

**KARNATAK UNIVERSITY
DHARWAD**

**DRAFT SYLLABUS
FOR
UNDERGRADUATE STUDENTS
IN**

**SOFT SKILLS : Certificate Course,
Diploma Course & Advanced Diploma in Soft Skills,
(Under COP Scheme Sponsored by UGC, New Delhi)**

2012-13 onwards

Submitted by :

**Dr. A. V. Baliga College of Commerce,
Kumta**

DRAFT SYLLABUS OF SOFT SKILLS

UGC SPONSORED COP COURSE IN SOFT SKILLS

PART-I Guidelines

Preamble:

As a part of National Policy of Education the University Grants Commission has introduced and encouraged the vocationalisation of higher education since 1994. Through the supporting of the courses that are vocational in nature the UGC intends to cultivate and develop such attitudes and spirits among the students that could enrich and strengthen the capabilities for undertaking gainful employment. In the initial stage the vocationalisation of higher education was sought to be achieved by the UGC by integrating such courses in the regular under graduate syllabus by replacing one of the optional subjects. However in the light of its experiences over the years and the feedback it had received from the colleges and universities the UGC has restructured its approach towards the vocationalisation of higher education.

Against this background the UGC under its 10th Five year plan initiatives, is encouraging the starting of the value added Add on courses that can be pursued by the students along the passage of time. According to the new guidelines of the UGC these could be Certificate/Diploma/Advanced Diploma Courses to be studied along with the regular under graduate course of three years. In this context the UGC has sanctioned the starting of Certificate/Diploma/Advanced Diploma in the colleges in the Karnatak University area from the academic year 2012-13 onwards.

Accordingly as per the guidelines of the UGC, the courses have to be taught after the regular undergraduate classes schedule, either in the Morning or in the Evening.

Objectives :

These COP courses basically intend to enrich the vocational ability that could be used directly for gaining employment or indirectly strengthen their careers. The following are some of the

areas where the students could look for gainful employment after the successful completion of the courses.

1. Secretarial Assistant
2. Tax Consultant

RULES GOVERNING THE CERTIFICATE/DIPLOMA/ADVANCED DIPLOMA SOFT SKILLS (COP COURSE) AT THE B.COM UNDER GRADUATE LEVEL

TITLE :

The rules shall be titled as Karnatak Universities Rules (COP course) 2006 governing the Certificate/Diploma/Advanced Diploma COP course in Soft Skills.

Extent of Application :

These rules shall extend to the under graduate courses programmes being conducted in the constituent and affiliated colleges of the university under the faculty of commerce Under Graduate Certificate/Diploma/Advanced Diploma COP courses Rules 2006 in Soft Skills.

1.0. Courses Offered and Duration of the Courses:

- 1.1. (a) Certificate in SOFT SKILLS of one year duration to be studied along with B.Com I and II semester
- (b) Diploma in SOFT SKILLS of one year duration after the certificate course in SOFT SKILLS to be studied along with B.Com III and IV semester
- (c) Advanced Diploma in SOFT SKILLS of one year duration after the Diploma in SOFT SKILLS to be studied along with B.Com V and VI semester.

2.0. Eligibility Criteria for Admission

2.1 Candidates who have passed PUC II year (12th Std) Examination of Karnataka PUE Board or any Examination recognized as equivalent there to with a minimum 35% marks in PUC II Year (12th Std) and are pursuing a Bachelor's degree Course in Commerce and studying in B.Com I and II semester in any of the constituent/affiliated col-

lege of the University are eligible for admission to the Certificate in Soft Skills.

2. Candidates who have passed the Certificate in Soft Skills Examination and are pursuing a Bachelors Degree Course in Commerce and studying in B.Com III and IV semester in any of the constituent/affiliated college of the University are eligible for admission to the Diploma in Soft Skills

3. Candidates who have passed the Diploma in Soft Skills Examination of this University and are pursuing a Bachelors Degree Course in Commerce and studying in B.Com III and IV semester in any of the constituent/affiliated college of the University are eligible for admission to the Advanced Diploma in Soft Skills.

2.4. The admission shall be made as per the reservation norms in force.

3.0. Medium of Instruction

3.1. The medium of instruction shall be English.

4.0. Attendance

1. A student enrolled in any of the courses shall be deemed to have satisfied the requirements of the attendance. If he/she has attended not less than 75% of the total number of working hours in a year which include lectures, seminars, tutorials/project work etc., taken together.

