Number of functional MoUs with national and international institutions, universities, industries, corporate houses etc. during the last five years

# Certificate Programme in Banking, Finance and Insurance

**CPBFI** 

**FINSERV** ACTIVATE

Certificate Programme in Banking, Finance & Insurance

A practical, short and affordable certificate programme



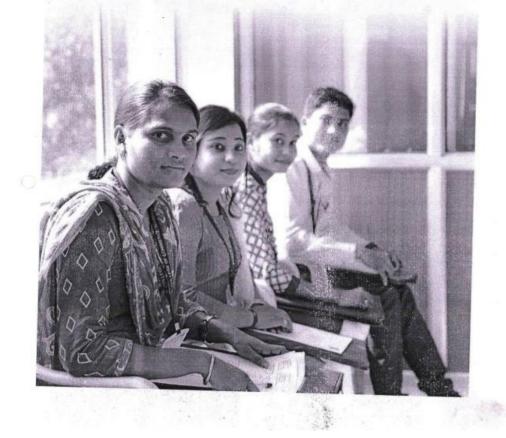
## **Information and Curriculum of Programme**

## **CPBFI**



## Certificate Programme in Banking, Finance & Insurance

A practical, short and affordable certificate programme



### FOREWORD

Various studies about the employability situation in India When we meet colleges, their principals and professors planned structural reforms the gap will persist for many is designed to act as that bridge. years ahead.

side. To give a perspective, only about 10 to 15 graduates improved NAAC ratings. get recruited for every 100 that we evaluate and the situation is similar across financial services sector.

are unanimous that employability is a major challenge express their anguish that in spite of their best efforts for the country with most reporting that over 60% of very few graduates can get placed at the end of their the graduates are not employable. This is ascribed graduation. When we meet recruiters from the industry, to various reasons from quality of education to socio- they share their exasperation and struggle to hire, deploy economic factors, however the fact remains that there and retain graduates. A bridge between campuses and is a significant gap between what industry is looking for corporates is what is needed and CPBFI, our customized and what graduates have in them and in spite of various Certificate Programme in Banking, Finance and Insurance,

In a short span of 40 days, the students can benefit from As employers of over 24,000 employees, our group relevant knowledge, essential skills and the resulting companies are keenly aware of the skill gaps experienced improvement in their confidence. Over a period of by recruiters on one side and lack of employment time, your institute will benefit from this employability opportunities experienced by the graduates on the other initiative in the way of better students, placements and

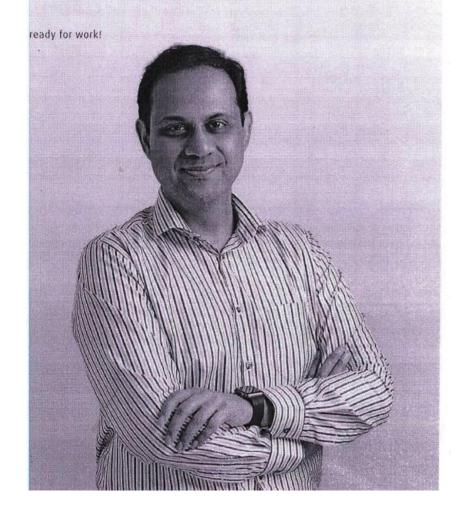


2

## **D, BAJAJ FINSERV**

ian 25 years of age and more than 60% population in working age, India is in a wth path. Young Indians have high energy, are very optimistic about the future o realize their dreams. It is a collective responsibility of the Government, private that this energy of the youth is channelized for productive purposes. For this, ), be it graduation or post-graduation should have the requisite knowledge and ployment.

s your institute, that care for the future of its graduates, especially those who on graduation. Our partnership will help such students and alumni of your s designed as a short, practical and affordable program focused on making these



## **ABOUT CPBFI**

Developed by Bajaj Finserv, in collaboration with one HR Workshop: of the leading management schools in the India, CPBFI is a customised programme for graduates that aims to upgrade their knowledge and skills to prepare for a career in Banking, Financial Services and Insurance industry (BFSI).

CPBFI provides relevant knowledge and essential skills to enhance the employability of the participants. The curriculum covers four subjects viz. Banking, Insurance, Communications Skills and Computer Skills.

After completing the programme, candidates can apply to private banks, non-banking finance companies, life insurance and general insurance companies for entrylevel positions in sales, operations, customer service or related roles.

CPBFI creates a talent pool for the industry with a focus on experiential learning. The programme prepares the students to work in the professional space, through interactive classroom sessions, continuous evaluation, and HR workshops.

#### Unique Features: Practical, Short And Affordable

Designed by the industry, for the industry - a combination of practical knowledge, essential skills and personality development

Short duration - 120 hours in 40 days

Nominal fee payable by students, balance subsidized by Bajaj Finserv - excellent education for an affordable fee

End to end experience of the recruitment process interview practice and guidance through HR workshops

The HR teams from Bajaj Finserv companies take the participants through a simulation of the end to end recruitment process. The workshop covers the entire recruitment journey from selecting the job advertisement to the job interview. Each participant gets an individual feedback after the interview. The workshop concludes with the HR teams sharing overall feedback and guidance for job search and interview preparations.

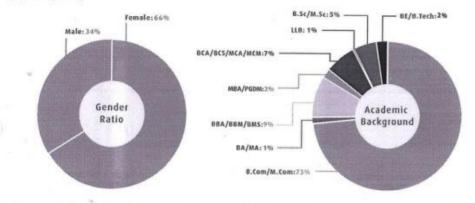
#### **Financial Support From Bajaj Finserv:**

Bajaj Finserv funds a major part of the fee or the faculty cost from its Corporate Social Responsibility (CSR) funds. As a result, the students have to a pay only a nominal fee.

Note: Bajaj Finserv does not get any share of the fee paid by the participants. In fact, it pays a fee subsidy per student to partner colleges to meet the cost of conducting the programme.

### PROFILE OF STUDENTS

(Up to Aug 2018)



## SOME COMPANIES OUR STUDENTS WORK FOR

The programme is currently conducted in 11 cities of Maharashtra. As of August 2018, over 1000 students in 36 batches have successfully completed the programme. Our students have found opportunities with some of the top companies listed below:

- Amazon
- Aviva Life Insurance
- · Axis Bank
- Bajaj Allianz Life Insurance Company Limited
- Bajaj Allianz General Insurance Company Limited
- · Bajaj Finance Limited
- AXA Business Services Private Limited
- · Citi Bank
- · Cognizant
- IBM Concentrix

### ACADEMIC PARTNERS



- DNB Bank
- eClerx
- HDB Financial Services
- ICICI Bank
- ICICI Lombard ICICI Prudential
- Infosys BPO
- Mahindra Finance
- Star Health Insurance
- TATA Consultancy Services
- **OUR LOCATIONS**

• Pune	<ul> <li>Devrukh</li> </ul>
• Ahmednagar	• Wardha
• Nagpur	• Chiplun
• Satara	• Solapur
• Nashik	• Ratnagiri

Aurangabad

### CURRICULUM SUMMARY

CPBFI equips fresh graduates with domain knowledge and skills to help them become a part of BFSI industry. Apart from this, the HR workshop that is conducted at the end of the course provides the students with a practical experience of end-to-end recruitment process from selection of job advertisement to job interview.

