts such as Bonus Act, Payment of Gratuity Act, ESI act, Equal Remuneration Act and PF act.
4. The certification program also aims to provide Simulation case studies on compliance requirements under the Payment of Gratuity Act, Employees State Insurance Act, Bonus act etc.

Lecture No.	Lecture Topics	Hours
1	Disciplinary Procedures, Disciplinary Action form	2
2	Selection Letter, Appointment Letter, Termination letter, Suspension Letter, drafting of memos, Show cause notice; All formats	2
3	The Payment of Bonus Act 1965 with all amendments	4
4	The Payment of Gratuity Act 1972 with all amendments	4
5	The Employee State Insurance Act 1948 with all amendments	4
6	The Employees Provident Funds and Miscellaneous Provisions Act, 1952 with all amendments	6
7	The Equal Remuneration Act, 1976 with all amendments	3
8	Practice Sessions , case studies and calculations	5

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Approved by AICTE, New Delhi ISO 9001-2015 Certification

Certification Program on

"Statutory Compliance in HR"

Registration list

Sr. No.	Name of the Student	Course	Signatures
1	Bijewar Twinkal Netram	MBA-IT	Net
2	Ghadge shivani Narayan	MBA-IT	Kiv
3	Nikalji shwetali Dhananjay	MBA-IT	shwe
4	kulkarni Pooja shripad	MBA-IT	Pooj
5	Shaikh Ayesha Salahuddin	MBA-IT	Ayat
6	Daware Suvarna vishal	MBA-IT	
7	shaikh shoeb Gulam	MBA-IT	Sueb
8	Shaikh Heena shermalanad	MBA-IT	Hee
9	Pathan Azhar Javed	MBA-IT	Azhar
10	Jala Samraj Abdul kayyum	MBA-IT	Jul
11	Shaikh Salma Abdul Razzaque	MBA-IT	Salm
12	Shaikh Swaliha firoz	MBA-IT	Swl
13	Sayyed Mushrat Rafique	MBA-IT	Mus
14	Shaikh Zeba Anjum Abdul	MBA-IT	Zeba
15	Khan Zoya feroz	MBA-IT	Zoy
16	Singh Rakhi Rajkishor	MBA-IT	Ra
17	Shaikh Sadaf Sadik	MBA-IT	sadaf
18	Siddiqui shameem Ahmed	MBA-IT	Ahm
19	Qureshi Mohsin Mujeeb	MBA-IT	Mud
20	Shaikh Farahnaz Rashid	MBA-IT	Fah
21	Shaikh Parveen Nigar	MBA-IT	Par
22	mishra Gangadhar chhavinath	MBA-IT	mish
23	Shaikh Asif Chand	MBA-IT	Asi
24	Khan Tasannum Abdul Quddus	MBA-IT	Kh
25	Sheikh Ramjan Asulal	MBA-IT	Ram

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Certification Program on

"Statutory Compliance in HR"

Registration list

Sr. No.	Name of the Student	Course	Signatures
26	Shaikh Juweriya Khalil Ab	MBA - IT	Juw
27	Siddiqui Rakeya Abdal Qudds	MBA - IS	Rakey
28	Shaikh Juveria Gulammustafa	MBA - IT	Juv
29	Shaikh Sana Shahid	MBA - IT	Sa

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Approved by AICTE, New Delhi ISO 9001-2015 Certification

Certification Programme on "Statutory Compliance in HR"

4th January 2020 to 21st January 2020 (8.30 am to 10.30 am)

Attendance Sheet

Sr. No.	Name of the registered students	4th Jan. 2020	6th Jan.	7th	8th	9th	10th Jan	11th Jan.	13th Jan.	14th Jan	15th Jan	16th Jan	17th Jan	18th Jan	20th Jan	21st Jan.	25th Jan Exam
1	Shaikh Heena Shermahamad	P	P	A	P	P	P	P	P	P	A	P	P	P	A	P	P
2	Bijewar Twinkal Netram	A	P	P	A	P	P	P	P	P	P	P	P	P	P	A	P
3	Shaikh Swaliha Firoz	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P
4	Kulkarni Pooja Shripad	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
5	Shaikh Sadaf Sadik	P	P	P	P	A	P	P	P	P	A	P	P	P	P	A	P
6	Ghadge Shivani Narayan	P	P	A	P	P	P	P	P	P	P	P	A	P	A	P	P
7	Shaikh Ayesha Salahuddin	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P	P
8	Shaikh Parveen Nigar	A	P	P	P	P	P	P	A	P	P	P	P	P	P	A	P
9	Shaikh Zeba Anjum Abdul Hameed	P	P	A	P	P	P	A	P	P	A	P	P	P	P	P	P
10	Siddiqui Shameem Ahmad Masood	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P
11	Shaikh Asif Chand	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
12	Shaikh Sana Shahid	P	A	P	P	P	A	P	P	P	A	P	P	A	P	P	P
13	Shaikh Salma Abdul Razzaque	P	P	P	P	P	A	P	P	P	P	P	P	P	A	P	P
14	Sayyed Mushrat Rafique	P	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P
15	Daware Suvarna Vishal	A	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
16	Shaikh Farahnaz Rashid	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
17	Shaikh Ramjan Asulal	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
18	Nikalji Shwetali Dhananjay	P	P	A	P	A	P	P	P	P	P	P	P	P	P	P	P
19	Shaikh Shoeb Gulam	P	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P
20	Pathan Azhar Javed	A	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P
21	Jula Sarfraj Abdul Kayyum	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P

