

Criteria 6.4.3

6.4.3 Institutional strategies for mobilization of funds and the optimal utilization of resources

S.No.	Fund	Date	Topic	Detail of	Funding
	Mobilization			Collaborative	Amount
	Strategy			Body	
1	MDPs Organised	16-18th	Communication	Zoom	Rs 58,800
		March2024	Skills and Email	Insurance	
			Etiquette	Brokers Pvt.	
				Ltd. and	
				Nova	
				Healthtech	
				Solutions	
				Pvt. Ltd	
		21st March,	'Enhancing	S. Chand and	3, 07, 500
		2024	Business Skills for	Company	
			Executives		
		20th, April,	Building Strong	Insight	Rs 2,70,000
		2024	Teams:	Customer	
			Enhancing	Call	
			Collaboration	Solutions	
			and	LTD	
			Communication		

Supporting Documents:

1. Notice, Report, Registration of MDPs organised and Invoice of Funding.



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07.03.2024

CIRCULAR- JIMS/KJ/121/2024

MDP on "Communication Skills and Email Etiquette"

We are pleased to announce a 2 Day Management Development Program (MDP) on Communication Skills and Email Etiquette, aimed at enhancing professional communication and fostering effective workplace interactions for Zoom Insurance Brokers Pvt. Ltd. and Nova Healthtech Solutions Pvt. Ltd.

Date

: 16th and 18th March, 2024

Time

: 11:00 AM Onwards

Venue

: Conference Room, JIMS Kalkaji

Anuj Verma, PhD









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Report- Two Days MDP

TOPIC	Communication Skills and Email Etiquette
DATE	March 16 and 18, 2024
ORGANIZATIONS	Zoom Insurance Brokers Pvt. Ltd.
	Nova Healthtech Solutions Pvt. Ltd.

Keeping in mind that 'Communication is the currency of the business world!' JIMS Kalkaji organized a Two Days MDP on Communication Skills and Email Etiquette on for Zoom Insurance Brokers Pvt. Ltd. and Nova Healthtech Solutions Pvt. Ltd. On March 16 and 18, 2024.

Report

Day 1: March 16, 2024: Communication Skills

Dr. Ruchi Srivastava, Professor, JIMS and Coordinator of the MDP welcomed all the MDP delegates. Dr. Anuj Verma, Director, JIMS Kalkaji delivered the Keynote address. An Icebreaking activity was conducted by Dr. Ruchi Srivastava. The first module of the session on significance of communication practices prevalent in the industry was taken up by Ruchi Srivastava. A session on 'Listening Skills' was then delivered by Dr. Anuj Verma which was succeeded by a session on Assertive Communication with examples on gestures, body language and other non-verbal aspects also delivered by Dr. Ruchi Srivastav.

Day 2: March 18, 2024: Email Etiquette

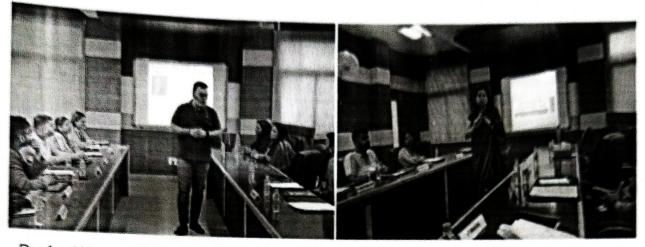
Day 2 commenced with sessions on Effective Inbox Management, Infomania, and templates suggestions for both inbound and outbound emails. This module was delivered in two session format by Dr. Ruchi Srivastava before lunch.

There were 6 participants from Zoom Insurance Brokers Pvt. Ltd. and 3 from Nova Healthtech Solutions Pvt. Ltd. 100% Satisfaction has been accorded by all the participants and they are willing to come back for more sessions from same trainers.



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Pictorial glimpses

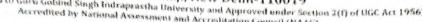


Dr. Anuj Verma and Dr. Ruchi Srivastava sharing their expertise on Communication Skill and Email etiquette.