Industry-

Academia Partnership

## KNOWLEDGE

SKILLS

#### **Banking Operations** 30 HRS

1. Industry overview of banks, NBFCs and other financial institutions

2. Product and process training, liability products, KYC and underwriting

3. Overview of role of RBI, various roles and functions in a bank, compliance & ethics and the impact of technology on the banking industry

#### Advanced **Communication Skills 45 HRS**

- 1. Essential listening, speaking, reading and writing skills
- 2. Negotiation, sales-oriented communication, objection handling, customer service, and persuasion

### **BENEFITS FOR OUR PARTNERS**



3. Improved NAAC Rating

## TESTIMONIALS

"Building a partnership with Bajaj Finserv ensures our students' professional guidance, national level exposure and more employment opportunities. It is an opportunity for us to create a nexus between our educational institute with a corporate industry.

> Narendra Tendolkar Principal, ASP College Devrukh

#### Insurance Management **30 HRS**

- 1. Concepts of risk and uncertainty and need of insurance
- 2. Product and process training on life and nonlife products, underwriting and claims process. distribution channels and structure of an insurance company
- 3. Overview of IRDA and the impact of technology on the insurance industry

### **Computer Skills 15 HRS**

1. Basic computer knowledge covering MS Excel formulae, functions, pivot tables and charts, along with MS Word and MS PowerPoint

1. Enhanced Employability

2. Higher Placements

"Our attempt would be to promote the programme in a manner that large number of students take benefit and get jobs and the frustration that students face today would be minimized."

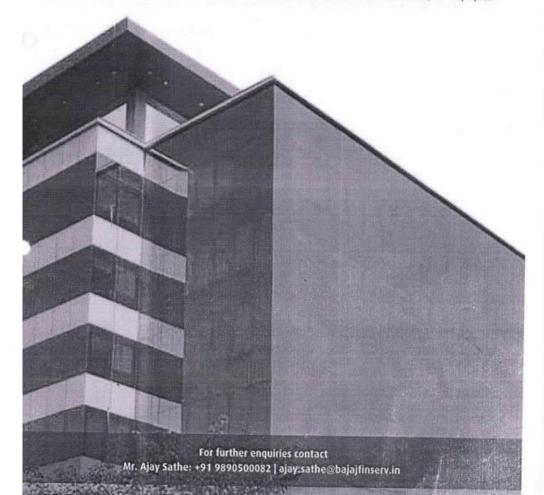
> **Dr. Sharad Kolte** Ramesh Phirodia Educational Trust, Ahmednagar

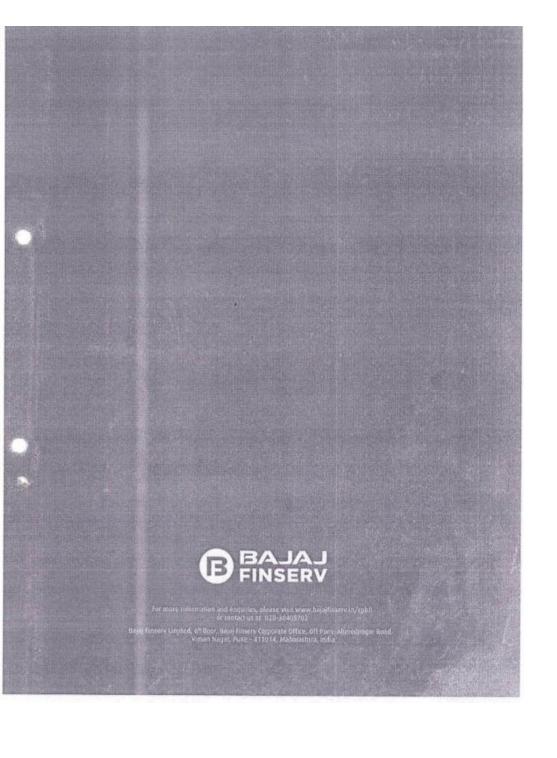


## **ABOUT BAJAJ FINSERV**

Bajaj Finserv Limited is the holding company of the businesses dealing with financial services of the Bajaj Group. Its insurance joint ventures with Allianz SE, Germany, namely Bajaj Allianz Life Insurance Company Limited and Bajaj Allianz General Insurance Company Limited are engaged in life and general insurance business respectively. Its subsidiary Bajaj Finance Limited is a deposit taking Non-Banking Finance Company engaged in consumer finance, SME finance and commercial lending and wealth management.

For the financial year 2017-18, the Consolidated Total Revenue of Bajaj Finserv and its subsidiaries was Rs. 30,599 cr. and the Consolidated Profit After Tax was Rs. 2,741 cr. Together, the companies have more than 24,000 employees.





### FINSERV F

### CURRICULUM SUMMARY

CPBFI equips fresh graduates with domain knowledge and skills to help them become a part of BFSI industry. Apart from this, the HR workshop that is conducted at the end of the course provides the students with a practical experience of end-to-end recruitment process from selection of job advertisement to job interview.

#### A. KNOWLEDGE

Banking Operations (30 hrs)	Insurance Management
Topics	Topics
Need for Bank and Types of Banks	History of Insurance, Conce
Types of Customers	Risk and Uncertainty
Know Your Customer	Need and Classification of
Retail Banking and Liability Products	Structure of Insurance Com
Retail Loans and Credit Appraisal	Basic Principles of Insurance
Services Offered by Banks	Life Insurance Products
Inclusive Banking	Non-Life Insurance Product
National Bank for Agriculture and	Insurance Distribution Char
Rural Development (NABARD)	Selling Insurance In 21st Ce
Corporate Banking	Underwriting
Financial Report of a Bank	Insurance Contract
Overview of Financial Markets	Insurance Claims
Cash and Clearing Operations of a Bank	Non-Life Insurance Product
Compliance and Ethics in Banking	Rural Insurance and Agri In
Technology in Banking	Customer Protection, Comp
Qualities of a Banker	Insurance Ethics
Marketing of Banking Products	Regulations in Insurance an Grievance Handling

Insurance Management (30 hrs)
Topics
History of Insurance, Concept of Risk and Uncertainty
Need and Classification of Insurance
Structure of Insurance Companies
Basic Principles of Insurance
Life Insurance Products
Non-Life Insurance Products - Retail
Insurance Distribution Channels
Selling Insurance In 21st Century
Underwriting
Insurance Contract
Insurance Claims
Non-Life Insurance Products - Corporate
Rural Insurance and Agri Insurance
Customer Protection, Compliance and Insurance Ethics
Regulations in Insurance and Grievance Handling
Role of Technology in Insurance