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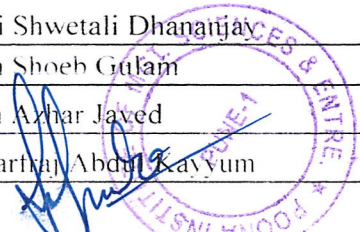
22	Mishra Gangadhar Chhavinath	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
23	Shaikh Juweriya Khalil Ahmed	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	A
24	Qureshi Mohsin Mujeeb	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
25	Singh Rakhi Rajkishor	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
26	Shaikh Juveria Gulammustafa	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
27	Siddiqui Rakeya Abdul Quyyoom	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
28	Khan Zoya Feroz	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	A
29	Khan Tarannum Abdul Quddush	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P

Dr. Anjum Sayyad
Program Co-ordinator and Speaker
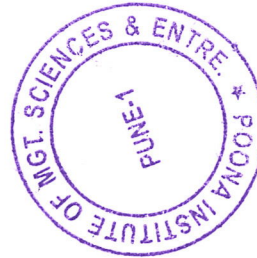
Prof. (Dr.) Shakeel Ahmed
Director

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Certificate

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THIS CERTIFICATE OF PARTICIPATION IS PRESENTED TO

Ms. Lara Shaikh {MBA- IT}

Of Y. & M. AKI's Poona Institute of Management Sciences and Entrepreneurship (PIMSE) has successfully completed a certification program offered on "Statutory Compliance in Human Resource". The course was conducted from 4th January 2020 to 21st January 2020 at PIMSE.

Dr. Anjum Sayyad
Speaker, PIMSE

Prof. Dr. Shakeel Ahmed
Director, PIMSE

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Academic Year 2019-20

Certification Program on "Interviewing skills"

Name of the Resource Person and Association: Mrs. Jahan Aara Pathan and Mr. Mohd. Talha Ahmed, Training and Placement team, AKI Poona Institute of Management Sciences and Entrepreneurship

Dates: 22nd January 2020 to 8th February 2020

Duration: 30 hours

Mode of Certification: Offline

No. of Students Enrolled: 38

Mode of Evaluation: Mock Interview

Objectives of Programme

- To understand the different types of interviews and their purposes and its utility during placement interviews

- To learn how to prepare for an interview including researching the company and practicing answers to common interview questions.

- To be able to face an interview confidently including answering open-ended questions, listening actively and providing clear and concise response to the interviewer.

- To help students learn pre-during-post interview etiquettes

Description of Programme

The Training and Placement team of the institute designed and delegated this certification program wherein the focus was to build our student's interviewing skills. An MBA graduate has to appear for Internship interviews as well as final Placement interviews. Creating a first

postitve impression to crack the interview is a journey that should be accomplished successfully. Hence, Mrs. Jahan Aara Pathan and Mr. Mohd. Talha Ahmed, Training and Placement team build this certification and trained our students to face an interview confidently in their future endeavour.

Outcome of Programme

This certification assisted our students on how to apply strategies to create a positive impression and build rapport with interviewers. It further helped in preparing thoroughly for interviews by researching and aligning skills. Students were also able to handle difficult questions and situations confidently and professionally. They also understood and followed post-interview etiquette as a mandatory consideration for selection in an interview.

Mrs. Jahan Aara Pathan addressing on how to crack interview

Mr. Talha Ahmed conducting Mock Interview as a part of Certification

Director

POONA INSTITUTE OF MANAGEMENT SCIENCES & ENTREPRENEURSHIP

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<u>NOTICE</u>

Date: 20th January 2020

All the students of MBA General, MBA IT and MBA HRD that PIMSE is organizing 30 hours Certification Program on topic **"Interviewing Skills".** Kindly register with Mr. Talha Ahmed before 19th January 2020.

Day and Date: Wednesday, 22nd January 2020

Time: 8.30 am to 10.30 am.

