



ARKA EDUCATIONAL AND CULTURAL TRUST (R)

JAIN INSTITUTE OF TECHNOLOGY, DAVANGERE

(A Unit of Jain Group of Institutions, Bengaluru)

DEPARTMENT OF MBA

NAAC
GRADE A⁺
ACCREDITED INSTITUTION



Report on Training and Certifications for Academic Year 2024-25

Certification on Sales Force

Advanced MS Excel Training and Placement

Certification on Power BI

Certification on SAP – FICO

Certification on SAP – MM Module

Certification on Financial Modelling

Certificate programme on Banking,

Finance and Insurance

Vision of the Department:

To provide holistic development of individual personality with a benevolent touch and managerial outlook through comprehensive education.

Mission of the Department:

To implement an educational scheme carefully and wisely aiming at the harmonious development of the mind of students.

To induct management issues to provide young minds the skills to help them to achieve managerial goals.

To produce managers, who pour out the resources of skill.



#323, Near Veereshwara Punyashrama, Bada Cross, Avaragere Village,
Davangere-577003. Contact; 9739034751, 9663868258, 9164518069

“EXPERIENCE THE BEST, EXPERIENCE SUCCESS”



We are a college that prides itself not in fostering academic excellence but also in making our learners append at the school satisfying, fulfilling and joyous. I intend to take the JGI Group to the next level, employ more effective methods to make the students think differently and install in them with positive attitude towards inclusive growth that benefits them and the society at large

- Dr. Chenraj Roychand, Chairman, JGI, Bengaluru



At JIT Davangere, all our actions are directed towards imparting quality education through theoretical learning with the virtue of practical learning. Delightful learning happens here as we club academics with sports and cultural activity. Students are trained to excel in their career, share knowledge, have overall growth & emerge as leaders

-Dr. Ganesh D B, Principal & Director, JIT, Davangere



In this era of globalization, it is the young power of India which will place India on the global map. We live in seamless techno world, where opportunities really have no boundaries. JIT has drawn the essence of tradition and advantages of modernization for academic excellence under the guidance of committed facilitators and the support of best infrastructure

- Dr. Manjappa Sarathi, Advisor, JIT, Davangere



Choosing the right MBA College is a significant decision. I encourage you to explore our MBA Department further, visit our campus, and talk to our faculty and current students. We are confident that our MBA Department will provide the skills, knowledge, and experiences one need to achieve career aspirations. We look forward to welcoming our community

- Dr. Suhas D, Head of the Department , JIT, Davangere

STAY INSPIRED. NEVER STOP CREATING



Jain Institute of Technology, Department of MBA, Davangere

Certification on Sales force

24th September 2024 to 28th September 2024 Timings: 9:00 AM to 5:30 PM

Why Sales Force Training Programme?

In today's digital-first business landscape, Salesforce has emerged as a powerful tool for managing customer relationships, streamlining sales processes, and driving business growth. However, to unlock its full potential, proper training is essential. A well-structured Salesforce training program equips individuals and teams with the skills needed to navigate the platform efficiently, manage data accurately, and utilize advanced features like automation, reporting, and analytics. It ensures that organizations maximize their return on investment by enabling users to work smarter, make informed decisions, and deliver exceptional customer experiences. Moreover, such training fosters cross-departmental collaboration, accelerates onboarding, and prepares professionals for globally recognized Salesforce certifications paving the way for personal career advancement and organizational success.



Outcome of the Event

Familiarize participants with the CRM Fundamentals, Sales force Navigation, Lead & Opportunity Management, Workflow Automation, Reports & Dashboards, Problem-Solving & Analytical Thinking.

Objectives of the Event

The Salesforce Training Program aims to equip participants with a robust understanding of customer relationship management and the Salesforce platform. The primary objectives include building technical proficiency in navigating the interface, managing customer data, and automating key business processes. Participants will learn to handle leads, opportunities, and customer accounts effectively, while also developing the ability to generate customized reports and dashboards for strategic decision-making.



Certification on Sales force

DAY 1

To enhance and enrich the skills in students, Department of MBA is organizing 5 days "Sales Force Training Program" for First year students from 24th September 2024 to 28th September 2024. Dr. Suhas D HOD, Dr. Prakash M Walavalakar & Mr. Vishal R N inaugurated the training program.



Mr. Vishal R N, handled the second session and introduced about SaaS CRM, Salesforce Foundations, Salesforce Highlights and Dreamforce 2024 from 2.00pm to 5.00pm. Prof. Annapurna P D, Assistant Professor coordinated the event. Students actively engaged and gained knowledge.

DAY 2

On Day 2 – Mr. Vishal R N, handled the first session on how to Explore Summer '24 product updates and new features, most of which are free and Accounts and Contacts. Trainer assigned project to perform on the topics covered in the first session for better understanding of the concepts.



Mr. Vishal R N, trainer from Seventh sense talent solutions handled the second session on "Discover how accounts and contacts work together in Salesforce" from 2.00pm to 5.00pm. Students gained knowledge how accounts and contacts work together is crucial for managing relationships with businesses and individuals effectively. Students actively participated and took the advantage.



Certification on Sales force

DAY 3

On Day 3 trainer Mr. Vishal R N, handled the session on Contact Record: Step-by-Step, and Learn to use an account record in Sales force. It Helps users track interactions, manage relationships, and make informed decisions—all in one centralized system.



The session was taken between 10.00am to 5.00pm. Students actively participated and took the advantage. Hands on sessions was given to the students for the better understanding of the concepts.

DAY 4

On Day 4 – Trainer Mr. Vishal R N conducted session on Learning to use the contacts list view in Sales force and Leads and Opportunities in Sales force from 10.00am to 1.00pm theoretically.



Mr. Vishal R N, handled the 2nd session on Contact to Builder Implementation and Create a data model that gives businesses a single view of their customers .The hands-on session was taken between 2.00pm to 5.00pm. Students actively participated and gain the knowledge on creating data modelling.

Certification on Sales force

DAY 5

On Day 5 -Trainer Mr. Vishal R N assigned project to students in a group. This session was held from 10.00am to 1.00pm. It is commonly used in academic, professional, and competitive contexts to evaluate participants' communication, analytical, and interpersonal skills.



Students presented project in the second session which was held from 2.00 pm to 5.00 pm. Dr. Prakash M Walavalkar, Dr. Suhas D, Prof. Sriharsha V J, Prof. Veerabhadraswamy H D and Trainer Mr. Viashal R N concluded the training program.

Sample Certificate



Certification on Sales force

Unlock Your career in Sales force. Sales force training opens a gateway to diverse and rewarding career opportunities across industries. It equips individuals with in-demand skills in customer relationship management (CRM), sales automation, lead generation, and data-driven decision-making. Trained professionals can explore roles such as Sales Executive, Business Development Manager, Key Account Manager, and CRM Analyst, among others. With the growing reliance on cloud-based platforms and digital selling, Sales force expertise is increasingly valued by employers, making it a powerful tool for career advancement. Whether in tech, finance, healthcare, or retail, Sales force-trained individuals are well-positioned to drive growth and innovation in the modern sales landscape.