2. Shortage of attendance to the extent of 10% may be condoned by the Principal provided if the Principal is satisfied with the attendance requirement are genuine.

3. Students who do not satisfy the prescribed attendance requirements shall not be eligible to appear for the ensuing examinations. Such candidates may seek admission afresh.

5.0. Scheme of Instructions

5.1. Certificate in SOFT SKILLS shall have one paper carrying 100 marks with 4 hours of teaching/contact hours per week and upto 128 hours per academic year including theory and practical.

5.2. Diploma in SOFT SKILLS shall have, after the Certificate one paper carrying 100 marks with 4 hours of teaching/contact hours per week and upto 128 hours per academic year including theory and practical.

5.3. Advanced Diploma in SOFT SKILLS shall have, after the Diploma in SOFT SKILLS one paper carrying 100 marks with 4 hours of teaching/contact hours per week and upto 128 hours per academic year, in addition, the student shall put in Project/Term paper carrying 100 marks.

5.4. On the Job Training (OJT) for the students shall be arranged by the college in collaborating organizations/employing establishment by entering into MOU with them. Students shall keep proper work record of OJT for evaluation.

5.5. Project based on OJT and on suitable topics shall be identified and allotted by the college.

5.6. Internal Assessment (IA) shall be based on written test to be conducted during the academic year and project report.

5.7. Out of 4 hours of teaching per week 3 hours shall be for lecturing and 1 hours shall be Role playing/seminars/tutorials.

6.0. Scheme of Examination

6.1. For each theory paper of 100 marks there shall be a written examination of 75 marks for a duration of 3 hours and internal assessment of 25 marks,

6.2. The project/term paper shall be evaluated as follows:

On Job Training (OJT)	- 25 Marks
Project Report	- 50 Marks
Viva Voce	- 25 Marks

6.3. There shall be only one written examination for each of the course at the end of every academic year soon after the concerned regular/ degree examination is over.

7.0. Board of Examiners and Valuation

7.1. There shall be a Board of Examiners to scrutinize and approve the Question Papers as well as to evaluate written examination and project papers.

7.2. The Board of Examiners shall be constituted by the respective college and the same shall be got approved by the Chairman BOS, Dean of Faculty of Commerce and Registrar (Evaluation)

Karnatak University, Dharwad.

8.0. Classification of Successful Candidates

8.1 Minimum for a pass in each of the Theory/Project paper shall be 40%.

8.2 The classification of successful candidates and award of classes shall be as under:

70% and above	- First Class with Distinction
60% but less than 70%	- First Class
50% but less than 60%	- Second Class
40% but less than 50%	- Pass Class

3. There shall be no award of Ranks in these courses.

4. Issue of Certificates : The college will issue Certificate to the successful candidates as per the Guidelines for COP. No. 5.11.1 of the UGC.

9.0. Provision for Repeaters

1. The existing carry over benefits which are available to undergraduate B.Com. Students of the University will apply to these courses upto the Advanced Diploma in Soft Skills provided the candidates fulfill the attendance requirements.

2. The candidates who have failed in any of the these courses shall have only two subsequent examinations to clear the paper/s failing which their admission/registration stands cancelled

9.3. Such failed repeaters need not be the current students of the college pursuing any of the degree courses.

9.4. There is no provision for improvement of performance in these courses.

10.0. Miscellaneous

10.1. The Directions, Orders, Notifications issued by the University Authorities in respect of matters not covered by these Rules shall be final,

PART II

(A) CERTIFICATE IN SOFT SKILLS

I Year

Subject Title: Introduction to Soft Skills, Paper 1

4 hrs week 100 Marks

Unit - I

Computer Fundamentals - [Basics of Computers, Typing Skills.]

Hour :- 09

Unit-II

Language Enhancement

Hours : 22

Writing - Grammar, Parts of Speech and Articles, J

Speaking - Introduction to Phonetics.

Unit- III

Hours : 10

Analytical Skills - Introduction to Analytical Skills.

Unit-IV

Hours : 12

Personality Development-Confidence Building, Etiquette.

Unit-V

Hours : 07

Insight into Corporate World - Team work

Total Teaching Hours: 60

Subject Title: Introduction to Soft Skills Paper II

4 hrs/week 100 Marks

Hours: 09

Unit- I

Computer Fundamentals - Basics of Email and Internet

Unit -II

Language Enhancement

Hour : 22

Writing-Tenses,

Speaking - Consonant sounds, Vowel sounds.

