

INTERNATIONAL SCHOOL OF MANAGEMENT EXCELLENCE



PROGRAM PROJECT REPORT FOR ONLINE POST GRADUATE PROGRAM IN MANAGEMENT – AY2023



ISME
BANGALORE

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MAY 1, 2023

INTERNATIONAL SCHOOL OF MANAGEMENT EXCELLENCE
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1. Program Committee

The Committee (as given below) comprised of the members of ISME and External Experts, discussed the curriculum and syllabus for the two-year online Post Graduate Diploma of Management (PGDM).

SN	Name	Affiliation	Role
1	Nitin Garg	Director, ISME	Chairman
2	Dr.S Shyam Prasad	Professor, ISME	Co-Chairman
3	Dr.Shampa Nandi	HOD & Professor, ISME	Convener
4	Dr.Rony Kurien	Dean and Professor, ISME	Co-Convener
5	Dr.Ramesh Kumar	Associate Professor, ISME	Member
6	Dr.Nisha Mary Thomas	Associate Professor, ISME	Member
7	Rajendra Desai	Associate Professor, ISME	Member
8	Sudindra V R	Assistant Professor, ISME	Member
9	Dr Lawrence Fernandes	Director, Retail Learning, Retail Association of India	Member
10	Shivakumar Venkateswaran	Former Chief Human Resources Officer – IIM (Bangalore) and Retail Expert	Member

2. ISME Vision

OUR VISION IS TO BE A BUSINESS SCHOOL OF INTERNATIONAL REPUTE

3. ISME Mission

Our Mission is to transform every student to become a successful business professional with a global outlook through:

- ✧ Imparting quality education by outstanding business leaders and academicians
- ✧ Providing a culture of excellence, entrepreneurial thinking, social responsibility and industry alignment.

4. ISME Values

- ✧ **Integrity:** We work with our stakeholders professionally, openly, honestly and sincerely.
- ✧ **Teamwork:** Best solutions come from working together.
- ✧ **Social Responsibility:** Creating a difference in the society through our work.
- ✧ **Leadership:** Through global relationships and research orientation.
- ✧ **Fun loving:** Enjoying our work and our families through knowledge sharing.

5. ISME Online PGDM Program Educational Objectives (PEOs)

- ✧ **PEO-1:** To develop students with skills in the area of specialization, knowledge and competencies in management concepts and techniques with an international outlook and cross-functional decision making ability
- ✧ **PEO-2:** To build analytical skills in students to solve contemporary business challenges and apply new age research techniques and tools for effective and efficient data driven business decisions
- ✧ **PEO-3:** To train students in entrepreneurial thinking with effective communication and interpersonal soft skills
- ✧ **PEO-4:** To develop ethically and socially responsible leaders in business management

6. ISME Online PGDM PEOs Mapping with Mission

Elements in Mission Statement	<u>PEO-1</u>	<u>PEO-2</u>	<u>PEO-3</u>	<u>PEO-4</u>
Transform Every Student to Succeed	✓	✓	✓	✓
Quality Education	✓	✓	✓	✓
Outstanding Business Leaders and Academicians	✓	✓	✓	✓
Culture of Excellence	✓	✓		
Entrepreneurial Thinking	✓	✓		✓
Social Responsibility	✓			✓
Industry Alignment	✓	✓		

7. ISME Online PGDM Program Outcomes (POs)

- ✧ **PO-1:** Apply knowledge of management theories and practices to solve business problems
- ✧ **PO-2:** Foster Analytical and critical thinking abilities for databased decision-making
- ✧ **PO-3:** Ability to develop Value based Leadership ability
- ✧ **PO-4:** Ability to understand, analyse and communicate global, economic, legal, and ethical aspects of business
- ✧ **PO-5:** Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.
- ✧ **PO-6:** To prepare students for the skills required to perform effectively in the area of their specialization

8. ISME Online PGDM POs Mapping with PEOs

	<u>PO-1</u>	<u>PO-2</u>	<u>PO-3</u>	<u>PO-4</u>	<u>PO-5</u>	<u>PO-6</u>
<u>PEO-1</u>	✓	✓				
<u>PEO-2</u>	✓	✓		✓		✓
<u>PEO-3</u>		✓	✓	✓		
<u>PEO-4</u>			✓		✓	✓

Program Curriculum – Online Post Graduate Diploma in Management Specialization – Logistics and Retail

Why Study Logistics and Retail Management?

India is one of the most promising and developing marketplaces in the world. Nearly 60 shopping malls encompassing a total retail space of 23.25 million square feet are expected to become operational during 2023-25. India's retail trading sector attracted US\$ 4.29 billion FDIs between April 2000-September 2022. India's retail sector was experiencing exponential growth with retail development taking place not just in major cities and metros, but also in small cities. India is the world's fifth-largest global destination in the retail space. Here are some key points regarding the growth of the retail industry in India:

- **Market Size:** The Indian retail market has been one of the largest in the world and was estimated to be worth around USD 950 billion in 2020.
- **Compound Annual Growth Rate (CAGR):** The retail industry has witnessed a healthy CAGR of around 10% in recent years.
- **Increasing Consumer Spending:** The rising income levels, urbanization, and a growing middle class have contributed to increased consumer spending on retail goods and services.
- **E-commerce Boom:** The e-commerce sector has experienced significant growth in India, driven by increased internet penetration, smartphone adoption, and a shift in consumer behavior. Online retail has emerged as a prominent channel, providing convenience and access to a wide range of products.
- **Organized Retail:** The organized retail sector, including modern retail formats such as supermarkets, hypermarkets, and shopping malls, has been growing steadily. Organized retail chains have expanded their presence across major cities, offering a modern shopping experience to consumers.
- **Government Initiatives:** The Indian government has implemented various reforms to attract foreign investment and promote the retail sector. Initiatives such as the introduction of Goods and Services Tax (GST) and the easing of foreign direct investment (FDI) norms have positively impacted the industry.

The growth of the logistics industry in India has been driven by various factors, including the country's robust economic growth, increasing domestic consumption, expansion of e-commerce, government initiatives, and improved infrastructure development. Here are some key points regarding the growth of the logistics industry in India:

- **Market Size:** The Indian logistics market was estimated to be worth around USD 215 billion in 2020, and it has been steadily growing over the years.
- **Compound Annual Growth Rate (CAGR):** The industry has been witnessing a healthy CAGR, with estimates ranging from 10% to 12% in recent years.
- **E-commerce Boom:** The rapid growth of e-commerce in India has been a significant driver for the logistics sector. Increased online shopping has led to higher demand for warehousing, transportation, and last-mile delivery services.
- **Infrastructure Development:** The Indian government has been focusing on improving transportation infrastructure, including roadways, railways, airports, and ports. These developments have facilitated smoother movement of goods across the country.
- **GST Implementation:** The implementation of the Goods and Services Tax (GST) in July 2017 streamlined the tax structure and reduced logistical complexities. It has led to enhanced efficiency and cost savings in the supply chain.

- **Logistics Startups:** The emergence of logistics technology startups in India has brought innovation to the sector. These startups have introduced digital platforms, data analytics, and automation, enhancing operational efficiency and customer experience.

In retail and logistics, both of which are closely aligned, there is a need for vast number of trained manpower across in metros, Tier 1 and Tier 2 cities India. ISME's mission is to deliver quality education aligned to industry requirements and provide trained management professionals with a global outlook and a culture of excellence, entrepreneurial thinking and social responsibility. This program aligns with the mission of ISME.

Source: IBEF (India Brand Equity Foundation) May 8, 2023.
<https://www.ibef.org/industry/retail-india>

Program Differentiator

This program differentiates itself from other online retail programs in two distinct ways.

1. It is a hands-on practical course. At the end of the two-year course, the students are job ready. They can take up a position in logistics and retail business without much training.
2. The program is conducted under the patronage of the prestigious retail body – Retail Association of India. It will have Pan-India recognition.

Target Students

The target group for this program are students who want to enter the retail or logistics industry in operational roles. The curriculum is designed to give job opportunities to students in their local area. It is expected students from smaller cities of India will benefit most from this program.

Program Outcomes

On successful completion of the program, the students will develop the following qualities.

- To work independently in retail or logistics business.
- Have critical and analytical thinking.
- To lead a group of employees.
- Communicate confidently.
- Manage store / logistics operations.

The unique feature of this 2-year program is the learning logistics and retail management in the most practical way. The course combines a mixture of general management and retail management and on the shop learning. The students in the second year shall attend theory classes in the morning and practice the learning on the shop floor in the afternoon.

Besides general subjects such as Marketing, Principles of Management, Human Resources, Basic laws, Finance and Statistics, students will also learn Procurement, Professional Selling, Supply Chain Management, Inventory Management, Store Operation, Merchandising including Visual merchandising, Logistics and distribution and IT in Retailing.

Summer Internship (SI): After completing first two semesters, the students shall attend a summer training for four months (May to August) before resuming their second year studies. The students will earn 6 credits on successful completion of SI.

Industry Trajectory Program (ITP): In the second year, the class are held from 8.30 to 11.15 am and later the students join an assigned retail outlet for internship. Through the Industry Trajectory Program (ITP), the students will earn 6 credits each semester.

Retail Association of India (RAI): This program will be run in collaboration with the prestigious Retail Association of India

Program Curriculum

Credit Scheme

Semester	Course	Hours per Week	Number of Weeks	Credits
1	Accounting in Logistics and Retail	2 hours 30 minutes	12	3
1	Business Communication 1	2 hours 30 minutes	12	3
1	Business Economics – 1	2 hours 30 minutes	12	3
1	Managing Individuals & Organisation	2 hours 30 minutes	12	3
1	Organizational Behavior	2 hours 30 minutes	12	3
1	Principles of Marketing	2 hours 30 minutes	12	3
2	Business Communication – II	2 hours 30 minutes	12	3
2	Customer Relationship Management	2 hours 30 minutes	12	3
2	Financial Management	2 hours 30 minutes	12	3
2	Logistics Fundamentals and Process	2 hours 30 minutes	12	3
2	Marketing Management	2 hours 30 minutes	12	3
2	Retail Management	2 hours 30 minutes	12	3
SI	Summer Internship	40 hours	16	12
3	Competitive Intelligence	2 hours 30 minutes	12	3
3	Human Resource Management	2 hours 30 minutes	12	3
3	Information Technology Applications in Logistics and Retail	2 hours 30 minutes	12	3
3	Negotiation Skills	2 hours 30 minutes	12	3
3	Internship Trajectory Program	30 hours	12	6
4	Business Law	2 hours 30 minutes	12	3
4	Logistics Strategy	2 hours 30 minutes	12	3
4	Operations & Material Management	2 hours 30 minutes	12	3
4	Research Methodology & Report Writing	2 hours 30 minutes	12	3
4	Internship Trajectory Program	30 hours	12	6
			Total Credits	84

Evaluation Process

Every Term student will be evaluated as per the following:

- Mid-Term: 20 marks (After 6 weeks)
- Assignments: 20 marks
- Attendance: 10 marks
- End Term: 50 Marks (After 12 weeks)

Minimum attendance requirement for End Term exam is 75%. Students who do not meet the attendance requirement will have to repeat the course in subsequent semesters.