Ten of the most Demanding Sales force jobs:

1. Sales Representative / Account Executive
2. Sales Manager / Territory Manager
3. Key Account Manager (KAM)
4. Business Development Manager
5. Sales Trainer / Corporate Sales Coach
6. Channel Sales Manager
7. Inside Sales / Digital Sales Specialist
8. Sales Operations Analyst
9. Customer Success Manager (CSM)
10. Marketing and Sales Integration Roles

EMPLOYMENT OPPORTUNITIES IN SALESFORCE FOR CERTIFIED CANDIDATES

Global Tech Giants

Accenture
IBM
Capgemini
Deloitte
Infosys

Top Cloud & SaaS Companies

Adobe
Oracle
SAP

Startups & Mid-Sized Companies

Zoho Corporation
Freshworks
Insightly

Industry-Specific Employers

Using Salesforce

HDFC Bank
Apollo Hospitals
Amazon
Jio



Why Microsoft Excel Training Programme?

Microsoft Excel is a powerful spreadsheet application developed by Microsoft. It is widely used for various business, educational, and personal purposes. Here are some key features and uses of Microsoft Excel: **Data Entry and Storage:** Excel allows users to input, organize, and store large amounts of data. **Formulas and Functions:** Excel provides a wide range of built-in formulas and functions to perform calculations, statistical analysis, and logical operations. **PivotTables:** Pivot Tables help summarize, analyze, and present data in an easy-to-understand format. **Data Visualization:** Users can create various charts (bar, line, pie, etc.) and graphs to visualize data trends and patterns.



Objectives of the Event

Make students employable by making them understand the fundamentals of excel and under advanced options to be used in the corporate world.

The objectives of a placement session are designed to prepare students or job seekers for the recruitment process, enhance their employability, and ensure they are well- equipped to secure desirable position

Outcome of the Event

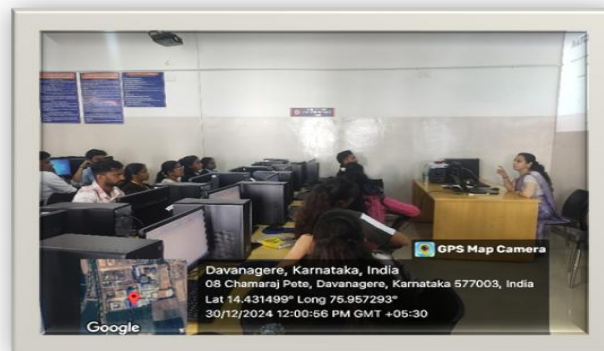
Familiarize participants with the Excel interface, including the ribbon, toolbars, and basic navigation. Teach the fundamentals of creating, saving, and managing Excel workbooks and worksheets. Instruct on efficient data entry techniques, including autofill, data validation, and data protection.



Advanced MS Excel Training and Placement

DAY 1

To enhance and enrich the skills in students, Department of MBA is organizing 6 days "Microsoft Excel and Soft skills training" for final year students from 30th December 2024 to 4th January 2025. Prof. Meghana R, Assistant professor, Dept of CSE handled the first session on Excel provides several powerful functions for searching and retrieving data from tables. Among these, VLOOKUP, HLOOKUP, INDEX, and MATCH are essential tools for data analysis and management. Here's a brief overview of each function, including their syntax and use cases from 10.00am to 1.00pm.



Prof. Divya M C Assistant professor, Department of MBA handled the second session on Resume Writing and job portal sessions from 2.00pm to 5.00pm. Prof. Sriharsha V J, Assistant Professor coordinated the event. Students actively participated and took the advantage.



Dr. Prakash M Walavalkar, Dean Training placement & Associate professor, Department of MBA handled the second session on E-Mail Writing from 2.00pm to 5.00pm. Writing a professional email involves clear communication, appropriate tone, and proper formatting. Students actively participated and took the advantage.

DAY 2

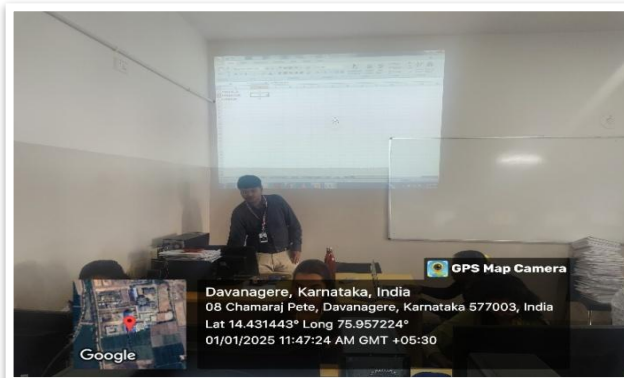
On Day 2 - Prof. Basavaraj Patil, Assistant professor, Dept of CSE, handled the first session on overview of sorting, filtering, data validation, text to columns, and removing duplicates in excel. Excel is a powerful tool for data management and analysis, offering various features that enhance data organization and usability



Advanced MS Excel Training and Placement

Day 3

On Day 3 Dr Aziz Khan F Pathan, Associate Professor, Department of CSE, in the morning session explained some essential Microsoft functions: *SUM, PRODUCT, AVERAGE, MIN, MAX, SUMPRODUCT, RAND, and RANDBETWEEN, ABS, LOG, TRIM, CONCATENATE, SUBSTITUTE, UPPER & LOWER, LENGTH, LEFT RIGHT AND MID SELECTION.*



The self-introduction session for MBA students carried by Mrs Annapurna P D, Assistant Professor, Department of MBA, in the afternoon session served as a critical platform for students to present themselves effectively, establish connections, and set the tone for their academic journey. The key components and insights from the session, emphasizing the importance of crafting a compelling self-introduction.

DAY 4

Prof Dhanush K M, Assistant Professor, Department of EEE, conducted session on 4th Day of Excel and Soft Skills Training Programme, in the morning session from 10 am to 1 pm .



Mr. Veerabhadraswamy H D, Assistant Professor department of MBA, handled the 2nd session on “Group Discussion” from 2.00pm to 5.00pm. Students actively participated and took the advantage. The group discussion (GD) is a structured conversation on a specific topic among a group of individuals.

Advanced MS Excel Training and Placement

Day 5

On Day 5 -Mr Sunil M, Assistant Professor, Dept of ECE, handled first session from 10.00 am to 1.00 pm on Microsoft Word and PowerPoint, focusing on creating professional documents and impactful presentations.

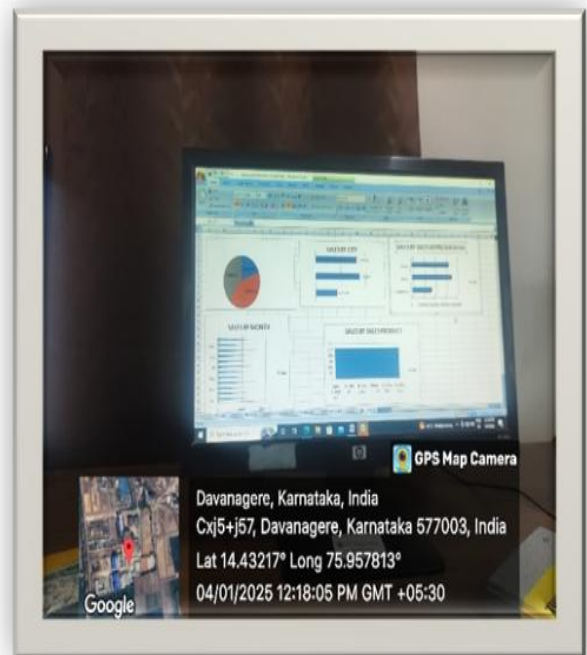


Dr Suhas D, HOD & Associate Professor, Department of MBA handled second session on Mock Interview for MBA students for real-world job interviews by providing them with a platform to practice their interviewing skills in a supportive environment.