Unit- III

Hours: 10

Analytical Skills - Creative Thinking.

Unit- IV

Hours: 12

Personality Development - Time Management, Assertiveness.

Unit-V

Hours: 07

Insight into Corporate World - Basics of Service Industry, Corporate Vocabulary.

Total Teaching Hours, 60

Scheme of Examination for paper I and II.

Internal/Practical

25 Marks

Written Examination

75 Marks

3hrs

Total/paper

100 Marks

PART II-B DIPLOMA IN SOFT SKILLS

II Year SYLLABUS

Subject Title: Soft Skills Paper III 4hrs/week 100 marks

Unit-I Hours: 15

Computer Skills - MS Office - Excel, Word

Unit-II Hours: 15

Language Enhancement

Writing - Subject -Verb Agreement, Modals.

Speaking - Intonation, Rate of Speech,

Unit - III Hours: 09

Analytical Skills - Problems Solving Techniques and Statistical Tools.

Unit-IV Hours: 14

Personality Development-Probing skills, Group Discussion.

Unit-V Hours: 07

Insight into Corporate World - Industry visit.

Total Teaching Hours : 60

Paper IV

Subject Title: Soft Skills

4 hrs/week, 100 marks

Unit- I Hours: 15

Computer Skills - MS Office - Power Point, Multi tasking.

Information Security,

Unit-II Hours: 15

Language Enhancement

Writing —Business writing,

Speaking - Rhythm and Stress.

Unit- III Hours: 10

Analytical Skills - Decision Making Techniques.

Unit-IV Hours: 12

Personality Development-Interviews, CV writing.

Unit-V Hours: 08

Insight into Corporate World - Cross cultural sensitivity.

Career Opportunities

Total Teaching Hours : 60

Scheme of Examination for paper III and IV.

Internal/Practical 25 Marks

Written Examination 75 Marks 3 hrs

Total/paper 100 Marks

PART II-B ADVANCED DIPLOMA IN SOFT SKILLS SYLLABUS

III Year

Part I: Subject Title : Soft Skill Paper V 4 hrs/week. 100 Marks

Unit-1 Hours 30

Language Enhancement Writing-Writing and comprehending reports. Speaking-Active Listening.

Unit- II Hours : 15

Analytical Skills-Numeracy.

Unit-III Hours : 15

Personality Development-Grooming.

Total Teaching hours : 60

Scheme of Evaluation for Paper V

Internal Assessment / Practical	-	25Marks	
Written Examination	-	<u>75 Marks</u>	3 hrs
Total	-	100 Marks	

Part II : Subject Title: Project Work/ Inplant training

Subject Title : Project work Paper VI, 4 hrs lweek, 100 Marks

Hours : 60 Insight into Business World - OJT In an Industry or Business establishments/ Organization.

Scheme of Examination for project work.

IA on project	20 Marks
Project report	50 Marks
Viva Voce	<u>30 Marks</u>
Total	100 Marks

Subject Title: In-Plant Training: !

Students .have to Successfully Complete in-plant training in Companies/industries Short listed & approved by the University. (For details refer the rules & regulations of the University related to in Plant Training)

KARNATAKA UNIVERSITY
DHARWAD

DRAFT SYLLABUS

for

U.G. Studies in

E-COMMERCE (Vocational Courses)
(Under Add on Course Scheme of UGC)

UGC Sponsored Vocational Course in E-Commerce

Preamble :

As envisaged in the National Policy of Education (revised plan of action - 1992) the University Grants Commission (UGC) has introduced and encouraged the vocationalisation of higher education since 1994. Through the supporting of courses that are vocational in nature the UGC intends to cultivate and develop such attitudes among the students that could enrich and strengthen their capabilities for undertaking gainful employment.

In the initial few years the vocationalisation of higher education was sought to be achieved by the UGC by integrating such courses in the regular degree syllabus by replacing one of the optional subjects. However in the light of its experiences over the years and the feedback it has received from colleges and universities the UGC has restructured its approach towards the vocationalisation of higher education. Under this backdrop the UGC under its 10th Five Year Plan initiatives is encouraging the starting of the value added add-on course that can be pursued by the students along the passage of time. According to the new directives of the UGC, these could be Certificate/Diploma/Advanced Diploma Courses to be studied along with the regular degree course of three years. It is in this context that the UGC has sanctioned the starting of Certificate/Diploma/Advanced Diploma courses in E-commerce in the colleges in the Karnataka University area for the academic year 2005-06.