Coordinator







Two Days Management Development Program on Communication Sk Mail etiquettes on 16th and 18th March, 2024

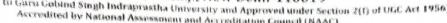
Sr. No.	Name	Designation & Department	Organisation	Signature
	Mr. Naveen Patial	Operations	Novel Health T ech	Vicinia in committee di committ
2	Ms. Vanshika	Operations	Novel Health Tech	Bulike
3	Mr. Deepanshu Manchanda	Obrahams	Novel Health Tech	Daluez
4	Mr. Sandeep Kumar	Claimb Health	Zoom Insurance Brokers Pvt. Ltd	Santella
5	Mr. Manish Kumar	Claims Health and life	Zoom Insurance Brokers Pvt. Ltd	Mart
6	Mr. Gaurav Choudhary	Operations	Zoom Insurance Brokers Pvt. Ltd	Which willing
7	Mr.Shashi Shekhar Singh	Lalis.	Zoom Insurance Brokers Pvt. Ltd	bur_
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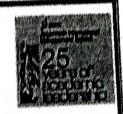












Two Days Management Development Program on Communication Skills and E-Mail etiquettes on 16th and 18th March, 2024

Day - 2 18th March 2024

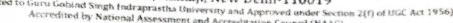
Sr. No.	Name	Designation & Department	Organisation	Contact No.	Signature
1	Mr. Naveen Patial	Operation on	Novel Health Tech	a01316382	
2	Ms. Vanshika	Qualien	Novel Health Tech	80545001	A-nuls
3	Mr. Deepanshu Manchanda	operations.	Novel Health Tech	965491010	1
, 4	Mr. Sandeep Kumar	Cland Hoully G	Zoom Insurance Brokers Pvt. Ltd	=129198947	Dahmar
- 5	Mr. Manish Kumar	Claims Health Scife	Zoom Insurance Brokers Pvt. Ltd	9289210058	the !
6	Mr. Gaurav Choudhary	Oferations	Zoom Insurance Brokers Pvt, Ltd	9540055541	
7	Mr.Shashi Shekhar Singh	Bolisipor	Zoom Insurance Brokers Pvt. Ltd	99713800	1 1
8	Mr. Shivam Shahu	Son Manuer		956010472	adult.
9	Mr. Vivek Garg	ston Elector	Zoom Insurance Brokers Pvt. Ltd	017300	in amen













Two Days Management Development Program on Communication Skills and E-Mail etiquettes on 16th and 18th March, 2024

Day - 1 16th March 2024

Sr. No.	Name	Designation & Department	Organisation	No.	Signature
ı	Mr. Naveen Patial	Operation of	Novel Health Tech	9013163620	Jones
2	Ms. Vanshika	Operation	Novel Health Tech	8929292718	Kalanto
3	Mr. Deepanshu Manchanda	OPoulion	Novel Health Tech	965490129	Quite
4	Mr. Sandeep Kumar	Clarks Health	Zoom Insurance Brokers Pvt. Ltd	NFICIFIP	Dur
5	Mr. Manish Kumar	clains that Health &	Zoom Insurance Brokers Pvt. Ltd	9289210058	Moel
6	Mr. Gaurav Choudhary	Operation	Zoom Insurance Brokers Pvt. Ltd	व ऽप्ठे०ऽऽऽभ र	
7	Mr.Shashi Shekhar Singh	Sallying	Zoom Insurance Brokers Pvt. Ltd	99713866	848
8	Mr. Shivam Shahu	Sr. mgr.	Zoom Insurance Brokers Pvt. Ltd	9560105428	Calult.
9	Mr. Vivek Garg	Claim speciels	Zoom Insurance Brokers Pvt. Ltd	9T1399414	Qua







AGANNATH INTERNATIONAL MANAGEMENT SCHOOL

MOR, Pocket 105, Kalkaji, New Delhi-110 019. Ph: 40619200 (100 Lines)

RECEIPT 3643		Date: 20 3	24
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que subject to realisation

once paid will not be refunded

ANNATH INTERNATIONAL MANAGEMENT SCHOOL

MOR, Pocket 105, Kalkaji, New Delhi-110 019. Ph: 40619200 (100 Lines)

RECEIPT RECEIPT		
	Date: 15/3	24
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Le subject to realisation nce paid will not be refunded		



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08.03.2024

CIRCULAR- JIMS/KJ/128/2024

MDP on "Enhancing Business Skills"

We are pleased to announce an MDP on Enhancing Business Skills, aimed at Improve decision-making abilities in complex scenarios & Foster innovative thinking for competitive advantage for senior executives of S.Chand and Company.

