



Criterion-1: Curricular Aspects

Key Indicator – 1.3: Curriculum Enrichment

Metric: 1.3.3

Programmes:

MBA (International Business)

MBA (Human Resource & Development)

Syllabus	MBA (International Business): https://www.du.ac.in/uploads/RevisedSyllabi1/Annexure-2.%20Revised%20MBA(IB)%20Revised%20Draft%20as%20on%208-9-18..pdf MBA (Human Resource & Development): https://www.du.ac.in/uploads/RevisedSyllabi1/Annexure-3.%20Revised%20MBA%20(HRD)%20Programme%20Brochure_8-9-18.pdf
Sample Internship Letters/ Reports for MBA (IB)	Annexure-I
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Annexure-I

Sample Internship Letters/ Reports for MBA (IB)



DEPARTMENT OF COMMERCE
Faculty of Commerce and Business
Delhi School Of Economics
UNIVERSITY OF DELHI

SUMMER INTERNSHIP REPORT
ON
“MARKET RESEARCH AND PROMOTION OF SERVICES”



MENTOR : Mr. Kalpesh Khandare

FUNCTION: Marketing & Operations

ORGANISATION: Unschool

SUBMITTED BY: Aduri Rahul

COURSE: Master of Business Administration in International Business.

INSTITUTE: Delhi School of Economics, Department of Commerce, University of Delhi.

DURATION: 27th April 2021 to 26th June 2021.

Table of Content

Sr. No.	Contents
1	Declaration
2	Certificate from organisation
3	Executive Summary
4	Conceptual Discussion
5	Market Research
6	Competitor Analysis
7	Consumer Behaviour Research
8	Lead Generation
9	Conclusion
10	Reference

Certificate from organisation

Certificate of Excellence


This certificate is proudly presented to

Aduri Rahul

for successfully completing the Unschool Community Program
on June 26, 2021 as a **Marketing & Operations Intern** for 2 months,
an online internship initiative by



Unschool wishes you the best for your future endeavors.


Rahul Varma
Chief Executive Officer



Executive Summary

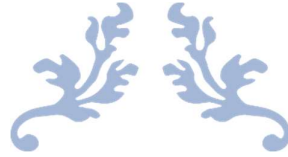
I got an opportunity for summer training at Unschool, and I worked there from May 2021 to June 2021 in the role of marketing and operations intern. It was a work from home internship.

Unschool is an e-mentorship platform that allows students, graduates, young professionals, entrepreneurs and to create an online learning ecosystem that fits their need and industry demands. Correspondingly, Unschool is a marketplace where learned individuals or subject matter experts are able to coach younger, inspired minds in their own fields. Unlike Massive Open Online Courses, which are driven by traditional collegiate coursework, Unschool tries to optimise alternative learning and teaching methods by merging career counselling, self-paced learning, personalised mentorship, and individualistic online courses delivered by industry experts.

The 1st phase of internship consisted thorough study of company and its training programs which included works like market analysis, competitor analysis, consumer behaviour and lead generation.

For this internship, I had used both, primary data which was directly collected through social media platforms like LinkedIn, as well as secondary data which was provided by our manager.

Learning and hands on experience, though virtually, during these 2 months in this company has become a value addition in my curriculum.



SUMMER INTERNSHIP REPORT

Master of Business Administration – International Business
Department of Commerce
Delhi School of Economics
University of Delhi



ASHAB ABID RIZVI

MBA - IB
20241781014



MASTARU IT ECOSYSTEM SERVICES PVT. LTD.
(CIN: U80902TG2021PTC148409)
Regd. Office: HYDERABAD, TELANGANA, INDIA. 500035
talktrous@miteco.org | +91 - 8142565959 | www.miteco.org

Certificate of Internship

This Certificate is awarded to

Ashab Abid Rizvi

For completing a 3-Month Internship (1st July 2021 - 1st Oct 2021) as Social Media Marketing Executive in the department of Digital Marketing of MIT ECO PVT LTD.

During this period, his contribution to the company and his performance was excellent.

Awarded Oct 10th, 2021

M. Phani

Phani M.K.M.S

DIRECTOR



Table of Content:

1. Organization Information
2. Pre-Requisite
3. Background Study
4. Internship Description
5. Methodology
6. Internship Discussion
7. Challenges
8. Deficiencies
9. Improvements and Future Scope
10. Conclusion
11. Learning
12. References

Summer Training Report

(Summer Internship)

“Localisation”



Submitted in partial satisfaction of the requirements for the Degree of

**Master of Business Administration in International
Business**

Submitted by:

Darpan Pandya | Roll no.: 20241781021 | Class 2020-22

MBA-IB | Department of Commerce

Delhi School of Economics | Delhi University



DEPARTMENT OF COMMERCE
Faculty of Commerce and Business
Delhi School Of Economics
UNIVERSITY OF DELHI



Darpan Pandya <darpan.p22@mibdu.org>

Internship Completion Letter

1 message

HR Support <hr-support@tothenew.com>
To: darpan.p22@mibdu.org

Mon, Sep 13, 2021 at 4:00 PM

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Pandya Darpan Dipeshbhai**, Master of Business Administration - International Business student of 2020 - 2022 batch of **Department of Commerce, Delhi University** has successfully completed an internship in our organization, starting from April 22, 2021 to July 22, 2021 as **Intern - Localisation**.

During his tenure, he has worked on various projects such as Brooklyn Media, Take1 TV and Amazon and we found him sincere, hardworking and result oriented.

Regards,
Human Resources
TO THE NEW

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Internship Report



**Submitted by: - Gagan Kumar Sah
MBA(IB)**

**Submitted to: -
Department of Commerce
Faculty of Commerce and Business
Delhi School of Economics
University of Delhi
Delhi-11000**

Certificate of Completion



REAL STEELS PRIVATE LIMITED

Adarsh Nagar, Birgunj-6, Nepal

Tel: +977-51-520302/520382

Website: www.realsteels.com.np

Date: 6th Sept, 2021

INTERNSHIP COMPLETION LETTER

This is to certify that Mr. Gagan Kumar Sah student of Department Of Commerce(DoC), Delhi School Of Economics (DSE), University of Delhi has successfully completed his internship in the field of Finance from 5th July, 2021 to 4th Sept, 2021 under guidance of Sanjay Kumar Sharma.

