



सत्यमेव जयते

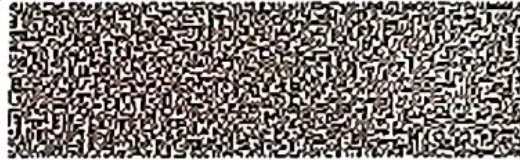
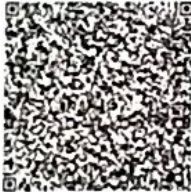
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Government of Karnataka



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 Certificate Issued Date : 02-Dec-2020 10:33 AM  
 Account Reference : NONACC (FI)/ kaksfcl08/ SHIMOGGA2/ KA-SM  
 Unique Doc. Reference : SUBIN-KAKAKSFCL0850412419471521S  
 Purchased by : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES SMG  
 Description of Document : Article 12 Bond  
 Description : M O U  
 Consideration Price (Rs.) : 0  
 (Zero)  
 First Party : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES SMG  
 Second Party : PROEDGE SKILL DEVELOPMENT AND EDUTECH PVT LTD  
 Stamp Duty Paid By : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES SMG  
 Stamp Duty Amount(Rs.) : 100  
 (One Hundred only)



Please write or type below this line

**MEMORANDUM OF UNDERSTANDING (MOU) between  
 PES Institute of Advanced Management Studies and  
 ProEdge Skill Development & Edutech Pvt. Ltd.**

**I. PURPOSE & SCOPE**

This Memorandum of Understanding ("MOU") is made and entered on 2<sup>nd</sup> December, 2020 (the second day of December Two Thousand Twenty) by and between: PES Institute of Advanced Management Studies, (hereinafter referred to as "PESIAMS" or "the college") with its address at NH 206, Sagar Road, Shivamogga, Karnataka 577204

And

ProEdge Skill Development & Edutech Pvt Ltd., with its principal place of business located at, 1854, 2nd Floor, Akhand Enclave, 11th 'A' Main, 39th Cross, 4th T Block, Jayanagar, Bangalore - 560011 (hereinafter referred to as "the Training Company" or "ProEdge". Hereinafter the College and the Training Company shall individually be referred to as a "Party" and collectively as "the Parties".

Principal

Stamp Duty

PES Institute of Advanced Management Studies

NH 206, Sagar Road

SHIVAMOGGA-577 204

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### RECITALS:

- A WHEREAS, PESIAMS College (also referred to as "the College") is in the field of providing degree education;
- B WHEREAS, the Training Company has expertise in the area of providing professional training/coaching;
- C WHEREAS, the College desires to engage the Training company to provide CA Foundation/CMA Foundation/CSEET coaching and Certificate Programmes to its students in the area of Training company's expertise and the Training Company is willing to provide such services to the College;

NOW, THEREFORE, the Parties hereby agree as follows:

1. The purpose of this MOU is to clearly identify the roles and responsibilities of each party as they relate to in particular, *providing CA Foundation/CMA Foundation/CSEET coaching and Certificate Programs (Competitive Banking Exams, Competitive Exams for Insurance and Stock Market Operations and Financial Planning) to the students of the college*
2. *Using the premise and the facilities of the college to provide the coaching*

### II. RESPONSIBILITIES OF THE TRAINING COMPANY UNDER THIS MOU

The Training Company shall undertake the following activities:

1. Provide CA Foundation/CMA Foundation/CSEET and Certificate Programs (*Competitive Banking Exams, Competitive Exams for Insurance and Stock Market Operations and Financial Planning*) coaching to the students of the college. (Program detail as per Annexure-1 and Annexure-2).
2. Provide associated support to the students of the college for registration to the CA Foundation/CMA Foundation/CSEET, of The Institute of Chartered Accountants of India/Institute of Cost Accountant of India / Institute of Company Secretaries of India ("ICAI/ICMA/ICSI")
3. Identify the relevant infrastructure for the classroom that is capable of holding a coaching class online ([www.learnwithproedge.com](http://www.learnwithproedge.com))
4. Training Company to conduct class, examinations, invigilation and corrections etc.
5. Training Company should appraise the day wise attendance of students and details of classes conducted to the Principal.
6. Training company should provide ProEdge certificates for certificate programs to the students of the college.

### III. RESPONSIBILITIES OF THE COLLEGE UNDER THIS MOU

The College shall undertake the following activities:

1. Provide infrastructure support to the Training company to deliver the coaching as defined below:
  - a. Use of Class room for Offline classes (when feasible)
  - b. ICT facilities available in the College
2. Design the session plan along with the Company for an academic year and create space in academic calendar for conduct of the class on a weekly basis.

*K. Sailatha*  
Principal 02/12/2020



**IV. IT IS MUTUALLY UNDERSTOOD AND AGREED BY AND BETWEEN THE PARTIES THAT:**

1. The MOU may be modified from time to time by mutual agreement of the Parties.
2. The MOU may be terminated by mutual agreement or by either of the parties by providing a written notice of 7 days. However, termination of the MOU will not in any manner affect the interests of the students/faculty who have been admitted to pursue a program under the MOU.
3. During the tenure of the MOU, the parties will maintain strict confidentiality and prevent disclosure of all the information and data exchanged under the scope of this MOU for any purpose other than in accordance with this MOU.

**V. FUNDING and FEES**

The Parties hereby agree to the following with regard to the pricing and fees to be charged to the students for providing CA Foundation/CMA Foundation/CSEET and Certificate Programs (*Competitive Banking Exams, Competitive Exams for Insurance and Stock Market Operations and Financial Planning*) coaching to the students and providing associated support, as detailed in the MOU responsibilities -

1. The fee to be charged to the college for CA Foundation/CMA Foundation/CSEET and Certificate Programs (*Competitive Banking Exams, Competitive Exams for Insurance and Stock Market Operations and Financial Planning*) coaching is **as mentioned in Annexure-1 and Annexure-2.**
2. The fees is excluding the CA Foundation/CMA Foundation/CSEET enrolment fees with ICAI/ICMAI/ICSI and Examination registration fees which would be advised by the Training Company to students closer to the date of relevant registrations and enrollment. Fees of certificate programs is exclusive of the examination fee of respective certificate programs
3. The fees will be collected by "the College" and the share of Proedge as applicable per Point 1 will be paid by the College to Proedge as per the below schedule:

**For Add-On Courses of CA Foundation/CMA Foundation/CSEET:**

- (i) Before start of the program, 50% of the Fees to be paid.
- (ii) 25% on total fees to be paid after completion of 50% of program.
- (iii) Balance 25% on total fees to be paid after completion of the program.

**For Certificate Programs of Competitive Banking Exams, Competitive Exams for Insurance and Stock Market Operations and Financial Planning:**

- (i) 50% of fee payment at the beginning
- (ii) 50% of fee payment after completion of the Certificate course

4. The cost of providing any extra or associated services to students will be charged by the Training Company directly to the students.
5. In case of any contingency, the fees and the charges specified above shall be modified with the consent of both parties either in writing or oral as the circumstances demand.

*K. S. Sathya*  
Principal

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

*[Signature]*  
Principal



## VI. RESOLUTION OF DISPUTES

The Parties hereby agree that any disputes arising out of or in connection with this MOU shall be handled within the jurisdiction of the courts of Shivamogga.


## VII. EFFECTIVE DATE AND SIGNATURE

This MOU shall be effective upon the signatures of the authorized officials of the Parties. It shall be in force for a period of 2 years from the Effective Date.

The Parties indicate agreement with this MOU by their signatures as on the date and year first written above.