## **CPBFI**

### FINSERV ACTIVATE F

#### **B. SKILLS**

Advance Business Communication (45 hrs)	
Topics	
Communication Basics	
Art of Speaking	
Art of Writing	
Art of Discussing and Presenti	ing
Art of Persuasion and Influence	e
Facing Rejection and Non-Con	version
Art of Having a Sales Conversa	ation
Integrated Session with Banki and Insurance	ng
Art of Giving Feedback	
Customer Service Skills	
Power of Belief	
Interview Skills	
Mock Interview	

Com	puter Proficiency (15 hrs)
Topic	
	duction to Ms-Office & Common ionalities in Ms-Office - I
Comr	non Functionalities in Ms-Office - II
Ms-W	ord
Worki	ing with Data Tables
Sort a	nd Filter Data
Calcul	ations
Analy	se, Summarize and Present Data
Searc	n for Information in Data
Ms-Pc	werPoint

## Opening Ceremony Snapshots













A N

प्रहार विद्यार्थ्यांनी कॉलेज जीवनापासूनच करिअरसाठी प्रयत्न करावेत- अजय साठे

शुक्रवार, ५ जुलै २०१९

#### > गुहागर (वार्ताहर)

सध्याच्या स्पर्धात्मक युगामध्ये श्रैकींग, फायनान्स आणि दिमा या क्षेत्रत सोठया प्रमाणात करिअत्सी संघी उपलब्ध आहे. सार्वजनिक क्षेत्रातील मोठया संघी उपलब्ध आहेत. यामध्ये जाण्यासाठी महाविद्यालयातील विद्याख्यांनी कॉलेज जीवनागसून्य प्रयत्न केल्यास धविष्यात त्यांचे चांगले करिअर होठ शकते. असे प्रतिपादन बजाज किनस्वतंचे रिस्क मंतेनमंट प्रमुख अनव साठे यांनी केले.

बजाज फिनवर्स व पाटपन्हाळे महाविद्यालय यांच्या संवुक्त विद्यामाने पाटपन्हाळे कला, वाणिञ्च व विज्ञान महाविद्यालय वेथे आयोजित सर्डिभिकेट कोर्प इन बौकिंग, फायनान्स अँड इन्युरन्स या कार्यक्रमामध्ये बोलत होते. बजाज फिनसवी एक आगळा वेगाळ अप्यासकम तयार केला असून त्याहार बिविध खासगी व सावंजनिक कंपर्यनान पांगल्या प्रकार मनुष्यबळ मिळेल असा आशावादही त्यांनी यावेळ्य व्यक्त केला. या कार्यक्रमाला महाविद्यालयाय



6

आगळा वेगळा अभ्यासक्रम तयार केला असून त्याहोरे विद्यार्थ्यांना मार्गदर्शन करताना बजाज फिनसर्वचे रिस्क मॅनेजमेंट प्रमुख अजय साठे.

भाषन आर्थना से अपरेशन के बात साथ के प्रायंत्र के प्रवार के जुने भारकर, पाटपत्वाळे एज्युकेशन कृष्णाजी शिंदे आदी उपस्थित होते. कार्यक्रमाचे सावेळी व्यवत केला. या कार्यक्रमाला महाविद्यालयाचे सोसायटीचे सचिव सुधाकर चव्हाण, कनिष्ठ सुत्रसंचालन हों. एस. एस. खोत व आभार प्रदर्शन प्रा सावेळी व्यत केला. या कार्यक्रमाला महाविद्यालयाचे सोसायटीचे सचिव सुधाकर चव्हाण, कनिष्ठ सुत्रसंचालन हों. एस. एस. खोत व आभार प्रदर्शन प्रा सावेळी व्यत्त कील. या कार्यक्रमाला महाविद्यालयाचे सोसायटीचे सचिव सुधाकर चव्हाण, कनिष्ठ सुत्रसंचालन हों. एस. एस. खोत व आभार प्रदर्शन प्रा

## Notice for Students



### Notice

All the students of the College have been informed hereby that the Certificate Course in Banking, Finance and Insurance is going to start from 1<sup>st</sup> July 2019. The duration of the Course is 120 hours. After completion of the Course, each participant student will get Certificate from Bajaj FinServ. The fee for the Course is Rs. 1000/-. This Course is useful for future employment possibility. For details, contact Prof. S.S. Khot.



When

(Dr. R. G. Jadhav) Principal Patpanhale Education Society's Patpanhale Arts, Commerce & Science College Patpanhale, Tal. Guhagar, Dist. Ratnagiri(M.S.

## सुचना-

महाविदयालयातील तृतीय वर्ष कला व वाणिज्य शाखेतील सर्व विदयार्थ्याना कळविण्यात येते की, पाटपन्हाळे कला वाणिज्य व विज्ञान महाविदयालय व बजाज फायनान्स तर्फे सर्टिफिकेट कोर्स इन बॅंकिंग, फायनान्स आणि इन्शूरन्स सोमवार दि. १ जुर्ले २०१९ पासुन सुरू केला जाणार आहे. सदर कोर्स हा १२० तासांचा असून हा कोर्स पुर्ण करणा-या विदयार्थ्याना पाटपन्हाळे महाविदयालय व बजाज फायनान्स तर्फे प्रमाणपत्र देण्यात येणार आहे तसेच हा कोर्स पुर्ण करण्यासाठी रू १०००/ इतकी फी आहे. सदर कोर्स पुर्ण करणा-या विदयार्थ्याना भविष्यात रोजगार मिळविण्यासाठी उपयुक्त आहे. ज्या विदयार्थ्याना प्रवेश घ्यावयाचा आहे त्यानी अधिक माहितीकरिता प्रा डॉ खोत एस एस यांच्याशी संपर्क साधावा.