Prof. (Dr.) Shakeel Ahmed
Director

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AKI Poona Institute of Management Sciences and Entrepreneurship

Syllabus for

Certification Program on

"Interviewing Skills"

Syllabus:

1. **Introduction to Interviewing Skills** (2 Hrs)

- Understanding the purpose and importance of interviews
- Types of interviews
- Preparing for an interview

2. **Effective Communication in Interviews** (2 Hrs)

- Verbal and non-verbal communication skills
- Active listening techniques
- Asking relevant questions and seeking clarification

3. **Building Rapport and Creating a Positive Impression** (3 Hrs)

- Developing rapport with the interviewer
- Presenting oneself professionally
- Managing nervousness and projecting confidence

4. **Interview Preparation** (3 Hrs)

- Researching the company and position
- Analyzing job requirements and aligning skills
- Preparing responses to common interview questions

5. **Interview Techniques and Strategies** (4 Hrs)

- Behavioral-based interviews
- Competency-based interviews
- Case interviews
- Group interviews and panel interviews

6. **Handling Difficult Questions and Situations** (3 Hrs)

- Addressing gaps in employment or experience

- Dealing with behavioral or situational challenges

- Managing salary negotiations and expectations

7. **Post-Interview Etiquette and Follow-up** (3 Hrs)

- Sending thank-you notes or emails

- Evaluating the interview experience and lessons learned

- Follow-up actions and next steps

8. **Mock Interview sessions** (10 Hrs)

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Certification Program on

"Interviewing Skills"

Registration list

Sr. No.	Name of the Student	Course	Signatures
1	Jain Akshay UPshrenlle	Gen 1st year	Jain
2	Heena Shaikh.	IT (1st)	Heena
3	Bijewar Twinkal	IT (I)	BT
4	Huzef Patel	MBA (I)	HP
5	Shaikh Kashir	IT (I)	
6	Fahad Aziz	HRD 1st	FZ
7	Alui Talal Aziz	Gen 1st	Alui
8	Sundke Rahil	HRD (I)	Rahil.
9	Kanndke Sarang	IT (I)	Sarang.
10	Yineet Berkar	MBA (I)	B Vineet
11	Md. Ahmad.	IT (I)	Md.A
12	Sourabh Sulakhe	MBA 1st	
13	Umair Shaikh	IT (I)	Umair
14	Mokashi Ashin	Gen 1st year	AM
15	Samreen Altaf	HRD (I)	Samreen
16	Md. shoaid Patel	MBA (I)	Md.S.
17	Raziyad Shaikh	HRD (I)	R shaikh
18	Pevrkar Rumaima	Gen 1st year	Rumaima.
19	Junaid Shaikh.	MBA 1st	Shaikh
20	Tarleen kaur saluja	HRD (J)	Tarleen
21	Ganguane Jyoti	Gen 1st	Jyoti
22	Sayyed Rifai	HRD	
23	Shaikh Tahira	HRD	
24	Shaikh Tahera	HRD (J)	Shaikh J

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Approved by AICTE, New Delhi ISO 9001-2015 Certification

Certification Program on

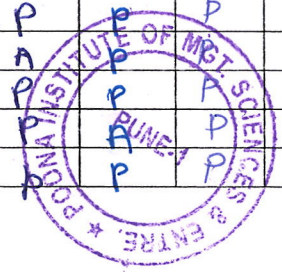## "Interviewing Skills"

Registration list

Sr. No.	Name of the Student	Course	Signatures
25	Tiwari Alak	HRD (I)	Beak
26	Shaikh Umair	IT (II)	Su
27	Jadhav Sneha	HRD (II)	Sut
28	ADIL Shaikh	MBA (II)	Butz
29	Uzair Shaikh	IT (II)	Zend
30	Kazi Shiraj	(II) IT	kazi
31	Munazz Shaikh.	HRD 2nd	Munazz
32	Sara Shaikh.	IT (II nd)	Sara
33	Mumin Muhsin	IT (II)	momin
34	Nalband Asmat Ameer	HRD 2nd	Ameer
35	Shaikh Arbaaz	IT IV 2nd	8A
36	~~Munir~~ Humaira Sayyed	IT (II)	Sayyed
37	Shaikh Amreen.	IT (II)	Amreen
38	Munira Shaikh.	HRD 2nd	Sk

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Certification Programme on "Interviewing Skills"
### Attendance Sheet