### Signatures and dates

#### For PES Institute of Advanced Management Studies

  
02/12/2020

Name: Dr. Kasamsetty Sailatha  
Principal, PESIAMS  
Shivamogga  
**Principal**

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

  
2/12/2020

Name: Dr. R. Nagaraja  
Chief Coordinator Administration,  
PES Trust (R), Shivamogga



#### For ProEdge Skill Development & Edutech Pvt. Ltd.

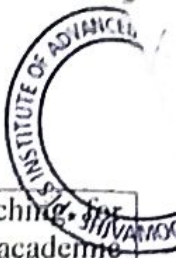


Name: Mr. Venkata Krishna H  
Deputy Head (Business Alliance)



Date: 2<sup>nd</sup> December, 2020

## Annexure-1



Who can Pursue	CA Foundation/CMA Foundation/CSEET Coaching for B.Com/BBA 1 <sup>st</sup> Year students (2020-2021 academic batch)
Which exam can students attempt	CA Foundation /CMA Foundation /CSEET
Venue	HYBRID : (Online Classes & Offline -Physical classes)
Duration of program	<p style="text-align: center;"><b><u>CA Foundation/CMA Foundation –</u></b>  Program duration will be for 428 hours.  Indicative split of Online and offline classes will be conducted in the ratio of 60: 40 (will depend on the covid-19 situation). The tentative split is given below subject to changes –</p> <ul style="list-style-type: none"> <li>December 2020 – April 2021: 300 hours of Hybrid training.</li> <li>80 hours of assessment and 48 hours or 4 Mock/Preparatory Tests for each of 4 subjects.</li> </ul> <p style="text-align: center;"><b><u>CSEET</u></b>  Program duration will be for 220 hours of Hybrid classes. Indicative split of Online and offline classes will be conducted in the ratio of 60: 40 (will depend on the Covid situation). The tentative split is given below subject to changes –</p> <ul style="list-style-type: none"> <li>December 2020 – April 2021: 180 hours of training and 40 hours of assessments and 4 Mock/Preparatory Tests</li> </ul> <p style="text-align: center;"><b>CA Foundation / CMA Foundation &amp; CSEET</b>  <b>Additional support</b></p> <ul style="list-style-type: none"> <li>2- day Doubt Clarification session before exams</li> <li>1 motivation classes per year</li> <li>1 Parent teacher meeting – Online Interaction (If required)</li> </ul> <p>Please note that the split is an indicative split Please note that the split is an indicative split and is dependent on the college time table as well</p>
Mode of teaching	HYBRID : (Online Classes, & Offline - Physical classes)
Fees	<p><b>FEES for (CA Foundation / CMA Foundation) :</b>  <b>INR 15,000 per student.</b> This fee is applicable for a minimum batch size of 25 students.College takes responsibility of fees for minimum 25 students. (Of the fees being charged, INR 4,000/- per student per year will be towards sale of books for this program)  Proedger Share – 13,000/- per candidate inclusive of all applicable taxes  College Share – 2,000/- per candidate.</p> <p><i>Note: There may be some variation in no of students</i></p> <p><i>H. S. Sathian</i>  <i>02/12/2020</i>  Principal</p>



### **FEES for (CSEET) :**

**INR 14,000) per student.**

This fee is applicable for a minimum batch size of 25 students. College takes responsibility of fees for minimum 25 students. (Of the fees being charged, INR 4,000/- per student per year will be towards sale of books for this program)

Proedje Share = 12,000/- per candidate (inclusive of all applicable taxes)

College Share = 2,000/- per candidate.

The fees will be collected by "the College" and the share of Proedje as applicable will be paid by the College to Proedje as per the below schedule:

- (i) Before start of the program, 50% of the Fees to be paid
- (ii) 25% on total fees to be paid after completion of 50% of the program.
- (iii) Balance 25% on total fees to be paid after completion of the program.

Please note the above fee is **excluding** the CA Foundation/CMA Foundation/CSEET enrollment with ICAI/ICMA/ICSI and Examination registration fees and any such related services

### **Key Features of Program**

We adopt a 360° approach towards the coaching program spanning students' orientation, engagement with parents, feedback sessions and conducting regular assessments, in addition to the regular coaching program.

#### **Orientation Sessions**

- Orientation session to students for creating awareness on Professional courses in Commerce
- Parents Orientation Session (if required by the College)

#### **Coaching Plan**

- Regular coaching as per plan prepared well in advance and aligned to college timetable
- Professionally qualified faculty
- Revision classes to be given as per requirements (the duration of revision classes is at the sole discretion of the training company).

#### **Assessment and Feedback**

- Assessment tests conducted to track progress
- Feedback session with students
- Mock preparatory exams

#### **Other assistance**

- Assistance on registration of students in relevant courses which will be charged to students separately
- Proedje will provide its own study material to all enrolled students

*K. Sankar*  
02/12/2020  
**Principal**





## **COURSE OUTLINE FOR CA FOUNDATION**

### **PAPER – 1: PRINCIPLES AND PRACTICE OF ACCOUNTING**

(One paper – Three hours – 100Marks) (Descriptive)

- i. Theoretical Framework
- ii. Accounting Process
- iii. Bank Reconciliation Statement
- iv. Inventories
- v. Concept and Accounting of Depreciation
- vi. Accounting for Special Transactions
- vii. Final Accounts of Sole Proprietors
- viii. Partnership Accounts
- ix. Final Statements of Not-for-Profit Organization's
- x. Introduction to Company Accounts
- xi. Basic Accounting Ratios (profitability, solvency, liquidity and turnover)

### **PAPER – 2: BUSINESS LAWS AND BUSINESS CORRESPONDENCE AND REPORTING**

(One paper – Three hours – 100Marks) (Descriptive)

#### **SECTION A: BUSINESS LAWS (60 MARKS)**

1. The Indian Contract Act, 1872
2. The Sale of Goods Act, 1930
3. The Indian Partnership Act, 1932
4. The Limited Liability Partnership Act, 2008
5. The Companies Act, 2013

#### **SECTION B: BUSINESS CORRESPONDENCE AND REPORTING (Marks 40)**

##### **Part – I: Communication**

- i. Communication

##### **Part – II: Sentence Types and Word Power**

1. Sentence Types (Direct-Indirect, Active –Passive Speech)
2. Vocabulary Root Words, Synonyms, Antonyms, Prefixes, Suffixes), Phrasal verbs, Collocations and Idioms.

##### **Part – III: Comprehension Passages and Note Making**

1. Comprehension Passages
2. Note-Making

##### **Part – IV: Developing Writing Skills**

1. Introduction to Basic Writing
2. Précis Writing
3. Article Writing
4. Report Writing
5. Writing Formal Letters
6. Writing Formal Mails
7. Resume Writing
8. Meetings

### **PAPER –3: BUSINESS MATHEMATICS, LOGICAL REASONING AND STATISTICS**

(One paper – Three hours – 100Marks)(Objective)

#### **Part – A. Business Mathematics (40 Marks)**

1. Ratio and Proportion, Indices and Logarithms
2. Equations and Matrices

*H. Gailath*  
Principal





3. Linear Inequalities with Objective Functions and Optimization
4. Time value of Money
5. Permutations and Combination
6. Sequence and Series
7. Sets, Relations and Functions
8. Basic applications of Differential and Integral calculus

Part - B: Logical Reasoning (20 Marks)

Part - C: Statistics (40 Marks)

1. Statistical description of Data
2. Measures of Central tendency and Dispersion
3. Probability
4. Theoretical Distributions
5. Correlation and Regression
6. Index Numbers and Time Series

## **PAPER - 4 : BUSINESS ECONOMICS AND BUSINESS AND COMMERCIAL KNOWLEDGE**

(One paper - Three hours - 100Marks) (Objective)

**PART I: BUSINESS ECONOMICS (60 Marks)**

1. Introduction to Business Economics
2. Theory of Demand and Supply
3. Theory of Production and Cost
4. Price Determination in Different Markets
5. Business Cycles

**PART - II : BUSINESS AND COMMERCIAL KNOWLEDGE (40 MARKS)**

1. Introduction to Business
2. Business Environment
3. Business organizations
4. Government Policies for Business Growth
5. Organizations facilitating Business
6. Common Business Terminologies

### **COURSE OUTLINE FOR CMA Foundation**

**Paper 1: Fundamentals of Economics and Management (FEM)**

**Section A: Fundamentals of Economics**

**(1) Basic Concepts of Economics**

- i. Definition and Scope of Economics
- ii. Few Fundamental Concepts

**(2) Theory of Demand and Supply**

- i. Demand
- ii. Supply
- iii. Equilibrium

**(3) Theory of Production**

- i. Meaning of Production
- ii. Factors of Production and its Classification
- iii. Production Functions
- iv. Law of Variable Proportion
- v. Law of Return to Scale

*H. Sankar*  
02/12/2020  
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- (4) Theory of Cost
  - i. Meaning of Cost
  - ii. Cost Function
  - iii. Cost Curves
  - iv. Economies of Scale
- (5) Market
  - i. Meaning of Market
  - ii. Perfect Competition
  - iii. Imperfect Competition
- (6) Money
  - i. Definition of Money
  - ii. Functions of Money
  - iii. Components of Money Supply
  - iv. Quantity Theory of Money
- (7) Bank
  - i. Meaning of Banking
  - ii. Commercial Banks
  - iii. Central Bank
  - iv. Financial Institution
- (8) Money Market
  - i. Meaning of Money Market
  - ii. Structure and Functions of Indian Money Market