DAY 6

The workshop conducted by Mr Sriharsha V J, Assistant Professor, focused on teaching MBA students how to effectively use Pivot Tables and Pivot Charts in Microsoft Excel. These tools are essential for data analysis, allowing users to summarize and visualize large datasets efficiently.





Unlock Your Microsoft Excel Career Potential: Ten High-Demanding Excel Career Opportunities for you!

Microsoft Excel, built in 1987, Microsoft Excel is one of the world's most popular and commonly used spreadsheet programs. Its application is no longer limited to spread sheets. MS Excel has been one of the most significant technical skills. It is among the top-rated skills that is required from a candidate working with mathematics, data collection, etc. Most of the companies use excel for tracking day to day activities and operations. Excel is used in many domains. Learn excel, it will be definitely used in your future job. As a fresher one can get job as MIS executive, Analyst or in any back office.

Ten of the most Demanding Excel jobs:

1. Excel Consultant
2. Excel VBA Programmer
3. Financial Analyst
4. Analyst in excel business intelligence
5. Excel dashboard designer
6. Microsoft excel project manager
7. Excel trainer
8. Retail store managers
9. Project managers
10. Accountants

EMPLOYMENT OPPORTUNITIES FOR ADVANCE EXCEL CERTIFIED CANDIDATES

Financial Services

Goldman Sachs
JPMorgan Chase
Morgan Stanley

Retail and E-commerce

Amazon
Walmart
DMart

Tech Companies

Microsoft
Google
Apple

Consulting Firms

Boston Consulting Group
McKinsey & Company

Training program on “Power BI”- A Data Analytics Tool

27th January 2025 to 31st January 2025

Timings: 9 AM to 5:30 PM

WHY POWER BI TRAINING FOR MBA?

Power BI, developed by Microsoft, is a powerful data visualization tool designed to transform raw data into meaningful insights through interactive and visually appealing reports and dashboards. It allows users to create relationships between different data tables and build complex data models, making data analysis more comprehensive. Power BI also enables the design of interactive dashboards, allowing users to filter information and drill down into specific data points for deeper exploration. Collaboration is made easy through Power BI Workspaces, where teams can work together on reports and dashboards.



Outcome of Power BI

After completing a Power BI session, participants should have a foundational understanding of Power BI, be able to import and transform data, and build effective data models. They will gain skills in creating insightful visualizations and applying DAX for advanced analytics.

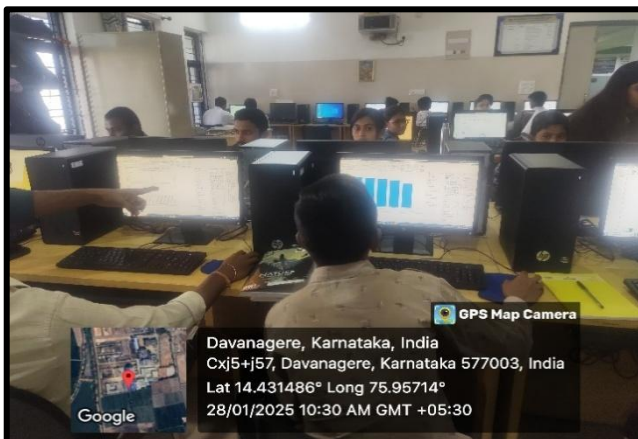
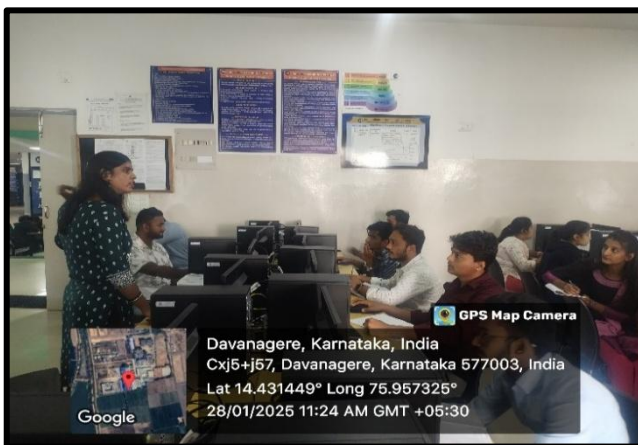
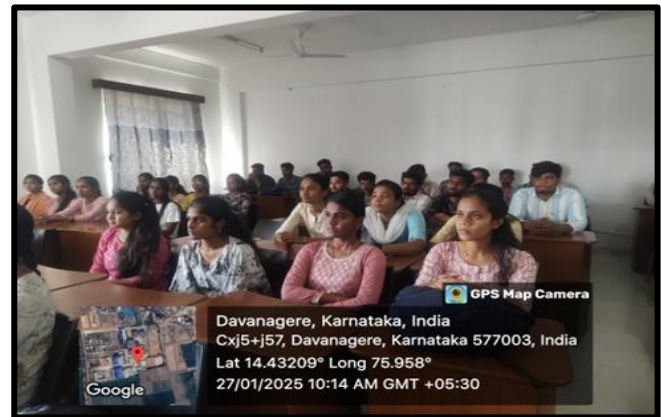
Objectives of Power BI

It enables users to import, transform, and model data from multiple sources to create interactive visualizations. This key components include Power Query for data preparation and DAX for advanced analytics. This combination helps uncover insights, support data-driven decisions.

Training program on “Power BI”- A Data Analytics Tool

Day 1

The instructor discussed various data analysis tools and elaborated on the application of Power BI within organizations. The subjects covered included: eliminating duplicate entries, filtering records, and managing missing data. Techniques such as pivoting and unpivoting columns, combining queries, and aggregating data explained. The trainer highlighted the cloud-based platform for sharing, collaboration, and more sophisticated analytics. Participants also learned how to access and engage with reports and dashboards via mobile devices.