Date

: 21ST March, 2024

Time

: 11:00 AM Onwards

Venue

: Conference Room, JIMS Kalkaji

Anuj Verma, PhD









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Report on Management Development Program (MDP) on Enhancing Business Skills

Date: March 21st, 2024

Venue: Conference Room, JIMS Kalkaji

Time: 11:00 AM Onwards

MDP Coordinator: Dr. Shivani Sharma, JIMS Kalkaji

Objective: The MDP aimed to:

1. Improve decision-making abilities in complex scenarios.

2. Foster innovative thinking for competitive advantage.

3. Enhance leadership and team management capabilities.

4. Develop effective communication and negotiation skills.

5. Strengthen financial and strategic planning acumen.

6. Adapt to technological advancements and digital transformation.

Report:

JMS Kalkaji organized a one day MDP on Enhancing Business Skills on March 21 st, 2024 for senior executives of S. Chand and Company. Dr Anuj Verma, Director, JIMS Kalkaj, Dr. Prashant Kumar, HOD B.COM(H), JIMS Kalkaji, Dr Preeti Singh, Assistant Professor, JIMS Kalkaji, successfully conducted the one day MDP on Enhancing Business Skills for the senior executives of S.Chand and Company. The sessions covered a wide array of business skills required by modern corporates ranging from communication skills, efficient time management, leadership to strategic planning, consumer engagement and relevance of financial acumen in every manager today. The MDP employs a blend of learning approaches to maximize participant engagement and outcomes such as Workshops, Case Studies, Simulations, Guest Lectures etc. MDPs on enhancing business skills are invaluable for fostering professional growth and driving organizational excellence. By focusing on real-world challenges and practical applications, these programs enable participants to become more effective leaders and strategic thinkers. Organizations that invest in such initiatives stand to gain a competitive edge in today's ever-changing business landscape.



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Learning Outcomes:

Key learning outcomes include improved decision-making and strategic thinking abilities, enabling participants to analyse complex scenarios and develop innovative solutions. The program enhances leadership and team management skills, fostering the ability to build and guide high-performing teams. Participants gain financial acumen for effective budgeting, risk management, and interpreting financial data.

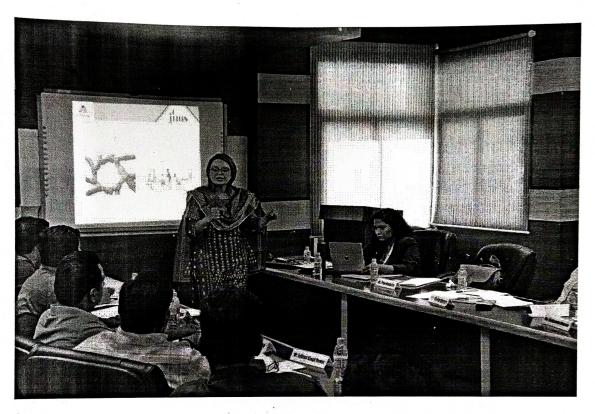
Photographs of the MDP



<u>Director JIMS Kalkaji, Dr. Anuj Verma with senior executives of S.Chand and Company</u>



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<u>Dr. Preeti Singh giving insights on enhancing leadership and team management capabilities</u>

Coordinator



Registration for MDP on Building Strong Teams: Enhancing Collaboration and Communication 20th, April, 2024

Timestamp	mp Email Address Na		Name of the Organisation	Designation	Mobile Number
3/18/2024 13:26:53	gverma@schandgroup.com	GEETA VERMA	S. CHAND GROUP	DEPUTY MANAGER - SAP	9717294603
3/18/2024 13:35:36	vmurali@schandgroup.com	Venkataraman Murali Ganesh	S Chand Group	Associate Vice President - IPR & Commercial	9971796893
3/18/2024 14:04:20	rsathoo@schandgroup.com	Richa Sathoo	S Chand Group	Assistant General Manager- Corporate HR	9654888492
3/18/2024 14:14:02	Jrawat@schandgroup.com	JAIBIND SINGH RAWAT	S.Chand and Co. Ltd.	Senior Manager Credit Control	7291981130
3/18/2024 14:32:47	GAGARWAL@SCHANDGROUP.COM	GAURAV AGARWAL	S Chand And Company Limited	Assistant Manager	8295702242
3/18/2024 14:33:44	nmaini@schandgroup.com	Neharika Nainta	S Chand And Company Ltd.	Assistant General Manager-Legal & Compliances	9953424341