Minimum pass marks for the course is: 50%

Students will be evaluated through proctored software like exam.net.

The question paper format is as given in **Annexure 1**

For Summer Internship and Internship Trajectory Program students have to send a report as per format every week. Monthly feedback from industry guide will be taken. These will be counted towards their grading.

If a student fails to clear the course, a student can give a re-exam two more attempts in the subsequent semesters.

Maximum duration to complete the course: 4 years from the date of joining

Program Curriculum

Semester 1

Accounting in Logistics and Retail (3 credits)

Block-I

- Unit 1 Fundamentals of Accounting
- Unit 2 Generally Accepted Accounting Principles (GAAP)
- Unit 3 Accounting Principles and Standards
- Unit 4 Accounting Equation
- Unit 5 Case Studies

Block-II

- Unit 6 Accounts
- Unit 7 Journal
- Unit 8 Ledger
- Unit 9 Subsidiary Books
- Unit 10 Case Studies

Block-III

- Unit 11 Trial Balance
- Unit 12 Preparation of Trading, Profit & Loss Account and Balance Sheet
- Unit 13 Depreciation Accounting
- Unit 14 Cash Flow Statements
- Unit 15 Case Studies

Block-IV

- Unit 16 Financial Aspects of Supply Chain Management
- Unit 17 Inventory Management's Techniques and Control
- Unit 18 Cost Accounting
- Unit 19 EVA and Budgets
- Unit 20 Case Studies

Block-V

- Unit 21 Corporate Financial Reporting
- Unit 22 International Financial Reporting Standards
- Unit 23 International Accounting Standards-I
- Unit 24 International Accounting Standards-II
- Unit 25 Case Study

Business Communication 1 (3 credits)

Block-I

- Unit 1 Introduction and Concept of Communication
- Unit 2 Communication in the Workplace
- Unit 3 Forms of Communication
- Unit 4 Process of Communication
- Unit 5 Case Studies

Block-II

- Unit 6 Importance and Purpose of Communication
- Unit 7 Perception and Communication
- Unit 8 Verbal Communication
- Unit 9 Non-verbal Communication
- Unit 10 Case Studies

Block-III

- Unit 11 Listening Skills
- Unit 12 Reading Skills
- Unit 13 Dyadic Communication I
- Unit 14 Dyadic Communication II
- Unit 15 Case Study

Block-IV

- Unit 16 Effective Presentation
- Unit 17 Interviewing
- Unit 18 Public Speaking
- Unit 19 Making Impromptu Speeches
- Unit 20 Case Studies

Block-V

- Unit 21 Writing for Effect
- Unit 22 Business Correspondence I
- Unit 23 Business Correspondence II
- Unit 24 Report Writing
- Unit 25 Case Study

Business Economics – 1 (3 credits)

Block-I

- Unit 1 An Introduction
- Unit 2 Economics and Other Fields
- Unit 3 Demand
- Unit 4 Assumptions & Importance of Law of Demand
- Unit 5 Case Studies

Block-II

- Unit 6 Elasticity of Demand
- Unit 7 Demand Forecasting
- Unit 8 Law of Supply
- Unit 9 Elasticity of Supply
- Unit 10 Case Studies

Block-III

- Unit 11 Cost Analysis
- Unit 12 Short-run and Long-run Costs
- Unit 13 Break-Even Analysis
- Unit 14 Production Function
- Unit 15 Case Studies

Block-IV

- Unit 16 Law of Diminishing Marginal Returns
- Unit 17 Law of Returns to Scale
- Unit 18 Economies and Diseconomies of Scale
- Unit 19 Analysis of Competition
- Unit 20 Case Studies

Block-V

- Unit 21 Oligopoly
- Unit 22 Monopoly

Managing Individuals & Organisation (3 credits)

Block-I

- Unit 1 Managerial Roles, Functions and Skills
- Unit 2 Analysing Interpersonal Relations–I.
- Unit 3 Analysing Interpersonal Relations–II
- Unit 4 Motivation
- Unit 5 Case Study

Block-II

- Unit 6 Management of Perception
- Unit 7 Job Analysis and Evaluation–I
- Unit 8 Job Analysis and Evaluation–II
- Unit 9 Supervision
- Unit 10 Case Study

Block-III

- Unit 11 Leadership
- Unit 12 Authority, Power and Politics in Organisation
- Unit 13 Human Resource Planning
- Unit 14 The Recruitment Process
- Unit 15 Case Study

Block-IV

- Unit 16 The Selection Process
- Unit 17 Performance Appraisal
- Unit 18 Human Resource Development
- Unit 19 Training and Development–I
- Unit 20 Case Study

Block-V

- Unit 21 Training and Development–II.
- Unit 22 Internal Mobility
- Unit 23 Compensation Management–I

Organizational Behavior (3 credits)

Block-I

- Unit 1 Management Thought and OB
- Unit 2 Organisational Behaviour
- Unit 3 Individual Behaviour
- Unit 4 Attitudes, Values and Job Satisfaction
- Unit 5 Case Studies

Block-II

- Unit 6 Perceptions
- Unit 7 Personality
- Unit 8 Motivation
- Unit 9 Groups and Teams-I
- Unit 10 Case Studies

Block-III

- Unit 11 Groups and Teams-II
- Unit 12 Communication
- Unit 13 Leadership-I
- Unit 14 Leadership-II
- Unit 15 Case Studies

Block-IV

- Unit 16 Powers, Authority and Politics-I
- Unit 17 Powers, Authority and Politics-II
- Unit 18 Conflicts and Collaboration
- Unit 19 Stress Management
- Unit 20 Case Studies

Block-V

- Unit 21 Organisational Structure-I
- Unit 22 Organisational Structure-II
- Unit 23 Organisational Culture
- Unit 24 Organisational Change
- Unit 25 Case Studies

Principles of Marketing (3 cre4dits)

Block-I

- Unit 1 Marketing Scope and Concepts
- Unit 2 Strategic Marketing Planning
- Unit 3 Marketing Strategy: Segmentation
- Unit 4 Market Strategy: Targeting
- Unit 5 Case Study

Block-II

- Unit 6 Consumer Buying Behaviour
- Unit 7 Product Life Cycle Strategies
- Unit 8 Branding
- Unit 9 Packaging
- Unit 10 Case Study

Block-III

- Unit 11 Positioning and Differentiation Strategies
- Unit 12 Pricing Strategies
- Unit 13 Managing Marketing Channels
- Unit 14 Management of Logistics and Physical Distribution
- Unit 15 Case Study

Block-IV

- Unit 16 Marketing Communications
- Unit 17 Integrated Marketing Communications
- Unit 18 Elements of Integrated Marketing Communications
- Unit 19 Sales Management
- Unit 20 Case Study

Block-V

- Unit 21 Market Information Systems
- Unit 22 Market Research
- Unit 23 Service Marketing
- Unit 24 Future of Marketing and Its Dimensions
- Unit 25 Case Studies

Semester 2

Business Communication – II (3 credits)

Block-I

- Unit 1 Communication Process
- Unit 2 Models of Communication
- Unit 3 Channels of Communication
- Unit 4 Gateways to Communication
- Unit 5 Case Study

Block-II

- Unit 6 Internal Communication
- Unit 7 Management Communication
- Unit 8 Listening Skills
- Unit 9 Reading Skills
- Unit 10 Case Study

Block-III

- Unit 11 Barriers to Effective Communication
- Unit 12 Feedback System
- Unit 13 Body Language
- Unit 14 Speech Presentation
- Unit 15 Case Study

Block-IV

- Unit 16 Business Correspondence
- Unit 17 Reports
- Unit 18 Meetings
- Unit 19 Group Discussions
- Unit 20 Case Studies

Block-V

- Unit 21 Communication on the Net
- Unit 22 Business Negotiation Skills
- Unit 23 Business Communication Etiquette
- Unit 24 Legal and Ethical Issues in Business Communication
- Unit 25 Case Study

Customer Relationship Management (3 credits)

Block-I

- Unit 1 Introduction to CRM
- Unit 2 CRM Programs and Marketing Initiatives
- Unit 3 CRM Implementation
- Unit 4 CRM Projects in Other Disciplines
- Unit 5 Case Studies

Block-II

- Unit 6 CRM: A New Mantra in Travel and Tourism
- Unit 7 CRM Trends in Tourism Industry
- Unit 8 Customer Relationship Measurement
- Unit 9 CRM Measurement Implementation
- Unit 10 Case Studies

Block-III

- Unit 11 Customer Loyalty
- Unit 12 Customer Retention
- Unit 13 Impact of Retention
- Unit 14 Service and Complaint Management
- Unit 15 Case Studies

Block-IV

- Unit 16 Consumer Complaints Management Initiatives
- Unit 17 Service Characteristics
- Unit 18 e-CRM
- Unit 19 Portals and other Fields in e-CRM
- Unit 20 Case Studies

Block-V

- Unit 21 Sales Force Automation
- Unit 22 CRM in B2B and B2C Markets
- Unit 23 BPR and CRM
- Unit 24 Creating Customer-focused Organisation
- Unit 25 Case Studies

Financial Management (3 credits)

Block-I

- Unit 1 Introduction to Financial Management
- Unit 2 Time Value of Money
- Unit 3 Sources of Finance
- Unit 4 Leasing
- Unit 5 Case Studies

Block-II

- Unit 6 Economic Value Added
- Unit 7 Risk and Return Analysis
- Unit 8 CAPM and SML
- Unit 9 Cost of Capital
- Unit 10 Case Studies

Block-III

- Unit 11 Capital Structure
- Unit 12 Capital Structure Theories
- Unit 13 Leverages
- Unit 14 Fundamentals of Capital Budgeting
- Unit 15 Case Studies

Block-IV

- Unit 16 Capital Rationing
- Unit 17 Risk Analysis in Capital Budgeting
- Unit 18 Working Capital Management
- Unit 19 Financing of Working Capital
- Unit 20 Case Studies