During the period of his internship program with us, he had been exposed to different processes and was found diligent, hardworking and inquisitive.

We wish Mr. Gagan Kumar Sah, every success in his life and career.

Dhiraj Agrawal

Managing Director

A handwritten signature in black ink, appearing to read "Dhiraj", is written over a dotted line.



List of Content

- **About the Company**
- **Introduction**
- **Objective of the project**
- **Project Title**
- **Our product range**
- **Standards of comparison**
- **Research Methodology**
- **Scope of Study**
- **Theoretical Background**
- **Data Analysis and Interpretation**
- **Finding**
- **Suggestion**
- **Conclusion**
- **Learning from project**

About the Company

<https://www.realsteels.com.np/>

Real Steels Private Limited

Real Steels Private Limited is the producer of ELECTRIC RESISTANCE WELDED (ERW) steels pipes and section in Nepal. The Organization believes in measuring its Success and Pushing its limits through regular review and feedback generation. Customer centric approach and best practices enables the Organization upscale the core business with Creativity and Purpose. We introduce ourselves as a distinguished manufacturer and exporter of quality MS Pipes & Tubes along with shutter items. We offer a gamut of unparalleled MS Pipes, MS Black Pipes, CR Pipes, shutter profiles, shutter springs, etc. These products find wide application in the domestic, agricultural, structural and mechanical sector. We are a quality driven company and always remain focused to maintain high standards of quality in our overall operations. Our products are made of the finest grade raw materials, fully tested and adhering to international quality standards. They have long life and are most reliable in terms of performance.

Mission: -Real steels aims to establish a legacy that leads the pipe usage segment and emerge as a 'one-stop-shop' for largest spectrum of Steel Tubes and to attain people position.

Vision: - Our Vision 2020 is built on four pillars: Building and nurturing a high performance team through attracting, developing and retaining the best talents. Becoming the undisputed market leader through exceptional customer service, exploiting the current business opportunities and exploring new avenues to maximize revenues.

Duration: Duration of the project is 60 days.

“MARKET RESEARCH AND CUSTOMER ACQUISITION”



UNSCHOOL

A Summer Internship Report

Submitted in the Partial Fulfilment for the Award of the Degree of

Master in Business Administration in International Business



Department of Commerce, Delhi School of Economics

SUBMITTED BY:

Hardik

MBA-International Business

Semester-III

Batch: 2020-2022

Roll No: 28

Examination roll no.: 20241781025

DURATION:

2 MONTHS

(MAY 2021-JULY 2021)



CERTIFICATE OF COMPLETION

Certificate of Excellence


This certificate is proudly presented to

Hardik

for successfully completing the Unschool Community Program
on July 20, 2021 as a **Community Influencer** for 2 months,
an online internship initiative by



Unschool wishes you the best for your future endeavors.


Rahul Varma
Chief Executive Officer



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Summer Internship Report on



Comprehensive study of organization profile MANDA
MOTORS (MAHINDRA) in Bikaner & overall market share of
MAHINDRA MOTORS

SUBMITTED BY:

Manish Dev

Roll No. 39

Exam Roll No. 20241781037

MBA – International Business

(2020 – 2022) Semester – III

Under the Guidance of Department of Commerce



Declaration

I, Manish Dev hereby declare that the present work entitled “Sales and Marketing” (Mahindra) has been done by me under the guidance of Department of Commerce, for partial fulfilment of the requirements for the Degree of “Master of Business Administration in International Business” from Department of Commerce, University of Delhi.

This is an original work based on my undertaking of the subject and I have not submitted in part or full earlier, for the award of any other degree or diploma of this or any other University or Institute. Any material referred is duly acknowledged.

Manish Dev

MBA – International Business

Semester III

Batch 2020-2022

Roll No. 39

CERTIFICATE

Mahindra

Manda Motors Pvt. Ltd.

Authorised Dealer

Mahindra Trucks & Buses Division

1/2 K.M. From Bye Pass, N.H. 11,

Jaipur Road, Bikaner - 334001 (Raj.)

Tel.: +91-151-2231631, Fax : +91-151-2231616

Email: mmplmnda@gmail.com

Date: 01-June-2021

INTERNSHIP COMPLETION LETTER

We are glad to confirm that Mr. Manish Dev successfully completed his internship at Manda Motors Pvt Ltd.

He has worked with us from 01-Apr-2021 to 31-May-2021 as an intern for Sales & Marketing with our sales and marketing team.

He displayed professional traits during the internship program and managed to complete all the assigned tasks along with adherence to company processes. We found him to be diligent and sincere in performing the duties and it was a pleasure to work with him.

We wish all the best for him future endeavours.

Sincerely

For Manda Motors Pvt Ltd

Authorized Signatory



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SUMMER INTERNSHIP REPORT

On

“Product Management for ERP software”

*Submitted in partial fulfilment for the award of the Degree of Master of Business Administration in
International Business*

**Submitted by:
Mishal Kumar**

**Roll No. 42
Examination Roll No. 20241781040**

**MBA – International Business (2020-2022)
Sem – III**



**Department of Commerce, Delhi School of Economics
University of Delhi**

Declaration

I, **Mishal Kumar**, hereby declare that the present work entitled “**Product Management for ERP software**” has been done by me at ***Opmagic*** during the period of May 2021 to July 2021 in partial fulfilment of the requirement for the award of the degree of “**Master of Business Administration in International Business**” from **Department of Commerce, Delhi School of Economics, University of Delhi**.

This is an original work based on my understanding of the subject and I have not submitted it in part or full earlier, for the award of any other degree or diploma of this or any other University or Institute. Any material referred is duly acknowledged.