2019 061

98-08-30-88

प्रान्याये Principai Patpannale Arts Commerce & Science College, Shringartali, Tol. Guhagar Dist. Rainagiri 445724 (Maharashtra)

JT.Y.B.COM - Bd [14-06.2019] JT.Y.B.A - PA 10012019

## **List of Enrolled Students**

Learner Name	Login ID	Password	Location	Email ID	Mobile
Saurabh Santosh Pawar	BFS1675	Bajajfs@1675	Guhagar_69	pawarsaurabh@gmail.com	942016903
Mandar Suchitanand Derdekar	BFS1676	Bajajfs@1676	Guhagar_69	msderdekar@gmail.com	942126730
Nayan Dattaram Gawde	BFS1677	Bajajfs@1677	Guhagar_69	nayangawade4140@gmail.com	914658912
Saket Santosh Ambekar	BFS1678	Bajajfs@1678	Guhagar_69	saketambekar0@gmail.com	940537060
Samiksha Gajanan Adavade	BFS1679	Bajajfs@1679	Guhagar_69	samikshaadavade016@gmail.com	914620690
Sumaiya Abdul Gani Bodle	BFS1680	Bajajfs@1680	Guhagar_69	sumaiyabodle786@gmail.com	721860729
Amolika Madhukar Rohilkar	BFS1681	Bajajfs@1681	Guhagar_69	amolikarohilkar@gmail.com	967336506
Akeli Raju Vasave	BFS1682	Bajajfs@1682	Guhagar_69	akelivasave99@gmail.com	967315221
Damini Chandrakant Chivelkar	BFS1683	Bajajfs@1683	Guhagar_69	chivelkardamini13@gmail.com	976703249
Sneha Santosh Shigavan	BFS1684	Bajajfs@1684	Guhagar_69	shigavansneha5@gmail.com	7796564614
Renuka Atmaram Bhuvad	BFS1685	Bajajfs@1685	Guhagar_69	renukabhuvad51999@gmail.com	7517212050
Dhanashri Janardan Shitap	BFS1686	Bajajfs@1686	Guhagar_69	dhanashrishitap1234@gmail.com	8805913219
Priyanka Yashwant Ambekar	BFS1687	Bajajfs@1687	Guhagar_69	ambekarp593@gmail.com	7588546759
Vandana Milind Gamare	BFS1688	Bajajfs@1688	Guhagar_69	vandanagamare3@gmail.com	9623136502
lyosna Janardan Nachare	BFS1689	Bajajfs@1689	Guhagar_69	nacharejyosna@gmail.com	7796843767
Sneha Rajendra Bhagade	BFS1690	Bajajfs@1690	Guhagar_69	bhagadesneha36@gmail.com	9922101660
Rutuja Ranjay More	BFS1691	Bajajfs@1691	Guhagar_69	rutujaranjanmore@gmail.com	7350336165
Manali Murlidhar Gadade	BFS1692	Bajajfs@1692	Guhagar_69	manaligadade9@gmail.com	9130901397
Prajakta Anant Solkar	BFS1693	Bajajfs@1693	Guhagar_69	psolkar5@gmail.com	7447299902
Muktai Suhas More	BFS1694	Bajajfs@1694	Guhagar_69	multalsatore@gmail.com	7447576371
Sayli Santosh Chandivade	BFS1695	Bajajfs@1695	Guhagar_69	saylichandivade@gmail.com	7447210059
ionali Santosh Gonbare	BFS1696	Bajajfs@1696	Guhagar_69	sonaligonbare1999@gmail.com	8975181230
Manali Anant Ghanekar	BFS1697	Bajajfs@1697	Guhagar_69	manalighanekar2405@gmail.com	7588479969
ineha Rajendra Raut	BFS1698	Bajajfs@1698	Guhagar_69	sneharraut510@gmail.com	7875695565
Priti Ganpat Tambe	BFS1699	Bajajfs@1699	Guhagar_69	tambepriti12399@gmail.com	7796530638
Pranali Anant Ghanekar	BFS1700	Bajajfs@1700	Guhagar_69	pranaiighanekar2405@gmail.com	7588480240
mita Santosh Chivelkar	BFS1701	Bajajfs@1701	Guhagar_69	chivelkarsmita@gmail.com	7720819751
upriya Suresh Gonbare	BFS1702	Bajajfs@1702	Guhagar_69	supriyagonbare2017@gmail.com	9763160660
upali Santosh Ghanekar	BFS1703	Bajajfs@1703	Guhagar_69	rupaligr: mekar12@gmail.com	9767582347
tif Altaf Fakir	BFS1704	Bajajfs@1704	Guhagar_69	atiffakır785@gmail.com	7028542444
luzaifa Tanveer Swaleh	BFS1705	Bajajfs@1705	Guhager_69	huzaifaswaleh123@gmail.com	9370758373
ratidnya Rajendra More	BFS1706	Bajajfs@1706	Guhagar_69	pratidnyamore25@gmail.com	9326601915
omal Kashiram Sakpal	BFS1707	Bajajfs@1707	Guhagar 69	sakpalkomal3@gmail.com	9673452073
hital Shashikant Mahadik	BFS1708	Bajajfs@1708	Guhagar_69	shitalemaa@gmail.com	8805994928
umita Santosh Mandavkar	BFS1709	Bajajfs@1709	Guhagar_69	sumitsmandavkar1@gmail.com	9172376967
mkar Nitendra Rahate	BFS1710	Bajajfs@1710	Guhagar 69	omkarvaliate47@gmail.com	9145755478
atika Laxman Solkar	BFS1711	Bajajfs@1711	Guhagar_69	latikaso@ar1998@gmail.com	9130208180
shish Pradip Awere	BFS1712	Bajajfs@1712	Guhagar_69	ashishawere8@gmail.com	9075204899
	BFS1713	Bajajfs@1713	Guhagar_69	poojagonbhare@gmail.com	8888928890
lanisha Manohar Raut	BFS1714	Bajajfs@1714	Guhagar_69	manish:raut99@gmail.com	7030511533
	BFS1715	Bajajfs@1715	Guhagar_69	kadabadkarvidya98@gmail.com	7498874524
	BFS1716	Bajajfs@1716	Guhagar_69	anaghakadam@gmail.com	7350535503
	BFS1717		Guhagar_69	shilpakadam16399@gmail.com	
And the second se				and a summary and Rugureout	9146333716

## **Requirement for Pragramme**

#### Venue: college hall

TIME for sessions: 11.30 am to 2.30 pm (mon to sat) 9 am to to 1.30 pm (Sunday)

### Following things will be provide by college:

.Black/White board

Chalk/ Markers

Projector/ Screen or TV

Computer/Laptop

Speakers

for.Photo Copies: Inform College in 1/2 days in advance

INTEGRATED SESSION: all 3 Trainers will be conducting (refer 'Session Plan' sheet )

Trainers can carry laptops or pen drives (with session ppts & Videos) Break to be given to students for 5 mins (after 90 mins session) Contact College Coordinator: Prof Dr Subhash khot (9421230966)

#### REPORTING

1. Continues Evaluation

Continues Evaluation is important. Marks to be given for each Evaluation (check attached SAMPLE file) Actual file with student's names will be sent to you.

to be mailed to me every Saturday (and/or before leaving Ratnagiri incase you are not there on Saturday) Hence, this file must be mailed atlest every Saturday incase you have done any training from Sunday to Saturday.