As per the guidelines of the UGC, the courses have to be taught after the regular degree schedule, either in the morning or in the evening.

Objectives :

These courses basically intend to enrich the vocational ability that could be used directly for gaining employment or indirectly to strengthen their careers.

The following are some of the areas where the students could look for gainful employment after the successful completion of the courses.

- a. Establishing private enterprises.
- b. Seeking Employment : The students could seek employment in any of the following area.
 - i. Secretarial Assistant
 - ii. Sales Representative
 - iii. Computer Programmer
 - iv. Insurance Officer and agents
 - v. Office Assistant
 - vi. Advertising Officer

**REGULATIONS GOVERNING THE CERTIFICATE/DIPLOMA/ADVANCED
DIPLOMA IN E-COMMERCE VOCATIONAL COURSE AT THE
UNDERGRADUATE FROM 2005-06**

In exercise of the powers conferred under Sec. 44 of the Karnataka State Universities Act, 2000 the Academic Council of Karnataka University, Dharwad frames the following Regulations :

Title :

The Regulations shall be cited as Karnataka University's Regulations 2005 governing the Certificate/Diploma/Advanced Diploma Vocational Courses in E-Commerce.

Extent of Application :

These regulations shall extend to the undergraduate courses/programmes being conducted in the constituent and affiliated colleges of the University under the faculties of Commerce, Arts and Science.

Commencement :

These regulations shall come into force on the date on which they are approved by the Chancellor or on such other date as directed by the Chancellor.

Definitions :

In these Regulations, the expressions, "University", "University Area", "Department", "College", "Teachers" and "Principal" shall bear the same meaning as assigned to them under Section 2 of the Karnataka State Universities Act, 2000.

**UNDER GRADUATE CERTIFICATE/DIPLOMA/ADVANCED DIPLOMA
VOCATIONAL COURSES IN REGULATION - 2005 E-COMMERCE**

1.0. COURSES OFFERED AND DURATION OF THE COURSES :

- 1.1 (a) Certificate in E-Commerce Course (1 Year)
(b) Diploma in E-Commerce Vocational Course (2 Years)
(c) Advanced Diploma in E-Commerce Vocational Course (3 Years)

2.0 ELIGIBILITY CRITERIA FOR ADMISSION

- 2.1 Candidates who have passed PUC II Year (12th Std) Examination of Karnataka PUE Board an Examination recognised as equivalent thereto with a minimum 40% marks in English and are pursuing a Bachelor's degree Course (BA/Bsc/Bcom/BASc) in any constituent/affiliated college of the University oare eligible for admission to the Certificate in E-commerce Vocational Course.
- 2.2 Candidates who have passed the Certificate in E-Commerce Add-on Course Examinations and are pursuing a Bachelor's degree course (BA/Bsc/Bcom/BASc) in any constituent/affiliated college of the University oare eligible for admission to the Diploma in E-commerce Vocational Course.

- 2.3 Candidates who have passed the Diploma in E-Commerce Add-on Vocational Course Examination of this University and are pursuing a Bachelor's degree course in any constituent/affiliated college of the University are eligible for admission to the **Advanced Diploma in E-Commerce Vocational Course**.
- 2.4 The admission shall be made as per the Reservation norms and the directions issued in this regard from time to time by the Government.

3.0 MEDIUM OF INSTRUCTION

- 3.1 The medium of instruction shall be English.

4.0 ATTENDANCE

- 4.1 A student enrolled in any of the courses shall be deemed to have satisfied the requirements of the attendance if he/she has attended not less than 75% of the total number of working hours in a year which include lectures, seminars, practicals/project work etc., taken together.
- 4.2 Shortage of attendance to the extent of 10% may be condoned by the Vice Chancellor on the recommendation of the Principal provided the Principal certifies that the reasons furnished by the student for not complying with the attendance requirement are genuine.
- 4.3 Students who do not satisfy the prescribed attendance requirements shall not be eligible to appear for the ensuing examinations. Such candidates may seek admission afresh.