3/18/2024 16:01:01	ssharma@schandgroup.com	SHAKUNTLA SHARMA	S CHAND AND COMPANY LIMITED	AGM - IPR & INSURANCE	9871193315
3/18/2024 16:06:55	mranjan@schandgroup.com	Manish Ranjan S Chand Group		Sr. Manager - Corporate IT	9999896917
3/18/2024 16:08:17	vvijay@schandgroup.com	Vikash Vijay	Schand Company Ltd.	Manager (IT)	8527939391
3/19/2024 9:39:54	gjaggi@schandgroup.com	GAURAV JAGGI	S. CHAND GROUP	MANAGER CORPORATE HR	9911119783
3/20/2024 8:23:12	asharma@schandgroup.com	Ankit Sharma	S Chand And Company Limited	Deputy Manager	9899449594

INVOICE				
Inv No: 004/2023-24	Date: 23/03/2024			
From, Jagannath International Management	To, S. Chand & Co.			
School	A-27, 2 nd Floor, Mohan Co-Operative			
MOR Pocket 105, Kalkaji, New Delhi, Delhi 110019	Industrial Estate, New Delhi - 110044			
DESCRIPTION	AMOUNT			
	(INR)			
Participation fee of 15 employees @ 20,500/- each in Management Development Programme (MDP) on Enhancing Business skills for	307500/-			
executives for 21 st March & 22 nd March 2024				
Centre code: Delhi				
TOTAL	307500/-			

Kindly have the payment made at the earliest vide RTGS/NEFT, or Crossed Cheque payable at par in New Delhi. The bank Details are as follows:

Name	Jagannath International Management School
Bank	ICICI Bank
A/c No.	629401143382
Branch	Nehru Place
IFS Code	ICIC0006294

Service Tax No.: NA PAN NO.: AAATJ3434D





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10.04.2024

CIRCULAR- JIMS/KJ/136/2024

Management Development Program (MDP) on "Building Strong Teams: Enhancing Collaboration and Communication"

We are pleased to announce an MDP on Building Strong Teams: Enhancing Collaboration and Communication' for senior executives of Insight Customer Call Solutions LTD.

Date

: 20th April, 2024

Time

: 11:00 AM Onwards

Venue

: Insight Customer Call Solutions LTD, Sector-2 NOIDA

Anuj Verma, PhD









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Accredited by National Assessment and Accreditation Council (NAAC)

Report on Management Development Program (MDP) on Building Strong Teams: Enhancing Collaboration and Communication

Date: 20th April, 2024

Venue: Insight Customer Call Solutions LTD, Sector-2 NOIDA

Time: 11:00 AM Onwards

MDP Coordinator: Dr. Pallavi Ahuja, JIMS Kalkaji

Objective: The MDP aimed to:

1. Enhance leadership and interpersonal skills among senior executives.

2. Provide insights into effective strategies for managing customer-centric operations.

3. Develop innovative approaches to handle dynamic market trends and competition.

Report:

The Management Development Program (MDP) on Building Strong Teams: Enhancing Collaboration and Communication' for senior executives of Insight Customer Call Solutions LTD on 20th April, 2024. The session was conducted at the premises of ICCS in Sector-2 NOIDA and it was attended by participants both online and in physical mode. Dr. Ruchi Srivastava HOD BBA, JIMS, Kalkaji, Dr Niti Saxena, Associate Professor, JIMS Kalkaji and Dr. Preeti Singh, Assistant Professor, JIMS Kalkaji successfully conducted the one day MDP . The sessions successfully delivered the need for effective Communication in the workplace because it boosts employee morale, engagement, productivity, and satisfaction. Ultimately, effective workplace communication helps drive better results for individuals, teams, and organizations. The sessions also delivered an important aspect of building trust at workplace - both verbal and non-verbal communication. An important takeaway was acknowledging other people's emotions that can strengthen social relationships at work. Moreover the session on building relationship with customers drew on an important lesson for corporates to understand the importance of CRM. Success or failure of every company depends - how good relationships are maintained with the customers. An effective management of customers enables a company to focus on openings of opportunities and streamlining all sales activities in the organisation. Finally, the session on Conflict resolution established an important fact that providing conflict management skills to its employees could help companies to raise the emotional intelligence of future managers. Excellent communication skills allow the manager to resolve interpersonal situations and conflicts. Mentoring new leaders is vital in bridging