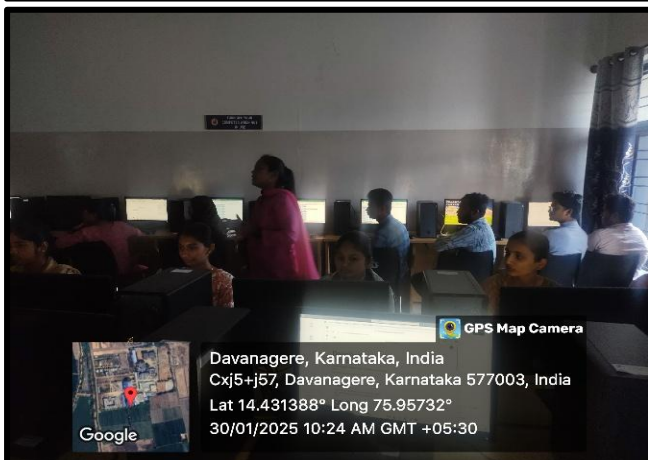
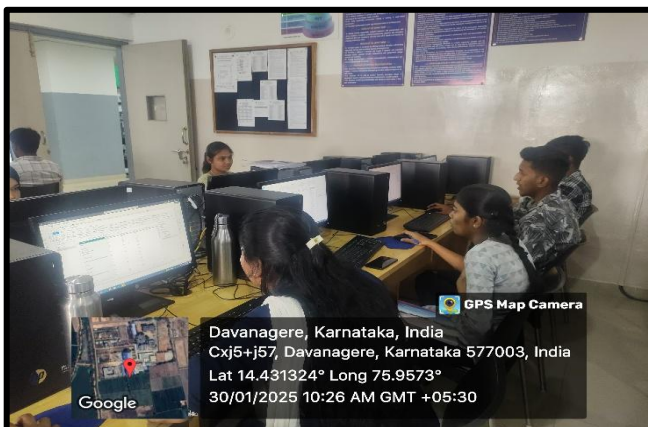
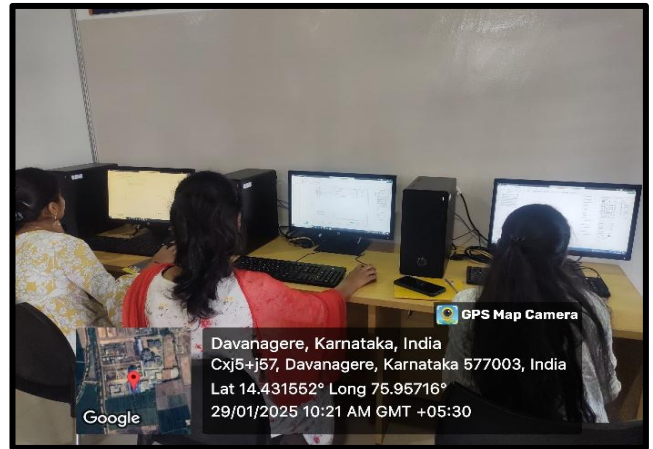
Day 2

The concepts of Power BI and the use of tools such as Kaggle and the UCI Machine Learning Repository were covered. Kaggle is a widely recognized platform for data science competitions, datasets, and collaboration, while Power BI serves as a business analytics and data visualization tool. Similarly, the UCI Machine Learning Repository is a popular source for datasets in machine learning research and education; while direct integration with Power BI is not available, datasets from UCI can also be downloaded and used within Power BI for data analysis and visualization.

Training program on “Power BI”- A Data Analytics Tool

Day 3

The Home tab is where you start your work in Power BI Desktop. It provides options for data import, data transformation, and basic operations. The View tab allows you to customize the appearance of your report canvas and manage bookmarks and themes. The Modeling tab is used to manage data models, create calculations, and define data relationships. The Insert tab provides options to add different elements to report. The Page View tab allows to adjust how to see our report pages. The Help tab provides access to resources and support options



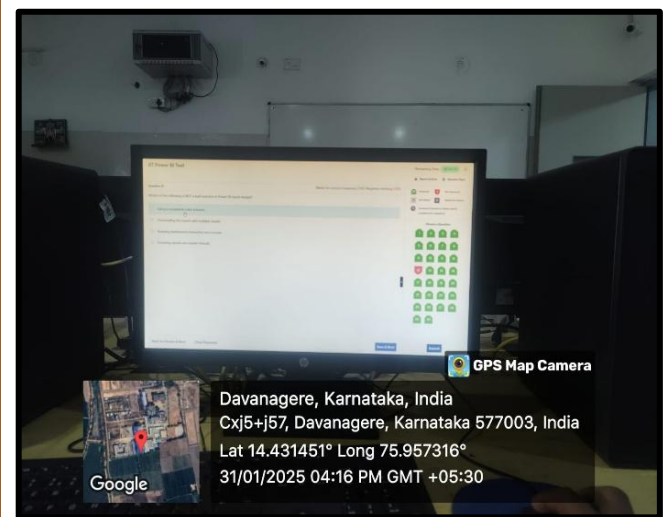
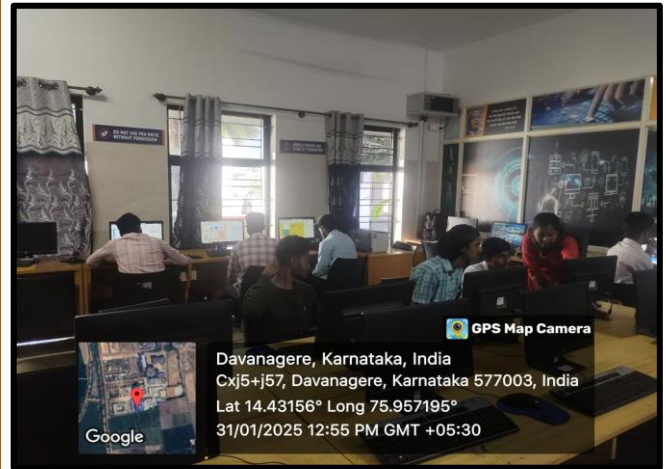
Day 4

Creating a project on Power BI involves several key steps, including defining the project scope, gathering and preparing data, building data models, creating visualizations, and sharing insights. Data DAX functions were used to conditional columns. Data modeling is the process of creating a visual representation or a blueprint that defines the information collection and management systems of any organization. Create new columns based on existing data. Cloud-based service for sharing, collaboration, and more advanced analytics Hands on sessions was given to the students for the better understanding of the concepts.

Training program on “Power BI”- A Data Analytics Tool

Day 5

The facilitator provided valuable perspectives on financial analytics, demonstrating how to construct an interactive dashboard that illustrates the status of employee loan amounts, incorporating a drill-down feature to explore individual employee information by region and repayment timelines. Additionally, a dashboard that clarified the trends in staff turnover among diverse organizations, segmented by roles and departments, and enriched with insights on promotions, compensation, job satisfaction. Later in the day, the closing ceremony took place, during which the instructor was honored by Dr. Suhas D, the Head of the MBA Department. The event was also graced by Dr. Prakash M Walavalkar, Dean of Placements, and Mrs. Annapurna P D, Assistant Professor in the MBA Department, who were present for the felicitation.



SAMPLE CERTIFICATE



Training program on “Power BI”- A Data Analytics Tool

Demonstrating Power BI proficiency on your resume significantly enhances your adaptability and marketability, particularly if you are considering a career transition. In today's data-driven landscape, organizations across industries value professionals who can leverage analytics platforms like Power BI to extract insights, support decision-making, and communicate results effectively. Analytics skills empower you to advocate for your contributions by enabling the creation of compelling, data-driven visualizations that clearly illustrate your achievements and support your perspective. This ability to present complex information in an accessible format is highly sought after in roles ranging from data analysis to business intelligence and management.

The most Demanding jobs after Power BI:

1. Business analyst
2. Data analyst
3. Financial analyst
4. HR data analyst
5. Marketing data analyst
6. Data manager
7. Business system analyst
8. Data visualization specialist
9. Intelligence analyst
10. Power BI developer
11. BI consultant

EMPLOYMENT OPPORTUNITIES FOR POWER BI CERTIFIED CANDIDATES

Financial Services

JPMorgan Chase
Goldman Sachs
Citibank
HSBC

Tech Companies

IBM
SAP
Microsoft
Oracle

Consulting Firms

Deloitte
Accenture
General Motors
KPMG

Energy

Exxon
Chevron
Shell
BP



Training Program on “SAP-FICO MODULE”

17th February 2025 to 21st February 2025

Timings: 9 AM to 5:30 PM

WHY SAP FICO MODULE?