Block-V

- Unit 21 Receivable Management
- Unit 22 Inventory Management
- Unit 23 Cash Management
- Unit 24 Management of Surplus & Dividend Policy
- Unit 25 Case Studies

Logistics Fundamentals and Process (3 credits)

Block-I

- Unit 1 Introduction to Logistics and Supply Chain Management
- Unit 2 Quantitative Methods and IT in Supply Chain Management
- Unit 3 Logistics and Supply Chain Management in India
- Unit 4 Issues and Challenges in Logistics Management
- Unit 5 Case Study

Block-II

- Unit 6 Logistics and Supply Chain Measures
- Unit 7 Inventory Planning and Management
- Unit 8 Functions of Inventory
- Unit 9 Transportation
- Unit 10 Case Study

Block-III

- Unit 11 Road and Rail Transportation
- Unit 12 Maritime Transportation
- Unit 13 Air Transport
- Unit 14 Intermodal Transportation
- Unit 15 Case Study

Block-IV

- Unit 16 Warehouse Management
- Unit 17 3PLs and 4PLs
- Unit 18 Logistics Mission and Strategic Issues
- Unit 19 Packaging and Material Handling
- Unit 20 Case Study

Block-V

- Unit 21 Order Processing
- Unit 22 Location Analysis
- Unit 23 Location Cost
- Unit 24 Organisational Structure for Global Logistics
- Unit 25 Case Study

Marketing Management (3 credits)

Block-I

- Unit 1 Understanding Marketing Management.
- Unit 2 Marketing Environment Analysis
- Unit 3 Strategic Marketing Planning
- Unit 4 Marketing Strategy: Segmentation and Targeting
- Unit 5 Case Study

Block-II

- Unit 6 Consumer Buying Behaviour
- Unit 7 Product Life Cycle Strategies
- Unit 8 Branding and Packaging-I
- Unit 9 Branding and Packaging-II
- Unit 10 Case Study

Block-III

- Unit 11 Positioning and Differentiation Strategies
- Unit 12 Pricing Strategies
- Unit 13 Managing Marketing Channels-I
- Unit 14 Managing Marketing Channels-II
- Unit 15 Case Study

Block-IV

- Unit 16 Management of Logistics and Physical Distribution
- Unit 17 Integrated Marketing Communications
- Unit 18 Advertising and Sales Promotion
- Unit 19 Sales Management
- Unit 20 Case Study

Block-V

- Unit 21 Market Information Systems and Market Research
- Unit 22 Service Marketing
- Unit 23 Future of Marketing and its Dimensions
- Unit 24 Careers in Marketing
- Unit 25 Case Studies

Retail Management (3 credits)

Block-I

- Unit 1 An overview of Retailing
- Unit 2 Types of Stores
- Unit 3 Retail Strategy
- Unit 4 Retail Environment
- Unit 5 Trends in Indian Retail Industry

Block-II

- Unit 6 Retail Store Location
- Unit 7 Store Layout & Design

Block-III

- Unit 8 Merchandise Management
- Unit 9 Category Management
- Unit 10 Retail Pricing & Merchandise Performance

Block-IV

- Unit 11 Communicating with Retail Customers
- Unit 12 Retail Advertisement
- Unit 13 Sales Promotion & Personal Selling
- Unit 14 Retail Selling Process

Block-V

- Unit 15 Globalisation & Retailing
- Unit 16 Cases

Semester 3

Competitive Intelligence (3 credits)

Block-I

- Unit 1 The Secret of Competitive Intelligence.
- Unit 2 How Companies Compete
- Unit 3 Key Intelligence Topics
- Unit 4 Information Collection
- Unit 5 Case Studies

Block-II

- Unit 6 Sources of Intelligence
- Unit 7 Secondary Sources of Intelligence
- Unit 8 Intelligence on the Internet
- Unit 9 Primary Sources of Intelligences
- Unit 10 Case Study

Block-III

- Unit 11 Intelligence from Competitors
- Unit 12 Competitive Intelligence Resources
- Unit 13 Verifying Intelligence
- Unit 14 Ethical and Legal Aspects of Competitive Intelligence
- Unit 15 Case Studies

Block-IV

- Unit 16 Art of Analysis: Turning Information into Intelligence
- Unit 17 Art of Analysis: Other Techniques.
- Unit 18 Dissemination
- Unit 19 Counter-Intelligence I
- Unit 20 Case Study

Block-V

- Unit 21 Counter-Intelligence II
- Unit 22 Deception and Misinformation
- Unit 23 Competitive Intelligence Practices in Japan and USA
- Unit 24 Competitive Intelligence Practices around the World
- Unit 25 Case Study

Human Resource Management (3 credits)

Block-I

- Unit 1 Introduction to HRM and HRD.
- Unit 2 Human Resource Policies
- Unit 3 Making HR a Line Function
- Unit 4 Job Analysis
- Unit 5 Case Study

Block-II

- Unit 6 Job Design
- Unit 7 Human Resource Planning
- Unit 8 Human Resource Planning Process
- Unit 9 Qualitative Models
- Unit 10 Case Studies

Block-III

- Unit 11 Recruitment
- Unit 12 Selection
- Unit 13 Induction
- Unit 14 Career Planning and Development
- Unit 15 Case Studies

Block-IV

- Unit 16 Succession Planning and Organizational Development
- Unit 17 Management Development
- Unit 18 Training
- Unit 19 Training Methods
- Unit 20 Case Study

Block-V

- Unit 21 Promotion
- Unit 22 Transfer
- Unit 23 Compensation Administration
- Unit 24 HR Audit
- Unit 25 Case Studies

Information Technology Applications in Logistics and Retail (3 credits)

Block-I

- Unit 1 Computer Hardware
- Unit 2 Computer Software and Operating Systems
- Unit 3 Types of Network
- Unit 4 Types of Networking Protocols
- Unit 5 Case Studies

Block-II

- Unit 6 Computer Network Applications and Internet
- Unit 7 Wireless, Mobile and Multimedia Networks
- Unit 8 Electronic Data Interchange
- Unit 9 Electronic Data Interchange Applications and Benefits
- Unit 10 Case Study

Block-III

- Unit 11 Global Positioning System
- Unit 12 Geographic Information System
- Unit 13 Mobile Technologies
- Unit 14 Object Identification by Bar Codes
- Unit 15 Case Study

Block-IV

- Unit 16 Radio Frequency Identification
- Unit 17 Biometrics
- Unit 18 Knowledge, Information and Production Systems
- Unit 19 Inventory and Warehouse Management
- Unit 20 Case Study

Block-V

- Unit 21 Distribution Management
- Unit 22 Electronic Commerce in Logistics
- Unit 23 E-Business Strategies
- Unit 24 E-Commerce Models and Challenges
- Unit 25 Case Study

Negotiation Skills (3 credits)

Block-I

- Unit 1 Introduction to Negotiation
- Unit 2 Conflict
- Unit 3 Basic Principles of Negotiation
- Unit 4 Elements of Negotiation
- Unit 5 Case Studies

Block-II

- Unit 6 Conflict Negotiation
- Unit 7 Objectives of Negotiation
- Unit 8 Key Strategies in Approaching Negotiations
- Unit 9 Creative Problem Solving
- Unit 10 Case Studies

Block-III

- Unit 11 Preparing for Negotiation
- Unit 12 Negotiation Planning Process
- Unit 13 Negotiation Preparation Issues
- Unit 14 Starting the Negotiation
- Unit 15 Case Studies

Block-IV

- Unit 16 Progress of the Negotiation
- Unit 17 Structuring the Negotiation
- Unit 18 Negotiation Pitfalls
- Unit 19 Closing the Negotiation
- Unit 20 Case Studies

Block-V

- Unit 21 Influencing Managerial Negotiations
- Unit 22 Influencing Commercial Negotiation
- Unit 23 International Negotiations
- Unit 24 Cross-cultural Communication
- Unit 25 Case Studies

Semester 4

Business Law (3 credits)

Block-I

- Unit 1 Introduction to Contract
- Unit 2 Consent, Consideration and Capacity to Contract
- Unit 3 Performance and Breach of Contract
- Unit 4 Contract of Guarantee and Indemnity
- Unit 5 Case Studies

Block-II

- Unit 6 Contract of Bailment
- Unit 7 Contract of Pledge
- Unit 8 An Overview of Agency and Agent
- Unit 9 Types of Agencies and Agents
- Unit 10 Case Studies

Block-III

- Unit 11 An Introduction to Goods and Price
- Unit 12 The Indian Sale of Goods Act, 1930
- Unit 13 Partnership Act, 1932
- Unit 14 Types of Partners and Partnership
- Unit 15 Case Studies

Block-IV

- Unit 16 Negotiation Instruments
- Unit 17 Negotiation and Presentments of Negotiation Instruments
- Unit 18 Cheques as a Negotiation Instrument
- Unit 19 Law of Carriage of Goods
- Unit 20 Case Studies

Block-V

- Unit 21 Consumer Protection Act, 1986
- Unit 22 Competition Commission Act, 2002
- Unit 23 Right to Information Act, 2005
- Unit 24 Other Miscellaneous Laws
- Unit 25 Case Studies

Logistics Strategy (3 credits)

Block-I

- Unit 1 The Evolution of Logistics
- Unit 2 Logistics Blueprint
- Unit 3 Logistics Performance Analysis
- Unit 4 Logistics Implementation
- Unit 5 Case Study

Block-II

- Unit 6 Logistics Modelling
- Unit 7 Customer Service and Order Processing
- Unit 8 Inventory Planning and Management.
- Unit 9 Efficient Warehousing
- Unit 10 Case Study

Block-III

- Unit 11 Packaging Strategy
- Unit 12 Green Logistics
- Unit 13 Supply Chain Engineering
- Unit 14 Transportation Planning
- Unit 15 Case Study

Block-IV

- Unit 16 Logistics Information System
- Unit 17 SCOR Modelling
- Unit 18 Manufacturing Logistics Strategy
- Unit 19 Retail Strategy and Supply Chain
- Unit 20 Case Study

Block-V

- Unit 21 Strategy for Logistics Providers
- Unit 22 Logistics Organisational Design
- Unit 23 International Logistics
- Unit 24 Views of International Logistics
- Unit 25 Case Study

Operations & Material Management (3 credits)

Block-I

- Unit 1 Introduction to Production/Operations Management
- Unit 2 Historical Evolution of Production/Operations Management
- Unit 3 Approaches to Production/Operations Management
- Unit 4 Productivity and Wastivity
- Unit 5 Case Studies

Block-II

- Unit 6 Plant Location
- Unit 7 Plant Layout
- Unit 8 Types of Layouts
- Unit 9 Plant Capacity
- Unit 10 Case Study