Mishal Kumar
MBA – International Business
Semester III
Batch: 2020-2022
Roll No.: 42
Examination Roll No.: 20241781040

magic

FOCUS TECHNOLOGIES PVT. LTD.

Office Address: C-3/3091, VASANT KUNJ, NEW DELHI, DELHI, INDIA- 110070
E-mail: Website: www.opmagic.ai

Date: 03/07/2021

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Mishal Kumar**, student of MBA (Major in International Business), Department of Commerce, Delhi School of Economics, Delhi University, Delhi, India has successfully completed 9 weeks (From 3rd May, 2021 to 3rd July, 2021) long internship programme at "**Opmagic.ai**" as a **Product Management Intern**. During the period of his internship programme with us he was found punctual, hardworking and inquisitive.

We wish him every success in life.

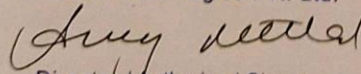
Warm Regards,

For, Opmagic.ai (Focus Technologies Pvt. Ltd.)

Anuj Mittal

Director

For Focus Technologies Pvt. Ltd.


Director / Authorised Signatory

Authorized Signature and Stamp

Summer Training Report

(Summer Internship)

“Operations Management”

*Submitted in partial satisfaction of the requirements for the Degree of
Master of Business Administration in International Business*

Submitted by:

Mohit Gaur | Roll no.: 20241781043 | Class 2020-22

MBA-IB | Department of Commerce

Delhi School of Economics | Delhi University



DEPARTMENT OF COMMERCE
Faculty of Commerce and Business
Delhi School Of Economics
UNIVERSITY OF DELHI

DECLARATION

I, Mohit Gaur, hereby declare that the project presented, namely “**Operations Management**”, has been concluded by me at **Skillbee**. The above mentioned project was undertaken during the period of 18th November 2021 to 18th Dec 2021, in partial satisfaction of the requirements of the **Degree of Master of Business Administration in International Business**.

This is an original work based on my understanding of the subject and I have not submitted it as part or full earlier, for the award of any other degree or diploma of this or any other University or Institute. Any material referred is duly acknowledged.

Mohit Gaur
Examination Roll no.: **20241781043**
Semester-IV
Class – 2020-22
MBA-IB | Department of Commerce
Delhi School of Economics | Delhi University

CERTIFICATE



CERTIFICATE OF INTERNSHIP

THIS CERTIFICATE IS AWARDED TO

MOHIT GOUR

For the successful completion of his internship at **Skillbee** as an **Operations Intern** from **18th November, 2021 to 18th December, 2021**.

We wish him success in his future endeavours.

A handwritten signature in blue ink, appearing to read 'V. Ravichandra Gautham'.

Date: **19th December, 2021**

V. Ravichandra Gautham
Co- Founder, SKILLBEE

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PROJECT MANAGEMENT IN THE EMERGING IT STARTUP IN THE UNITED STATES OF AMERICA

Submitted in the Partial Fulfilment for the Award
of the Degree of

Master in Business Administration in International Business

SUBMITTED BY:

Harshit Gupta
MBA-International Business
Semester-III
Batch: 2019-2021
Roll No: 32

Internship Time Period 16 Aug 2021 – 15 Jan 2022 (5 months)

Internship Company EOXS

Internship Mentor Mr. Rajat Jain, CEO, EOXS

Internship Industry ERP & CRM

Internship Profile Project Management



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CERTIFICATE OF COMPLETION

7



Note: Internship of Harshit Gupta is scheduled to be completed in January 2022 as per the attached agreement, but due to the submission of the internship report in December, company has provided the completion certificate till 30th November.



Summer Internship report on “Market research and customer acquisition for Unschool”



UNSCHOOL

Submitted by

Shyambihari Dhakad

in partial fulfilment of Requirements for the award of the degree of

MASTERS OF BUSINESS ADMINISTRATION



Department of Commerce, Delhi School of Economics



Certificate of Completion

Certificate of Excellence

This certificate is proudly presented to

Shyambihari Dhakad

for successfully completing the Unschool Community Program
on June 26, 2021 as a **Marketing & Operations Intern** for 2 months,
an online internship initiative by



Unschool wishes you the best for your future endeavors.


Rahul Varma
Chief Executive Officer





ACKNOWLEDGMENT

I offer my sincere thanks and humble regards to Department of Commerce, Delhi School of Economics, University of Delhi for imparting us very valuable professional training in MBA. I pay my gratitude and sincere regards to professors of Department of Commerce, as they have been a constant source of motivation and inspiration. I am also thankful to them for giving me suggestions and encouragement throughout the project work. Gratitude is extended to every unnamed individual who has helped in making this a great learning experience. Finally, I would like to acknowledge the support of all my faculty members and mentors at Department of Commerce for providing me with teachings and learnings that enabled me to contribute positively. I also thank my friends for their valuable suggestions, comments and criticism. They have been welcoming enough to provide me with all the required help that has enabled me to make this project a success.



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Summer Internship Project Report

On

“A launch new product XPERT and following sub products of the brand @ XPERT”

By

Abhinav Kishore

20241781001

MBA Class of 2022

In Partial Fulfillment of the Requirements for the Degree of
Masters of Business Administration (International Business)

at

Delhi School of Economics, Department of Commerce, University of Delhi

CERTIFICATE FROM ORGANIZATION



XPERT

11 July 2021

Dear Mr. Abhinav Kishore,

TO WHOM IT MAY CONCERN

This is to certify that Mr. Abhinav Kishore has completed his internship with Xpert as a Marketing Strategy Intern from the period of 17 May- 10 July 2021.

During the internship, he was working for our new initiative “Xpert” and did a great job in the following areas:


- Curated content for App through extensive online research ensuring quality content on the platform.
- Identified and connected with experts across social media platforms like LinkedIn, Instagram, etc.
- Created reachout content to approach experts across platforms, keeping in mind the motivation for them on each of these platforms.
- Executed on-page and off-page SEO to get the App greater online visibility.
- Involved in strategising to identify and acquire supply as well as demand base.
- Design Thinking and acquisition of users as well as suppliers, contributing to product development.