SAP FICO is a core module within SAP ERP, comprising two main components: SAP Financial Accounting (FI) and Controlling (CO). The FI component focuses on financial reporting and accounting management, enabling organizations to store financial data, generate accurate financial statements, and assess the status of key financial processes. The CO component is dedicated to planning, monitoring, and analyzing costs across the organization, supporting internal cost control and decision-making. The integration of these modules within SAP-ERP allows organizations to enhance quality and accuracy of their data, streamline transaction recording, and improve visibility into their financial condition. As a result, SAP FICO is widely recognized as an essential module that helps organizations in diverse industries manage finances efficiently and maximize the productivity of accounting functions within the system.



Objectives of SAP-FICO Module:

Enhanced Career Opportunities:

Improved Job Performance:

Higher Earning Potential:

Comprehensive Financial Analysis:

Networking and Continuous Learning

Outcomes of SAP-FICO Module:

Access to new roles and promotions

Increased efficiency and effectiveness

Eligibility for higher salaries and bonuses

Ability to make informed, strategic financial decisions

Expanded professional network and ongoing skill development

Training Program on “SAP-FICO MODULE”

Day 1

The trainer began the session by introducing ERP and SAP, along with SAP FI - Financial Accounting Global Settings and some tools used for implementation. These are software systems that help companies manage and organize information across different departments, making it easier for them to work together. SAP is a company known for making ERP software. The name SAP originally comes from German words meaning "System Analysis Program Development." Today, the company is called SAP SE, where "SE" means it is a public company registered under European Union law.



Day - 2

In this session, trainer focused on how SAP Financial Accounting (FI) meet legal and external reporting requirements. Within FI, key global settings include maintaining the fiscal year variant, assigning company codes to fiscal year variants, and defining open posting period variants. These configurations are essential in SAP ERP or SAP S/4HANA systems to ensure accurate financial processing and integration with other business systems. It broadly divided into Financial Accounting (FI) and Management Accounting (CO), with FI dedicated to statutory compliance and external reporting.

Training Program on “SAP-FICO MODULE”

Day 3

Trainer briefing about SAP FI – General Ledger; to set up tolerance groups for G/L accounts to control posting limits and assign users to these groups to manage their posting authority. Define global parameters for each company code, such as currency and fiscal year settings. General Ledger management includes creating G/L accounts, posting entries, and using features like holding, parking, and posting documents to manage financial transactions efficiently and securely. SPRO → SAP Reference IMG → Financial Accounting → Financial Accounting Global Settings → Document → Tolerance Group → Assign User/Tolerance Group.



Day 4

In the morning session, the trainer provided an in-depth overview of SAP FI - Accounts Receivable, focusing on its function in recording and managing all accounting transactions related to customers. This module is essential for tracking receivables, managing customer accounts, and supporting the overall sales management process by ensuring accurate and up-to-date customer financial data.

The trainer guided participants through the detailed steps involved in creating Sundry Debtors within SAP. Special attention was given to the configuration of the reconciliation account for customers using transaction code FS00.

Training Program on “SAP-FICO MODULE”

Day 5

During the session, participants learned how to create Sundry Debtors in SAP, which involves setting up customer master records for clients to whom goods or services are sold on credit. The trainer explained the importance of defining tolerance groups for customers, which help manage permissible payment differences and automate the handling of minor discrepancies during payment processing. Additionally, the concept of customer payment terms was covered, highlighting due dates for payments, any discounts available. The detailed walkthrough of creating a customer master record, ensuring all information related to payment terms, and tolerance group is accurately maintained.



SAMPLE CERTIFICATE



Training Program on “SAP-FICO MODULE”

SAP FICO allows an organization to store a complete version of their financial transaction data. Specifically, the purpose of SAP FICO is to help companies generate and manage financial statements for analysis and reporting, as well as to aid in effective business planning and decision-making. With expertise in financial accounting, cost controlling, asset accounting, and more, SAP FICO professionals play a vital role in helping organizations streamline their financial processes and make informed business decisions. Stats: The demand for SAP FICO professionals has increased by 25% in the last two years. Demand for SAP has increased since the introduction of S/4HANA and Fiori.

SAP FICO certification has risen to the top of the corporate priority list. As a result, the need for SAP consultants has skyrocketed. The scope varies across different industries that adopt SAP FICO as their ERP financial backbone. Here are some key industries that hire FICO fresher's: Manufacturing: Automotive, Heavy Engineering, Pharma & Life Sciences widely use SAP FICO for inventory costing, asset accounting and financial supply chain functions.

The most Demanding jobs after SAP FICO Module:

1. SAP Consultant
2. SAP FICO consultant
3. Business process analyst
4. Solution development consultant
5. Implementation consultant
6. Project manager
7. Sales manager
8. Process expert
9. SAP treasury expert WFO
10. Associate Consultant

EMPLOYMENT OPPORTUNITIES ON SAP FICO MODULE CERTIFIED CANDIDATE

Tech Companies

IBM
Infosys
TCS
Wipro
Cognizant

Large Enterprises

Siemens
General Electric
Bosch Group
Proctor & Gamble
Nestle

Retail & Consumer

Amazon
Coca Cola
PepsiCo
Target
HUL



Certification on SAP MM

10th March 2025 to 15th March 2025 Timings: 9 AM to 5:30 PM

Why SAP MM Training Programme?

SAP MM (Materials Management) certification is a professional credential that validates expertise in managing procurement, inventory, and material processes using SAP ERP systems. It is widely recognized and beneficial for individuals aiming to build careers in supply chain management, procurement, or logistics.

The certification helps MBA students in understanding SAP MM functionalities, improve organizational efficiency, and advance their careers in materials management and supply chain domains. Additionally, SAP MM certification demonstrates a commitment to continuous learning and professional development, as staying certified requires keeping up with the latest SAP innovations and industry best practice. This ongoing learning ensures that MBA graduates remain relevant and valuable in a rapidly evolving business environment.



Outcome of the Event

Enhanced Employability, Increased Salary Potential, Diverse Career Opportunities, Long-Term Professional Growth, Validation of Expertise.

Objectives of the Event:

To equip students with essential skills in procurement management, inventory control, and material planning, to enhance career prospects, Worldwide recognition, enabling students to apply their theoretical knowledge to practical business scenarios This hands-on experience is vital for understanding complex supply chain processes.



Certification on SAP MM

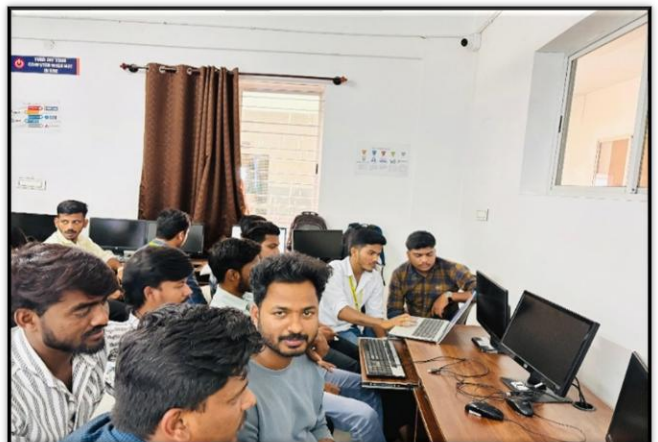
DAY 1

The session covered SAP MM (Materials Management) procurement process begins with the identification of material or service requirements within the organization. This need is formally recorded in the system through the creation of a Purchase Requisition (PR), which specifies details such as material description, quantity, and required delivery date. Following vendor selection, a Purchase Order (PO) is created in SAP MM. the SAP MM procurement process is a structured sequence involving PR creation, RFQ issuance, quotation comparison, vendor selection, PO creation, and PO release, ensuring transparency, compliance, and efficiency in organizational purchasing activities. The SAP MM procurement process is a structured sequence involving PR creation, RFQ issuance, quotation comparison, vendor selection, PO creation, and PO release, ensuring transparency, compliance, and efficiency in organizational purchasing activities.