Block-III

- Unit 11 Production Planning and Control
- Unit 12 Material Requirement Planning
- Unit 13 Quality Control
- Unit 14 Process Capability
- Unit 15 Case Study

Block-IV

- Unit 16 Emphasis from Quality Control to Quality Assurance
- Unit 17 Statistical Quality Control
- Unit 18 Total Quality Management
- Unit 19 Quality Circles and JIT
- Unit 20 Case Study

Block-V

- Unit 21 Purchasing
- Unit 22 Ethical Concepts in Purchase
- Unit 23 Purchasing Procedure
- Unit 24 Materials Management
- Unit 25 Case Studies

Research Methodology & Report Writing (3 credits)

Block-I

- Unit 1 Introduction to Research
- Unit 2 Different Types of Research
- Unit 3 Research Proposal
- Unit 4 Research Process
- Unit 5 Case Studies

Block-II

- Unit 6 Problem Identification and Formulation
- Unit 7 Extraneous and Concomitant Variables.
- Unit 8 Research Design
- Unit 9 Secondary Data
- Unit 10 Case Studies

Block-III

- Unit 11 Literature Review
- Unit 12 Primary Data Collection Approach: Observation
- Unit 13 Primary Data Collection Approach: Questionnaire
- Unit 14 Qualitative Techniques of Data Collection
- Unit 15 Case Studies

Block-IV

- Unit 16 Case Study and Interview Research Method
- Unit 17 Sampling
- Unit 18 Sampling Techniques
- Unit 19 Sampling Errors
- Unit 20 Case Studies

Block-V

- Unit 21 Attitude Measurement and Scaling Techniques
- Unit 22 Statistical Analysis
- Unit 23 Hypothesis Testing
- Unit 24 Report Writing
- Unit 25 Case Studies

Program Calendar

Date		Activity	Remarks
From	To		
Sep 01, 2023	Sep 10, 2023	Orientation	
Sep 11, 2023	Dec 16, 2023	Semester 1	
Jan 08, 2024	Apr 14, 2024	Semester 2	
Apr 15, 2024	Apr 30, 2024	Semester Break	
May 01, 2024	Aug 31, 2024	Summer Internship	
Sep 11, 2024	Dec 16, 2024	Semester 3	Post classes, students shall do ITP at the designated Retailer from 12 noon onwards
Jan 08, 2025	Apr 14, 2025	Semester 4	

Faculty and Staff Resources

Sl No	Name	Designation	Qualification
1	Dr Aradhna Yadav	Head – PGDM Online	PhD, MBA
2	Dr. Shashikala Patil	Associate Professor	PhD, MBA
3	Raveesh R	Assistant Professor	M.Com
4	Bharathi Ravishankar	Assistant Professor	MCA,BEd
5	Ms Sowmya Prasad	Deputy Registrar	B.Com
6	Prakash T M	Assistant Registrar	PGBM
7	Vijaya Kumar G	Sr. Admin. Assistant	B.Com
8	Ms Radhika M	Sr. Admin. Assistant	MBA
9	Lance Darryl Fernandes	Sr. Admin. Assistant	MBA
10	Ms. Remia Michael	IT & Computer Administrator	DCS
11	Ms Sneha Sijo	Computer Operator	MBA
12	Ms Ummai Salma M	Admin Officer	MBA

Quality Assurance Cell

To monitor the quality of the program and implementation of policies and procedures, a dedicated team consisting of following members have been appointed. They shall oversee the implementation of the program and the quality of the program. They shall meet at least twice in year.

Sl No	Name	Designation
1	Dr. Shampa Nandi	Professor, Head - PGDM
2	Dr. Nisha Thomas	Associate Professor, Head - Research
3	Sudindra V R	Assistant Professor – Auditor(IQAC)
4	External Auditor – To be invited once a year	

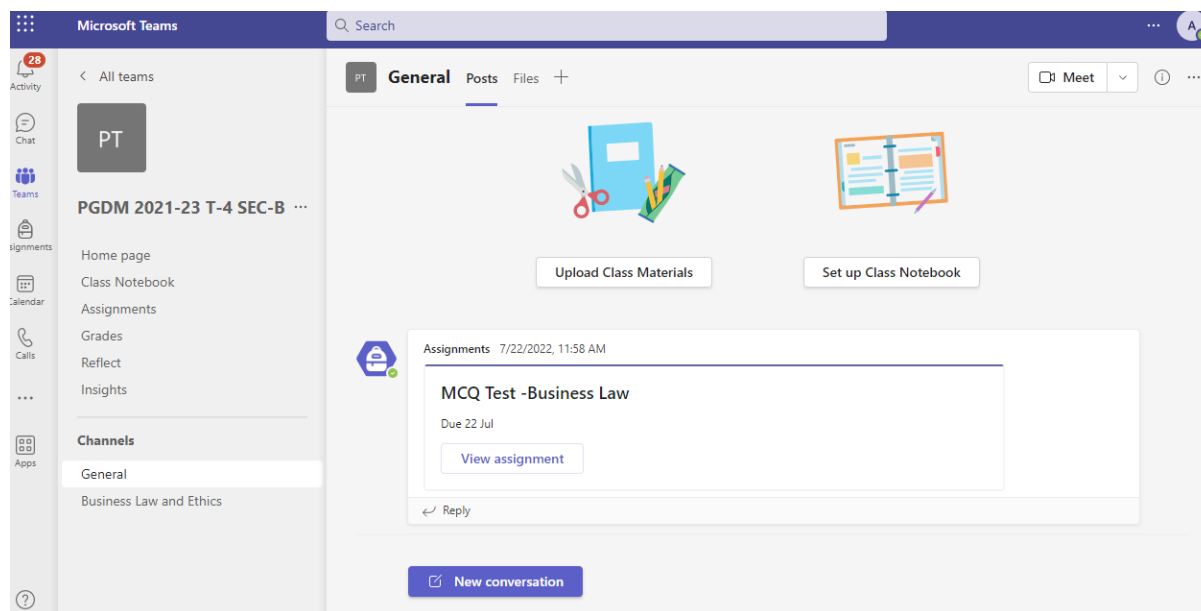
The quality monitoring mechanism to be followed will be as per the guidelines in Annexure II (Quality Monitoring Mechanism) and Annexure VI (Quality Assurance Guidelines of Learning Material in Multiple Media, Human Resource, Curriculum and Pedagogy) of the **AICTE (Open and Distance Learning Education) Guidelines for Standalone Institutions, 2019 and subsequent notifications.**

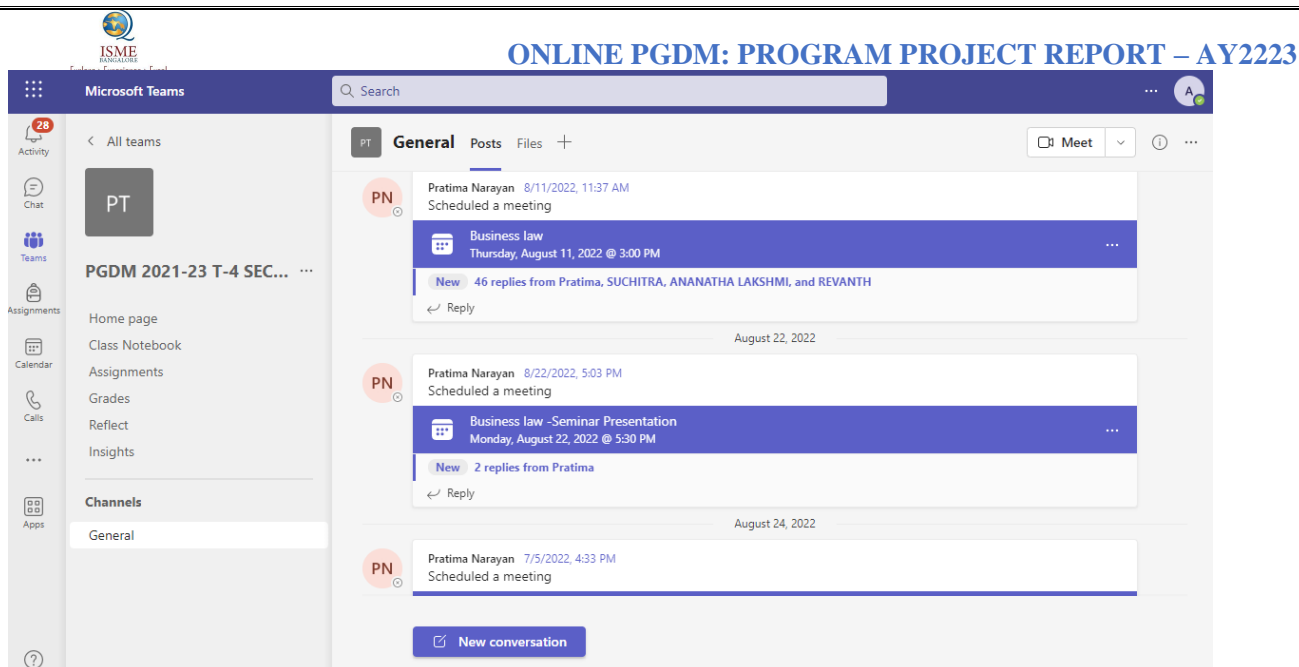
Resources for Online Learners

The ICT facilities and other learning resources are adequately available in the institution for academic and administrative purposes.