Sr. No.	Name of the registered students	22nd Jan 2020	23rd Jan	24th Jan	25th Jan	28th	29th	30th Jan	31st	1st Feb	2nd Feb	4th Feb	5th Feb	6th Feb	7th Feb	8th Feb
1	Jain Akshay Upshrenik	P	P	P	A	P	P	A	A	P	A	A	P	P	P	P
2	Shaikh Heena	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P
3	Bijewar Twinkal Netram	A	P	P	P	P	P	P	A	P	P	P	P	P	P	A
4	Patel Huzef Aslam	P	P	P	P	A	P	P	P	P	P	A	P	P	A	P
5	Shaikh Kashif Aslam	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P
6	Kuravle Fahad Aziz	P	A	P	P	P	P	P	P	A	P	P	P	P	P	P
7	Alvi Talal Aziz	P	P	P	P	P	P	A	P	P	P	P	P	P	P	A
8	Sundke Rahil Hidayatulla	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P
9	Kannake Sarang Vilas	P	P	P	P	A	P	P	A	P	P	P	P	A	P	P
10	Borkar Vineet Milind	P	P	A	A	P	A	P	P	P	P	P	P	P	P	P
11	Mohammad Ahmad Shafikullah	P	P	P	P	P	P	P	P	P	A	P	P	P	A	A
12	Sourabh Sunil Sulakhe	P	A	P	A	P	P	P	P	P	P	P	P	P	P	P
13	Shaikh Umair Imtiyaz	P	P	P	P	P	P	P	P	A	P	P	P	P	P	A
14	Mokashi Arshin Khan	P	P	P	P	P	P	A	A	P	P	A	P	A	P	P
15	Sakkarge Samreen Altaf	A	P	A	P	P	P	P	P	P	P	P	P	P	P	P
16	Patel Md Shoaib Akhil	P	P	P	P	P	P	P	P	P	P	A	A	P	P	P
17	Shaikh Raziya Nooruddin	P	A	P	A	P	P	P	P	P	P	P	P	P	P	A
18	Pevekar Rumaima Naeem	P	P	P	A	A	A	P	P	P	P	P	P	P	A	P
19	Saluja Tarleen Kaur	P	P	P	P	P	P	P	P	P	P	P	A	P	A	P
20	Gangawane Jyoti Madhukar	P	A	P	A	P	P	A	P	P	P	P	P	P	P	P
21	Sayyed Rifat Ahsan	P	P	A	P	P	A	P	P	P	P	A	P	P	P	P
22	Shaikh Tahira Asif	P	P	P	P	P	P	P	P	P	P	P	A	P	P	A
23	Tiwari Alok Rishi	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P

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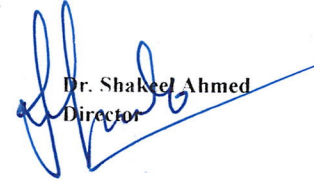
24	Shaikh Umair Shafiahmed	P	P	P	P	P	P	A	P	P	P	P	P	P	A	P
25	Jadhav Sneha Sanjay	P	P	P	P	P	P	P	A	P	P	P	P	P	P	A	P
26	Shaikh Adil Yousuf	P	P	P	A	P	P	P	P	P	P	P	A	P	P	A P
27	Shaikh Uzair Sajeed	A	P	P	P	P	P	P	P	P	P	A	P	P	P	P P
28	Kazi Shiraj Irshad	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P P
29	Shaikh Munazza Khalil	P	P	P	A	P	A	A	P	P	P	P	P	P	P	P P
30	Shaikh Sharjil Baig	P	P	P	P	P	P	P	A	P	A	P	P	P	P	P P
31	Shaikh Sana Shahid	P	P	P	P	A	P	P	P	P	P	P	P	P	P	A
32	Momin Mohsin Akbar	A	P	P	P	P	P	P	P	P	P	A	P	P	P	A P
33	Nalband Asmat Ameer	P	P	P	A	P	P	P	P	P	P	P	A	P	P	P P
34	Shaikh Arbaaz Anwar	P	P	P	P	P	P	P	P	A	P	P	P	P	A	P
35	Sayyed Humaira Azhar	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P
36	Shaikh Amreen Aghajan	P	P	A	P	P	A	P	P	P	P	P	P	P	P	A P
37	Shaikh Munira Maujud	A	P	P	A	P	P	P	P	P	P	A	P	P	P	P

Mr.
Program Co-ordinators

Mr. Talha Ahmed.
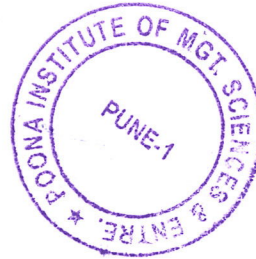
Dr. Shakeel Ahmed
Director

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PUNE-1

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CERTIFICATE

OF COMPLETION

THIS IS TO CERTIFY THAT

Mr. Vineet Borkar (MBA)

of Y. & M. AKI's Poona Institute of Management Sciences and Entrepreneurship (PIMSE) has successfully completed a certification program offered on "Interviewing Skills". The course was conducted from 22nd January to 8th February 2020 at PIMSE.

J. Pathan		*[signature]*
Mrs. Jahan Aara Pathan	Mr. Mohd. Talha Ahmed	Prof. Dr. Shakeel Ahmed
Speakers PIMSE		Director, PIMSE

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Academic Year 2019-20

Certification Program on "Block Chain"

Name of the Resource Person and Association: Mr. Rajesh Kushwaha, Team Manager-Finance, Capita India Private Ltd, Pune.