During his tenure as an intern with this organization, we found him extremely dedicated, punctual, and hardworking. We wish him success in all future endeavours.

Sincerely,



Sharad Dunia
Business Head



www.xpert.chat

CHAPTER 1: INTRODUCTION



The company asked startups what's their biggest challenge? We always unanimously heard, 'Growth'. Startups ideas are born each day. The excitement to startup goes beyond...Then the moment when you need to think about growth and scaling your business you're left at its wits end. So many marketing solutions. Ad Clutter. Limited Budget and you are seeking innovative ways to grow. Founders great at product, might be struggling with their marketing. Xpert was thereby born out of need and stands with a mission of helping startup founders & key operators grow and scale their businesses. Realising the fact how lonely the journey can be, Xpert unites you with industry peers who are going through exactly similar challenges and emotions and connects you with the industry best who have solved for it. We built Xpert, a school for founders, marketers and key operators to learn from the industry best & from their peers. Leading founders, marketers and growth heads come together on Xpert to share their learning and techniques that they learnt from the challenges that came their way. If your goal is exponential growth, who better than the experts who did it and created some of the amazing startups of the country. We believe in strategies over hacks, bonds over connections and vision over today's excitement Cheers to where you are and where you are growing to be. In this journey with you!

Summer Internship Report



UNSCHOOL

“MARKET RESEARCH AND CUSTOMER ACQUISITION”

Submitted in the Partial Fulfilment for the Award of the Degree of

Master in Business Administration in International Business



Delhi School of Economics
Department of Commerce
University of Delhi

SUBMITTED BY:

Vikash Kumar

MBA-International Business

Semester-III

Batch: 2020-2022

Exam Roll No: 20241781072

DECLARATION

I, Vikash Kumar hereby declare that the present work entitled "Market research, and customer acquisition for Unschoo!" has been done by me under the guidance of the Department of Commerce, for partial fulfillment of the requirements for the Degree of "Master of Business Administration in International Business" from Department of Commerce, University of Delhi. This is an original work based on my undertaking of the subject and I have not submitted in part or full earlier, for the award of any other degree or diploma of this or any other University or Institute. Any material referred is duly acknowledged.

Vikash Kumar

MBA-International Business

Semester-III

Batch: 2020-2022

Roll No: 20241781072

CERTIFICATE OF COMPLETION

Certificate of Excellence

This certificate is proudly presented to

Vikash Kumar

for successfully completing the Unschool Community Program
on June 26, 2021 as a **Marketing & Operations Intern** for 2 months,
an online internship initiative by



Unschool wishes you the best for your future endeavors.


Rahul Varma
Chief Executive Officer



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Annexure-II

Sample Internship Letters/ Reports for MBA (HRD)



Internship Certificate

1st July 2021

This is to certify that **Rahul Vinod** has successfully completed the internship with **Bunch Microtechnologies Pvt. Ltd.** as a **HR Intern** from **22nd April 2021** to **30th June 2021**.

Besides showing high comprehension capacity, managing assignments with the utmost expertise and exhibiting maximal efficiency, he has also maintained an outstanding professional demeanor and showcased excellent moral character throughout the internship period.

Wishing him the best of luck for his future endeavors.

Authorized Signatory



BUNCH MICROTECHNOLOGIES (P) LTD.

(CIN # U80900DL2018PTC334559)

Corporate Office: 1st Floor, D-8, Sector 3, Noida, UP- 201301, India
M # +91-9930050303 , +91-8800446892 , E-Mail # info@classplus.co

Date : June 28th, 2021

Internship Completion Certificate

This is to certify that **Rayapaneni Nagarjuna** has done his internship in Human Resources with
Transition HRD Consultants
from April 13th to June 12th 2021

During his internship he has demonstrated Agility, Conscientiousness & Self-motivation to learn new skills.

His performance exceeded our expectations and he was able to complete the assigned projects within timelines.

We wish him all the best for his upcoming career.

For Transition HRD


Ms. Ritamba Butail
Director





This is to certify that

Sayan Chatterjee

from DSE
successfully completed his internship
at **Godrej Agrovet**

PROJECT

Designing a Role Grade Compensation Grid for key roles in
Creamline Dairy Private Ltd.

DURATION

April 19, 2021 to June 25, 2021

**We thank Sayan for his contributions and wish
him the very best!**

SUMIT MITRA

Head, Group HR and Corporate Services
Godrej Industries and Associate Companies



CERTIFICATE OF COMPLETION

awarded to

Sharmila Singh

For completing internship from 19 April 2021 to 19 June 2021 in HR-Consulting and handling it all like a champ! We wish you well in your future endeavors!

For Headsup Corporation Pvt. Ltd.

Sumit
Director

Sumit Kumar

Director



Date : June 28th, 2021

Internship Completion Certificate

This is to certify that **Ms. Shreya Jaiswal** has done her internship in Human Resources with
Transition HRD Consultants
from April 13th to June 12th 2021

During her internship she has demonstrated Agility, Conscientiousness & Self-motivation to learn new skills.

Her performance exceeded our expectations and she was able to complete the assigned projects within timelines.

We wish her all the best for her upcoming career.

For Transition HRD


Ms. Ritamba Butail
Director



September 30, 2021

Internship Completion Certificate

This is to certify that Vanshika Dua has completed internship from 1-April-2021 to 30-Sept-2021 to our satisfaction.

We wish you all the best in future endeavors.