#### 2. Attendance Sheet

One sign per day of each students to be taken. Signed copy to be WhatsApped me on daily basis

# **Contents of the Time Table of Programme**

	BK	iN	BC	POST	HRW	HD
ssion Number	Banking	Insurance	Business Communication	Post-assessment	HR Workshop	Holiday/Wee
1	Need for bank and types of banks	History of Insurance, Concept of Risk and Uncertainty	Communication basics	Post-assessment	HR Workshop	No lecture
2,	Need for bank and types of banks	Need and Classification of Insurance	Communication basics	Post-assessment	HR Workshop	No lecture
3	Types of customers	Structure of Insurance Companies	Art of speaking	Post-assessment	HR Workshop	No lecture
4	Know your customer	Basic Principles of Insurance	Art of speaking	Post-assessment	HR Workshop	No lecture
5	Retail banking and liability products	Life Insurance Products	Art of speaking	Post-assessment	HR Workshop	No lecture
6	Retail loans and credit appraisal	Non Life Insurance Products - Retail	Art of writing	Post-assessment	HR Workshop	No lecture
7	Retail loans and credit appraisal	Insurance Distribution Channels	Art of writing	Post-assessment	HR Workshop	No lecture
8	Interim assessment, group presentation and doubt clearing	Group Presentation and Evaluation	Art of writing	Post-assessment	HR Workshop	No lecture
9	Services offered by banks	Selling Insurance in 21st Century	Art of discussing and presenting	Post-assessment	HR Workshop	No lecture
10	Inclusive banking	Interim Assessments and Doubt Clearing	Art of discussing and presenting	Post-assessment	HR Workshop	No lecture
11	National Bank for Agriculture and Rural Development (NABARD)	Underwriting	Art of discussing and presenting	Post-assessment	HR Workshop	No lecture
12	Corporate banking	Insurance Contract	Group Presentation	Post-assessment	HR Workshop	No lecture
13	Financial report of a bank	Insurance Claims	Group Presentation	Post-assessment	HR Workshop	No lecture
14	Overview of financial markets	Group Discussion and Evaluation	Interim Assessment and doubt clearing	Post-assessment	HR Workshop	No lecture
15	Cash and clearing operations of a bank	Non-Life Insurance Products – Corporate	Interim Assessment and doubt clearing	Post-assessment	HR Workshop	No lecture
16	Compliance and ethics in banking	Rural Insurance and Agri Insurance	Art of persuasion and influence	Post-assessment	HR Workshop	No lecture
17	Technology in banking	Customer Protection, Compliance and Insurance Ethics	Facing rejection and non-conversion	Post-assessment	HR Workshop	No lecture
18	Qualities of a Banker	Regulations in Insurance and Grievance Handling	Art of having a sales conversation	Post-assessment	HR Workshop	No lecture
* 19 •	Marketing of banking products	Role of Technology in Insurance	Integrated session with Banking and Insurance	Post-assessment	HR Workshop	No lecture
20	Integrated Session, doubt clearing and final assessments	Integrated Session, doubt clearing and final assessments	Art of giving feedback	Post-assessment	HR Workshop	No lecture
21	•		Customer Service Skills	Post-assessment	HR Workshop	No lecture
22			Power of belief	Post-assessment	HR Workshop	No lecture
23			Interview skills	Post-assessment	HR Workshop	No lecture
24	· · · · · · · · · · · · · · · · · · ·		Mock interviews		HR Workshop	No lecture
25			Mock interviews	Post-assessment	HR Workshop	No lecture
26			Mock interviews	Post-assessment	HR Workshop	No lecture
27			Planned and extempore speeches	Post-assessment	HR Workshop	No lecture
28			Planned and extempore speeches	Post-assessment	HR Workshop	No lecture
29		1	Group Presentation and final	Post-assessment	HR Workshop	No lecture
30			Group Presentation and final	Post-assessment		No lecture

