

To
In-charge ED Cell,
RMCET, Ambav.

Sub : Faculty Charges Bill for conducting EAP at your Institute.

Invoice No.

Date :

Particulars	Date	Time	Curriculum Covered	Amount Payable
Milind Datar	19 Aug. 2018	9.00 to 5.15	Entrepreneurial Competencies, Enterprising & Entrepreneurship, Entrepreneurial Resources, Opportunity Cost, Management Principles, Operations Process Flow, Environmental Analysis.	4000.00
Prasad Kamble	22 Aug. 2018	9.00 to 5.15	Business Idea, SWOT Analysis, Primary Market Survey, Pitching Local Market, Primary Marketing Strategies.	4000.00
Milind Datar	27 Aug. 2018	9.00 to 5.15	Business Plan, Business Equilibrium, Budgeting & Forecasting, Cost & Profit Management,	4000.00
Milind Datar	02 Sept. 2018	9.00 to 1.15	Total Customer Satisfaction, Quality Management Systems, Quality Plans & Documentation	2000.00
Prasad Sinkar	02 Sept. 2018	2.15 to 5.15	Managing Business Finance, Project Report, Term Loan & CC, Banking Schemes & Subsidies for Startup.	2000.00
Ashish Barve	03 Sept. 2018	9.00 to 1.15	Corporate Law, Legal Compliances, Company Formation, IPR, Trade Mark, Copy Right Protection, Industrial Patents	2000.00
Total Payable Amount				18000.00
(Rupees Eighteen Thousand Only.)				

Note...

Since our total strength of students were not 20 as what is expected, I am ready to offer discount of Rs. 4500.00 in my total payable invoice amount (50% Loss) so as to maintain win-win situation.

VALUE ADDED COURSE ON ENTREPRENEURSHIP DEVELOPMENT

ATTENDANCE SHEET

Sr. No.	Name of the student	19/08/18	22/08/18	27/08/18	02/09/18	03/09/18	09/09/18
01	Pranay Chalke	<u>Chalke</u>	<u>Chalke</u>	<u>Chalke</u>	<u>Chalke</u>	<u>Chalke</u>	<u>Chalke</u>
02	Siddharth Shetye						
03	Pratiksha Mohire						
04	Hari Warvedekar	<u>Hari Warvedekar</u>	<u>Hari Warvedekar</u>	<u>Hari Warvedekar</u>	<u>Hari Warvedekar</u>	<u>Hari Warvedekar</u>	<u>Hari Warvedekar</u>
05	Devendra Yelonde	<u>Yelonde</u>	<u>Yelonde</u>	<u>Yelonde</u>	<u>Yelonde</u>	<u>Yelonde</u>	<u>Yelonde</u>
06	Kaustubh Manjrekar						
07	Ketan Kadam	<u>Kadam</u>	<u>Kadam</u>	<u>Kadam</u>	<u>Kadam</u>	<u>Kadam</u>	<u>Kadam</u>
08	Pranil Pawaskar	<u>Pawaskar</u>	<u>Pawaskar</u>	<u>Pawaskar</u>	<u>Pawaskar</u>	<u>Pawaskar</u>	<u>Pawaskar</u>
09	Prashant Pawar						
10	Sayali Berde						
11	Rohit Shinde	<u>RShinde</u>	<u>RShinde</u>	<u>RShinde</u>	<u>RShinde</u>	<u>RShinde</u>	<u>RShinde</u>
12	Aniket Shinde	<u>Aniket Shinde</u>	<u>Aniket Shinde</u>	<u>Aniket Shinde</u>	<u>Aniket Shinde</u>	<u>Aniket Shinde</u>	<u>Aniket Shinde</u>
13	Prashant Nade		<u>Nade</u>	<u>Nade</u>	<u>Nade</u>	<u>Nade</u>	<u>Nade</u>
14	Ajinkya Patil						
15	Saurabh Gaitonde	<u>Gaitonde</u>	<u>Gaitonde</u>	<u>Gaitonde</u>	<u>Gaitonde</u>	<u>Gaitonde</u>	<u>Gaitonde</u>
16	Omkar Gorade	<u>Gorade</u>	<u>Gorade</u>	<u>Gorade</u>			
17	Siddhesh S. Mane		<u>Mane</u>	<u>Mane</u>			
18							
19							
20							

Phase I : Entrepreneurship Awareness

Day 1

What is success?

What is PD?

Need & Scope of PD

Self-Development What?, Why? & How?

Vision, Mission & SMART Goals

SWOT Analysis

* Video of Journey from You to Unique You

* Assignment on Personal Attributes & Personal Inventory

* Assignment on finding 5 strengths & weaknesses. Self-Action Plan to Develop strengths & remove weaknesses

IQT, WAT, TAT, PDAT etc.

A dozen Entrepreneurial Soft Skills

* Assignments on Time Waster Analysis, Thinking & Problem Solving, Team Building & Leadership, Skit Presentation by etc.

Day 2

Journey from You to Entrepreneur

Entrepreneurship & Enterprising

Enterprising as a System

Entrepreneurial Resources

Opportunity Cost & ROI

Management Principles - Planning, Organizing, Directing, Controlling, Leadership, Decision Making, Staffing etc.

Operations / Process Flow

* Entrepreneurial Success Stories & Insights by Entrepreneurs.

Analysis of Environment

Perceiving Problem or Pain Point

Need / Gap Analysis or Requirement & Demand Analysis

Day 3

Knowing Business Environment

Porter's 5 Forces

Information Gathering

Market Demography, Market Survey, Data Collection & Analysis

Sizing Local Market

* Market Analysis for given Product / Service

Forecasting & Budgeting

Revenue & Cost Concept

Concept of Net Profit

Concept of Break Even Analysis

* Creation of Sales & Expenditure Budget

Creation of Business Plan

Objectives, Need & Scope

Contents of Business Plan

* Creation of Business Plan

Day 4

Concept of Capital

Term Loan, CC or Overdraft

Working Capital Cycle

Analysis of Receivables & Payables

Importance of Inventory

Management of Working Capital

* Estimated Working Capital Requirement Sheet

Process Standardization

Concept of BOM, BOL & BOO

Cost & Profit Management

* Creation of Cost Sheet for given product / service

What is Quality?

Need & Scope of Quality

Role of Quality

Inward, In-Process & FG quality

* Creation of Quality Plan

Need of Quality Management Systems

Day 5

Planned Growth

Business SWOT

Forward Integration, Expansion, Diversification

CRM & Total Customer Satisfaction

10 Commandments of TCS

Marketing 7Ps

*Final Game on Profit & Resources Optimization

Concluding Session

Date: 16/08/2018

To,
The Principal,
R.M.C.E.T. Ambav

Sub: Regarding conduction of value added course on Entrepreneurship Awareness

Dear Sir,

As per discussion held we have decided to conduct one week value added course on Entrepreneurship awareness. Mr. Milind Datar from Apoorva Institute of Entrepreneurship Education, is going to conduct the same. Fees decided for the same is Rs. 1000/- per student.

So please give the permission for the conduction of the same.

Thanking you,

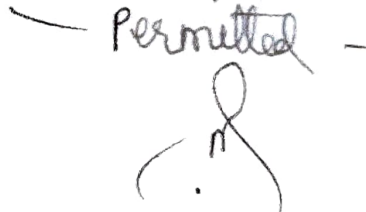
Your's faithfully



Mr. N.S. Dhole

EDC head



 Permitted -