**Yours faithfully,
For Signify Innovations India Limited**

**Shoyeb Akhtar
General Manager – HR Services
Signify Innovations India Limited**

Signify Innovations India Limited

Formerly known as "Philips Lighting India Limited"
CIN No : U746900WB2015PLC206100
9th Floor, Building No. 9B, DLF Cyber City, Phase - III,
Gurugram - 122 002 Haryana (INDIA)
Tel: +91 124 663 5555
signify.com

Registered Office:

Mangalam Business Center, Block B, 6th Floor, 22 Camac Street
Kolkata - 700 016, West Bengal, India. Tel: +91 33 6629 7000

Date:16.07.2021

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. **Akash Awasthi S/o Mr. Shiv Kumar Awasthi** a student of MBA-HRD (First Year) from Delhi School of Economics, DU has successfully completed 02 Months internship program with our company starting from 17.05.2021 till 16.07.2021.

During the period of his internship with us he was found sincere, hardworking, and obedient.

We wish him every success in life.

For **Zavenir Daubert India Private Limited,**



Vidhi Thakur
HR Manager

Corporate Office & Plant

Address \

57th KM Stone
Delhi Jaipur Highway, Binola
Gurgaon 122413, Haryana, India

Contact \

Phone : +91 124 4981000
Fax : +91 124 4981002

Registered Office & Correspondence Address

Address \

Regus Rectangle, Level-4, Rectangle 1
D-4 Saket District Centre
New Delhi 110017, India

Contact \

Phone : +91 11 66544255
Fax : +91 11 66544052
CIN No: U74899DL 1995PTC069625

20th September 2021

To Whomsoever It May Concern

This letter is to certify that Mr. Archan Adhikary has successfully completed his internship program with our company. His internship tenure was from February 23, 2021 to July 31, 2021. He was working in the People Department and was actively & diligently involved in the projects and tasks assigned to him.

During the span, we found him punctual and hardworking, with positive attitude and good interpersonal communication skills.

We wish him all the best for his future endeavors.

For CricHeroes Pvt. Ltd.



Abhishek Desai
Founder

CricHeroes Private Limited

2F, Digicorp House, Nr. Kashiram Hall, Ambawadi, Ahmedabad - 380015

Email: abhishek@cricheroes.in | Web: www.cricheroes.in | CIN No.: U72901GJ2016PTC092938

Ph: +91 8141665555

20 July, 2021

TO WHOM IT MAY CONCERN

This is to certify that **Bhupendra Singh**, MBA student from **Delhi School of Economics** has successfully completed his summer internship at our organization in HCGA (Human Capital & General Affairs) department from **1st May 2021 to 30th June 2021**.

During his internship, we found him to be hardworking, sincere and diligent.

We wish him all the best for his future endeavors.

Thanking you,

Sincerely

For Welspun Corp Ltd.,



Major Amar Singh Chandel (Retd.)
Head –HCGA (Pipes & Plates)

Welspun Corp Limited

Welspun House, 5th Floor, Kamala City, Senapati Bapat Marg, Lower Parel (West), Mumbai 400 013, India.

T : +91 22 6613 6000 / 2490 8000 F : +91 22 2490 8020

E-mail : companysecretary_wcl@welspun.com Website : www.welspuncorp.com

Registered Address: Welspun City, Village Versamedi, Taluka Anjar, District Kutch, Gujarat 370 110, India.

T : +91 2836 662222 F : +91 2836 279060

Corporate Identity Number: L27100GJ1995PLC025609

Date : June 28th, 2021

Internship Completion Certificate

This is to certify that **Debanga Das** has done his internship in Human Resources with
Transition HRD Consultants
from April 13th to June 12th 2021

During his internship he has demonstrated Agility, Conscientiousness & Self-motivation to learn new skills.

His performance exceeded our expectations and he was able to complete the assigned projects within timelines.

We wish him all the best for his upcoming career.

For Transition HRD


Ms. Ritamba Butail
Director



Date : June 28th, 2021

Internship Completion Certificate

This is to certify that Donald Brahma has done his internship in Human Resources with
Transition HRD Consultants
from April 13th to June 12th 2021

During his internship he has demonstrated Agility, Conscientiousness & Self-motivation to learn new skills.

His performance exceeded our expectations and he was able to complete the assigned projects within timelines.

We wish him all the best for his upcoming career.

For Transition HRD


Ms. Ritamba Butail
Director



02 July 2021

To Whomsoever It May Concern

This is to certify that **Shree Atindra Singh** interned with **Salto Dee Fe Consulting Services, Gurgaon** from **April 12, 2021** to **June 11, 2021**.

For Salto Dee Fe Consulting,



Garima Dhamija

(Co-Founder)



This is to certify that

Isha Mehta

from DSE
successfully completed her internship
at **Godrej Agrovat**

PROJECT Integration, Change Management and Effectiveness for the
Research and Development Function

DURATION April 19, 2021 to June 18, 2021

**We thank Isha for her contributions and wish
her the very best!**

SUMIT MITRA

Head, Group HR and Corporate Services
Godrej Industries and Associate Companies

20 July, 2021

TO WHOM IT MAY CONCERN

This is to certify that **Jitesh Manjwani**, MBA student from **Delhi School of Economics** has successfully completed his summer internship at our organization in HCGA (Human Capital & General Affairs) department from **1st May 2021 to 30th June 2021**.

During his internship, we found him to be hardworking, sincere and diligent.

We wish him all the best for his future endeavors.

Thanking you,

Sincerely

For Welspun Corp Ltd.,



Major Amar Singh Chandel (Retd.)
Head –HCGA (Pipes & Plates)

Welspun Corp Limited

Welspun House, 5th Floor, Kamala City, Senapati Bapat Marg, Lower Parel (West), Mumbai 400 013, India.

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Corporate Identity Number: L27100GJ1995PLC025609

20 July, 2021

TO WHOM IT MAY CONCERN

This is to certify that **Kanika Saini**, MBA student from **Delhi School of Economics** has successfully completed her summer internship at our organization in HCGA (Human Capital & General Affairs) department from **1st May 2021 to 30th June 2021**.

During her internship, we found her to be hardworking, sincere and diligent.

We wish her all the best for her future endeavors.