# **Snap-shots of 1<sup>st</sup> page of Attendance**

9146589121

- 94053706 01

7299

έ

2216

		CE	DTIFICATE	Patpanhal	e Arts, Commer	rce & Science (	College							CER	TIFICATE P	Patpanhale . ROGRAMME		G FINANCE	AND INSURA	NCE (CPBFI	)
		CE			E IN BANKING DENTS OF BA				FI)						LIST O	F THE STUD	ENTS OF BA	ATCH START	ING IN July 20	019	*
					Attendance		und in July.	2019									Attendanc				
				1	(me - 1)	1-30 +0	2531	D				[	· · · · · · · · · · · · · · · · · · ·					30 60	4	1000	1
Sr. No.	First Name	e Middle Name	Surname	15/7/2019	17-7-19	18-7-19	19-7-19	20-7-19	22:-7-19	23-7-19		Sr. No.	First Name	Middle Name	Surname	01-08-19	02-08-19	06-08-19	07-08-19	08-08-19	-8-20
1	Saurabh	Santosh	Pawar	S.S.Paulo	s.s. Paulo	S.S. Pauson	S.S. Paroc	S.S. Paus	ers Paux	1 S.S. Pawern		1	Saurabh	Santosh	Pawar	S.S. Pawer	S.S. Paur	J.S. Paw	5.S. Pawa	S.S. Pau	SS.P
2	Mandar	Suchitanand	Derdekar	Beldeborto	Derderies	Barberres .	Dorbelier	Souther the	Rodette	anderout.		2	Mandar	Suchitanand	Derdekar	Bardeleox.	Detaleur	-	Berder	Order	Berger
3	Nayan	Dattaram	Gawde	Burghe	Rawade	Pourade (	Parmerder	Rurede	Renades	Paucoke,		3	Nayan	Dattaram	Gawde	Benderter	Brende	Baurde	Abuade	Dawrede	Gaurd
4	Sanket	Santosh	Ambekar	Sunt	String of	Sunt 1	filmit	Stimp.	And	Hung	0	4	Sanket	Santosh	Ambekar	8th	8-1	But	J	8-J	83
5	Samiksha	Gajacan	Advade	Bolavade	Relavade	Adavode	Adavade	Adavado	Atrinck	Actourable		. 5	Samiksha	Gajanan	Advade	Relavade	Belavade	Abounde		Rolowade	Row
6	Sumaiya	Abdulgani	Bodle	Damicif.	Dungle (	Barraf -	Bangli	Bring	Dinge	Berngit	701	860 6	Sumaiya	Abdulgani	Bodle	Barriel	Berneijle	Dimit	Barril	Bamice X+	Bamaj
7	Amolika	<sup>•</sup> Madhukar	Rohilkar	Dele .	Ble	Bale -	The	Pool	Rode	Polo		7	Amolika	Madhukar	Rohilkar		Re .	the .		Br'	Der.
8	Akeli	Raju	Vasave	Alene.	Adate	Blank (	Book.	Alate	ADR	Alale	96	7315 8	Akeli	Raju	Wasave	Alare	Alar.	giar.		Bases	Astre
9	Damini	Chandrakant	Chivelkar	histor	hivense	Twee ?	Tinto	Airense	Winds	tielles		9	Damini	Chandrakant	Chivelkar	Airense	hidren	(The)3	Alinelles	Airence	Aliunce
				0			0		1		1	4		- 3		0			ô		
The state		CE	RTIFICATE	Patpanhal PROGRAMM	e Arts, Commer E IN BANKING	G FINANCE A	College	ANCE (CPBH	F1)			4				Patpanhale	E IN BANKI	erce & Science NG FINANCE	e College AND INSUR		7)
Print		CE	RTIFICATE	Patpanhal PROGRAMM	E IN BANKING DENTS OF BA	G FINANCE A ATCH STARTI	College	ANCE (CPBF 2019	71)			4				Patpanhale	E IN BANKI DENTS OF E	NG FINANCE BATCH STAR	e College AND INSUR		T)
		CE	RTIFICATE LIST	Patpanhal PROGRAMM OF THE STU	E IN BANKING DENTS OF BA Attendar.ce	G FINANCE A ATCH STARTI e Sheet	College AND INSUR ING IN July :	2019	e1)			4				Patpanhale PROGRAMM OF THE STU	E IN BANKI DENTS OF E Attendan	NG FINANCE ATCH STAR ce Sheet	e College AND INSUR TING IN July	2019	7)
Sr				Patpanhal PROGRAMM OF THE STU	E IN BANKING DENTS OF BA Attendar.ce	G FINANCE A ATCH STARTI e Sheet	College ND INSUR ING IN July :	2019				1 Sr	First N	CEI	LIST	Patpanhale PROGRAMMI OF THE STU	E IN BANKE DENTS OF E Attendan	NG FINANCE BATCH STAR ce Sheet	e College AND INSUR TING IN July	2019	1
	D. First Name	e Middle Name	LIST e Surname	Patpanhal PROGRAMM OF THE STU	E IN BANKING DENTS OF BA Attendance M.C [1- 2507-19	G FINANCE A NTCH STARTI $\sim$ Sheet $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$	College IND INSUR ING IN July : 	2019	30-07-19			] Sr No		CEI	LIST	Patpanhale PROGRAMMI OF THE STUI 19-08-19	E IN BANKI DENTS OF E Attendan Time - 20- 08-2	NG FINANCE EATCH STAR ce Sheet	e College AND INSUR TING IN July	2019	14 24-08
No	D. First Name Saurabh	e Middle Name Santosh	e Surname Pawar	Patpanhal PROGRAMM OF THE STU 24-07-19 5-S-Pase	E IN BANKING DENTS OF BA Attendance M.C [1- 2507-19	G FINANCE A NTCH STARTI $\sim$ Sheet $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$	College IND INSUR ING IN July : 	2019	30-07-19	31-07-19 3-5-Pauron		1 Sr	, First Name Saurabh	CEI	LIST	Patpanhale PROGRAMMI OF THE STUI 19-08-19	E IN BANKE DENTS OF E Attendan	NG FINANCE EATCH STAR ce Sheet	e College AND INSUR TING IN July	2019	14 24 08
No	D. First Name Saurabh Mandar	e Middle Name Santosh Suchitanand	e Surname Pawar Derdekar	Patpanhal PROGRAMM OF THE STU	E IN BANKING DENTS OF BA Attendance M.C [1- 2507-19	G FINANCE A NTCH STARTI $\sim$ Sheet $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$	College IND INSUR ING IN July : 	2019	30-07-19			] Sr No	Saurabh	CEI	LIST	Patpanhale PROGRAMMI OF THE STUI 19-08-19	E IN BANKI DENTS OF E Attendan Time - 20- 08-2	NG FINANCE EATCH STAR ce Sheet	e College AND INSUR TING IN July	2019	14 24-08 a-15.5.F
No 1 2	D. First Name Saurabh Mandar Nayan	e Middle Name Santosh	e Surname Pawar Derdekar Gawde	Patpanhal PROGRAMM OF THE STU 24-07-19 5-S-Pase	E IN BANKING DENTS OF BA Attendance M.C [1- 2507-19	G FINANCE A NTCH STARTI $\sim$ Sheet $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$	College IND INSUR ING IN July : 	2019	30-07-19			Sr. No	Saurabh	CEI Middle Name Santosh	LIST Surname Pawar	Patpanhale PROGRAMMI OF THE STUI 19-08-19	E IN BANKI DENTS OF E Attendan Time - 20- 08-2	NG FINANCE EATCH STAR ce Sheet	e College AND INSUR TING IN July	2019	14 24-08 a-15.5.F
No I 2 3	D. First Name Saurabh Mandar Nayan	e Middle Name Santosh Suchitanand Dattaram	e Surname Pawar Derdekar Gawde Ambekar	Patpanhal PROGRAMM OF THE STU 24-07-19 5-5-Pase Subset Sub	E IN BANKING DENTS OF BA Attendance MR - (1- 2507-9 S.S. Pause S.S. Pause Constant C	G FINANCE A NTCH STARTI $\sim$ Sheet $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$ $\sim$	College IND INSUR ING IN July : 	2019	30-07-19	S.S. Pauver		Sr. No 1 2	Saurabh Mandar Nayan Sanket	CEI Middle Name Santosh Sucbitanand	LIST Surname Pawar Derdekar Gawde Ambekar	Patpanhale PROGRAMMI OF THE STUI 19-09-19 S.S. Pauce Burden	E IN BANKE DENTS OF F Attendan I (M L - 20 - 08-2 20 - 08-20 20 - 08-20 20 - 08-20 20 - 08-20 20 - 08-20 20 - 08-20 20 - 08-20	NG FINANCE ATCH STAR cc Sheet 11-30 op 2.1-02-2 173 5.5. Pau Baddwood Company Com	e College AND INSUR TING IN July 9 22-08-09 9 22-09 9 22-09 9 22-09 9 22-09 9 22-09 9 22-09 9 22-09 9 22-09 9 20 9 20 9 20 9 20 9 20 9 20 9 20 9	2019	14 24-08 arts: S.F Baddl Baddl Gaddl