## **Section B: Fundamentals of Management**

- (1) Management Process
  - i. Introduction
  - ii. Definition of Management
  - iii. Management – Science, Art, Profession
  - iv. Management Principles
  - v. Management Process
  - vi. Planning
  - vii. Organizing
  - viii. Staffing
  - ix. Leading
  - x. Control
  - xi. Communication
  - xii. Co-ordination
  - xiii. Directing
- (2) Management – Concepts
  - i. Concept of Authority
  - ii. Concept of Power
  - iii. Delegation of Authority
  - iv. Concept of Responsibility
  - v. Authority, Responsibility and Accountability
  - vi. Leadership and Motivation
- (3) Leadership
  - i. Motivation
- (4) Decision Making
  - i. Concept and Definition
  - ii. Types of Decision
  - iii. Decision – Making Process
  - iv. Techniques of Decision Making

*K. S. S. S. S.*  
02/12/2020  
**Principal**





## Paper 2: Fundamentals of Accounting (FOA)

### Section A: Fundamentals of Financial accounting

#### (1) Accounting Basics

- i. Accounting Principles, Concepts and Conventions
- ii. Capital and Revenue transactions – capital and revenue expenditures,
- iii. Capital and revenue receipts
- iv. Double entry system, Books of prime entry, Subsidiary Books, Cash Book,
- v. Journal, Ledger, Trial Balance Depreciation – Methods (Straight Line and Diminishing Balance methods)
- vi. Rectification of Errors
- vii. Opening entries, Transfer entries, Adjustment entries, Closing entries
- viii. Bank Reconciliation Statements

#### (2) Accounting for Special Transactions

- (i) Bills of Exchange (excluding accommodation bill, insolvency)
- (ii) Consignment (cost price, invoice price, commission & valuation of stock)
- (iii) Joint Venture

#### (3) Preparation of Final Accounts

- (i) Profit making concern (for sole proprietorship concern only)
- (ii) Not – for – Profit making concern

### Section – B: Fundamentals of Cost Accounting

#### (1) Fundamentals of Cost Accounting

- (i) Meaning, Definition, Significance of Cost Accounting, its relationship with Financial
- (ii) Accounting & Management Accounting
- (iii) Classification of Costs
- (iv) Format of Cost Sheet

## Paper 3: Fundamentals of Laws and Ethics (FLE)

### Section A: Fundamentals of Commercial Laws

#### (1) Indian Contract Act, 1872

- i. Essential elements of a contract, offer and acceptance
- ii. Void and voidable agreements
- iii. Consideration, legality of object and consideration
- iv. Capacity of Parties, Free consent
- v. Quasi Contracts, Contingent Contracts
- vi. Performance of Contracts
- vii. Discharge of contracts
- viii. Breach of Contract and Remedies for Breach of Contract

#### (2) Sale of Goods Act, 1930

- (i) Definition
- (ii) Transfer of ownership
- (iii) Conditions and Warranties
- (iv) Performance of the Contract of Sale
- (v) Rights of Unpaid Vendor
- (vi) Auction Sales

#### (3) Negotiable Instruments Act, 1881

- (i) Negotiable Instruments – Characteristics of Negotiable Instruments
- (ii) Definition of Promissory Note, bill of exchange and Cheque
- (iii) Differences between Promissory Note, bill of exchange and Cheque

*K. Saralatha*  
Principal



- (iv) Crossing – Meaning, Definition and Types of Crossing

Section B: Fundamentals of Ethics

(1) Ethics and Business

- (i) Ethics – Meaning, Importance
- (ii) The “Seven Principles of Public Life” – Selflessness, Integrity, Objectivity, Accountability, Openness, Honesty and Leadership.
- (iii) The relationship between Ethics and Law
- (iv) Ethics in Business

**Paper 4: Fundamentals of Business Mathematics and Statistics (FBMS)**

Section A: Fundamentals of Business Mathematics

(1) Arithmetic

- (i) Ratios, Variations and Proportions
- (ii) Simple and Compound interest
- (iii) Arithmetic Progression and Geometric Progression

(2) Algebra

- (i) Set Theory
- (ii) Indices and Logarithms (basic concepts)
- (iii) Permutation and Combinations (basic concepts)
- (iv) Quadratic Equations (basic concepts)

Section B: Fundamentals of Business Statistics

(1) Statistical Representation of Data

- (i) Diagrammatic representation of data
- (ii) Frequency distribution
- (iii) Graphical representation of Frequency Distribution – Histogram, Frequency, Polygon Curve, Ogive, Pie-chart

(2) Measures of Central Tendency and Dispersion

- (i) Mean, Median, Mode, Mean Deviation
- (ii) Range, Quartiles and Quartile Deviation
- (iii) Standard Deviation
- (iv) Co-efficient of Variation
- (v) Karl Pearson and Bowley's Coefficient of Skewness

(3) Correlation and Regression

- (i) Scatter diagram
- (ii) Karl Pearson's Coefficient of Correlation
- (iii) Regression lines, Regression equations, Regression coefficients

(4) Probability

- (i) Independent and dependent events, Mutually exclusive events
- (ii) Total and Compound Probability; Baye's theorem; Mathematical Expectation

**COURSE OUTLINE FOR CSEET**

**Paper – 1 Business Communication**

**Objective:**

- To test the knowledge of the candidates pertaining to essentials of English Grammar and critical aspects of Business Communication.

**Total Marks: 50**

**1) Essentials of Good English**

*K. Sairath*  
Principal  
02/12/2020

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- English Grammar and its usage-Noun, Pronouns, Verbs, Adjectives, Prepositions, Conjunctions, Interjection, Voice, Articles, Tenses, Prefix and Suffix, Punctuations etc.
- Enriching Vocabulary-Choice of words, Synonyms and Antonyms
- Common errors in English
- Words with multiple meaning
- One word substitution
- Words frequently miss-spelt
- Homophones
- Idioms and phrases
- Proverbs
- Abbreviations
- Para jumbles
- Sentence completion
- Sentence arrangement
- Sentence correction
- Foreign words and phrases commonly used
- Comprehension of passage and art of Summarizing

## 2) Communication

- Concept of Communication, Meaning and Significance of Good Communication
- Business Communication- Principles and Process
- Means of Communication- Written, Oral, Visual, Audio visual
- Choice of Modes of Communication
- Communication Networks- Vertical, Circuit, Chain, Wheel, Star
- Commonly used Mediums of Digital Communication- Email, SMS, Voice mail, Multimedia, Teleconferencing, Mobile Phone Conversation, and Video Conferencing etc.
- Listening Skills-Types, Purpose, Steps to Effective Listening, Barriers to Effective Listening and Ways to overcome the Barriers
- Barriers to Effective Communication and Ways to overcome the Barriers

## 3) Business Correspondence

- Business Letters - Its Essentials, Parts, Types, Salutations
- Positive Messages, Negative Messages and Persuasive Messages
- Business Reports, Inter and Intra-departmental Communication- Office Orders, Office Circulars, Memorandum, Office Notes, Management Information System (MIS)
- Concept of Web, Internet and E-correspondence
- Intranet- Benefit and Purpose
- Email - Features, Procedure to Write a Formal Email, Email Etiquettes
- Essential Elements of Email- Subject line, Formal Greeting, Target Audience (Reader), Clarity and Conciseness, Formal Closing, Proof reading, Feedback
- Advantages and Disadvantages of Email

## 4) Common Business Terminologies

- Terms defined under various Laws, Rules and Regulations including financial and Non-Financial terms and expressions.

## Paper – 2 Legal Aptitude and Logical Reasoning

### Objective:

- To test basic understanding of Laws, Legal Aptitude and Logical Reasoning skills.

*K. Gailatha*  
Principal *02/12/2020*





**Total Marks – 50**

**Part A - Legal Aptitude (25 Marks)**

**Part B - Logical Reasoning (25 Marks)**

**Part A - Legal Aptitude (25 Marks)**

**1) Indian Constitution**

- Preamble
- Citizenship
- Fundamental Rights and Fundamental Duties
- Directive Principles of State Policy
- State under Constitution
- President and Governors
- Council of Ministers and Prime Minister
- Lok Sabha, Rajya Sabha and Legislative Assembly, Legislative Council
- Supreme Court and High Courts
- Landmark Amendment in Constitution
- List of subjects-Centre, State and Concurrent

**2) Elements of General Laws (Indian Contract Act and Law of Torts)**

**A) Law of Contract**

- Offer, Acceptance, Consideration and Competency to Contract
- Agreement
- Types of Contract: Void, Voidable, Unenforceable
- Performance of Contract
- Frustration of Contract
- Quasi Contract
- Breach of Contract and Remedies

**B) Law of Torts**

- Basics of Torts
- Specific Defences
- Nuisance and Negligence
- Strict, Absolute and Vicarious Liability
- Trespass
- Malicious Prosecution

**3) Elements of Company Secretaries Legislation**

- The Institute of Company Secretaries of India
- Vision, Mission, Motto and Core Values of the Institute
- Company Secretary under Company Secretaries Act, 1980.
- Functions of Company Secretary under the Companies Act, 2013
- Role of Company Secretary in Employment • Role of Company Secretary in Practice