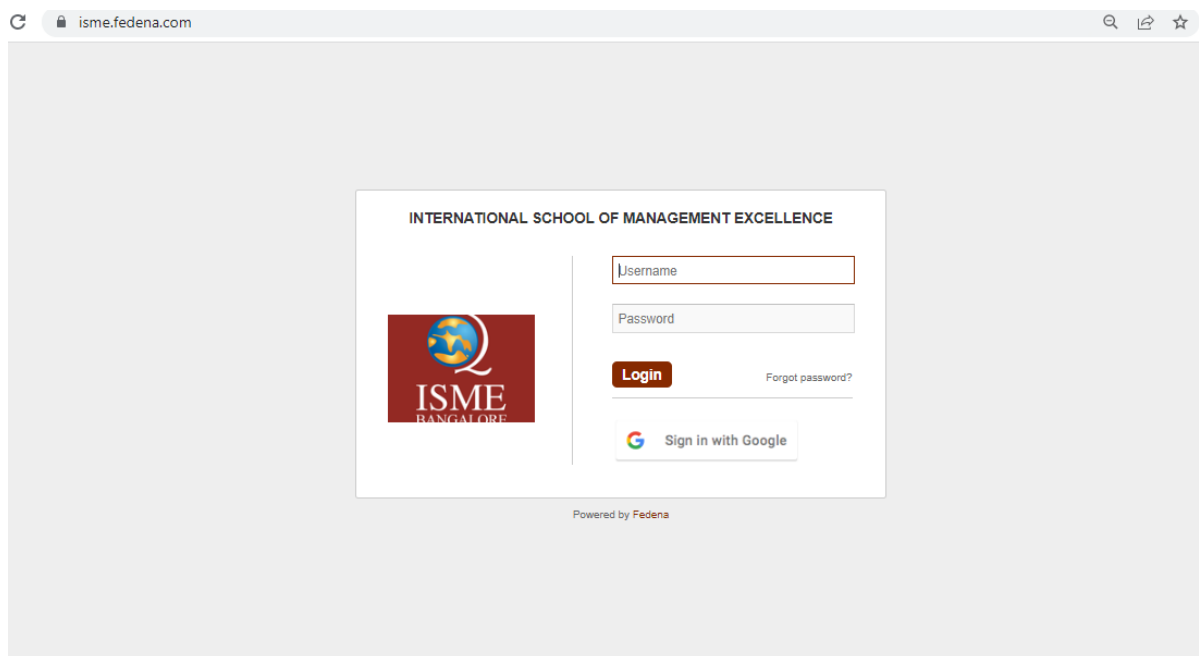
- 250 Mbps Dedicated Internet Line
- MS Teams for academic delivery
- Fedena for ERP and fee payment, attendance
- Moodle for Learning Management System
- Exam.net for examination
- NoPaperForms for student enrollment
- Evaluation of English Proficiency (<https://tracktest.eu/english-for-schools/>)
- Online Library
- Online Grievance Redressal System

Licensed Microsoft Teams





Online Learning Management System (Fedena):



isme.fedena.com/data_palettes

Menu INTERNATIONAL SCHOOL OF MANAGEMENT EXCELLENCE Search Actions, Links and People 1677

Quick Links Academics Collaboration Data and Reports Administration Apps Manage Quick Links

Applicants Assignment Attendance Batch summary
 Calendar Certificates Discipline Examination
 Gradebook ID Cards Leaves Library
 My Profile Remarks Student Records Students
 Subjects Center Timetable Transfer Certificate

No data to display

16 May 2023 (Today)

No data to display

Birthdays

Tasks Due

16 May 2023 (Today)

No data to display

isme.fedena.com/attendances

Menu INTERNATIONAL SCHOOL OF MANAGEMENT EXCELLENCE Search Actions, Links and People 1677

Attendance Register Attendance Register Notification Status

Home > Attendance > Attendance Register

Select a batch PGDM T6 - Marketing 2021-22

Select a subject Professional Selling and Sales

Sort by ☒ Name ☐ Roll number

☒ Manual Notification ☐ Rapid Attendance

January 2023

Click On The Dates To Mark Absence

Student	Sat 07	Sat 07	Sat 14	Sat 14	Sat 28
AAKASH PATIL ()	P	P	P	P	P
AKHIL RAJ ()	P	P	P	P	P
AKSHAT KUMAR JAIN ()	P	P	P	P	P
ANANTHA LAKSHMI DEVI R ()	P	P	P	P	P
ANJAN RAWAT ()	P	P	P	P	P
ASIF SHAIKH ()	P	P	P	P	P
ATKURI ANJANI SIRISHA ()	P	P	P	P	P

Menu

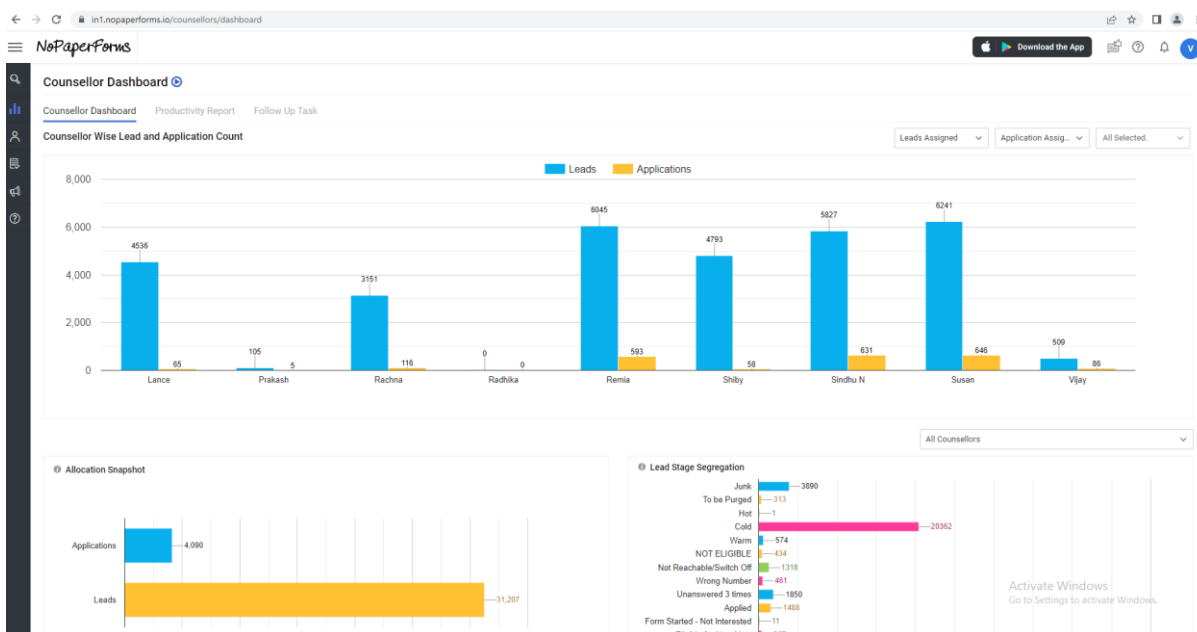
INTERNATIONAL SCHOOL OF MANAGEMENT EXCELLENCE

Search Actions, Links and People

1677

Time	09:00 AM-10:15 AM	10:20 AM-11:35 AM	11:45 AM-01:00 PM	01:45 PM-03:00 PM	03:05 PM-04:20 PM	04:30 PM-05:15 PM
PGDM T1 - Sec-B 2022-24	BUSINESS TOOLS ...	MARKETING MANAG ...	MARKETING MANAG ...	FINANCIAL REPOR ...	FINANCIAL REPOR ...	FREE (FREE)
	Stuti Agarwal	Shyam Prasad S	Shyam Prasad S	Nisha Mary Thomas	Nisha Mary Thomas	Sowbhagya G V
Time	09:00 AM-10:15 AM	10:20 AM-11:35 AM	11:45 AM-01:00 PM	01:45 PM-03:00 PM	03:05 PM-04:20 PM	04:30 PM-05:15 PM
PGDM T1 - Sec-C 2022-24	BUSINESS LANDSC ...	WRITTEN COMMUNI ...	BUSINESS TOOLS ...	FOUNDATIONS OF ...	FOUNDATIONS OF ...	FREE (FREE)
	Mr.Anshu Sharma	Shruthi Nanjappa	Stuti Agarwal	Sriram Prabakar	Sriram Prabakar	Sowbhagya G V
No timetable entry for batch: PGDM T1 - Sec-C Mu Sigma 2022-24						
Time	09:00 AM-10:15 AM	10:20 AM-11:35 AM	11:45 AM-01:00 PM	01:45 PM-03:00 PM	03:05 PM-04:20 PM	04:30 PM-05:45 PM
PGDM T2 - Sec-B 2022-24	FINANCIAL MANAG ...	FINANCIAL MANAG ...	ANALYTICAL TOOL ...	DATA DRIVEN DEC ...	DATA DRIVEN DEC ...	FREE (FREE)
	Nisha Mary Thomas	Nisha Mary Thomas	Stuti Agarwal	Rajendra Desai	Rajendra Desai	Sowbhagya G V
No timetable entry for batch: PGDM T3 - Sec-A 2021-23						
Time	09:00 AM-10:15 AM	10:20 AM-11:35 AM	11:45 AM-01:00 PM	01:45 PM-03:00 PM	03:05 PM-04:20 PM	04:30 PM-05:15 PM
PGDM T3 - Sec-A 2022-24	OPERATIONS MANA ...	BUSINESS RESEAR ...	BUSINESS RESEAR ...	DATA DRIVEN DEC ...	INDIAN FINANCIA ...	FREE (2022-23)
	Sowbhagya G V, Rishiraj Dasgupta, Chan...	Shampa Nandi , Shyam P rasad S	Shampa Nandi , Shyam P rasad S	Rajendra Desai	Nisha Mary Thomas	Sowbhagya G V
Time	09:00 AM-10:15 AM	10:20 AM-11:35 AM	11:45 AM-01:00 PM	01:45 PM-03:00 PM	03:05 PM-04:20 PM	04:30 PM-05:15 PM
PGDM T3 - Sec-B 2022-24	BUSINESS RESEAR ...	OPERATIONS MANA ...	TECHNOLOGY FOR ...	HUMAN RESOURCES ...	HUMAN RESOURCES ...	FREE (2022-23)

NoPaperForms for student enrollment



exam.net/admin/school

New exam Exam list Monitoring / Results My school Profile Sign out Training Videos Support

School information

Address:

Survey No.88, Chembanahalli, Sarjapur Road, Nr. Dommasandra,
Bengaluru
562125

Administration/funding:

Private

Total number of students in the entire school (age 10 and older):

300

School information updated 1/4/2021 by S Shyam Prasad (administrator)

[Request to update](#)

(Only school administrators can send update requests for verification).