Dates: 10th February 2020 to 28th February 2020

Duration: 31 hours

Mode of Certification: Offline

No. of Students Enrolled: 27

Mode of Evaluation: Test

Objectives of Programme

- To understand the basic concepts of blockchain technology, its immutability, transparency and security.

- To learn about the different applications of blockchain technology in finance, supply chain management and healthcare.

- To be able to evaluate the potential risks, hacking, fraud and benefits of blockchain technology.

- To be able to network with other blockchain professional and learning from their experiences.

Description of Programme

AKI Poona Institute of Management Sciences and Entrepreneurship proud Alumnus, Mr. Rajesh Kushwaha who is an MBA and ICWA Intermediate by education and Team Manager-Finance at Capita India Private Ltd, Pune, was the facilitator of this program. He has rich experience in Financial Reporting, Consolidation & Hyperion Reporting, Budgeting &

Forecasting, General Ledger Accounting, Client Profitability commentary & Accounts receivable. His profound and updated knowledge helped our students to get acquainted with the latest financial technology: Block Chain. He covered the fundamentals, security, trends, challenges and application of Block chain in various industries

Outcome of Programme

Our students developed deeper understanding of blockchain ecosystem. Students learned how the blockchain is distributed between the nodes or participants of a public or private computer network. It gave them better understanding of the purchase and sale of Bitcoin and such other cryptocurrencies which are entered and transmitted to a network of powerful computers. With this certification, our students have got a competitive edge over the other students in the job market.

Mr. Rajesh Kushwaha, Team Manager-Finance, Capita India Private Ltd, addressing students

Director

POONA INSTITUTE OF MANAGEMENT SCIENCES & ENTREPRENEURSHIP

(APPROVED BY AICTE, NEW DELHI & AFFILIATED TO UNIVERSITY OF PUNE)

Office: K. B. Hidayatullah Road, Camp, Pune - 411 001. Tel.: 020-26448781.

Website: www.akipimse.com Email: info@akipimse.com

PIMSE

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NOTICE

Date: 6th February 2020

All the students of MBA General, MBA IT and MBA HRD that PIMSE is organizing Certification Program on latest topic **"Block Chain".** Kindly register with Dr. Payal Samdariya before 8th February 2020.

Day and Date: Monday, 10th February 2020

Time: 4.00 pm to 6.00 pm.

Prof. (Dr.) Shakeel Ahmed

Director

AKI Poona Institute of Management Sciences and Entrepreneurship
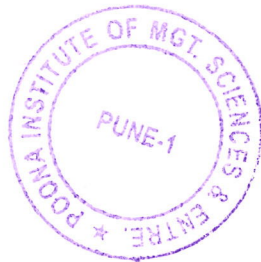
Syllabus for

Certification Program on

"Block Chain"

Syllabus

Module 1: Introduction to Blockchain (5 Hrs)

- Evolution of blockchain technology and its core concepts

- Understanding distributed ledger technology and its advantages

- Different types of blockchain networks (public, private, and consortium)

- Cryptography basics and its role in securing blockchain

Module 2: Blockchain Fundamentals (5 Hrs)

- Blocks, transactions, and the blockchain data structure

- Consensus mechanisms: Proof of Work, Proof of Stake, and others

- Smart contracts and their applications

- Introduction to cryptocurrencies and initial coin offerings (ICOs)

Module 3: Blockchain Development (5 Hrs)

- Programming languages and frameworks for blockchain development (e.g., Solidity, Ethereum)

- Creating and deploying smart contracts on blockchain platforms (e.g., Ethereum)

- Implementing token standards (e.g., ERC-20) and developing decentralized applications (DApps)

- Testing, debugging, and deploying blockchain applications

Module 4: Blockchain Security and Privacy (5 Hrs)

- Security vulnerabilities and threats in blockchain systems

- Techniques for securing blockchain networks and smart contracts

- Privacy and anonymity considerations in blockchain

- Auditing and monitoring blockchain transactions and activities

Module 5: Blockchain Use Cases and Industry Applications (5 Hrs)

- Real-world applications of blockchain in industries such as finance, supply chain, healthcare, and more

- Case studies on successful blockchain implementations

- Exploring blockchain consortia and industry collaborations

- Evaluating the potential impact of blockchain on various sectors

Module 6: Future Trends and Challenges (5 Hrs)

- Emerging trends and innovations in blockchain technology

- Scalability, interoperability, and governance challenges in blockchain

- Regulatory and legal considerations for blockchain adoption

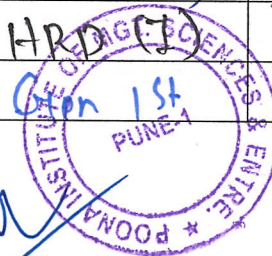- Predictions and future outlook for blockchain technology

Certification Program on

"Block chain"