No I 2 3	5. First Name Saurabh Mandar Nayan Sanket	e Middle Name Santosh Suchitanard Dattaram Santosh	e Surname Pawar Derdekar Gawde	Patpanhal PROGRAMM OF THE STU 24-07-19 5-S-Passe S-S-Passe S-S-Passe S-Maurit S-S-Passe S-S-S-Passe S-S-S-Passe S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-	E IN BANKING DENTS OF BA Attendance MR - (1- 2507-19 S.S. Pause S.S. Pause S.S. Pause S.S. Pause S.S. Pause S.S. Pause S.S. Pause	G FINANCE A NTCH STARTI e Sheet -30 (1) 26-07-19 S-S-Pauca Martin Bandon Bandon Bandon Bandon Bandon Bandon	College IND INSUR ING IN July: 27-07-19 5-5-Pause Bauer Bauer Bauer Bauer Bauer	29.07-19 29.07-19 5.5 Fau Gunada Bunada Bunada Bunada	30 07-19	Betwake		Sr No 1 2 3	Saurabh Mandar Nayan	CEF Middle Name Santosh Suchitanand Dattaram	LIST Surname Pawar Derdekar Gawde	Patpanhale PROGRAMMI OF THE STU 19-09-19 S.S. Pauce Burder Burder	E IN BANKE DENTS OF E Attendan TIME- 20-08-20-08-20-08-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-08-20-08-08-20-08-08-08-08-08-08-08-08-08-08-08-08-08	NG FINANCE ATCH STAR ce Sheet 11.30 121-08-2 377 3.5.5. Pecus Constant Cons	e College AND INSUR TING IN July D 2-3 S 22-08-es S 5-5-Pace S 5-5-Pace Business Bus	2019	14 2 4-08
No 1 2 3 4	5 First Name Saurabh Mandar Nayan Sanket Samiksha	e Middle Name Santosh Suchitanand Dattaram Santosh Gajar	LIST e Surname Pawar Derdekar Gawde Ambekar Advade Bodle	Patpanhal PROGRAMM OF THE STU 24-07-19 5-5-Passa S-5-Pas	E IN BANKING DENTS OF BA Attendance MR - (1 2507-9 S.S. Paus S.S.	G FINANCE A ATCH STARTI e Sheet - 30 (1) - 26-07-19 - 5-5. Pawa - 5-5. Pawa - 5-5. Pawa - 6 - 6 - 6 - 6 - 7 - 19 - 7 - 7 - 19 - 7 - 7 - 19 - 7 - 7 - 19 - 7 - 7 - 7 - 7 - 7 - 7 - 7 - 19 - 7 - 7 - 7 - 7 - 7 - 7 - 7 - 7 - 7 - 7	College IND INSUR ING IN July: 27-07-19 5-5-Pause Source Burger Blauser A	2019	30-07-19 S.S. Faye Sand	Brock		Sr No 1 2 3	Saurabh Mandar Nayan Sanket Samiksitu	CEF Middle Name Santosh Suchitanand Dattaram Santosh	LIST Surname Pawar Derdekar Gawde Ambekar	Patpanhale PROGRAMMI OF THE STUI 19-09-19 S.S. Pauce Burden	E IN BANKE DENTS OF F Attendan I (M L - 20 - 08-2 2 SS-S, Ratex Bandelon Bandelon Bandelon Bandelon	NG FINANCE ATCH STAR cc Sheet 11-30 op 2.1-02-2 173 5.5. Pau Baddwood Company Com	e College AND INSUR TING IN July 9 22-08-09 9 22-09 9 22-09 9 22-09 9 22-09 9 22-09 9 22-09 9 22-09 9 22-09 9 20 9 20 9 20 9 20 9 20 9 20 9 20 9	2019	14 24-08 a.5.5.F Baldel Gaussian Carrier Barrier Barrier Barrier
No 1 2 3 4 6	First Name           Saurabh           Mandar           Nayan           Sanket           Samiksha           Sumaiya           Amolika	e Middle Name Santosh Suchitanand Dattaram Santosh Santosh Abdulgani	LIST e Surname Pawar Derdekar Gawde Ambekar Advade	Patpanhal PROGRAMM OF THE STU 24-02-19 5-S-Passe S-S-Passe S-S-Passe S-Manuel S-S-Passe S-S-S-Passe S-S-S-Passe S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-	E IN BANKING DENTS OF BA Attendance MR - (1- 2507-9 S.S. Paus S.S.	G FINANCE A ATCH STARTI e Sheet -26-07-19 S-S. Pawa Brite Barret Barret Barret Barret Barret Barret Barret	College IND INSUR ING IN July: 27-07-19 55-Pause Source Bautory Bautory Bautory Bautory Bautory Bautory	29.07-19 29.07-19 5.5 Fau Bunder Bunder Balander	30 07-19	Betwake		] Sr No 1 2 3 4 5	Saurabh Mandar Nayan Sanket Samiksha Sumaiya	CEI Middle Name Santosh Suchitanand Dattaram Santosh Gajanan	LIST Surname Pawar Derdekar Gawde Ambekar Advade Bodle Rohilkar	Patpanhale PROGRAMMI OF THE STU 19-09-19 S.S. Pacce S.S. Pacce State Sta	E IN BANKE DENTS OF E Attendan CIME- 20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-20-08-08-20-08-20-08-20-08-20-08-20-08-20-08-08-20-08-08-20-08-20-08-08-08-08-08-08-08-08-08-08-08-08-08	NG FINANCE ATCH STAR ce Sheet 11-30 121-02-2 17 3.5. Peau Country Country Rebuilde Darroll Darroll	e College AND INSUR TING IN July D 2-3 22-09-05 S 22-09-05 S 22-05 S 22-	2019	14 24-08
No 1 2 3 4 6 7	First Name       Saurabh       Mandar       Nayan       Sanket       Samiksha       Sumaiya       Amolika	e Middle Name Santosh Suchitanand Dattaram Santosh Gajaz Abdulgani Madhukar	LIST e Surname Pawar Derdekar Gawde Ambekar Advade Bodle Rohilkar	Patpanhal PROGRAMM OF THE STU 24-07-19 5-5-Passa S-5-Pas	E IN BANKING DENTS OF BA Attendance MR - (1 2507-9 S.S. Paus S.S.	G FINANCE A NTCH STARTI e Sheet -20-07-19 	College IND INSUR ING IN July: 27-07-19 5-5-Pause Source Burger Blauser A	29.07-19 29.07-19 5.5 Fau Gunada Bunada Bunada Bunada	30-07-19 S.S. Faye Sand	Brock		1 Sr. No 1 2 3 4 5 6	Saurabh Mandar Nayan Sanket Samiksha Sumaiya	CEF Middle Name Santosh Suchitanand Dattaram Santosh Gajanaa Abdulgani	LIST Surname Pawar Derdekar Gawde Ambekar Advade Bodle	Patpanhale PROGRAMMI OF THE STU 19-09-19 S.S. Paco S.S. Paco Subset Subs	E IN BANKE DENTS OF F Attendan UM L - 20-08-2 S-5: Rue Band S-5: Rue Band S-5: Rue Band S-5: Rue Band S-5: Rue Band S-5: Rue Band S-5: Rue Band S-5: Rue Band S-5: Rue S-5: Ru	NG FINANCE ATCH STAR ce Sheet 11-30 121-02-2 173 5.5. Pau 135 5.5. Pau 1473 5.5. Pau 1473 5.5. Pau 1473 5.5. Pau 1474 5.5. Pau 1	e College AND INSUR TING IN July D 2-3 22-09-05 S 22-09-05 S 22-05 S 22-	2019 0 5 5 5 5 5 5 5 7 8 8 8 9 9 9 9 9 9 9 9 9 9 9 9 9	1