**4) Elements of Company Law**

- Meaning and Nature of Company
- Types of Companies
- Incorporation of a Company
- Types of capital
- Board of Directors - (Concept, Appointment and Removal of Directors) • Board Meetings & Shareholders Meetings
- Corporate Social Responsibility
- Business Ethics
- Ethical Dilemma

*K. S. Saitalatha*  
02/12/2020  
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### 5) Legal Reasoning

- Legal Fundamentals and Terms
- Legal Problems – Reading and understanding a case
- Legal Terminology and Maxims
- Legal Reasoning- (a) Reasoning by Analogy (b) Inductive and Deductive Reasoning
- Questions of Fact (or factual issues)
- Questions of Law (or legal issues)
- Landmark Judgments of Supreme Court and High Court
- Reading Comprehension

### Part B - Logical Reasoning (25 Marks)

#### 1) Logical Reasoning

- Calendars
- Cause and Effect Reasoning
- Clocks
- Coding and Decoding
- Deriving Conclusion from Passages
- Drawing Inference
- Number Test
- Sequence and Series
- Statement and Assumptions

#### 2) Verbal Reasoning

- Alphabet Test
- Alpha Numeric Sequence Puzzle
- Analogy
- Assertion and Reason
- Blood Relations
- Decision Making
- Inserting Missing Characters
- Logical Sequence Test
- Logical Venn diagram
- Number, Ranking and Time Sequence Test
- Syllogism
- Truth Tellers and Liars

#### 8) Non-Verbal Reasoning

- Analytical Reasoning
- Classification
- Completion of Incomplete Pattern
- Figure Matrix
- Grouping of Identical Figures
- Mirror Image
- Rule Detection
- Numeric and Alphabet Series

### Paper – 3 Economic and Business Environment

#### Objective:

- To test understanding on concepts of Micro & Macro Economics with a focus on Indian economic system.
- To test understanding on various crucial elements of business environment.

*K. Sailatha*  
Principal





**Total Marks – 50 Marks**

**Part A– Economics (25 Marks)**

**Part B – Business Environment (25 Marks)**

**Part A– Economics (25 Marks)**

**1) Basics of Demand and Supply and Forms of Market Competition**

- Theory of Demand and Supply
- Equilibrium Price
- Elasticity of Demand and Supply and other related concepts
- Increase and Decrease in Demand and Expansion and Contraction of Demand
- Forms of Market Competition- Monopoly, Duopoly, Oligopoly, Perfect Competition and Monopolistic Competition

**2) National Income Accounting and Related Concepts**

- Meaning and methods to compute National Income
- Key variables of National Income (GNP, GDP, NNP, NDP etc.)

**3) Indian Union Budget**

- Key terminologies / heads covered under the budget
- Revenue and Capital Budget
- Major components of Revenue and Capital Budget
- Meaning of Fiscal Deficit
- Components/ Variables covered under Fiscal Deficit

**4) Indian Financial Markets**

- Overview of Indian Financial Ecosystem
- Key facets of Indian financial system
- Growth of Financial Institutions
- Public and private sector banks
- Industrial Finance Corporation of India, Small Industries Development Bank of India
- Regional Rural Banks
- Cooperative Banks
- Non-Banking Finance Companies
- Basics of Capital Market: Types of Shares and Debentures
- Financial assistance scenario for Small and Medium Enterprises and Start-Ups.

**5) Indian Economy**

- Primary (Agriculture and allied activities)
- Secondary (Manufacturing)
- Tertiary (Services):
- Current scenario of agriculture and allied activities in India
- Agricultural and Industrial Policies of India
- Current scenario of services sector in India
- Balance of Payments
- Components of Balance of Payments
- Favourable and Unfavourable Balance of Trade
- Foreign Investments in India- Types and Flows

**Part B – Business Environment (25 Marks)**

**1) Entrepreneurship Scenario**

- Government initiatives to foster entrepreneurship
- Need for entrepreneurship in India
- Bottlenecks in entrepreneurial growth

**2) Business Environment**

- Overview of Business Environment
- Features and factors influencing business environment
- Types of environment: Economic environment, Socio-cultural environment, Political environment, Legal and Technological environment

*K. S. Saitan*  
**Principal**

*02/12/2020*



- Ease of Doing Business Index by World Bank for India and Department for Promotion of Industry and Internal Trade (DPIIT) for States

### 3) Key Government Institutions

- Basic awareness about various institutions and regulatory bodies in India such as Aayog, MCA, SEBI, RBI, IBBI, CCI, NCLT/NCLAT etc.

### Paper – 4 Current Affairs, Presentation and Communication Skills (Viva Voce)

#### Objective:

- To test the awareness of candidates with reference to current affairs of national and international importance.
- To test the listening and writing skills of the candidates.

Total Marks – 50 Marks

Part A – Current Affairs (20 Marks)

Part B – Presentation & Communication Skills (Viva Voce) (30 Marks)

Part A – Current Affairs (20 Marks)

#### 1) Current Affairs

Current affairs of National and International importance relating to:

- International bodies (ASEAN, BRICS, SAARC, G-20, BIMSTEC, etc.)
- Organizations like, RBI, NABARD, CCI, IBBI, IMF, OECD, ADB, World Bank, etc.
- Summits and conferences
- Current development in Banking and Finance (digital banking, govt. initiatives, financial inclusion, etc.)
- Current development in stock markets
- Recent important judgments passed by Supreme Court and High Courts of India, Tribunals
- Current affairs related to CS Institute/Profession and regulatory bodies
- Current updates on environment, bio-diversity, climate change and sustainable development
- Latest developments in science and technology, IT, Computers and Space science
- Business personalities and leaders
- Committees and appointments
- Art and culture
- Books and their authors
- Awards and honours
- Sports
- Current political scenario
- Initiatives/ schemes of the government
- Language and national symbols
- Governance and ethics
- International diplomacy

Part B – Presentation and Communication Skills (Viva Voce) (30 Marks)

#### 2) Listening Skills

- Questions based on audio clips – Monologue – Dialogue
- Grammar Test
- Vocabulary Test

#### 3) Written Communication Skills

- Writing on a given topic
- Correcting a given paragraph
- Short Note writing
- Essay writing
- Precis writing

#### 4) Oral Communication Skills

- Candidates are expected to:
  - Answer a question – Speak on a given topic – Explain the given term

*K. P. Lalitha*  
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## Annexure-2



Name of Course	CAREER EDGE – 3 Certification programs
Who can Pursue	BCOM and BBA Students of PESIAM College, Shimoga
Mode of training	Hybrid (Online Live Classes + Physical Classes) Training by Experienced professional with Practice Learning Session
Venue	At College Premises & At <a href="http://www.learnwithproedge.com">www.learnwithproedge.com</a>
Name of Certification Course	Certification Program-1: Competitive Banking Exams Certification Program-2: Competitive Exams for Insurance Certification Program-3: Stock Market Operations and Financial Planning
Duration of training program	Each Certification Program of 30 hours each
Fee	Each Certification Program will be INR 1500 per student <ul style="list-style-type: none"> <li>ProEdge Share: Rs. 1,200/- per candidate inclusive of all applicable taxes</li> <li>College Share: Rs. 300 per candidate</li> </ul>
Syllabus Outline	Provided below
Other details	<ul style="list-style-type: none"> <li>Proedge will provide classes and prepare for exams for all students</li> <li>Proedge will provide its own certification to students</li> <li>For each certification program, Terms of Payment will be as given below: <ul style="list-style-type: none"> <li>50% of fee payment at the beginning</li> <li>50% of fee payment after completion of the Certificate course</li> </ul> </li> </ul>

### Syllabus

#### 1. Competitive Banking Exams

Sl. No.	Module
1.	<b>Banking in India:</b> History of Banking in India, Banking and Financial Reforms in India, Financial Institutions in India, Functions of Banks, Types of Bank Accounts, Types of Loans, Types of Mortgages, Types of Cheque & Cards, Foreign Banks in India, Fund Transfer Services, Structure of Banking Industry, Nationalised Banks and Public Sector Banks, Non-Performing Assets (NPA) and Banking Ombudsman.
2.	<b>Important Bank &amp; Finance Acts:</b> RBI Act, 1934, Banking regulations act, 1949, Overview of Companies (Amendment) Act, 2017, Amendments in FDI Policy, 2018, Financial Resolution and Deposit Insurance Bill 2017, Foreign Exchange Regulation Act (FERA), Prevention of Money Laundering Act 2002, Business of Banking Companies in Banking Regulation Act, 1949, Employee Provident Fund and Miscellaneous Provisions Act, 1952, Insolvency and Bankruptcy Code, 2016 and NPA and SARFAESI Act, 2002.
3.	Basics of Corporate Banking – Segments, Products and Structure
4.	Trends in Retail Banking and Customer Relationship Banking
Case Studies and Role Plays	
Assessment and Certification	