Registration list

Sr. No.	Name of the Student	Course	Signatures
1	Muzef Patel	MBA (I)	MP
2	Shaikh khushir	IT (J)	S4
3	Kannake Sarang	IT (J)	Sarang.
4	Sayyed Rifat	MRD	R
5	Mokashi Ashin	Gen 1st year	Ary.
6	Shaikh Tahera	HRD (I)	Shaikh T.
7	Pevelkar Rumaima	Gen 1st year	Rumaima.
8	Md. Ahmad.	IT (I)	Md. A.
9	Umair Shaikh.	IT (I)	Umair
10	Vineet Borkar	MBA (I)	BVineet
11	Samreen Altaf	HRD (I)	Samreen
12	Md. Shoaib Patel	MBA (I)	Md. S.
13	Fahad Aziz	HRD 1st	FA
14	Junaid Shaikh.	MBA 1st	Shaikh
15	Raziya Shaikh	HRD (I)	R Shaikh
16	Sourabh Sulakhe	MBA 1st	S
17	Tiwari Alok	HRD (I)	Alok
18	Jain Akshay	Gen 1st year	Jain
19	Heena Shaikh	IT (1st)	SHeena
20	Changawane Jyoti	Gen 1st year	Jyoti.
21	Bijewar Twinkal	IT (J)	B
22	Tarleen kaur Saluja	HRD (J)	Tarleen.
23	Sundke Rahil	HRD (I)	Rahil
24	Alui Talal Aziz	Gen 1st.	Alui

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Certification Program on

"Block chain"

Registration list

Sr. No.	Name of the Student	Course	Signatures
25	Sana Shaikh.	IT (II bcd)	Sana
26	Shaikh Arbaaz	IT 2nd	
27	Umar Shaikh	IT (II)	

Certification Programme on "Block Chain"
Attendance Sheet

Sr. No.	Name of the registered students	10th Feb 2020	11th	12th Feb	13th Feb	14th	15th	17th	18th	20th	22nd 2020	24th Feb	25th Feb	26th Feb	27th Feb	28th Feb	Exam 29th Feb 2020
1	Patel Huzef Aslam	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
2	Shaikh Kashif Aslam	P	P	P	P	P	P	P	P	P	A	P	P	A	P	P	P
3	Kannake Sarang	P	P	P	P	P	P	A	P	P	P	A	P	P	P	P	A
4	Mokashi Arshin	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
5	Shaikh Tahera	A	P	P	P	P	P	P	P	P	P	A	P	P	A	P	P
6	Sayyed Rifat	P	P	P	A	P	P	P	P	P	P	P	P	A	P	P	P
7	Pevekar Rumaima	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
8	Mohammad Ahmad	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P
9	Shaikh Umair	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
10	Borkar Vineet Milind	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P
11	Sakkarge Samreen	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P	A
12	Patel Md Shoaib	A	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P
13	Fahad Aziz	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P
14	Shaikh Junaid Isak	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
15	Tiwari Alok Rishi	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A
16	Raziya Shaikh	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P
17	Sourabh Sunil	P	P	P	A	P	P	P	P	P	P	P	A	P	P	P	P
18	Jain Akshay Upshrenik	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
19	Shaikh Heena	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A
20	Gangawane Jyoti	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
21	Bijewar Twinkal Netram	P	P	P	P	P	P	P	A	P	P	P	P	A	P	P	P
22	Tarleen Kaur	P	P	P	P	A	P	P	P	P	P	P	A	P	P	P	P
23	Sundke Rahil	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	A
24	Alvi Talal Aziz	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
25	Sana Shaikh	P	A	A	P	P	P	P	P	A	P	P	P	P	P	P	P
26	Shaikh Arbaaz	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
27	Umair Shaikh	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P

Dr. Payal Saindarya.
Program Co-ordinator

Prof. Dr. Shakeel Ahmed
Director

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POONA INSTITUTE OF MANAGEMENT SCIENCES & ENTREPRENEURSHIP

PIMSE

Certificate

of Achievement

This is to certify that Mr./Ms. __Arshin Mokashi, MBA_____ of Y. & M.
AKI's Poona Institute of Management Sciences and Entrepreneurship (PIMSE)
from has successfully completed a certificationprogram offered on "Block chain".
was conducted from 10th February 2020 to 28th February 2020 at PIMSE.

Mr. Rajesh Kushwaha
Speaker, Capita India Pvt Ltd

Prof. Dr. Shakeel Ahmed
Director, PIMSE

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Academic Year 2019-20

Certification Program on "Power of Subconscious mind"

Name of the Resource Person and Association: Dr. Porinita Banerjee, Associate Director, AKI

Poona Institute of Management Sciences and Entrepreneurship and a Certified Trainer.

Dates: 26th February 2020 to 14th March 2020

Duration: 31 hours

Mode of Certification: Offline

No. of Students Enrolled: 24

Mode of Evaluation: Test

Objectives of Programme

- To understand the basic concepts of the subconscious mind including understanding of how the subconscious mind works, and how it can affect our thoughts, feelings, and behaviours.