5.0 SCHEME OF INSTRUCTIONS

- 5.1 Certificate in E-Commerce Vocational Course shall have one paper carrying 100 marks with 4 hours of teaching/contact hours per week and upto 128 hours per academic year including theory and practicals.
- 5.2 Diploma in E-Commerce Vocational Course shall have, after the Certificate in E-Commerce Vocational Course, one paper carrying 100 marks with 4 hours of teaching/contact hours per week and upto 128 hours per academic year including theory and practicals.
- 5.3 Advanced Diploma in E-Commerce Add-on Vocational Course shall have, after the Diploma in E-Commerce Course, one paper carrying 100 marks with 4 hours of teaching/contact hours per week and upto 128 hours per academic year. In addition the students shall put in OJT and Project paper carrying 100 marks.
- 5.4 On job Training (OJT) for the students shall be arranged by the college in collaborating organisations/employing establishments by entering into MOU with them. Students shall keep proper work record of OJT for evaluation.
- 5.5 Project shall be based on OJT and on suitable topics identified and allotted by the college.
- 5.6 Internal Assessment (IA) shall be based on written test to be conducted during the academic year and project report.
- 5.7 Out of 4 hours of teaching/contact hours per week per theory paper 3 hours shall be for lecturing and 1 hour for practicals/seminars/tutorials.

6.0 SCHEME OF EXAMINATION

- 6.1 For each theory paper of 100 marks there shall be a written examination of 75 marks for a duration of 2½ hours and internal assessment of 25 marks.
- 6.2 The Project /Term paper shall be evaluated as follows :
- | | | |
|-----------------------|---|----------|
| On Job Training (OJT) | - | 25 marks |
| Project Report | - | 50 marks |
| Viva Voce | - | 25 marks |
- 6.3 There shall be only one written examination for each of the course at the end of every academic year after the regular/degree examination are over.

7.0 BOARD OF EXAMINERS AND VALUATION

- 7.1 There shall be a Board of Examiners to scrutinize and approve the Question Papers as well as to evaluate written examination and Project/Term Papers.
- 7.2 The Board of Examiners shall be constituted as per the existing norms of the University in respect of undergraduate studies.

8.0 CLASSIFICATION OF SUCCESSFUL CANDIDATES

- 8.1 Minimum for a pass in each of the Theory/Project Paper shall be 40%.
- 8.2 The classification of successful candidates and award of classes shall be as under :-
- | | | |
|-----------------------------|---|------------------------------|
| 70% and above | - | First Class with Distinction |
| Above 60% but less than 70% | - | First Class |
| Above 50% but less than 60% | - | Second Class |
| Above 40% but less than 50% | - | Pass Class |
- 8.3 There shall be no award of Ranks in these courses.

9.0 PROVISION FOR REPEATERS

- 9.1 The existing carry over benefits which are available to undergraduate BA/BSc/Bcom/BASc students of the University will apply to these courses upto the Advance Diploma in E-Commerce Vocational Course provided the candidates fulfil the attendance requirements.
- 9.2 The candidates who have failed in any of the these courses shall have only two subsequent examinations to clear the paper/s failing which their admission/registration stands cancelled.
- 9.3 Such failed repeaters need not be the current students of the college pursuing any of the degree courses.
- 9.4 There is no provision for improvement of performance in these courses.

10.0 MISCELLANEOUS

- 10.1 The Directions, Orders, Notifications issued by the University Authorities in respect of matters not covered by these Regulations shall be final, provided they are in conformity with the provisions of the Karnataka State Universities Act, 2000 and the Ordinance Statutes, Regulations and Rules made there under.

CERTIFICATE IN E-COMMERCE VOCATIONAL COURSE

SYLLABUS

Title of the Paper : "INSIDE E-COM. AND NETWORKS"

Teaching Hours - 128 hours

Learning objective : To prepare the students to know the areas of and types of E-Com.,
Why and future of E-COM.