Thanking you,

Sincerely

For Welspun Corp Ltd.,



Major Amar Singh Chandel (Retd.)
Head –HCGA (Pipes & Plates)

Welspun Corp Limited

Welspun House, 5th Floor, Kamala City, Senapati Bapat Marg, Lower Parel (West), Mumbai 400 013, India.

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Corporate Identity Number: L27100GJ1995PLC025609



Date: 1 June, 2021

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mr. / Ms. Mukul Kochhar was associated with moJOsh Inspirator Leadership Learns2Learn Systems Pvt Ltd (miLLs), in the capacity of a summer trainee from 1 April, 21 to 1 June, 21 with HR Analyst Department.

During this period, he/she has worked under the mentorship and guidance of Co-Founder & Managing Director, Dr. G.Rameshkumar, and has successfully completed his/ her project with moJOsh Inspirator Leadership Learns2Learn Systems Pvt Ltd (miLLs).

We wish him / her our best wishes for all future endeavors.

Warm regards,

Dr. G. Rameshkumar
Co-Founder, miLLs



T-444, Third Floor, Tower B,
Ansal Corporate Plaza, Sector-3,
Palam Vihar, Gurgaon-122017
Reg. No: 06BSDPG2356M1ZO

To whomsoever it may concern

This is to certify that Mr. Nirmalya Kar was engaged with Research Pixie as an 'HR Executive' from 19th April, 2021 to 30th September, 2021.

During this period, he was found to be an industrious, reliable, and proactive professional with good communication and organizational skills.

We wish him luck for all his future endeavours.

Sayam Gupta
(Director - Research Pixie)

Dated – 4th October, 2021

October 4, 2021



To Whom It May Concern

This is to certify that **Mr. Pankaj Kumar Singh** has been with InterGlobe Aviation Ltd (**IndiGo**) as an Intern for a period of **61 Days**, from **July 14, 2021 to August 11, 2021** and **August 30, 2021 to September 29, 2021**.

During his internship period, he was involved in the following projects.

- Benchmarking Compensation.
- Benefit Structure of Cabin Crew.
- Best practices in Diversity and Inclusion across industries.

We wish him all the best in his future endeavors.

Kind regards,

A handwritten signature in black ink, appearing to read "G. Hema", is positioned above a horizontal line.

Hema Gopalarathnam

Director – Human Resources



Dana Anand India Pvt. Ltd.
(Formerly known as Spicer India Private Limited)
29th Milestone, Pune-Nashik Highway
Taluka Khed, Village Kuruli,
Dist. Pune 410 501 India
CIN: U34300MH1993PTC073227
Dana.com | DanaAnandIndia.com

July 05, 2021

CERTIFICATE

This is to certify that **Prateek Mittal** from MHROD- DSE, New Delhi has completed his training for the period 20th April 2021 to 30th June 2021 in our organization.

He has undertaken a project titled “**New Initiatives on Organizational Culture, Employee Development & Engagement**” for DA IPL, Chakan (Head Office) during this training period under the guidance of Ms. **Shital Mane -DGM- Human Resource, DA IPL.**

During his training, he has shown keen interest and has successfully completed the project. We wish him all the best for his future career.

For DANA ANAND INDIA PRIVATE LTD.

Maruti Nandan
HR Head

20 July, 2021

TO WHOM IT MAY CONCERN

This is to certify that **Purushotam Tripathi**, MBA student from **Delhi School of Economics** has successfully completed his summer internship at our organization in HCGA (Human Capital & General Affairs) department from **1st May 2021 to 30th June 2021**.

During his internship, we found him to be hardworking, sincere and diligent.

We wish him all the best for his future endeavors.

Thanking you,

Sincerely

For Welspun Corp Ltd.,



Major Amar Singh Chandel (Retd.)
Head –HCGA (Pipes & Plates)

Welspun Corp Limited

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Corporate Identity Number: L27100GJ1995PLC025609



Annexure-III

Award Sheets

Department of Commerce
Delhi School of Economics
University of Delhi
Delhi - 110007

Award Sheet for MBA (HRD) Course No. 337 Summer Training Report (2019)

Roll No.	Name of the Student	Title of Report	S. No.	Viva (Out of 30 Marks)	Project Report (Out of 35) by External Examiner	Project Report (Out of 35) by Internal Examiner	Total Marks Obtained in Figures	Total Marks Obtained in words
1	50466 Anuja Bhakuni	Designing a framework for bench identification of critical roles in Retail Banking	100	25	32	31	88	Eighty Eight
2	50476 Dakshita Agrawal	Designing Job Description as per New Role Mapping for Godrej Agrovet Ltd.	100	26	32	32	90	Ninety
3	50505 Ritu Raj Singh	Study of Talent Acquisition Processes at Salto Dee Fe Consulting Pvt. Ltd.	100	25	31	32	88	Eighty Eight
4	50511 Saloni Singla	Recommendations to Enhance Offer Acceptance	100	26	33	33	92	Ninety Two
5	50521 Yellavula Prashanth	Study and Analysis of Separated Employees Working in other Organisations	100	23	31	31	85	Eighty Five
6	50472 Bhavika Dargan	A Study on Employer Branding Strategy: Enhancing Communication of Job Description	100	23	30	30	83	Eighty Three
7	50497 Rahul Garg		100	0	0	0	0	Zero
8	50509 S. Priyadarshini	Study of importance of HR Analytics in design of Recruitment Dashboard – Qlik View	100	24	31	32	87	Eighty Seven
9	50510 Sahil Kapoor	Identifying compensation challenges in attracting and retaining talent at ECOLAB	100	26	33	33	92	Ninety Two
10	50477 Dhruva Gupta	“Organizational Structure & HR Planning” for MBAtrek Pvt. Ltd.	100	23	31	32	86	Eighty Six