DAY 2

On this session, Trainer covered on Inventory Management in SAP MM, Goods Receipt (GR), Goods Receipt (GR), Transfer Postings, Stock Transfers, Physical Inventory and Stocktaking, Handling Batch and Serial Numbers, Physical Inventory and Stocktaking are essential for verifying that system stock levels match actual quantities in storage. The process involves counting materials, entering the results in SAP, and reconciling any discrepancies to maintain data integrity. For materials that require detailed tracking, SAP MM manages batch and serial numbers. SAP MM Inventory Management ensures real-time, accurate monitoring of all goods movements, supports compliance and audit requirements, and helps organizations optimize stock levels and warehouse efficiency.



Certification on SAP MM

DAY 3

Invoice Verification in SAP MM, as explained in the training, is a crucial step in the procurement process that ensures the accuracy and compliance of vendor invoices before payment is made. This process is closely linked to the GR/IR (Goods Receipt/Invoice Receipt) procedure, where the system matches the vendor's invoice against the corresponding Purchase Order (PO) and Goods Receipt (GR) documents. In automatic verification, the system cross-references the invoice details—such as quantity, price, and delivery terms—with the PO and GR, flagging any discrepancies for resolution. If the invoice matches both the PO and the GR, it can be posted directly, updating the financial records and creating the necessary accounting entries. However, if there are differences in quantity or price, the system may block the invoice for further review until the discrepancies are resolved, either by adjusting the invoice or communicating with the vendor.



DAY 4

The session focused on Material Requirements Planning (MRP) is the central tool used for this purpose. MRP systematically compares total demand requirements, including sales forecasts and actual customer orders, with existing inventory and scheduled receipts. Demand management in SAP MM involves creating sales forecasts and planned independent requirements, which serve as the basis for MRP runs. Procurement and inventory optimization are achieved by leveraging MRP's ability to schedule procurement proposals with consideration for lead times, production cycles, and vendor delivery schedules. MRP, forecasting, and demand management—enable organizations to balance service levels with cost efficiency, streamline procurement, and ensure robust inventory control.



Certification on SAP MM

Day 5

Reporting and analysis in SAP MM are essential for monitoring and improving procurement and inventory processes. SAP MM provides a wide range of standard reports that help users track inventory levels, purchase orders, goods receipts, vendor performance, and stock movements. Commonly used reports include MB51 (Material Document List), MB52 (Warehouse Stock), MMBE (Stock Overview), and ME2L (Purchase Orders by Vendor), among others. These reports allow users to filter data by material, plant, vendor, and date, making it easy to analyze specific areas of the supply chain. SAP MM also offers analytical tools to support performance monitoring and decision-making.



CERTIFICATE OF COMPLETION

THIS IS TO CERTIFY THAT

has Successfully Completed SAP Training for MBA Students 2024 Batch

From June 24th 2024 to June 27th 2024

Offered by

Jain Institute of Technology, Davangere

Certified by

Seventh Sense Talent Solutions, Bengaluru

Dr. Ganesh D B
Principal & Director

Dr. Prakash M Walavalkar
Dean (Training & Placement)


Mr. Vinod Prabhu B
Managing Director
Seventh Sense Talent Solutions


Mr. Rajeev Swamy
Vice President
Seventh Sense Talent Solution



Jain Institute of Technology, Department of MBA, Davangere

Certification on SAP MM

SAP MM (Materials Management) is highly beneficial across various industry sectors due to its ability to streamline supply chain operations, optimize procurement, and enhance inventory management. In industries such as manufacturing, retail, pharmaceuticals, and logistics, SAP MM provides a centralized platform for managing material master data, procurement processes, vendor relationships, and inventory levels, which are critical for operational efficiency. By automating and integrating these functions, SAP MM reduces manual work, minimizes inventory losses, and helps avoid both excess stock and stockouts, leading to significant cost savings and improved resource utilization. The module's real-time tracking and analytics capabilities offer greater visibility and control over material flows, enabling businesses to make data-driven decisions, respond quickly to market demands, and improve customer satisfaction.

The most Demanding jobs after SAP MM Module:

1. SAP Functional Consultant (specializing in SD, PP, FICO, etc.)
2. SAP Project Manager
3. SAP EWM Consultant
4. SAP Ariba Consultant
5. SAP BW/BI Consultant
6. SAP GRC Consultant
7. SAP Basis Administrator
8. SAP Security Consultant

EMPLOYMENT OPPORTUNITIES FOR SAP MM MODULE CERTIFIED CANDIDATES

Tech Companies

IBM
Infosys
TCS
Wipro
Cognizant

Product Based Companies

Reliance Industries
Tata steel
Jindal steel
GAIL

Pharmaceutical Company

Sun Pharma
Piramal Pharma
Zydus Group
Ajanta Pharma



Training on CPBFI By Bajaj FinServ

23rd June 2025 to 11 Th July 2025

Timings: 9 AM to 5:30 PM

Why CPBFI by Bajaj FinServ?

CBPFI by Bajaj FinServ is a special training program designed to help fresh graduates and final-year students get jobs in the banking, finance, and insurance sectors. It is a 100-hour course that teaches important skills like communication, workplace behavior, and the basics of banking and insurance. The program also offers mock interviews and practical training to make students job-ready. It is part of Bajaj FinServ's social responsibility effort to help young people, especially those who are first-generation graduates or from smaller towns, start successful careers in the financial industry.



Outcome of the Event

Students are able to apply communication and customer service skills relevant to BFSI industry settings, helps students secure jobs in banks, finance companies, and insurance firms. Students receive industry-recognized certification, adding value to their resumes and increasing their career prospects.

Objectives of the Event

Enhance communication, interpersonal, and workplace skills among students, Provide practical knowledge of the banking, finance, and insurance (BFSI) sector, Bridge the gap between academic learning and real-world job expectations by offering hands-on training and exposure to typical job roles in the BFSI sector.



Training on CPBFI By Bajaj FinServ

Day 1

The session was handled by **Mr Ashok Kumar Dasari**, Expert from LIC, provided an in-depth analysis of prevailing industry trends, regulatory frameworks, and emerging career opportunities within insurance, as well as the organizational structure of insurance companies. Building on this, he highlighted the rapid growth and transformation within the Indian insurance sector. With the government allowing 100% Foreign Direct Investment (FDI), the industry has attracted significant capital, helping foster innovation and competition among both established and emerging players.



Day 2

The key content focused on the various Life Insurance products (such as term insurance, endowment plans, and ULIPs) and Non-life Insurance products tailored for the retail sector, including health, motor, home, and travel insurance. The discussion emphasized differences between protection-oriented life covers and indemnity-based non-life covers, explaining their roles in providing financial security or compensating for specific losses. the evolution of insurance distribution channels in the 21st century.