*K. Pradeep*  
 02/12/2020  
**Principal**

## Syllabus

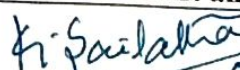
### 2. Competitive Exams for Insurance

Sl. No.	Module
1.	<b>Introduction to Insurance:</b> Introduction and History of Life Insurance, History of General Insurance, Types of Insurance, Indian Insurance Market, Insurance Current Affairs, Insurance Ombudsman, Bancassurance and Current insurance schemes.
2.	<b>Fundamentals of Risk Management</b>
3.	<b>Insurance Terminology &amp; Principles:</b> ULIP (Unit Linked Insurance Plan Public), Sector Insurance Companies, Glossary of Insurance Terms, Private Sector Insurance Companies.
4.	Employment State Insurance Scheme (ESIS), Abbreviations related to Insurance Industry, Other important topics related to Insurance Awareness, Schemes related to Insurance (PMFBY, PMJJBY, PMSBY etc.)
5.	<b>Insurance Intermediaries</b>
Case Studies and Role Plays	
Assessment and Certification	

## Syllabus

### 3. Stock Market Operations and Financial Planning

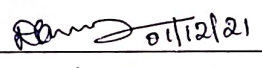
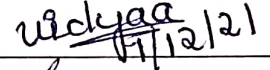
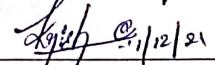
Sl. No.	Module-1
1.	Stock Market Operations Primary Market: Secondary Market: Wealth Creation: Portfolio construction & Management How to construct an optimal portfolio? A model portfolio using Equity, Debt & Gold
2.	Fundamental Analysis
3.	Technical Analysis
4.	Mutual Funds
5.	National Pension Scheme (NPS)
6.	Financial Planning
<b>Module 2- Practical Learning Sessions (PLS)</b>	
PLS 1	*Trading Demo. * Virtual Trading: Hands on Trading experience (Stocks, ETFs, Mutual Funds & Debt instruments)
PLS 2	News & Effect: A practical exercise to understand how various factors impact stocks and markets
PLS 3	Case Studies a) Construction of an optimal portfolio b) Financial planning to achieve different financial goals in respective life stages.
Assessment and Certification	



  
 Principal 02/12/2020

Date: 01-12-2021

**Circular**

All the First year BBA and B.Com Students are hereby informed that Department of Commerce and Management under the banner of Synthesis Forum organizing an **“Orientation Programme on CA, CS and CMA Courses and a Special Talk on Career Prospects in Professional Education”** in association with ProEdge Skill Development and Edutech Pvt. Ltd., Bengaluru on 02-12-2021 at 12.00PM at Seminar Hall. All are informed to attend the programme.

Class	Name of the Faculty	Signature
I BBA	Mohan D	 01/12/21
I B.Com - A	Vidya SS	 11/12/21
I B.Com - B	Dr. K. K. M. M.	 01/12/21

  
Coordinator  
HOD  
**Head of the Department**  
Department of Commerce & Management  
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Principal  
Principal  
PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204.

Date: 04-12-2021

## Report on "Orientation Programme on CA, CS and CMA Courses and Special Talk on Career Prospects in Professional Education"

The Department of Commerce and Management under the banner of Synthesis Forum organized "An Orientation Programme on CA, CS and CMA Courses and Special Talk on Career Prospects in Professional Education" for First year BBA and B.Com Students in association with ProEdge Skill Development and Edutech Pvt. Ltd., Bangalore on 02-12-2021 at 12.00pm at Seminar Hall.

### Objective of the Programme:

The objective of the programme is to give students the significance of having professional courses become necessary for a student to stand ahead of others in competition. These professional courses helps an individual to showcase their competency, commitment for the profession, build expertise in his professional subject area, and helps with job advancement.

The Chief Guest and Resource Person for the programme CA Shriram Vamsi, Co-founder of ProEdge Skill Development and Edutech Pvt. Ltd., Bangalore addressed the students getting a good job with a degree has become very difficult in today's competitive job market. There is a necessity of having professional skills to get a good job. By doing CA, CS and CMA kind of professional courses, the students can build their career in a good way.

The president of the programme, Dr. K. Sailatha, principal, PESIAMS addressed the students by stating that these professional courses are helping the students to enhance their skills to get a good job in the corporate sector. Our institution in association with ProEdge Skill Development and Edutech Pvt. Ltd. giving full support for the aspiring students. She also mentioned the students of PESIAMS who recently cleared CA, CS Foundation exam.

Dr. Krishna M M, Assistant Professor and HOD, Department of Commerce and Management and Mr. Abhishek S, Assistant Professor and Coordinator for Synthesis Forum were present during the programme. Ms. Vasuki Kulkarni and team, final year B.Com invoked the prayer. Mr. Keerthan P, Second year B.Com student welcomed the gathering and Ms. Preksha Jain, final year B.Com student proposed vote of thanks. The programme was anchored by Ms. Manju K R, final year BBA student.

*[Signature]*  
04/12/2021  
Coordinator

*[Signature]*  
4/12/21  
HOD

**Head of the Department**  
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*[Signature]*  
8/12/2021  
Principal

**Principal**  
PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
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Virupina Koppa, Karnataka, India  
PESIAMS, Virupina Koppa, Karnataka 577205, India  
Lat 13.960185°  
Long 75.511546°  
02/12/21 01:00 PM



Virupina Koppa, Karnataka, India  
PESIAMS, Virupina Koppa, Karnataka 577205, India  
Lat 13.960185°  
Long 75.511546°  
02/12/21 12:30 PM

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Coordinator

*[Signature]*  
HOD  
Head of the Department  
Department of Commerce & Management  
PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204.

*[Signature]*  
Principal  
Principal  
PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204.

**List of Students attended "Orientation Programme on CA, CS and CMA Courses" on 02-12-2021 (I BBA)**



Sl. No	Name	Signature
1	AMRUTHA R	Amrutha. R
2	AMULYA J S	Amulya. J.S
3	AMULYA K S	Amulya. K.S.
4	ANUPAMA PATIL G D	Anu. Patil
5	ARPITHA H	Arpitha. H
6	ARVIND SWAMY C	— ABSENT —
7	BHAVANA S N	Bhavana. S.N.
8	BHOOMIKA H M	Bhoomika. H.M
9	BINDUSHREE K S	Bindushree. K.S
10	CHANDANA J B	chandana. J.B.
11	DARSHAN KUMAR	— ABSENT —
12	DEEKSHA K B	Deeksha. K.B.
13	DHEESHAN DHYAN K M	Dheeshan. Dhy. K.M
14	DIVYA M	Divya. M.
15	GAGANA S	Gagana. S.
16	HALESH K A	Halesh. K.A.
17	HARSHAVARDHAN C S	Harshavardhan. C.S
18	HARSHITHA B	Harshitha. B.
19	IBAAD UR RAHMAN	Ibaad.
20	K N VAIBHAVI PURANIK	K.N. Vaibhavi. Puranik
21	K N VAISHNAVI PURANIK	K.N. Vaishnavi. Puranik
22	KARTHIK M V	Karthik. M.V.
23	KEERTHANA V S	Keerthana. V.S
24	LIKITH A U	Likitha. A.U.
25	MADHURA B S	Madhura. B.S
26	NAVEEN S S	Naveen. S.S
27	NEHA G	Neha. G.
28	PAVAN S R	Pavan. S.R.
29	PREETHAM J	Preetham. J.
30	PRERANA H V	Prerana. H.V
31	RAKSHITHA	Rakshitha.
32	RANJITHA S	Ranjitha. S.
33	RUCHITHA BABU B U	Ruchitha. Babu. B.U.
34	SAGAR P	Sagar. P.
35	SAKSHI B S	Sakshi. B.S
36	SANCHITH ENOCH MARK	Sanchith. Enoch. Mark