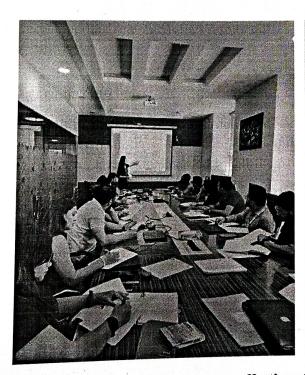
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generational gaps and shaping the culture of the organization. Leadership skills can play a very important role in conflict resolution.

Learning Outcomes:

Overall, the sessions were well delivered and an active participation and interaction with the participants made the MDP quite successful. There were 30 participants from ICCS. 100% Satisfaction has been accorded by all the participants and they are willing to come back for more sessions from the same trainers.

Photographs of the MDP





Dr. Niti Saxena giving insights on effective strategies for managing customer-centric operations

Coordinator



Registration for MDP on Building Strong Teams: Enhancing Collaboration and Communication 20th, **April**, 2024

Timestamp	Email Address	Name of the Participant	Name of the Organisation	Current Level of Management in the organisation	Department	Mobile Number
04-12-2024 12:29	itsupport.mysore@iccs.in	Rangaswamy N	ICCS MYSORE	Beginner	IT	7090472040
04-12-2024 12:57	doreswamy.hs@iccs.in	Doreswamy H S	ICCS	Senior Level	Operations	7899865888
04-12-2024 12:59	c.tejaswani@iccs.in	C Tejaswani	ICCD	Mid Level	HR	8978536568
04-12-2024 13:01	kanchan.singh@iccs.in	Kanchan Singh	ICCS	Senior Level	Quality	7042299028
04-12-2024 13:09	shivamshukla082@gmail.com	Shivam Shukla	ICCS	Supervisory	Operation	7065467812



04-12-2024 13:11	Chandrachooda.bhat@ICCS.in	Chandrachooda G Bhat	ICCS	Senior Level	Operations	9986869286
04-12-2024 19:14	prithvi.kumar@iccs.in	Prithvi Kumar	ICCS Ltd.	Mid Level	Training	8882013713
4/13/2024 6:17:54	ramakrishna.prasad@iccs.in	Ramakrishna	ICCS	Senior Level	Operations	9985819943
4/13/2024 9:34:43	manalalavan.kumar@iccsbpo.co.in	Lavan Kumar	Iccs	Assistant manager	Operations	8885661551
4/13/2024 10:07:52	narsing.rao@iccs.in	NARSING RAO	OPERATIONS	Higher Level	OPERATIONS	9848291398
4/13/2024 10:21:03	maniprasad143.mp@gmail.com	R.Mani	ICCS-HYD	Supervisory	MFI	&341473352
4/13/2024 10:32:58	srikanth.reddy@iccs.in	Repaka Srikanth Reddy	insight customer call solutions limited	Mid Level	Training and quality	9700198002
4/15/2024 18:20:23	ravi.taneja@iccs.in	Ravi Taneja	ICCS	Higher Level	Operations	9654670767
4/15/2024 18:23:03	dilshad.alam@iccs.in	Dilshad Alam	ICCS	Senior Level	Operation	9650627602



4/15/2024 18:24:16	soaid.hashmi@iccs.in	Mohammad Soaid hashmi	Insight customer call solution pvt	AGM	Operations	7289980572
4/15/2024 18:26:55	vikul.tyagi@iccs.in	Vikul Tyagi	ICCS	Mid Level	Operations	9971988751
4/15/2024 18:55:32	mohd.ziyauddin@iccs.in	Mohd Ziyauddin	ICCS	Mid Level	Operations	9873260854
4/15/2024 19:25:59	loveleen.singhal@iccs.in	Loveleen Singhal	Iccs	Senior Level	Operations	9910250362
4/16/2024 12:59:58	hemant.kumar@iccs.in	Hemant Kumar	Insight Customer Call Solutions Ltd	Mid Level	Operations	7838126093
4/16/2024 16:05:49	j.rohit@iccs.in	Rohith	ICCS	Mid Level	Operations	9000134898
4/16/2024 16:13:16	arunsj2010@gmail.com	Arun	ICCS CHENNAI	Mid Level	Operations	7358312144
4/16/2024 17:00:26	mayank.shrivastava@iccs.in	Mayank Srivastava	ICCS	Senior Level	Operations	7838083363
4/17/2024 11:38:10	adi.azeem@iccs.in	Adi Azeem	ICCS PVVNL MEERUT	Mid Level	OPPRESSION	9358787070