Training on CPBFI By Bajaj FinServ

Day 3

The fundamental elements of an insurance contract and the process of making claims. Key contents included the requirements of a valid insurance contract such as offer and acceptance, consideration (payment of premium), legal capacity of both parties, lawful object, and free consent. The structure of an insurance policy was also covered, including sections like policy schedule, operative clause, exclusions, definitions, and grievance redressal procedures. The process of making claims, types of non-life insurance products for companies, addressing commercial insurance needs such as property insurance has been focused.



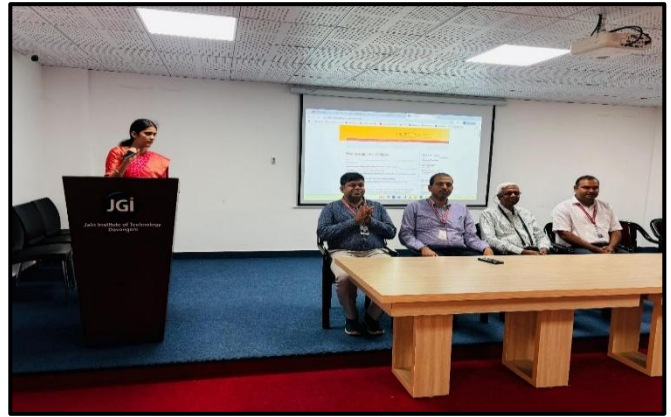
Day 4

Session explored rural and agricultural insurance, focusing on products and schemes designed to protect farmers and rural communities from financial risks caused by natural calamities and unpredictable events. There was discussion on flagship initiatives like the Pradhan Mantri Fasal Bima Yojana (PMFBY), which provides crop insurance with simplified claims, affordable premiums, and the use of technology such as satellite imagery and mobile apps to assess losses and improve transparency.

Training on CPBFI By Bajaj FinServ

Day 5

The Sessions were led by **Mr. Shankar Nagarajan**, retired Assistant Manager at RBI. The fundamentals of banking needs, explaining how banks serve as financial intermediaries by accepting deposits and granting loans, thereby channeling funds from savers to borrowers and supporting economic growth. The various types of banks in India, including public sector banks. the different categories of banking customers, such as individuals, businesses, government entities, and non-residents, each with unique needs and regulatory requirements. The session highlighted the importance of Know Your Customer (KYC) procedures.



Day 6

The inclusive banking, which focuses on delivering affordable and accessible financial services to disadvantaged and low-income groups, ensuring that no one is excluded from the formal banking system. This concept, known as financial inclusion, emphasizes expanding access to bank accounts, credit, insurance, and pension products through innovations such as no-frills accounts, simplified KYC norms, business correspondents, and digital solutions. There was also an in-depth discussion on cash operations, emphasizing the management of deposits, withdrawals, and vault security.

Training on CPBFI By Bajaj FinServ

Day 7

The session focused on fundamentals of financial reports, where participants learned how to interpret a bank's balance sheet, profit and loss statement, and key financial ratios to assess performance and stability. There was also an in-depth discussion on cash operations, emphasizing the management of deposits, withdrawals, and vault security, followed by a review of clearing operations, which included the procedures for processing cheques and electronic transactions between banks. These topics illustrated the operational backbone of banking, ensuring smooth financial flows and customer confidence in the system.



Day 8

Participants explored the significance of compliance and ethics in the banking sector, emphasizing the need for strict adherence to regulatory guidelines, internal policies, and ethical standards to maintain trust, prevent financial crimes, and protect customer interests. The discussion covered areas such as anti-money laundering (AML), combating the financing of terrorism (CFT), the use of digital banking platforms and mobile apps for customer convenience, and the integration of automated teller machines (ATMs), point-of-sale (POS) devices, and cash recyclers in all banking operations.



Training on CPBFI By Bajaj FinServ

Day 9

The session highlighted the key qualities of a successful banker, emphasizing the importance of attributes such as strong analytical skills, attention to detail, integrity, and professionalism. Good communication and interpersonal skills were underscored as essential for building trust and lasting relationships with clients, while adaptability, problem-solving abilities and the marketing of various banking products, where understanding customer profiles and needs forms the basis for recommending appropriate products such as savings accounts, loans, credit cards, and investment solutions.



Day 10

The session, led by **Mrs. P V Madhavi**, Life Coach & Corporate trainer, guided on the development of advanced business communication skills essential for students entering professional environments. Fundamentals of effective communication, covering the basic principles and the importance of clear, concise, and purposeful message delivery. Essential techniques such as structuring messages logically, choosing the right communication channels, and maintaining professionalism were emphasized.

Training on CPBFI By Bajaj FinServ

Day 11

The essentials of verbal communication, emphasizing the importance of using a confident and clear tone, articulating ideas precisely, and ensuring clarity to effectively engage and persuade listeners. Techniques for confident public speaking included organizing content logically—beginning with a clear objective, following a coherent structure, and concluding with memorable key points—which helps make presentations more impactful and accessible to diverse audiences. The group also practiced structuring content using methods such as the "Rule of Three" and storytelling frameworks to enhance retention and interest.



Day 12

The session focused on the art of discussing and presenting, highlighting that effective discussion skills are vital for success in both professional and personal settings. Participants learned that active listening is the foundation of meaningful conversations—it involves not just hearing, but fully engaging with and understanding others' perspectives through eye contact, nodding, and empathetic responses, which helps build trust and fosters open dialogue. The importance of clear and concise verbal communication, the use of positive body language as been taught.

Training on CPBFI By Bajaj FinServ

Day 13

The session emphasized critical sales skills such as persuasion, influence, and dealing with rejection, all essential for effective selling. Persuasion was described as more than just convincing involves genuinely understanding customer needs, connecting on a personal level, and tailoring solutions to match those needs. Influence techniques were introduced to help students guide customer decision-making ethically and confidently, while practical methods for handling rejection were explored. These activities enabled participants to actively develop their ability to turn prospects into loyal buyers while nurturing relationships that are strong and long-lasting.



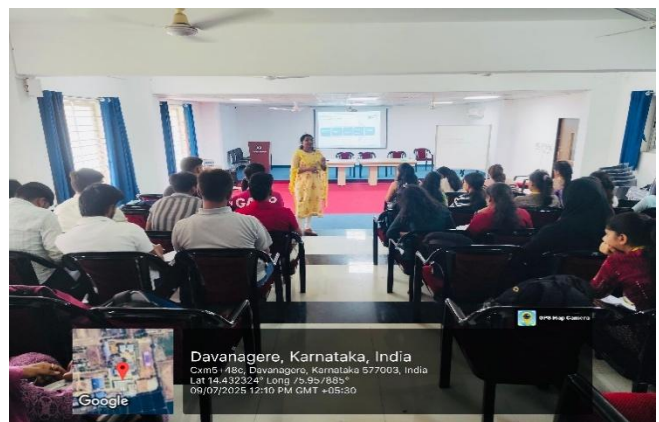
Day 14

Discussion made on How banking and insurance sectors are integrating through technology, leading to the creation of new, customer-centric financial products and services. This technology integration enables banks and insurers to provide seamless digital experiences, allowing customers to manage both banking and insurance needs conveniently from a single platform at any time. Digitalization and the use of cloud computing streamline operations, automate processes, and give customers real-time access to accounts and policies—improving efficiency, enhancing security.