37	SANJANA B A	Sanjana B A
38	SHARMADA G	Sharmada G
39	SNEHAL GOWDA B J	Snehal
40	SUNIL SHETTY	Sunil Shetty
41	SURAJ M	S
42	SYED NIHAD S	Syed Adhith
43	VAISHNAVI S P	Vaishnavi
44	VANDANA H V	Vandana
45	VANISHREE S	Vanishree S
46	VRUSHANK KUMAR JAIN S S	Vrushank Kumar
47	YASHVITHA REDDY V	Yashvitha
48	YUKTHA T N	Yuktha
49	ADITYA BHANSALI	Aditya
50	AHAN AHAMED KHAN	Ahan
51	AYESHA SIDDIQA	Ayesha
52	AZAM MOHAMMED	Azam
53	IBNAIN PASHA	Ibnain
54	JESSICA V JAIN	Jessica
55	MAAZ AHMED KHAN	Maaz
56	MEGHA S JAIN	Megha
57	MOHAMMED ASIF	Asif
58	MOHAMMED DANISH	Danish
59	MOHAMMED SURAJD KHAN	ABSENT
60	MUHAMMAD AHAMMED KUNHI	Muhammed
61	NITHIN S	Nithin S
62	NUHA KHANUM	Nuha Khanum
63	PATEL ANKITH BHAGARAM	Ankith
64	RISHAB MUKESH PALRECHA	ABSENT
65	SABHA KHANUM	Sabha
66	SHAKSHI R JAIN	Shakshi
67	STEPHY S P	Stephy
68	TARANNUM NAAZ	Tarannum
69	YASH KUMAR P	Yash Kumar
70	YUVRAJ S	Yuvraj
71	DARPAN D	Darpan D
72	KAUSHIK J K	Kaushik

*[Signature]*  
4/12/21  
Coordinator

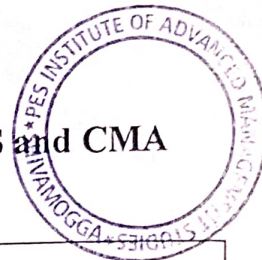
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4/12/21  
HOD

*[Signature]*  
8/12/21  
Principal

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**List of Students attended "Orientation Programme on CA, CS and CMA Courses" on 02-12-2021 (I B.Com)**



Sl. No	Name	Signature
1	ABHISHEK S	Abhi.S
2	AMRUTHA R	Amrutha.R.
3	ANANYA M P	Ananya.M.P
4	ANANYA N DUMMI	Ananya
5	ANKITH S G	Ankith.S.G
6	ANKITHA M	Ankitha
7	ANKITHA S	Ankitha.S
8	BHAVYASHREE S	S.Bhavya Shree
9	BI BI FATHIMA	Fathima
10	BRUNDA B G	Brunda
11	CHANDAN J P	Chandan.J.P
12	CHANDANA H K	Chandana.H.K
13	CHIRANTH V	Chiranth
14	DARSHAN GOWDA J	Darshan Gowda
15	DEEKSHA G JAIN	Deeksha Jain
16	DEEPTHI S G	Deepti
17	DEVANAND G	Devanand
18	DHANUSH R	Dhanush
19	DHANYASHREE MAYYA R	Dhanyashree
20	GOPI KRISHNA V	Gopi Krishna V
21	HARSHA G S	Harsha
22	HEMANTH S B	Hemant.S.B
23	KAVYASHREE S	Kavyashree.S.
24	KISHOR V	Kishor.V
25	LIKHITHA S	Likhitha.S
26	LIKITH C Y	ABSENT
27	MALLIKARJUNA M B	Mallikarjuna
28	MANDARA R B	Mandara.R.B
29	MANJUNATH CHOWDARY K	Manjunath Chowdary
30	MANOJ M	Manoj.M
31	MANOJ R	ABSENT
32	MEGHANA M	Meghana.M

33	NISARGA G P	Nisarga
34	NISHANTH R R	Nishanth.R.R
35	ONKARA MURTHY B V	Onkara Murthy B.V
36	PANKAJA T	Pankaja T
37	PAVAN J	Pavan J
38	PAWAN Y	Pawan Y
39	PRAJWAL B	Prajwal B.
40	PRAJWAL R	Prajwal R
41	PRASIDDHA S	Prasiddha S
42	PREETHAM ZENITH DSOUZA	Preetham Zenith Dsouza
43	PRIYANKA C B	Priyanka C.B.
44	RAMYA D L	Ramya D.L
45	SHARATH R	Sharath R
46	SHREYA K R	Shreya K.R
47	SHREYAS T M	Shreyas T.M
48	SINCHANA N	Sinchana N
49	SINCHANA PRASAD S R	Sinchana Prasad S.R
50	SPANDANA N	Spandana N
51	SUHAS S	Suhas S
52	THANU PATIL G H	Thanu Patil G.H
53	USHA H T	Usha H.T
54	VANASHREE B S	Vanashree B.S
55	VIDYASHREE M V	Vidyaashree M.V
56	VINEETH K	Vineeth K
57	AAGAM VINAY KUMAR JAIN	Aagam Vinay Kumar Jain
58	ABDULLA SHAIK MAHAMMED ALI	Abdulla Shaik Mahammed Ali
59	AISHWARYA SUHAS JADAV	Aishwarya Suhas JadaV
60	ASAD ALI KHAN	Asad Ali Khan
61	BRIAN MONK	Brian Monk
62	DHANASHREE A NAZARE	Dhanashree A Nazare
63	ESHA JAIN	Esha Jain
64	HAFEEZ UR RAHAMAN	Hafeez ur Rahman
65	JATIN A	Jatin A
66	JUNAID KHAN	Junaid Khan
67	KUNAL JAIN H M	K.N. Jain
68	MADHURA ARADHYA B V	Madhura Aradhy B.V
69	MEHWISH FATHIMA S	Mehwish Fathima S

70	MOHAMMED RAYAN	M. Rayan
71	N MOHAMMED BASHA	M. Basha
72	NIKIL A	Nikil. A
73	RONAK T JAIN	Ronak T. Jain
74	ROSHAN FATHIMA	Roshan Fathima
75	SANJAN S	Sanjan S
76	SANSKAR SALECHA S	Sanskar S
77	SYED SHABAZ	Syed Shabaz
78	T P HANOK	T P Hanok
79	TAMANA C	Tamana C
80	UMAIR AHMED	Umar Ahmed
81	ABHISHEK R	Abhishek R
82	BHIRAM DEV B SIYOL	Bhram Dev B
83	BHOOMIKA JADAV B N	Bhoomika J
84	DARSHAN GIRISH GOWDA	Darshan G
85	DHANANJAY B V	ABSENT
86	HARSHA N SHETTY	Harsha N Shetty
87	JEEVAN S K	Jeevan S K
88	KHUTAJATUL ASKIYA	Khutajatul Askia
89	KISHOR V	Kishor V
90	KRUTHIKA U S	Kruthika U. S.
91	POOJA P	Pooja P
92	SAI KRISHNA R	Sai Krishna R
93	SHRUNGA T	Shrunga T
94	BHUVAN SINGH	Bhuvan Singh
95	SURAJ C S	Suraj C S
96	AISHWARYA. M.	Aishwarya M
97	Bhoomika. S	Bhoomika S
98	Vikram Patil	Vikram Patil
99	Srushti - Premkumar.	Srushti - Premkumar.

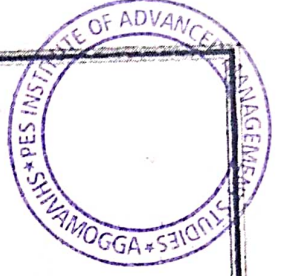
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4/12/2021  
Coordinator

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4/12/21  
HOD  
Head of the Department  
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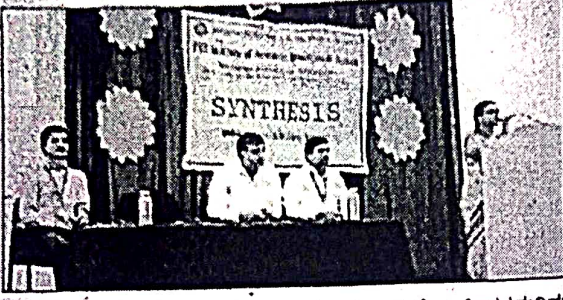
*[Signature]*  
8/12/2021  
Principal  
Principal  
PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204.