4/18/2024 11:00:40	nitin.mishra@iccs.in	Nitin Mishra	ICCS	Mid Level	Training	8860690957
4/18/2024 12:33:42	iccs_riyazuddin.sk@dream11.com	Riyazuddin SK	ICCS	Mid Level	Training	8553640821
4/18/2024 12:37:46	aashi1622@gmail.com	Aashi Singh	ICCS	Mid Level	Operations	8076457413
4/18/2024 13:06:14	Sanket.shinde@iccs.in	Sanket Shinde	ICCS	Senior Level	Operations	9049543748
4/18/2024 13:13:14	aj.kalra@yahoo.com	AJAY KALRA	ICCS	Senior Level	Operations	8800093606
4/18/2024 13:52:07	Zeeshan@iccs.in	Zeeshan	Iccs	Supervisory	Opration	8272898580
4/18/2024 14:11:16	bajajabhishek071@gmail.com	Abhishek Bajaj	ICCS	Supervisory	Operations	9354660465
4/18/2024 14:12:53	loveleen.singhal@iccs.in	Loveleen Singhal	ICCS	Senior Level	Operations	9910250361
4/18/2024 14:19:55	rohit.choudhary@iccs-bpo.com	Rohit Choudhary	Iccs	Higher Level	Operations	9509998679
4/18/2024 15:35:24	meghvijay.dhuliya@iccs.in	Meghvijay Dhuliya	Iccs	Senior Level	Operation	7982866932
4/18/2024 15:37:22	rakhi.bhardwaj@iccs.in	Rakhi Bhardwaj	ICCS	Mid Level	Operations	7011360979



4/18/2024 15:50:58	premkumar.vishwakarma@iccs.com	Premkumar Vishwakarma	ICCS	Senior Level	Operation	9833310110
4/18/2024 17:54:19	mohdomran.sayyed@iccsbpo.co.in	Mohd Omran Sayyed	ICCS	Senior Level	Operations	8097288766
4/18/2024 17:55:38	akash.sawant@iccsbpo.co.in	Akash Sawant	ICCS	Supervisory	Operartions	8779820265
4/19/2024 11:02:03	rohit.singh@iccs.in	Rohit Kumar Singh	ICCS Ltd.	Senior Level	Operations	9811358041
4/19/2024 12:20:41	iccs_rajeshwari.n@dream11.com	Rajeshwari	Iccs	Mid Level	Quality	8105768179
4/19/2024 13:53:53	k.sushant3693@live.com	Sushant uttam kamble	ICCS	Mid Level	Quality	9987525797

Advantages communicate unique debition de	VOICE		
Inv No: 005/2024-25	Date: 26/04/2024		
From, Jagannath International Management School MOR Pocket 105, Kalkaji, New Delhi, Delhi 110019	To, Insight Customer Call Solutions Ltd. A 91, Udhyog Marg, A Block, Sector 2, Noida, Uttar Pradesh 201301		
DESCRIPTION	AMOUNT (INR)		
Participation fee of 30 employees @ 9,000/- each in Management Development Programi (MDP) on "Building Strong Teams: 'Enhancing Collaboration and Communication' for 20 th A 2024	g		
Venue of the Training - A 91, Udhyog Marg, A Block, Sector 2, Noida, Uttar Pradesh 201301			
тс	OTAL 270000/-		
Amount in Words: Two Lakh Seventy Thousa	t vide RTGS/NEFT, or Crossed Cheque payable		
t par in New Delhi. The bank Details are as f	nath International Management School		
varii c	ICICI Bank		
odiik	629401143382		
YC IVO.	Nehru Place		
nanch	ICIC0006294		
ervice Tax No. : NA			

Authorized Signatory