- To learn how to reprogram the subconscious mind, learning the art to change our negative thoughts and beliefs, and how to replace them with positive ones.

- To be able to use the subconscious mind to achieve our personal and professional goals.

- To understand how the subconscious mind can contribute to stress and anxiety, and how to use relaxation techniques to calm the mind and body.

Description of Programme

Consciousness, unconsciousness and subconsciousness are the various facets of mind The subconscious mind is the facet of unconscious consciousness. Whatever the conscious mind assumes and believes to be true, the subconscious mind accepts it and aligns actions, behaviour, habits, attitude etc to make it happen. The subconscious mind only responds to the nature of our

thoughts. Therefore, to gain this power this certification program was conducted by our certified trainer, Dr. Porinita Banerjee, who also hols the position of Associate Director of our institute. She trained the students on making them aware about the conscious, subconscious mind and how to have control over the thoughts.

Outcome of Programme

This certification program changed our student's behaviors through change of their thought process in the subconscious and conscious mind. They learned that the behaviors they manifested as well as the actions they took, whether good or bad, all were determined by the quality of seed of thoughts they scatter in the soil of their subconscious mind. Students reaped the glorious harvest of peace, happiness, progress, good will, prosperity, fulfillment and contentment after the successful completion of the program.

Dr. Porinita Banerjee addressing students during the program

Director

POONA INSTITUTE OF MANAGEMENT SCIENCES & ENTREPRENEURSHIP

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Website: www.akipimse.com Email: info@akipimse.com

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NOTICE

Date: 24th February 2020

All the students of MBA General, MBA IT and MBA HRD that PIMSE is organizing 31 hours Certification Program on topic **"Power of Sub-conscious Mind"** from Wednesday, 26th February 2020 onwards between 4.00 pm to 6.00 pm.

Kindly register with Dr. Porinita Banerjee before 25th February 2020.

Prof. (Dr.) Shakeel Ahmed
Director
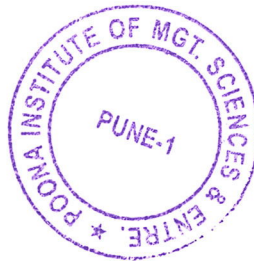
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AKI Poona Institute of Management Sciences and Entrepreneurship

Syllabus for

Certification Program on

"Power of Sub-conscious Mind"

Syllabus

Module 1: Introduction to the Power of Subconscious Mind (5 Hrs)

- Understanding the conscious and subconscious mind

- Exploring the role of subconscious programming in shaping beliefs and behaviors

- Uncovering the potential of the subconscious mind for personal growth and success

- Techniques for accessing and harnessing the power of the subconscious mind

**Module 2: Subconscious Mind and Goal Setting** (5 Hrs)

- Setting clear and achievable goals using the power of the subconscious mind

- Techniques for programming the subconscious mind to align with goals

- Visualization and affirmation practices for goal manifestation

Module 3: Reprogramming the Subconscious Mind (5 Hrs)

- Identifying and releasing negative subconscious patterns and beliefs

- Techniques for reprogramming the subconscious mind with positive and empowering beliefs

- Subconscious mind exercises for enhancing self-confidence and self-esteem

- Hypnosis and guided meditation for subconscious reprogramming

Module 4: Emotional Intelligence and the Subconscious Mind (5 Hrs)

- Understanding the connection between emotions and the subconscious mind

- Managing and transforming negative emotions through subconscious techniques

- Developing emotional intelligence and self-awareness through subconscious practices

- Enhancing empathy, resilience, and positive relationships through subconscious programming
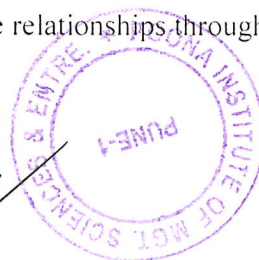
Module 5: Subconscious Mind and Health (5 Hrs)

•   Exploring the mind-body connection and the impact of the subconscious mind on health

•   Techniques for using the power of the subconscious mind for healing and well-being

•   Overcoming subconscious barriers to achieve optimal physical and mental health

•   Subconscious practices for stress reduction, relaxation, and overall wellness

Module 6: Practical Applications and Integration (5 Hrs)

•   Applying subconscious mind techniques in various areas of life, such as relationships, career, and abundance

•   Developing a personal action plan for ongoing subconscious mind development

•   Integrating subconscious practices into daily routines for long-term transformation

•   Reviewing case studies and success stories related to the power of the subconscious mind

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Certification Program on

"Power of sub-conscious mind"