# ನಿಚರೀಕೆ

ಶುಕ್ರವಾರ ಡಿಸೆಂಬರ್ 03, 2021



## ವೃತ್ತಿಪರ ಶಿಕ್ಷಣದ ಅರಿವು ಅಗತ್ಯ



**ಶಿವಮೊಗ್ಗ :** ಇಂದಿನ ದಿನಮಾನಗಳಲ್ಲಿ ಬಿ.ಕಾಂ, ಬಿ.ಬಿ.ಎ ಪದವಿ ಪಡೆದವರಿಗೆ ಉತ್ತಮ ಉದ್ಯೋಗ ದೊರಕುತ್ತಿಲ್ಲ. ಈ ಪದವಿಗಳು ಇಂದು ಉನ್ನತ ವ್ಯಾಸಂಗ ಮಾಡಲು ನೆರವಾಗುವುದಕ್ಕೆ ಮಾತ್ರ ಸೀಮಿತವಾಗಿವೆ. ಶ್ರೇಷ್ಠ ಉದ್ಯೋಗ ದೊರಕಿಸಿಕೊಳ್ಳಲು ವಿಶೇಷ ಕೌಶಲ್ಯ ಹಾಗೂ ವೃತ್ತಿಪರ ಕೌಶಲ್ಯಗಳ ಅಗತ್ಯತೆ ಇದೆ. ಎಂದು ಸ್ಪಿರ್ ಡೆವಲಪ್‌ಮೆಂಟ್ ಅಂಡ್ ಎಡುಕೇಷನಲ್ ಸಹ ಸಂಸ್ಥಾಪಕ ಹಾಗೂ ಕಾರ್ಯಕ್ರಮದ ಸಂಪನ್ಮೂಲ ವ್ಯಕ್ತಿ ಶ್ರೀದಾಂ ವಂಶಿ ತಿಳಿಸಿದರು.

ಜಿ.ಎಸ್. ಐ.ಎಂ.ಎಸ್. ಡಿ.ಗ್ರಿ. ಕಾಲೇಜಿನಲ್ಲಿ ವಾಗ್ವಿಶ್ವಾಸ ಮತ್ತು ನಿರ್ವಹಣಾ ವಿಭಾಗ ಹಾಗೂ ಸಿಂಥೆಸಿಸ್ ವೇದಿಕೆ ಸಿ.ಎ, ಸಿ.ಎಸ್

ಮತ್ತು ಸಿ.ಎಂ.ಎ ಕೋರ್ಸ್‌ಗಳ ಕುರಿತು ಆಯೋಜಿಸಲಾಗಿದ್ದ ಮಾಹಿತಿ ಕಾರ್ಯಕ್ರಮದಲ್ಲಿ ಅವರು ಮಾತನಾಡಿದರು.

ಬರೀ ಪದವಿಗಳನ್ನು ಪಡೆದುಕೊಳ್ಳುವುದನ್ನು ಮಾತ್ರ ತಮ್ಮ ಗುರಿಯಾಗಿರಿಸಿಕೊಳ್ಳುವುದರಿಂದ ಯಾವ ಪ್ರಯೋಜನವಿಲ್ಲ. ಇದರ ಜೊತೆಗೆ ವಿಶೇಷ ಕೌಶಲ್ಯಗಳನ್ನು ಕಲಿತು ಮಾಡಿಕೊಳ್ಳುವ ಅಗತ್ಯವಿದೆ. ಬ್ಯಾಂಕಿಂಗ್, ಇನ್ಸೂರೆನ್ಸ್ ಮುಂತಾದ ಸ್ಪರ್ಧಾತ್ಮಕ ಪರೀಕ್ಷೆಗಳಿಗೆ ವಿದ್ಯಾರ್ಥಿಗಳು ಸಜ್ಜುಗೊಳ್ಳಬೇಕು. ಅಲ್ಲದೆ ಸಿ.ಎ, ಸಿ.ಎಸ್ ಮತ್ತು ಸಿ.ಎಂ.ಎ ಕೋರ್ಸ್‌ಗಳನ್ನು ಮಾಡುವುದರಿಂದ ಭವಿಷ್ಯವನ್ನು ಉಜ್ವಲಗೊಳಿಸಿ ಕೊಳ್ಳಬಹುದು ಎಂದರು.

(3ನೇ ಪುಟಕ್ಕೆ)

## ವೃತ್ತಿಪರ ಶಿಕ್ಷಣದ ಅರಿವು ಅಗತ್ಯ

(1ನೇ ಪುಟದಿಂದ)

ವಿದ್ಯಾರ್ಥಿಗಳು ಬರೀ ಪದವಿ ಅಧ್ಯಯನಕ್ಕೆ ಸೀಮಿತ ಆಗಬಾರದು. ಪ್ರತಿನಿತ್ಯ ಒಂದಿಷ್ಟು ಸಮಯವನ್ನು ಈ ರೀತಿಯ ಕೋರ್ಸ್‌ಗಳಿಗೆ ಮೀಲಿರಿಸುವುದರಿಂದ ಯಶಸ್ಸನ್ನು ಸಾಧಿಸಬಹುದು. ಈ ನಿಟ್ಟಿನಲ್ಲಿ ಎಲ್ಲರೂ ಕಾರ್ಯವೈತ್ತರಾಗಬೇಕು ಎಂದು ನುಡಿದರು.

ಕಾರ್ಯಕ್ರಮದ ಅಧ್ಯಕ್ಷತೆ ವಹಿಸಿದ್ದ ಕಾಲೇಜಿನ ಪ್ರಾಂಶುಪಾಲ ಡಾ. ಕೆ. ಸಾಯಿಲತ ಮಾತನಾಡಿ,

ಹೊಸ ರಾಷ್ಟ್ರೀಯ ಶಿಕ್ಷಣ ನೀತಿ 2020 ಕೌಶಲ್ಯಾಧಾರಿತ ಶಿಕ್ಷಣಕ್ಕೆ ವಿಶೇಷವಾದ ಮಹತ್ವವನ್ನು ನೀಡುತ್ತಿದ್ದು ಈ ನೀತಿಯನ್ನು ಈ ವರ್ಷದಿಂದ ಕರ್ನಾಟಕ ಸರ್ಕಾರವು ಎಲ್ಲ ವಿಶ್ವವಿದ್ಯಾನಿಲಯಗಳಲ್ಲಿ ಅಳವಡಿಸಿಕೊಳ್ಳುತ್ತಿದೆ. ವಿದ್ಯಾರ್ಥಿಗಳು ಪದವಿಗಳನ್ನು ತೆಗೆದುಕೊಳ್ಳುವುದಕ್ಕೆ ಮೊದಲೇ ಉದ್ಯೋಗ ಹಾಗೂ ತಮ್ಮ ಭವಿಷ್ಯದ ಉದ್ಯೋಗ ಹಾಗೂ ಬದುಕಿಗೆ ಅಗತ್ಯವಿರುವ ಕೌಶಲ್ಯಗಳನ್ನು ರೂಢಿಸಿಕೊಳ್ಳುವುದು

ಅಗತ್ಯ ಎನ್ನುವುದನ್ನು ಮನದಟ್ಟು ಮಾಡುವುದಾಗಿದೆ ಎಂದು ಹೇಳಿದರು.

ವಾಗ್ವಿಶ್ವ ಮತ್ತು ನಿರ್ವಹಣಾ ಶಾಸ್ತ್ರ ವಿಭಾಗದ ಮುಖ್ಯಸ್ಥ ಡಾ. ಕೃಷ್ಣ ಎಂ ಎಂ ಹಾಗೂ ಸಿಂಥೆಸಿಸ್ ವೇದಿಕೆಯ ಸಂಚಾಲಕ ಅಭಿಷೇಕ್ ಎಸ್ ಉಪಸ್ಥಿತರಿದ್ದರು. ಬೋಧಕ ಹಾಗೂ ಬೋಧಕೇತರ ಸಿಬ್ಬಂದಿ ವರ್ಗದವರು ಹಾಗೂ ಪ್ರಥಮ ವರ್ಷದ ಬಿ.ಬಿ.ಎ, ಬಿ.ಕಾಂ ವಿದ್ಯಾರ್ಥಿಗಳು ಹಾಜರಿದ್ದರು.

*Dr. Saralatha*  
Principal

ಕ್ರಾಂತಿದೀಪ

ದಿನಾಂಕ : 04-12-2021

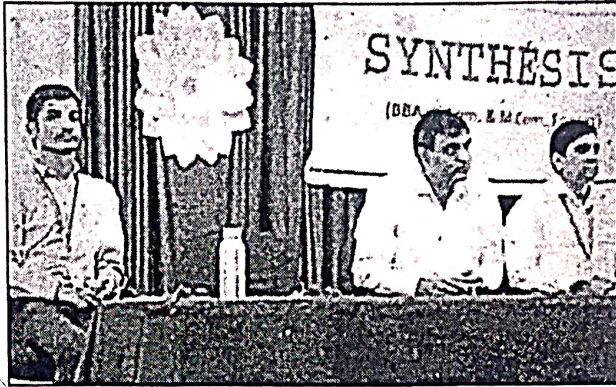
# ಕೌಶಲ್ಯ, ವೃತ್ತಿಪರ ಶಿಕ್ಷಣದ ಅರಿವು ಇಂದಿನ ಅಗತ್ಯ : ಶ್ರೀರಾಮ್ ವಂಶಿ

ಶಿವಮೊಗ್ಗ ಡಿ.03: ಶ್ರೇಷ್ಠ ಉದ್ಯೋಗ ದೊರಕಿಸಿಕೊಳ್ಳಲು ವಿಶೇಷ ಕೌಶಲ್ಯ ಹಾಗೂ ವೃತ್ತಿಪರ ಕೌಶಲ್ಯಗಳ ಅಗತ್ಯತೆ ಇದೆ ಎಂದು ಬೆಂಗಳೂರಿನ ಪ್ರೊ.ಎಚ್ ಸ್ಕಾಟ್ ಡೆವಲಪ್ ಮೆಂಟ್ ಇದರ ಸಹ ಸಂಸ್ಥಾಪಕ ಶ್ರೀರಾಮ್ ವಂಶಿ ಹೇಳಿದರು.