Training on CPBFI By Bajaj FinServ

Day 15

The session focused on the art of giving feedback and the development of customer service skills, emphasizing a range of methods for gathering honest customer input. Students learned that surveys (both online and paper-based), direct conversations such as interviews and 1:1 feedback, as well as monitoring social media channels and review platforms, are effective strategies for collecting actionable insights from customers. The importance of key customer service skills like effective problem-solving and managing conflicts, which require active listening and empathy to resolve issues and maintain customer trust.



Day 16

The Discussion went on the “power of belief,” illustrating how our beliefs shape the way we think, influence our decisions, and determine the way we live our lives. Through interactive activities like team presentations and group discussions, students experienced firsthand that belief is more than just a thought—it acts as a *driving force* that guides our actions and affects the outcomes we achieve. Discussions and collaborative exercises encouraged participants to reflect on their personal beliefs, recognize how these beliefs impact motivation and behavior.

Training on CPBFI By Bajaj FinServ

Day 17

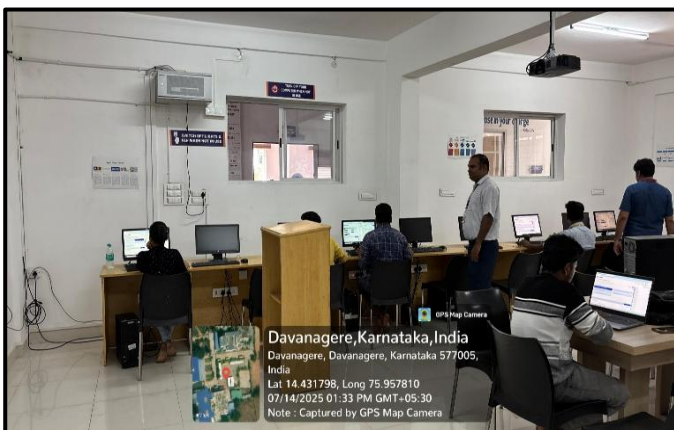
During a recent 17-day training program, students significantly improved their interview skills through a series of practical activities designed to simulate real-life scenarios. Under the guidance of Mrs. Madhavi, students participated in mock interviews, where they alternated roles between interviewer and interviewee. This approach provided a holistic view of the interview process, fostering both empathy and strategic thinking. At the end of the program, students expressed positive feedback, emphasizing their increased self-assurance and readiness for actual job interviews. The comprehensive format, blending theory with hands-on practice, was credited with equipping them with not just the necessary knowledge, but also the experience and confidence to excel in forthcoming opportunities.



Assessment Test by Bajaj FinServ

As part of the 17-day training initiative, an assessment test was conducted on the final day by Bajaj FinServ to evaluate students' understanding and retention of concepts covered during the program. This evaluation served as a comprehensive review of the course content and aimed to measure both theoretical knowledge and practical comprehension.

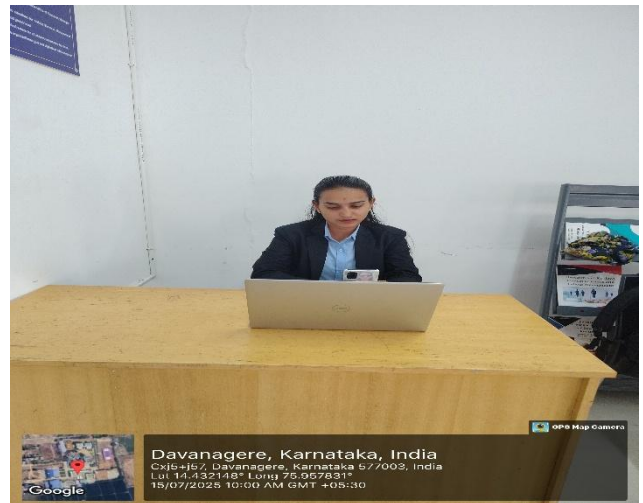
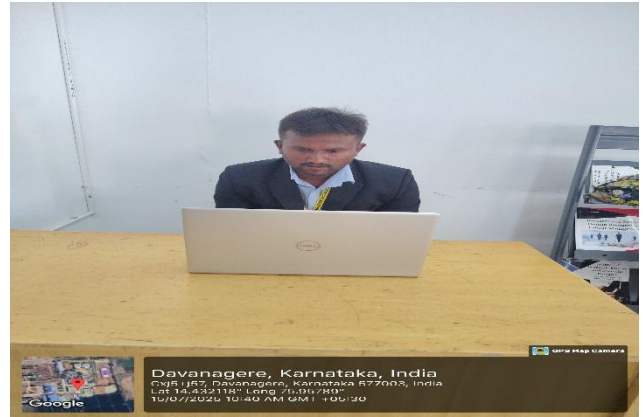
The test consisted of 100 objective-type questions and was scheduled for a duration of 1 hour and 30 minutes. It covered a wide range of key topics discussed throughout the training, including communication skills, interview techniques, resume writing, workplace etiquette, and problem-solving abilities. The rigorous nature of the test ensured that students had grasped the fundamental concepts necessary for personal and professional development.



Training on CPBFI By Bajaj FinServ

Workshop by HR Professionals.

HR professionals from **Bajaj FinServ** conducted intensive mock interview sessions with suggestions for final-year MBA students on **15th July 2025**. The objective was to help students prepare for various job roles across different domains, including Relationship Executive in Bancassurance Sales, Customer Service Executive in Operations, and Customer Service Representative in Agency Sales. The sessions provided students with a realistic interview experience, along with valuable insights into the skills and qualities employers look for in each role related to banking and insurance sector



SAMPLE CERTIFICATE



Training on CPBFI By Bajaj FinServ

The Certificate Program in Banking, Finance, and Insurance (CPBFI) by Bajaj FinServ provides significant value to MBA students by equipping them with industry-oriented and practical skills, enhancing their employability in the competitive financial sector. The curriculum covers essential domains such as banking operations, insurance management, and communication, with a focus on real-world applications. Through interactive sessions, mock interviews, and assessment tests, students gain practical experience, improving both their technical knowledge and soft skills required for professional roles. Holding a CPBFI certificate can open up a wide range of job opportunities for MBA graduates in private banks, non-banking financial companies, insurance firms, fintech, and business process outsourcing services.

The most Demanding jobs after CPBFI:

1. Relationship Manager
2. Operations Executive
3. Financial Analysts
4. Insurance Sales Agent
5. Insurance Investigator
6. Risk Manager
7. Customer Relationship Manager
8. Customer service

EMPLOYMENT OPPORTUNITIES ON CPBFI CERTIFIED CANDIDATES

Private & Retail Banks	NBFC's	General Insurance
HDFC Bank	Bajaj Finance	Bajaj Allianz
ICICI Bank	Mahindra Finance	ICICI Lombard
AU small Finance Bank	Manappuram Finance	Tata AIG
Citibank.	Muthoot Fincorp	Star Health Insurance



Training on CPBFI By Bajaj FinServ



ARKA Educational & Cultural Trust[®] **Jain Institute of Technology, Davangere**

(A Unit Of Jain Group Of Institutions, Bengaluru)

Affiliated to VTU, Belagavi, Approved by AICTE New Delhi, Recognized by UGC under 2(f) and Government of Karnataka, Accredited by NACC A+ Grade.

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