



सत्यमेव जयते

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 Description of Document : Article 12 Bond
 Description : AGREEMENT
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 First Party : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES
 Second Party : PROEDGE SKILL DEVELOPMENT AND EDUTECH PVT LTD
 Stamp Duty Paid By : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES
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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 6th September 2019, (the "Sixth September Two Thousand Nineteen") 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

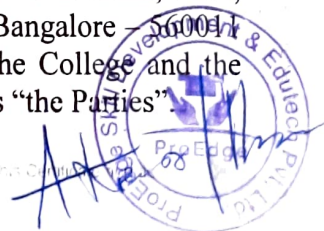
ProEdge Skill Development & Edutech Pvt. Ltd., with its principal place of business located at, 1854, 2nd Floor, Akhand Enclave, 11th 'A' Main, 39th Cross, 4th T Block, Jayanagar, Bangalore - 560041 (hereinafter referred to as "the Training Company" or "ProEdge" Hereinafter the College and the Training Company shall individually be referred to as a "Party" and collectively as "the Parties".

Statutory Alert:

1. The authenticity of this Stamp Certificate could be verified at "www.stampstamp.com". Any discrepancy in the details of this Certificate shall be liable on the website reported immediately.
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PES Institute of Advanced Management Studies

NH 206, Sagar Road, Shivamogga, Karnataka 577204



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/CS Foundation coaching 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/CS Foundation coaching 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/CS Foundation coaching to the students of the college. (Program detail as per Annexure 1).
2. Provide associated support to the students of the college for registration to the CA/CS Foundation Course of The Institute of Chartered Accountants of India/Institute of Company Secretaries of India ("ICAI/ICSI")
3. Identify the relevant infrastructure for the classroom that is capable of holding a coaching class
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.

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 Classroom.
 - b. Projector with specification, (as may be specified by the Training Company), Microphone with receiver, Speakers for audio support.
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. Sridhar
Principal
6/9/19
PES Institute of Advanced Management Studies
NH 206, Sagar Road
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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/CS Foundation 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/CS Foundation coaching is **as mentioned in Annexure 1.**
2. The fees is excluding the CA/CS Foundation enrolment fees with ICAI/ICSI and Examination registration fees which would be advised by the Training Company to students closer to the date of relevant registrations and enrolment.
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:
 - a. Before start of the program, 50% of the fee to be paid.
 - b. 25% on total fee to be paid after completion of 200 hours of the programme.
 - c. Balance 25% on total fee to be paid after completion of the programme of 428 hours.
4. The cost of providing any extra or associated service 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.


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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.

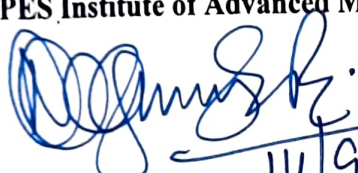
VII. EFFECTIVE DATE AND SIGNATURE

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


14/9/2019

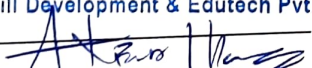
Name: Dr. Nagaraja R
Chief Coordinator, Administration
Prerana Educational and Social Trust (R)
NH 206, Sagar Road, Shivamogga.

Date:

For ProEdge Skill Development & Edutech Pvt. Ltd.


ProEdge
Skill Development & Edutech Pvt. Ltd.

Name:


Authorized Signatory

Date:

14/9/2019


6/9/19
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Annexure 1

Who can Pursue	CA & CS Foundation Coaching for B.Com and BBA 1 st Year students (2019-2022 academic batch)
Which exam can students attempt	CA and CS Foundation
Venue	At PES Institute of Advanced Management Studies premises
Duration of program	<p>Program duration will be for 428 hours (approximately) of this “Class Room Coaching” will be for 300 hours and the tentative split of the program duration will be as follows :</p> <ul style="list-style-type: none"> • September – December 2019 - 150 hours of class room coaching and 40 hours of Assessments. • Jan – March 2020 - 150 hours of class room coaching, 40 hours of assessments. • 48 hours or 4 Mock tests for each of 4 subjects. • 2- day Doubt Clarification session before exams in May 2020. • 2 motivation classes. • 1 Parent-teacher meeting (if required by the College). <p>Please note that the split is an indicative split and is dependent on the college time table as well.</p>
Mode of teaching	Physical Classes
Fees	<p>INR 13,000 (Inclusive of all applicable taxes) per student. This fee is applicable for a minimum batch size of 20 students. College takes responsibility of fees for minimum 18-20 students.</p> <p>The fees will be collected by “<i>the College</i>” and the share of Proedg as applicable will be paid by the College to Proedg as per the below schedule:</p> <ol style="list-style-type: none"> i. Before start of the program, 50% of the fee to be paid. ii. 25% on total fee to be paid after completion of 200 hours of the programme. iii. Balance 25% on total fee to be paid after completion of the programme of 428 hours. <p>Please note the above fee is excluding the CA/CS Foundation enrolment with ICAI/ICSI and Examination registration fees and any such related services.</p>
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.

Principal



COURSE OUTLINE FOR CA/CS FOUNDATION

PAPER – 1: PRINCIPLES AND PRACTICE OF ACCOUNTING

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

1. Theoretical Framework
2. Accounting Process
3. Bank Reconciliation Statement
4. Inventories
5. Concept and Accounting of Depreciation
6. Accounting for Special Transactions
7. Final Accounts of Sole Proprietors
8. Partnership Accounts
9. Final Statements of Not-for-Profit Organization's
10. Introduction to Company Accounts
11. 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

1. 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

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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
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

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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 CS FOUNDATION (Details of additional syllabus not there in CA/CS Foundation)

PAPER 1: BUSINESS ENVIRONMENT AND LAW (40 marks)

PART I : BUSINESS ENVIRONMENT (40 marks) –similar to Paper 4 – Part II - Business and Commercial Knowledge subject in CA/CS Foundation. Additional aspects that will be covered as given below:

1. Emerging Trends in Business
2. Business Functions

PART II: BUSINESS LAW (60 marks)- Similar to Paper 2- Section A- Business Law subject in CA/CS Foundation. Additional aspects that will be covered as given below:

1. Elements of Law relating to Negotiable Instruments
2. Elements of Information Technology Act
3. Role of CS- Duties and Responsibilities, Areas of Practice

PAPER 2: BUSINESS MANAGEMENT, ETHICS & ENTREPRENEURSHIP

PART A: BUSINESS MANAGEMENT (40 marks)

1. Nature of Management and its Process
2. Planning
3. Organising
4. Human Resource Management
5. Direction and Coordination
6. Controlling
7. Recent Trends in Management

PART B: BUSINESS ETHICS (10 Marks)

1. Overview of Ethics in Business; Elements; Ethical principles in Business- Indian and Ancient Indian Perspective

PART C: BUSINESS COMMUNICATION (25 Marks) – Similar to Paper 2- Section B – Business Correspondence & Writing

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PART D: ENTREPRENEURSHIP (25 marks)

1. Entrepreneurship
2. Entrepreneurship-Creativity and Innovation
3. Growth and Challenges of Entrepreneurial Ventures
4. Social Entrepreneurship
5. Government Initiatives for Business Development

PAPER 3: BUSINESS ECONOMICS

PART A: ECONOMICS (80 marks) - Similar to Paper 4- Part 1 – Business Economics of CA/CS Foundation

PART B: ELEMENTARY STATISTICS (20 marks)- Similar to Paper 3- Part C- Statistics of CA/CS Foundation

PAPER 4: FUNDAMENTALS OF ACCOUNTING AND AUDITING

PART A: FUNDAMENTALS OF ACCOUNTING (70 marks)- Similar to Paper 1 – Principles and Practice of Accounting of CA/CS Foundation

PART B: Fundamentals of Auditing (30 marks)

1. Auditing
2. Audits and Auditors reports

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