## **Snapshots of Resource Persons**



# **Post Assessment of the Programme**

Minimum Minimum Minimum	M Gmail		Q Search mail	¥
es Deserba	Compose			
	Inbox	106	Post Assessment Set Up   CPBF 69 Guhagar Patpanhale College	е
	Starred		Archana Bhat	1:297
	Snoozed		to me, Ajay	
	Important		Dear Sir,	
	Sent		Please find attached the Logins and Hall Tickets. Exam details are mentioned below:	
0	Subhash	+		
*****			Exam Name: CPBFI- Post Assessment	
	2		Start Date and Time: Aug 26 2019 12:00AM	
	12		End Date and Time: Aug 30 2019 11:59PM	
*			Duration: 35 Minutes	
			Number of Attempts: 1	
			Number of Questions: 55	
r j	No Hangouts contacts		You need to access http://www.testcentre.cielindia.com using your registered account. Once you login, click	on I
-1	Find someone		Under Active exam tab, exam assigned will be displayed.	
	*		Regards,	

## **Certificates Distribution**





Certificate of Completion

This is to certify that

## Nayan Dattaram Gawade

has participated and successfully completed

Certificate Programme in Banking, Finance and Insurance (July, 2019)

conducted by Patpanhale Arts,Commerce and Science College, Patpanhale,Tal-Guhagar in collaboration with Bajaj Finserv Limited

Principal

Patpanhale Arts, Commerce and Science College, Patpanhale,Tal-Guhagar

**For** Bajaj Finserv Limited





गुहागर : विद्यार्थ्यांना मार्गदर्शन करताना प्राचार्य प्रमोद हमणे.

विज्ञान महाविद्यालय वाणिज्य विभागाच्या वतीने प्रमाणपत्र आले. यावेळी ते म्हणाले, कोर्सची भविष्यासाठी कशा करण्यात आले होते.

प्राचार्य प्रमोद प्रभूणे यांनी केले.

पाटपन्हाळे कला, वाणिज्य व

वितरण कार्यक्रमाचे आयोजन विद्यार्थ्यांनी महाविद्यालयीन प्रकारे गरज आहे हे स्पष्ट हे त्यांनी विविध उदाहरणाद्वारे शिक्षण घेत असताना किंवा केले. प्रत्येक विद्यार्थ्यांकडे स्पष्ट केले. मुलीनीदेखील पाटपन्डाळे महाविद्यालय व प्रवेश घेतानाच सर्वप्रथम आपण विविध प्रकारच्या गुणवत्ता करिअरचा विचार करावा की बजाज फिनसव्हं यांच्यावतीने भविष्यात करिअरसंदर्भात काय असतात त्या ओळखन त्याचा जेणेकरून भविष्यात कोणावरही सटिंफिकेट प्रोग्राम इन बॅंकिंग, करणार आहोत व शिक्षण वापर भविष्यासाठी करावा अवलंबन राहावे लागणार नाही. फायनान्स व इन्शुरन्स या घेत असताना आपल्याला व स्वतःला ओळखण्यास या कोर्सेचा महाविद्यालयातील कोसंचे आयोजन करण्यात कोणकोणत्या गोष्टी करावयांच्या शिकावे तरच चांगले भविष्य आले होते. या कोसंमध्ये आहेत हे ठरविणे अत्यंत होऊ शकते. विद्यार्थ्यांकडे फायदा होऊन त्याद्वारे विद्यार्थ्यांना यशस्वी विद्यार्थ्यांना प्रमाणपत्र महत्त्वाचे असल्याचे सांगितले. विविध बलस्थाने असूनदेखील वितरण कार्यक्रमाचे प्रमोद पारंपरिक शिक्षणावरोबरच केवळ नकारात्मक घटकांचा व प्रभुणे यांच्या हस्ते करण्यात विविध कौशल्यावर आधारित परिस्थितीचा विचार केल्यामळे

केवळ गुणांचा विचार न करता व्यक्तिमत्त्व विकासाची एक संघी म्हणून विचार केल्यास त्याचा उपयोग निश्चितच करिअरसाठी उपयोग होऊ शकतो. त्यासाठी आत्मविश्वास व घाडस या गुणांची जपणूक केल्यास यशाचा मोठा टप्पा सहज पार करता येतो विद्यार्थ्यांना त्याचा निश्चितच करिअरची एक वेगळी उंची गाठ शकतील, असा आशावाद त्यांनी व्यक्त केला.



प्रभागपत्र विलरण कार्यक्रमाल बोललाना गिलींव हायस्कृत व उपुनिक्षर कॉलजचे प्राचार्थ प्रमोव प्रभुणे.

प्रमुणे यांगी केले.

घडााची भरारी घेला येले असे जापल्या मार्गदर्शनामध्ये त्सांनी किंकावे तरच चांगले भविष्य होयु प्रतिपाधन मिलीव सायस्कृत व विद्याव्यांनी महाविद्यलयीन डिक्षण आकते, आसे से म्हणाले, या ज्युनिअर कॉलजचे प्राचार्य प्रमोध चेत जरूताना विधा प्रवेष्ठ धेतानाच कार्यक्रमात्म महाविद्यालमाचे प्रभारी पाटपन्हाळे कला वाणिज्य : संदर्भात पत्तम करणार आहोत व : गवभिये व महाविद्यालयाचा जीएस य विज्ञान महाविद्यालय वाणिज्य शिक्षण घेल असताना आपल्याच्या ओकार रहाटे जयस्थित होते. स्वर

कार्यक्रमाचे आयोजन करण्यात आहेत हे उरनिने आयंत महत्त्वाचे भोरे, प्रास्ताविक डॉ. एस.एस.खोत

र्श्रागारसत्ती : ग्रामीण आयोजन करण्यात आले होते. या प्रत्येक विद्यार्थ्यांकडे विविध भागमध्ये जन्म ही समस्या न कोर्समध्ये महारवी विद्यार्थ्यांना प्रकारच्या गुणवत्ता असताल त्या मामला ती एक संधी मानल्यास प्रमाणवत्र वितरण कार्यक्रमाचे प्रमोध ओळखून त्याण वगर भविष्यासाठी कोकमामध्ये झिक्षण चेवून देखील प्रभुगे पांच्या हरते करण्यात आले, करावा व स्वतःत्य ओजखण्यास सर्वप्रधम आपण भविष्यल करिजर प्राचार्य प्रमोद देसाई, प्रा. लंकेश विभागप्रथा वतीने प्रमाणपत्र वितरण कोगकोणस्था गोध्टी करावयाच्या कार्यक्रमाचे सुत्रसंघालन कु प्रतिहा