Payu

PayU

You are here: [PayU Merchant Dashboard](#) [Switch](#)

[Help](#) [ISME Bangalore](#)

Business Summary

TRACK

[Transactions](#)

[Settlements](#)

[Chargeback](#)

COLLECT PAYMENTS

[Payment Gateway](#)

[Payment Links](#)

[Invoices](#)

[Payment Buttons](#)

[Launchpad](#)

[Split & Transfer Payments](#)

Transactions Overview

Past 30 days

Revenue ₹ 3111362.5 239 Transactions	Refunds ₹ 0 0 Refunds	Success Rate 60.17% 71 Total
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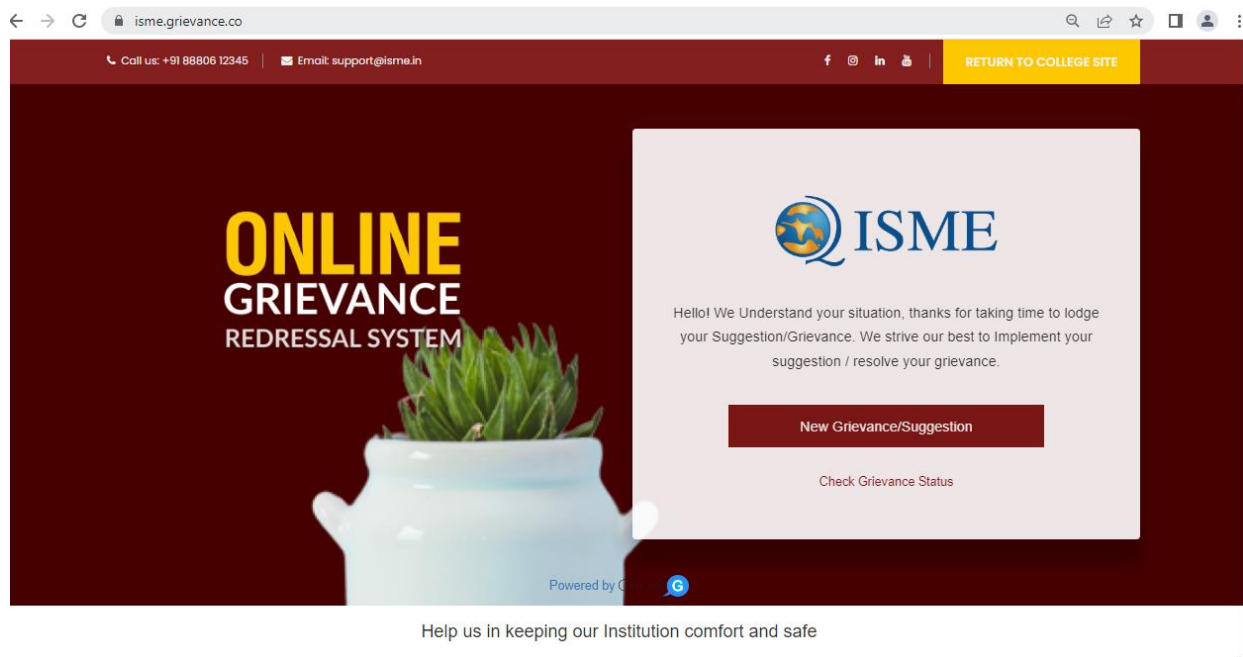
Transactions Records

[Transactions](#) [Refunds](#) [Batch Refunds](#)

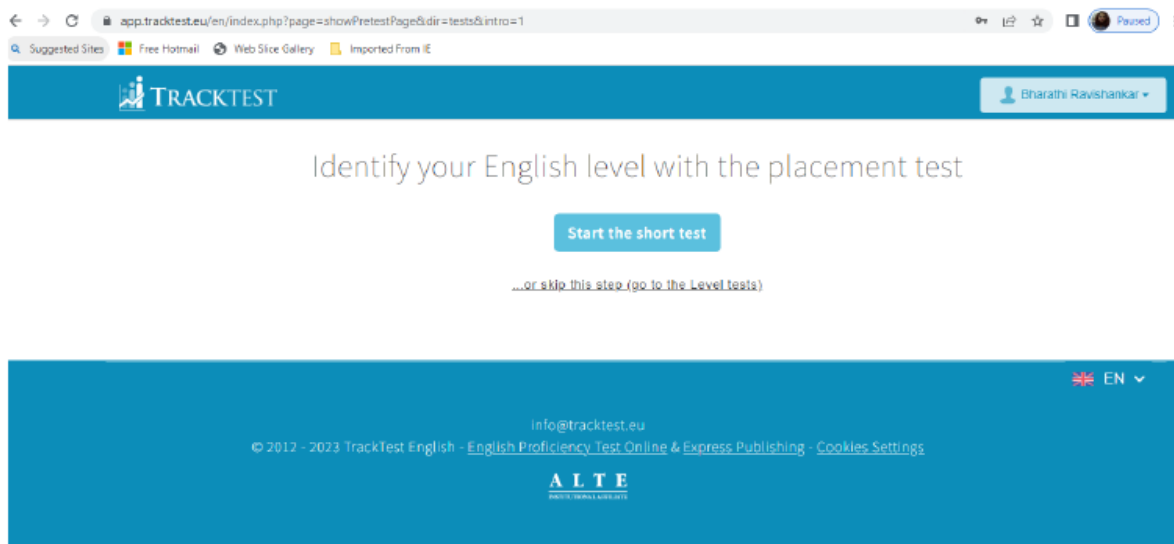
Transaction ID Search Past 30 days Filter Download

Date	Transaction Id	Source	Customer Email	Amount	Status	Actions
16 May	4366674778	UPI	CHUKK44728VA100.COM	₹ 35000.00	Success	

Online Grievance



Tracktest.eu



Microsoft License

Tax Invoice		(ORIGINAL FOR RECIPIENT)				
 CITO INFOTECH PVT LTD 11/1, 3rd Cross, Nandi Durga Road Bengaluru - 560046 PH: 080 - 42048584\5 GSTIN/UIN: 29AADCC5124B1Z4 State Name : Karnataka, Code : 29 CIN: U72200KA2008PTC048235 E-Mail : shakunthala@citoinfotech.com		Invoice No. CITO/23-24/243	Dated 9-May-23			
		Delivery Note	Mode/Terms of Payment			
		Reference No. & Date.	Other References			
		Buyer's Order No.	Dated			
Consignee (Ship to) International School of Management Excellence Campus: Sy.No.88, Chembanahalli Near Dommasandra Circle, Sarjapur Road Bangalore 562125 State Name : Karnataka, Code : 29		Dispatch Doc No.	Delivery Note Date			
Buyer (Bill to) International School of Management Excellence Campus: Sy.No.88, Chembanahalli Near Dommasandra Circle, Sarjapur Road Bangalore 562125 State Name : Karnataka, Code : 29		Dispatched through	Destination			
		Terms of Delivery				
SI No.	Description of Services	HSN/SAC	Quantity	Rate	per	Amount
1	KW5-00359 - WINEDUE3 ALNG <i>UpgrdSAPk OLV E 1Y Acdmc Ent</i>	997331	30.00 No.	1,489.00	No.	44,670.00
2	S3Y-00001-0365ProPlusOpenFaculty <i>ShrdSvr ALNG SubsVL OLV E 1year Acdmc AP</i>	997331	30.00 No.	1,887.00	No.	56,610.00
3	S2Y-00002-0365ProPlusOpenStudents <i>ShrdSvr ALNG SubsVL OLV NL 1year Acdmc Stdnt</i>	997331	100.00 No.	1.00	No.	100.00
4	3LN-00001 IntuneOpen ShrdSvr ALNG SubsVL OLV <i>1year Acdmc AP Fclty RenewalOnly</i>	997331	30.00 No.	561.00	No.	16,830.00
						1,18,210.00
CGST @ 9% SGST @ 9% Rounding Off						10,638.90 10,638.90 0.20
Total			190.00 No.			₹ 1,39,488.00
Amount Chargeable (in words) INR One Lakh Thirty Nine Thousand Four Hundred Eighty Eight Only						
HSN/SAC		Taxable Value	Central Tax Rate	Central Tax Amount	State Tax Rate	State Tax Amount
997331		1,18,210.00	9%	10,638.90	9%	10,638.90
Total		1,18,210.00		10,638.90		10,638.90
Tax Amount (in words) : INR Twenty One Thousand Two Hundred Seventy Seven and Eighty paise Only						
Company's PAN : AADCC5124B		Company's Bank Details Bank Name : ICICI Bank OD A/C A/c No. : 343805000667 Branch & IFS Code: NANDIDURGA MAIN ROAD & ICIC0003438 for CITO INFOTECH PVT LTD				
Declaration We declare that this invoice shows the actual price of the goods described and that all particulars are true and correct.						

This is a Computer Generated Invoice

Fedena Details

Foradian Technologies Pvt Ltd
#2569/665, 2nd Floor, JK Landmark, 27th
Main, Sector 1, HSR Layout
Bangalore, Karnataka 560102
IN
(984) 507-9576
finance@foradian.com
GSTIN: 29AABCF3298B1ZO
PAN No. AABCF3298B
CIN: U72200KA2009PTC048999



Tax Invoice

BILL TO

International School of
Management Excellence
88, Chembanahalli,, Near
Dommasandra Circle, Sarjapur
Road, Dommasandra,
Bengaluru, Karnataka 562125
Karnataka India
State Code: 29

PLACE OF SUPPLY

29 - Karnataka

INVOICE NO. 611

DATE 27/06/2022

DUE DATE 27/06/2022

TERMS Due on receipt

PAID

NO	HSN/SAC	ACTIVITY	AMOUNT
1	998313	Fedena Saas (Pro Plus) Renewal Fee	80,000.00

Bank: ICICI Bank Limited
Current Account No: 035705003767
Bank Address : No.420, 27th Main, HSR Layout,
Bangalore 560102, Karnataka, India
IFSC :ICIC0000357
Swift code :ICICINBBCTS

SUBTOTAL	80,000.00
CGST @ 9% on 80000.00	7,200.00
SGST @ 9% on 80000.00	7,200.00
TOTAL	94,400.00
TDS AMOUNT	1,600.00
PAYMENT	92,800.00
BALANCE DUE	INR 0.00

For Foradian Technologies Private Limited

Authorised Signatory

Exam.net

Invoice



Invoice number 889A3AA1-2532
Date of issue January 18, 2023
Date due February 17, 2023
Exam.net booking id 3053
License date 20230630
Tax identification/VAT number N/A
Currency USD

Exam.net
Teachiq AB
Granparksstigen 5
SE-182 73 Stocksund
Sweden
payment@exam.net

Bill to
International School of Management Excellence,
systemsit@isme.in

\$390.00 due February 17, 2023

[Pay online](#)

Manoj Kumar
Sy. No. 88,Chembanahalli,Near Dommasandra Circle, Sarjapur Road, Bangalore 562125 Karnataka, India

Description	Qty	Unit price	Amount
Exam.net license	1	\$840.00	\$840.00
Prepayment discount	1	-\$25.00	-\$25.00
Adoption discount	1	-\$425.00	-\$425.00
Subtotal			\$390.00
Customer is tax exempt			
Total			\$390.00
Amount due			\$390.00

Teachiq AB
VAT no SE556538940901

Online Grievance

3/9/23, 8:41 AM

Paid Tax Invoice #22230175 by IFELSE TECHSMART SOLUTIONS PRIVATE LIMITED

Tax Invoice



International School of Management College
Sy. No. 88, Chembanahalli,
Near Dommasandra Circle,
Sarjapur Road, Bangalore,
Karnataka, India, 562125

Place Of Supply: 29-Karnataka

Invoice date
23/02/2023

Due date
23/02/2023

Invoice number
22230175

Retainer number
20000051

IFELSE TECHSMART SOLUTIONS PRIVATE LIMITED
16/4, Salai Street, Choolai, Chennai, TN., 600112.