24	50500	Raja Rajiv Ranjan			100	0	0	0	0	Zero
25	50475	Chirag Yadav	Understanding Recruitment Process at OYO Rooms (OYO Home division)		100	22	31	32	85	Eighty Five
26	50482	Harsh Agrawal	People Capability Maturity Model: Roadmap and Implementation for Competency Based Human Resource Management		100	24	32	33	89	Eighty Nine
27	50498	Rahul Sahai	Talent Acquisition		100	22	31	32	85	Eighty Five
28	50517	Sumit Singh	Performance Management System		100	28	34	34	96	Ninety Six
29	50471	Azhruddin Abdulkad	Attrition Analysis		100	19	28	29	76	Seventy Six
30	50479	Garvit Sharma	Understanding Recruitment Process at Buildsupply		100	21	30	31	82	Eighty Two
31	50493	Pratibha Kujur	A Study on Global on-boarding & Induction Platform		100	26	32	32	90	Ninety
32	50504	Ravneet Kaur	Automating the Business Alerts for the Hiring Team		100	25	32	32	89	Eighty Nine
33	50474	Charu Verma	Study and Analysis of Separated Employees Working in other Organisations		100	23	31	31	85	Eighty Five
34	50485	Lata Santore	Training and Development		100	25	32	32	89	Eighty Nine
35	50491	Pranav Sharma	Campus Hiring Program at Genpact		100	23	31	32	86	Eighty Six
36	50515	Shruti Aggarwal	Documentation of Training Guide Creating the		100	27	33	33	93	Ninety Three

50520	Vinisha Jaiswal	Effectiveness of Focused Group Training w.r.t. Business Performance Parameters		26	30	33	89	Eighty Nine		
51	50513		Shaheen Yadav	To Study Recruitment & Selection Process		20	26	30	76	Seventy Six
52	50468		Apar Agrawal	Technology Talent Fulfilment: A Study of Trends 2017 and Beyond of Allstate India		23	30	31	84	Eighty Four
53	50478		Dhruval Manojbhai	Creating People & Organization Strategy for PWD Diversity & Inclusion		26	32	32	90	Ninety
54	50489		Natasha Bansal	Creating Business Products Training Modules on LMS: A Study of Jubilant Life Sciences Ltd.		24	31	31	86	Eighty Six
55	50514		Shiva Rathore	Designing Standard Operating Procedures & Training Manual of HR Process: A Study of Ecom Express Private Limited		24	32	32	88	Eighty Eight
56	50465		Anuja Basotia	Redesigning the process of Selection of Campus Hires		26	33	33	92	Ninety Two
57	50469		Arjun S	Job Analysis, Goal Setting, and Job Descriptions for the job profiles in ZEE Media		25	32	32	89	Eighty Nine
58	50486	Md. Shabeer	To Study the Recruitment Process and Training and Development		25	31	32	88	Eighty Eight	

Prepared by : Kanwal Kant

Verified by :

Head of the Department

Award Sheet for MBA (IB) Course No. 237 Summer Training Report (2019)

Department of Commerce
Delhi School of Economics
University of Delhi
Delhi - 110007

S. No.	Roll No.	Name of the Student	Title of Report	Total Marks	Viva (Out of 30 Marks)	Project Report (Out of 35) by External Examiner	Project Report (Out of 35) by Internal Examiner	Total Marks Obtained in Figures	Total Marks Obtained in words
1	50321	Anirudh Kamboj	Exploration of International Markets and Brand Awareness Program to increase Domestic Sales	100	24	22	21	67	Sixty Seven
2	50342	Jatin Gupta	Exploration of International Markets and Brand Awareness Program to increase Domestic Sales	100	25	24	22	71	Seventy One
3	50359	Samarth Arora	Study on Market Share and Promotion of Key Products in Delhi	100	26	26	25	77	Seventy Seven
4	50368	Tulika Varshney	Comparison of Home Loans between SBI and HDFC banks and strategies to improve takeover loans	100	26	31	30	87	Eighty Seven
5	50328	Atisha Jain	A Digital marketing plan to support digital transformation and company growth	100	26	31	30	87	Eighty Seven
6	50332	Danish Ahamed	Strategies to improve the performance of Degrowing Merchandise at a Decathlon Store	100	25	32	31	88	Eighty Eight
7	50335	Gautam Bhagat	Digitalization – Establishing a strong digital footprint	100	26	32	31	89	Eighty Nine
8	50370	Utkarsh Sharma	Developing Product for a Child's Play	100	26	33	32	91	Ninety One
9	50337	Gurinder Swan	Digital Marketing	100	25	30	29	84	Eighty Four
10	50354	Prakhar Gupta	To Acquire and Penetrate New Market for TFI's Services	100	25	31	30	86	Eighty Six

11	50371	Varun Gupta	Social Media Insights, Competition Mapping & Marketing 2.0 of MAGICBOX	100	25	30	30	85	Eighty Five
12	50361	Sarvesh Rajora	Forecasting Sales and Analysing Key Performance Indicators	100	26	33	34	93	Ninety Three
13	50364	Savakrit Singh	Sales and Marketing Strategy Formulation of Mind - Wars: A Study on Xpress Minds Edutainment Ltd.	100	24	30	32	86	Eighty Six
14	50347	Mayank Nanda	Strategies to optimize Production through Project Management	100	26	32	32	90	Ninety
15	50319	Akshay Mahajan	Customer Analysis for Value and Transaction Behaviour	100	24	31	28	83	Eighty Three
16	50336	Gita Chakma	International Business Development Strategies and Customer Satisfaction	100	22	30	26	78	Seventy Eight
17	50339	Harsanjam Singh Alang	Commercial Real Estate Market Research and Strategy - Market Gap Analysis and Product Fitment	100	25	30	27	82	Eighty Two
18	50349	Mudit Kanojia	Procedures Adopted for Recruitment Consulting	100	24	26	23	73	Seventy Three
19	50316	Ajoy Kumar Basumatary	New to Bank - Acquisition at HDFC Bank Ltd.	100	24	29	29	82	Eighty Two
20	50340	Hitesh Garg	Creation & Analysis documents for syndicated reports at GMI Research	100	26	32	32	90	Ninety
21	50345	Kodvara Arjun Maldebbhai	Understanding Deal Cycle of Trader Receivable Discounting System (TReDS) at M1 exchange platform	100	25	31	31	87	Eighty Seven
22	50353	Partham Gupta	Working Capital Analysis - HDFC Bank	100	25	31	31	87	Eighty Seven
23	50325	Arun Langyan	Whizdom Educare Pvt. Ltd.	100	15	18	20	53	Fifty Three