ಇಲ್ಲಿನ ಒಎಸ್ ಡಿಗ್ರಿ ಕಾಲೇಜಿನಲ್ಲಿ ವಾಣಿಜ್ಯಶಾಸ್ತ್ರ ಮತ್ತು ನಿರ್ವಹಣಾ ವಿಭಾಗ ಹಾಗೂ ಸಿಂಥೆಸಿಸ್ ವೇದಿಕೆ ಸಿಎ, ಸಿಎಸ್ ಮತ್ತು ಸಿಎಂಎ ಕೋರ್ಸ್‌ಗಳ ಕುರಿತು ವಿವರಿಸಲಾಗಿದ್ದ ಓರಿಯಂಟೇಶನ್ ಕಾರ್ಯಕ್ರಮವನ್ನು ಹಾಗೂ ವೃತ್ತಪರ ಶಿಕ್ಷಣದಲ್ಲಿ ಉದ್ಯೋಗಾವಕಾಶಗಳು ಎಂಬ ವಿಷಯದ ಮಾಹಿತಿ ಕಾರ್ಯಕ್ರಮವನ್ನು ಉದ್ಘಾಟಿಸಿ ಅವರು ಮಾತನಾಡಿದರು.

ಇಂದಿನ ದಿನಮಾನಗಳಲ್ಲಿ ಬಿಕ್ಕಾಂ, ಬಿಬಿಎ, ಪದವಿ ಪಡೆದವರಿಗೆ ಉತ್ತಮ ಉದ್ಯೋಗ ದೊರಕುತ್ತಿಲ್ಲ. ಈ ಪದವಿಗಳು ಇಂದು ಉನ್ನತ ವ್ಯಾಸಂಗ ಮಾಡಲು ನೆರವಾಗುವುದಕ್ಕೆ ಮಾತ್ರ ಸೀಮಿತವಾಗಿವೆ. ಇದರ ಕಡೆ ವಿದ್ಯಾರ್ಥಿಗಳು ಗಮನವನ್ನು ಕೊಡುವ ಅಗತ್ಯವಿದೆ. ಬರೀ ಪದವಿಗಳನ್ನು ಪಡೆದು ಕೊಳ್ಳುವುದನ್ನು ಮಾತ್ರ ಶಮ್ಯ ಗುರಿಯಾಗಿರಿಸಿಕೊಳ್ಳುವುದರಿಂದ ಯಾವ ಪ್ರಯೋಜನವಿಲ್ಲ. ಇದರ ಜೊತೆಗೆ ವಿಶೇಷ ಕೌಶಲ್ಯಗಳನ್ನು ಕರಗತ ಮಾಡಿಕೊಳ್ಳುವ ಅಗತ್ಯವಿದೆ ಎಂದರು.

ಬ್ಯಾಂಕಿಂಗ್, ಇನ್ಸೂರೆನ್ಸ್ ಮುಂತಾದ ಸ್ಪರ್ಧಾತ್ಮಕ ಪರೀಕ್ಷೆಗಳಿಗೆ ವಿದ್ಯಾರ್ಥಿಗಳು



ಸಜ್ಜುಗೊಳ್ಳಬೇಕು ಸಿಎ ಸಿಎಸ್ ಕೋರ್ಸ್‌ಗಳನ್ನು ಮಾಡುವುದರಿಂದ ಭವಿಷ್ಯವನ್ನು ಉಜ್ವಲಗೊಳಿಸಿಕೊಳ್ಳಬಹುದು. ವಿದ್ಯಾರ್ಥಿಗಳು ಬರೀ ಪದವಿ ಅಧ್ಯಯನಕ್ಕೆ ಸೀಮಿತ ಆಗದಾರರು. ಪ್ರತಿನಿತ್ಯ ಒಂದಿಷ್ಟು ಸಮಯವನ್ನು ಈ ರೀತಿಯ ಕೋರ್ಸ್‌ಗಳಿಗೆ ಮೀಸಲಿರುವುದರಿಂದ ಯಶಸ್ಸನ್ನು ಸಾಧಿಸಬಹುದು ಈ ನಿಟ್ಟಿನಲ್ಲಿ ಎಲ್ಲರೂ ಕಾರ್ಯವತ್ತರಾಗಬೇಕು ಎಂದರು.

ಸ್ಪರ್ಧಾತ್ಮಕ ಪರೀಕ್ಷೆಗಳಲ್ಲಿ ವಿಫಲತೆ ಸಾಮಾನ್ಯ. ಮೊದಲ ಪ್ರಯತ್ನದಲ್ಲಿ ಪರೀಕ್ಷೆಗಳಲ್ಲಿ ತೇರ್ಗಡೆಯಾಗುವುದು ಸುಲಭವಲ್ಲ. ಅಂದಮಾತ್ರಕ್ಕೆ ಈ ಕುರಿತು ಹೆದರಿಕೆ ಮತ್ತು ಹಿಂಜರಿಕೆಗಳನ್ನು ಬಿಡಿಸಿಕೊಳ್ಳುವ ಅಗತ್ಯವಿಲ್ಲ. ಸೋಲಿಗೆ ಧೃತಿಗಡದ ಸೋಲನ್ನು ಗೆಲುವಿನ ಸೋಪಾನವಾಗಿ ಮಾಡಿಕೊಳ್ಳಬೇಕು ಹಾಗೂ ವಿದ್ಯಾರ್ಥಿಗಳು ಈ ರೀತಿಯ ಸ್ಪರ್ಧಾತ್ಮಕ ಪರೀಕ್ಷೆಗಳನ್ನು

ತೆಗೆದುಕೊಳ್ಳಬೇಕು ಎಂದು ನುಡಿದರು.

ಅಧ್ಯಕ್ಷತೆಯನ್ನು ವಹಿಸಿದ್ದ ಕಾಲೇಜಿನ ಪ್ರಾಂಶುಪಾಲೆ ಕೆ. ಸಾಯಿಲತ ಅವರು ಮಾತನಾಡಿ, ಹೊಸ ರಾಷ್ಟ್ರೀಯ ಶಿಕ್ಷಣ ನೀತಿ 2020 ಕೌಶಲ್ಯಾಧಾರಿತ ಶಿಕ್ಷಣಕ್ಕೆ ವಿಶೇಷ ವಾದ ಮಹತ್ವವನ್ನು ನೀಡುತ್ತಿದ್ದು ಈ ನೀತಿ ಈ ವರ್ಷದಿಂದ ಕರ್ನಾಟಕ ಸರ್ಕಾರವು ಎಲ್ಲ ವಿಶ್ವವಿದ್ಯಾನಿಲಯಗಳಲ್ಲಿ ಅಳವಡಿಸಿಕೊಳ್ಳುತ್ತಿದೆ. ವಿದ್ಯಾರ್ಥಿಗಳು ಪದವಿಗಳನ್ನು ತೆಗೆದುಕೊಳ್ಳುವುದಕ್ಕಾಗಿ ಮಾತ್ರ ಸೀಮಿತವಾಗುವುದಿಲ್ಲ. ತಮ್ಮ ಭವಿಷ್ಯದ ಉದ್ಯೋಗ ಹಾಗೂ ಬದುಕಿಗೆ ಅಗತ್ಯವಿರುವ ಕೌಶಲ್ಯಗಳನ್ನು ರೂಪಿಸಿಕೊಳ್ಳುವುದು ಅಗತ್ಯ ಎನ್ನುವುದನ್ನು ಮನಗೊಳ್ಳುವುದಾದಾಗಿದೆ ಎಂದರು.

ವಾಣಿಜ್ಯ ಮತ್ತು ನಿರ್ವಹಣಾಶಾಸ್ತ್ರ ವಿಭಾಗದ ಮುಖ್ಯಸ್ಥ ಡಾ. ಕೃಷ್ಣ ಎಂ ಎಂ ಹಾಗೂ ಸಿಂಥೆಸಿಸ್ ವೇದಿಕೆಯ ಸಂಚಾಲಕ ಅಭಿಷೇಕ್ ಎಸ್ ಉಪಸ್ಥಿತರಿದ್ದರು.

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