Web: www.ifelsetech.com
Mobile: +91 98848 99868

CIN: U72900TN2021PTC141576
PAN: AAGCI0360N
GSTIN: 33AAGCI0360N1ZL

Grievance portal for ISMC

#	Description	HSN/SAC	From	To	Year	Unit price	Price	Discount	Total
1	Grievance Redressal Portal Implementation of Cloud-based Grievance Redressal Portal for ISMC Note Special Price discount applied 2/3 years.	998319	21/02/2023	20/02/2024	1	15,000.00	15,000.00	5,000.00	10,000.00
Sub-total									10,000.00 INR
IGST 18%									1,800.00 INR
Total									11,800.00 INR
Receipt — 270 — 23/02/2023									- 11,800.00 INR
Balance due									0.00 INR

Total amount in words

Eleven Thousand Eight Hundred Rupees Only

PAID IN FULL

Lib Soft

Environ Software Pvt. Ltd.



INVOICE

Bill To:
International School of Management Excellence,
Sy No.86, Chembanahalli,
Sarjapur Road,
Bangalore-562125

VAT No: 29970701031
Invoice No: 0338
Date: 7/29/2014
Order No: letter
Order Date: 7/29/2014

S.No	Particulars	Qty	Price (Rs.)
1.	Libsoft 9.8.0 Basic Version - Library Management Software	1	30000.00
	Sales Tax		1650.00
	Service Tax		0.00
	Total:	1	31650.00

Total Amount in words: Rupees Thirty One Thousand Six Hundred Fifty Only

Above products are received in good condition

Receiver's Signature

Please quote our Invoice Number at the Time of Payment and sign on the copy for receipt of consignment against this invoice

For Environ Software (P) Ltd.

Authorised Signatory

Payment Terms:

Payment to be done by cheque/draft in favour of M/s Environ Software (P) Ltd. Payable at Bangalore.



Environ Towers, 60/4, 4th Floor, Hosur Main Road, Konappana Agrahara, Electronic City, Bangalore - 560 100.

STY 2000+ Technology towards B.E 2000 @ Value

No Paper Form

NoPaperForms

NoPaperForms Solutions Private Limited
Phase IV, Gurugram
Haryana - 122016, India

GSTIN: 06AAFCN5462K1Z7
CIN: U72900DL2017PTC312499
Website: <https://www.nopaperforms.com/>
MSMED Regn No.UDYAM-HR-05-0040973

Bill To
International School Of Management Excellence
Sarjapur Road, Bangalore 562125 Karnataka, India
Karnataka
India

Place Of Supply: Karnataka (29)

Estimate

Invoice# PI/NPF22-23/2599

Invoice Date		Due Date		
02/03/2023		02/03/2023		
Item & Description	Qty	Rate	IGST	Amount
Email Credit	200,000	0.05	1,800.00 18%	10,000.00
SAC: 998313				
SMS Credit	100,000	0.15	2,700.00 18%	15,000.00
SAC: 998313				
DLT Scrubbing Charge	100,000	0.025	450.00 18%	2,500.00
SAC: 998313				
WhatsApp Credit	100,000	0.70	12,600.00 18%	70,000.00
SAC: 998313				
Sub Total				97,500.00

This is a computer generated invoice, no hard copy is required.

Please don't print this e-mail, Save Paper – Save your Planet!

IGST18 (18%) 17,550.00

Total ₹1,15,050.00

Balance Due ₹1,15,050.00

Total In Words: ***Rupees One Lakh Fifteen Thousand Fifty Only***

Bank details For RTGS/NEFT Transfer:-

Bank Name : HDFC BANK LTD
A/C No. : 50200028221477
Branch : Okhla Industrial Area Ph 3, New Delhi- 110020
RTGS/IFSC : HDFC0002074
Swift Code : HDFCINBBDEL

Terms & Conditions

1. Payments must be drawn by Cheque / Draft / NEFT or RTGS in favor of 'NoPaperForms Solutions Private Limited'.
2. All Disputes are subject to Delhi Jurisdiction.
3. TDS may be deducted u/s 194J at the rate of 2% on base value without GST.



Sanjay Kumar Jha
Authorized
Signatory

Internet (250 MBPS)



To

09.04.2021

M/s Sri Venkateshwera Cable Network
169, V C N Complex,
Bhuvanewari Nagar, Anekal Road,
Bangalore.

Purchase Order for Bandwidth

SIN	Description		Amount/PM
1.	1:1 Dedicated Line. Bandwidth 250Mbps - Unlimited plan. Dedicated POP @ ISME with alternative Fibre line.		47500.00
2.	Static IP	4 Nos	0.00
	GST @ 18%		8550.00
	Total		56050.00

(Rs. Fity Six Thousand and Fifty only per month to be paid in advance at starting of the month)

- With No Down Time for Internet.
- In case of any issue related to the fibre cut or internet down, the same to be updated immediately to the concern person the System Administrator in campus.
- In case of any maintenance work being undertaken at your end, the same should be scheduled with proper intimation to ISME system administrator.
- The new set up is effective from 01st of May 2021.

For International School of Management Excellence


Prof. Krishnan R
Head HR and Administration
Authorized Signatory



Admissions and Fees

Students seeking admission to the online PG program should have passed Bachelor / Master Degree Examination of any recognized education body in Commerce, Management, Arts, Science, Engineering, Technology or equivalent with a minimum of 50% aggregate marks. All students will have to take an online English Language communication test (<https://tracktest.eu/english-for-schools/>) and get over 70% in the test for admissions.

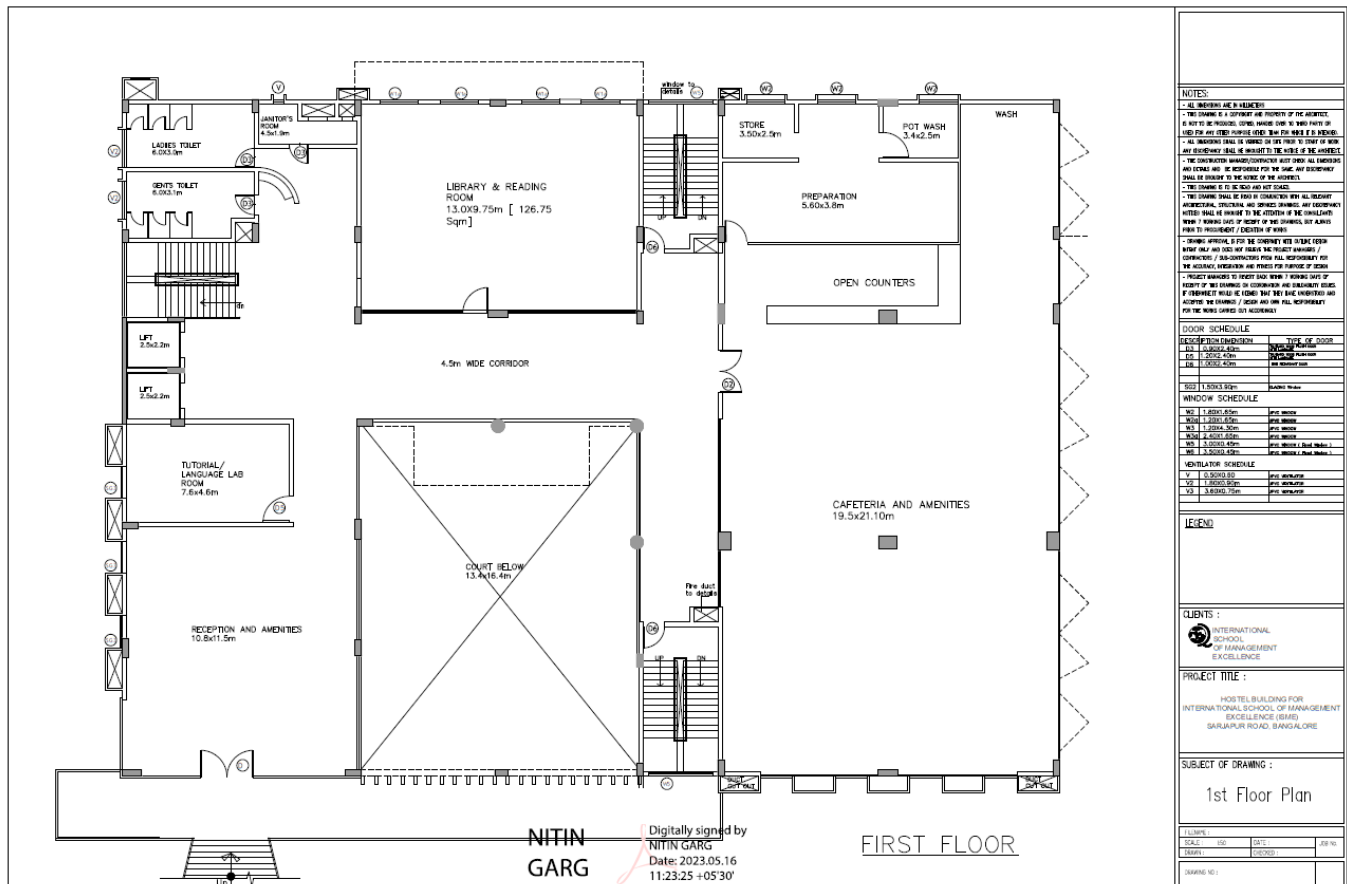
Fees: The fees per semester will not be more than Rs 45,000. Students will get scholarships on the basis to merit cum means (5% to 30% fee reduction depending on requirement), SC/ST (Scholarship of 10%) and PwD (Scholarship of 10%) status.