Registration list

Sr. No.	Name of the Student	Course	Signatures
1.	Vineet Borkar	MBA (I)	BVineet
2.	Bijjuwar Twinkal	IT (I)	BT
3.	Tarleen Kaur Saluja	MBA HRD(I)	Tarleen
4.	Peuekar Rumaima	Gen 1st year	Rumaimy
5.	Sayyed Rifat	MBA HRD(I)	R
6.	SMd. Shoaid Patel	MBA (I)	Md.S.
7.	Jain Akshay	Gen 1st year	Jain
8	Raziya Shaikh	HRD (I)	RShaikh
9	Sourabh Sdakhe	MBA 1st	S
10	Md. Ahmad.	IT (I)	Md.A.
11	Mokashi Anhin	Gen 1st year	AM
12	Heena Shaikh	IT (1st)	SHeena
13	Kannake Sarang	IT (I)	Sarang
14	Gangawane Jyoti	Gen 1st year	Jyoti
15	Shaikh Kashi R	IT (I)	S
16	Umair Shaikh	IT (I)	Umar
17	Fahad Aziz	HRD I	FA
18	Junaid Shaikh	MBA 1st	Shaikh
19	Samreen Altaf	HRD (I)	Samreen
20	Huzef Patel	MBA (I)	HP
21	Sundke Rahil	HRD (I)	Rahil.
22	Shaikh Tahera	HRD (I)	Shaikh T.
23	Alvi Talal Aziz	Gen 1st	Alvi
24	Tiwari Alok	HRD (I)	Pro

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Certification Programme on "Power of sub-conscious mind"

Attendance Sheet

Sr. No.	Name of the registered students	26 Feb 2020	27th Feb	28th Feb	29th Feb	2nd	3rd	4th M	5th	6th	7 Mar	9th	11th M	12th M	13th	14th March
1	Borkar Vineet Milind	P	P	P	P	P	P	P	A	P	P	P	A	P	P	A
2	Bijewar Twinkal Netram	P	A	P	P	P	A	P	P	A	P	P	P	P	P	P
3	Saluja Tarleen	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P
4	Pevekar Rumaima	A	P	A	P	P	P	P	A	P	P	P	A	P	P	A
5	Sayyed Rifat	P	P	A	P	P	P	P	A	P	P	P	A	P	P	A
6	Patel Md Shoaib	P	A	P	P	P	P	P	P	A	P	P	P	A	P	P
7	Jain Akshay Upshrenik	P	P	P	P	P	A	P	P	A	A	P	A	P	P	P
8	Shaikh Raziya	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
9	Sourabh Sunil	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P
10	Mohammad Ahmad	P	P	A	A	P	P	P	P	P	P	P	A	P	P	A
11	Mokashi Arshin	P	A	P	P	P	P	P	A	P	P	P	P	P	A	P
12	Shaikh Heena	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
13	Kannake Sarang Vilas	P	P	P	P	A	P	P	A	A	A	P	P	A	P	P
14	Gangawane Jyoti	P	P	P	A	P	P	P	P	P	P	A	P	P	P	P
15	Shaikh Kashif	P	A	P	A	P	A	P	A	P	P	P	A	P	P	P
16	Shaikh Umair	P	P	P	P	P	P	P	P	P	P	A	P	P	P	A
17	Kuravle Fahad Aziz	P	P	P	P	P	P	P	P	P	P	A	P	P	P	A
18	Junaid Shaikh	P	P	P	P	P	P	P	A	P	A	A	P	P	P	P
19	Smareen Altaf	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
20	Huzef Patel	A	P	P	P	P	P	P	A	P	P	P	P	P	A	A
21	Sundke Rahil	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
22	Shaikh Tahera Asif	P	P	P	P	P	P	P	A	P	P	A	P	P	P	P
23	Alvi Talal Aziz	A	P	P	P	P	P	P	P	P	A	P	P	P	P	P
24	Tiwari Alok Rishi	P	P	P	P	P	A	P	A	P	P	P	P	A	P	A

Dr. Porinita Banerjee
Program Co-ordinator and Speaker
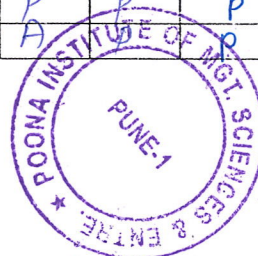
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Dr. Shakeel Ahmed
Director

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Office : K. B. Hidyatullah Road, Camp, Pune - 411 001. Tel : 020 26446781 Website : www.akipimse.co.in Email : director.pimse@gmail.com

CERTIFICATE

OF COMPLETION

This is to certify that Mr. / Ms. _Heena Shaikh , MBA_ of Y. & M. AKI's Poona Institute of Management Sciences and Entrepreneurship (PIMSE) has successfully completed a certification program offered on "Power of sub-conscious Mind". The course was conducted from 26th February 2020 to 14th March 2020 at premises of PIMSE.

Dr. Porinita Banerjee
Trainer and Faculty, PIMSE

Prof. Dr. Shakeel Ahmed
Director, PIMSE

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