24	50326	Ashish Noel Turkey	Sales and Marketing Strategy Formulation of Mind-Wars: A study on Xpressminds Edutainment Ltd.	100	22	25	26	73	Seventy Three
25	50341	Janhavi Rai	Sales and Marketing Strategy Formulation of Mind-Wars: A study on Xpressminds Edutainment Ltd.	100	28	33	31	92	Ninety Two
26	50343	Karan Yadav	Digital Marketing & Strategy	100	26	31	28	85	Eighty Five
27	50373	Vikash Kumar Singh	Devising a Direct Marketing Strategy & Execution Plan for Marangoni GRP Re-treading	100	26	31	32	89	Eighty Nine
28	50317	Akash Anand	Anti Money Laundering Measures to Minimize Financial Risk in Banking Sector	100	22	31	32	85	Eighty Five
29	50324	Arpit Aggarwal	"Data Science and Analytics in the Gaming Industry" Reliance Games	100	20	29	30	79	Seventy Nine
30	50351	Neha jain	Banking Operations – Vendor Payment Mechanism	100	23	30	29	82	Eighty Two
31	50357	Rahul Valsan	Damage & Destroy Policy – Competition Benchmarking	100	24	31	30	85	Eighty Five
32	50315	Abhimanyu Singh Karmyal	Comprehensive Strategy to increase Non-Auto Exports	100	23	29	30	82	Eighty Two
33	50333	Dhruv Lav	Identifying Hiring Potential within Analytics and Target Organizations	100	26	33	30	89	Eighty Nine
34	50363	Saurabh Raj	Integration of Renewable Energy for Livelihood Development	100	25	31	31	87	Eighty Seven
35	50365	Siddharth	Business Expansion to UK of a service company and Marketing Campaign of Real Estate Product	100	22	28	31	81	Eighty One
36	50318	Akshay Gupta	Warehouse KPIs Analysis: Deliver Turnaround Time Analysis and Bin versus SKU Analysis	100	26	32	32	90	Ninety

7	50346	Kumar Subham	Digital Content Strategy for Insurance Companies	100	27	32	32	91	Ninety One
38	50360	Samiksha Dhoke	Sales and Marketing Strategies for Capturing New Market Base for IT Solutions and Increasing Brand Awareness	100	25	31	31	87	Eighty Seven
39	50313	Abhijeet Dodiya	Market Research and Business Strategies of Zee Media's Mindwars	100	26	31	30	87	Eighty Seven
40	50322	Archita Verma	Sales and Marketing Strategy formulation of Mind Wars	100	27	32	32	91	Ninety One
41	50344	Kirtika Chahar	Market Research and Strategy Development for Electronic Vaping Devices	100	28	33	33	94	Ninety Four
42	50355	Rahil Ramteke	Digitalization: Establishing a strong digital foot print	100	27	32	32	91	Ninety One
43	50369	Tushar Parasher	Product Development and Prototyping for Educational Toys	100	27	32	32	91	Ninety One
44	50320	Alok	Growth Opportunities in Retail Investment Space (Fixed Deposit – IFA Channel)	100	22	30	31	83	Eighty Three
45	50323	Arijun Sunil	Customer Perception on Home Loan Insurance	100	24	31	32	87	Eighty Seven
46	50329	Avishkar Anand	Credit Rating Opinion – Saudi Aramco	100	25	32	34	91	Ninety One
47	50374	Vishw Anil Kumar Akhani	Understanding Deal Cycle of Corporate Banking at IndusInd Bank	100	25	32	33	90	Ninety
48	50334	Dhiren Aggarwal	New to Bank – Acquisition at HDFC Bank Ltd.	100	22	30	26	78	Seventy Eight
49	50362	Saumya Sharma	Analysis of PepsiCo salty for SKU system in existing trade market	100	23	30	28	81	Eighty One
50	50311	Aakash Patidar	Sales and Marketing Strategies for Licence Free Walkie Talkie of Vertel Digital	100	18	26	28	72	Seventy Two

51	50356	Rahul Kumar	Sales Strategies to acquire new customers and penetrate new markets for Walkie talkie	100	22	30	27	79	Seventy Nine
52	50314	Abhishake Goel	Product Classification and Cataloguing for the Construction and Building Material	100	24	31	31	86	Eighty Six
53	50331	Bhupen Tanwar	PC Rental Service "Shopclues"	100	25	32	32	89	Eighty Nine
54	50338	Harish Kumar	Sales Strategies to acquire new customers and penetrate new markets for IT solutions	100	24	31	30	85	Eighty Five
55	50367	Srijan Srivastav	Product Ideation and Development of an E-commerce Platform for Real Estate Buyers & Sellers	100	25	32	32	89	Eighty Nine
56	50352	Nishit Vasant Bhai Nayak	Marketing Strategy for LG OLED TV	100	22	28	29	79	Seventy Nine
57	50312	Aakash Yadav	New Business Development	100	22	26	30	78	Seventy Eight
58	50350	Naresh Kumar	Expansion of Channel network for wave city centre	100	21	27	26	74	Seventy Four
59	50358	Randndra Singh	Brand Strategy framework for Life Insurance Companies	100	22	29	25	76	Seventy Six
60	50372	Varun Gupta	Procurement Process and Vendor Management	100	21	28	29	78	Seventy Eight
61	50348	Monica Deswal	Market Research and Strategy Development for Campus Events	100	21	21		42	Fourty Two

Prepared by :

Verified by :

Head of the Department