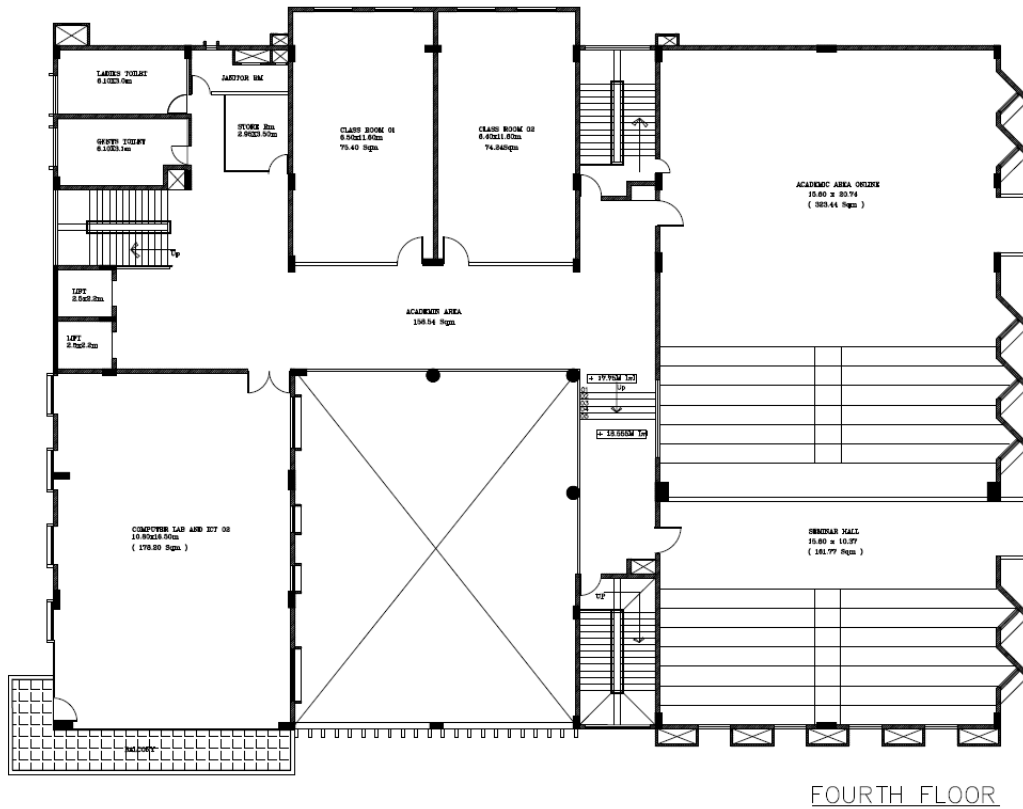
All students will get internship in the second year for 12 months with most students getting stipend between Rs 5000 and Rs 15000.

Since the course is in online mode with internship and placement support in provided partnership with Retail Association of India, the expected enrollments for this course is 10,000 students across India for every cycle of admissions.

Infrastructure for Online PGDM

Sr No	Built up Area Type	Percentage %	Requirement (Carpet Area Sqft)	Available (Carpet Area Sqft)	Location
1	Academic	50%	7500	8540	4 th Floor Main Building
2	Administrative	10%	1500	1614	GF Main Building
3	Academic support such as Library, Reading room, Computer Centre, Information and Communication Technology Labs, Video and Audio Labs etc.	30%	4500	4646	GF and FF Library; 4 th Floor Computer Lab – Main Building
4	Amenities or other support facilities	10%	1500	1500+	1 st Floor – Main Building





NOTES:

- [illegible]

DOOR SCHEDULE

DESIGN	SECTION DIMENSION	TYPE OF DOOR
D3	0.90X2.40m	SLIDING GLASS PARTIAL COVER
D5	1.20X2.40m	SLIDING GLASS FULL COVER
D6	1.00X2.40m	WIG REMOVAL ROOM
D7	1.40X2.80m	SLIDING GLASS FULL COVER

502	1.50x3.90m
WINDOW SCHEDULE	

NO.	DESCRIPTION	UNIT	QTY	UNIT PRICE	TOTAL
W1	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W2	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W3	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W4	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W5	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W6	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W7	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W8	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W9	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W10	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W11	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W12	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W13	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W14	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W15	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W16	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W17	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W18	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W19	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W20	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W21	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W22	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W23	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W24	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W25	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W26	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W27	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W28	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W29	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W30	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W31	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W32	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W33	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W34	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W35	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W36	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W37	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W38	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W39	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W40	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W41	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W42	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W43	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W44	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W45	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W46	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W47	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W48	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W49	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W50	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W51	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W52	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W53	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W54	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W55	1.2000.65m	Sq. Mtr	1.20	1.20	1.44
W56	1.2000.65m	Sq. Mtr	1.20	1.20	1.44

VENTILATOR SCHEDULE	
V	0.50X0.60

V	0.50x0.80	avg. 400/100
V2	1.80x0.80m	avg. 400/100
V3	3.80x0.70m	avg. 400/100

LEGEND

CLIENTS :



PROJECT TITLE :

HOSTEL BUILDING FOR
INTERNATIONAL SCHOOL OF MANAGEMENT
EXCELLENCE (ISME)
SARJAPUR ROAD, BANGALORE

SUBJECT OF DRAWING :

4th Floor Plan

FILM No. :		
SCALE :	ISO :	DATE :
		JOB No.

DRIVING NO:

Cost estimate and provisions

Item	Duration	Cost (Rs)
Faculty	July '23 – June '24	36,00,000
Staff	July '23 – June '24	48,00,000
IT Infrastructure (Licensing of Teams – 2L; Fedena – 1L; Exam.net - \$3000; NoPaperForms – 2L; Online Library Software – 1L; Online Grievance Redressal system)	July '23 – June '24	8.00,000 – 10,00,000
Development of Additional Self Learning Material	June '23 – August '23	10,00,000
Admissions and Marketing	June '23 – August '23	20,00,000
	Total	124,00,000

References

1. <https://aicte-india.org/odl>
2. <https://www.aicte-india.org/sites/default/files/aicte-odl-online-guidelines-2021.pdf>
3. <https://aicte-india.org/sites/default/files/odl-online-amendment.pdf>
4. <https://www.aicte-india.org/sites/default/files/Gazette%20Notification%20of%20ODL%20Standalone%20Institutions%202019.pdf>
5. <https://www.ugc.gov.in/pdfnews/221580.pdf>
6. <https://rai.net.in/>

Annexure 1

ANNEXURE 1

INTERNATIONAL SCHOOL OF MANAGEMENT EXCELLENCE

Subject Name and Subject Code
TERM - I: END TERM EXAM



Online PGDM
Date

Roll No:

Invigilator Sign:

Duration: 2 hours
Max. Marks: 50

SECTION - A

Answer any THREE out of four questions given below:

(3X 5 = 15 Marks)

- 1.
- 2.
- 3.
- 4.

SECTION B

Answer any TWO out of the three questions given below:

(2 X 10 = 20 Marks)

- 1.
- 2.
- 3.

SECTION C

CASELET: Read the case below and answer the questions that follow:

(15 Marks)

All the best!

Annexure 2 – Summer Internship and Trajectory Program Guidelines

1. Report Format: the training report should be presented in the following format only:

- The report should be printed on A4 size sheet.
- The font used should be Times New Roman and font size should be 12.
- The top, bottom and right margins should be 1” each. The left margin should be set at 2”.
- The line spacing should be fixed at 1.5 lines.
- Page numbers should be placed at bottom middle position.
- Chapters should be numbered as 1, 2, 3, etc.
- The tables and charts should be in the format of 1.1, 1.2, etc. i.e. 1.1 indicates that it is the first table in Chapter 1; 2.1 indicates first table in Chapter 2. Similarly, chart no. 1.1 indicates first chart in Chapter 1.
- The training report should be a minimum of 20 pages and should not exceed 30 pages.
- Students should submit 2 hard copies duly signed by the faculty guide and the Principal and a soft copy to be placed in the shared drive
- The hard copy should be in soft binding format with white thick cover as the coverpage.
- Preliminary documents attached for your reference: Front/cover page, College certificate, company certificate, declaration and acknowledgement.

2. Guidelines for writing Chapter wise Report:

Chapter-1: of the report should be titled as **“INTRODUCTION”**. The Introduction chapter should include (Not more than 2 pages)

- 1.1 Introduction to Internship/Summer Training.
- 1.2 Relevance of Topic
- 1.3 Theoretical background.

Chapter-2: of the report should be titled as **“COMPANY PROFILE”**. (Not more than 5 pages)

Following aspects need to be covered in this chapter in order to know the company profile:

- 1.1 Company Profile: Introduction to company
Also, mention the Vision, Mission and Objectives of the company
- 1.2 Area of Operation: local, national or multinational.
- 1.3 Nature of the Organization and its business.
- 1.4 Product or Service profile: brief description of the product or services offered by the company

- 1.5 Size of the organization: in terms of Manpower and turnover.
- 1.6 Organization structure of the company: diagrammatically show the organization structure and explain the type of organization structure what the company follows
- 1.7 Industry Profile: (mention Industry profile of “xyz”)
- 1.7.1 Brief profile of the Industry
- 1.7.2 Competitors information
- 1.7.3 Present industry status
- 1.7.4 Future prospects of the industry.

Chapter-3: of the report should be titled as **“WORK ASSIGNED”**
(Not more than 20 pages)

- 3.1 Work Assigned: explain the work assigned for in the organization
 - 3.1.1 **Process followed and Methodology used:** explain the process and methodology followed while performing the assigned task/work.

Data Analysis (if any)

- 3.1.2 **Results Achieved:** explain the results achieved by you during the training program.

Chapter-4: of the report should be titled as **“CONCLUSION, LEARNING AND SUGGESTIONS”**

(Not more than 3 pages)

- 4.1 Conclusion, Learning and suggestions
 - 4.1.1 Learning from the training program (can write it in bullet points)
 - 4.1.2 Suggestions (any suggestions to company or any other suggestions)
 - 4.1.3 Conclusion (overall conclusion of training program)

5. *Bibliography:*

Mention the various sources referred by you during the course of study. (You can make separate bibliography as : Journals, text books, web page links, other sources)

6. **Annexures: (if any)**

ASSESSMENT:

- Assessment will be done by Faculty guide as well as your presentation
- Presentation assessment is based on your report quality, presentation, communication skill and other parameter.
- Your training report is considered for GPA/CGPA calculation.
- Weightage for Faculty guide Assessment:

****Training Status report form**

Student Name	Xxx
Student Contact No.	000
Student Email id	Abc1517@gmail.com
Company Name	.
Project Title (if any)	
Reporting Manager	Xyz
Contact No. of Reporting Manager	1111
Email id of ReportingManager	
Training Objective & Expected Deliverables	

Work done since Last two weeks & Current status	<p>Week1-Involved in training basics of equities and derivatives and to operate the pointer of the firm.</p> <p>Week 2-Involved in training and learned basics of mutual funds, and brokerage calculation and communicated some clients regarded d-mat account.</p>
Any Issue Encountered	NO
Plan for the Next two weeks	To open 2 more accounts.
Any General Issue or Observation	