	Teaching Hours alloted
* Computer Basics	10 Hours
* Concepts of E-Com.	8 hours
* Why E-Com.?	5 hours
* Types of E-Com.	4 hours
* Areas of E-Com.	5 hours
* Future of E-Com.	4 hours
* Types of Transaction in Web.	15 Hours
* Requirements of E.Com.	5 hours
* Presentation of an organisation in Web.	10 Hours
* Concepts of Internet/Intranet/Extranet.	10 Hours
* Business through Internet.	10 Hours
* Concepts of Computer Networks.	10 Hours
* Practicles on related topics.	32 Hours
<hr/>	
Total	128 Hours

Mode of Examination

Internal/Practicals	-	25 Marks
Written Exam	-	75 Marks
Total	-	<u>100 Marks</u>

DIPLOMA IN E-COMMERCE VOCATIONAL COURSE. SYLLABUS

Title of the Paper : CORE CONCEPTS FOR NET TECHNOLOGY

Teaching HOurs - 128 hours

Learning objective : To prepare the students in the area of logic building and working on various platforms like DOS, WINDOWS and UNIX/LINEX

Structures System Analysis & Design (SSAD)

Undertaking System Concepts - 23 Hours

- * Understanding what a system is.
- * Defining Categories of information systems.
- * Identifying the different phases of the system Development Life Cycle.

Structured Analysis - 25 Hours

- * Define structured analysis & its components
- * Define Date Flow Analysis & Understand the tools used for data strategy.
- * Draw DFD's ... context diagrams & levelling of DFD's.
- * Define Data Dictionary, know its importance and what it records.
- * Know what is prototyping.

Normalisation - 23 Hours

- * Have an idea of Database Design.
- * Define a Relation.
- * Know the purpose for Normalisation
- * Understand the steps involved for Normalisation.

Process Specialisation - 25 Hours

- * Know decision concepts
- * Structured Statements.
- * Build Decision Tables.
- * Identify the types, Table entries, Structure charts.
- * Know what is structure design.
- * Understand structured charts & their purpose.
- * Define a Module.
- * Draw structure charts.
- * Practicles on related topics.

Total 128 Hours

Mode of Examination

Internal/Practicals	-	25 Marks	
Written Exam	-	75 Marks	
Total	-	<u>100 Marks</u>	

**ADVANCED DIPLOMA IN E-COMMERCE VOCATIONAL COURSE.
SYLLABUS**

Title of the Paper : INTRODUCTION TO PROGRAMMING TECHNIQUES

Teaching Hours - 128 hours

Learning objective : To enable the student to write & execute programs using C, C++

	Teaching Hours alloted
<u>Programming in C and C++</u>	
Data types available in C	40 Hours
C Program Structure	
Rules for writing C Program	
Storage Class Modifiers	
Operators	
Function Call	
- Call by Value	
- Call by Reference	
Loops	
- While, For, if.... etc.	
Preprocessor Commands	
Header File Creation	
Pointer Concept	
Arrays	
Pointers to Arrays	
Recursion	
Pointer to Pointer	
Structure Definition	
Pointer to STRUCTURE	
File Management	
Introduction to Graphic	
Link Lists	
C++	30 Hours
Introduction to Object Oriented Programming System	
Features of DOS	
Introduction to Classes	
- Objects	
- Constructor and Destructor	
- Member Function and Variables	
Function-Overloading	

ACCOUNTING INFORMATION SYSTEM

Working with E.X. NGN 26 Hours

*	Installing E.X. NGN		
*	Creating a company and Administering.		
*	Setting up masters chart of Accounts and Inventory Norms.		
*	Designing Voucher formats		
*	Recording transactions		
*	Defining tax and categories		
*	Analysing Data		
*	General MIS Reports		
*	Practicles on related topics.	-	<u>32 Hours</u>
		Total	<u>128 Hours</u>

Mode of Examination

Practicals/Internal Assessment	-		25 Marks
Written Examination	-		75 Marks
	Total		<u>100 Marks</u>

PROJECT/PAPER 'ADVANCED DIPLOMA IN E-COMMERCE VOCATIONAL COURSE'

In addition to the above the 'ADVANCED DIPLOMA IN E-COMMERCE' shall consist of the following : OJT, Project Report & Viva-Voce.

- I. On Job Training :
 1. Each student shall work as a tutor to householders or business people or students of Primary/Secondary School or those interested in learning E-Commerce.

Or

Each Student shall work as Computer operator at the hotel, bank, tourist centre, industry, etc. operating with E-Commerce.
2. Objective of On-Job Training
 - * To give students a first hand experience of work.
 - * To prepare students for different vocation.
3. Duration of OJT
 - * 40 Hours.
4. Time allotted for OJT
 - * On completing the second year, i.e. 'Diploma in E-Commerce Vocational Course'.
 - * To be undertaken in April-May vacation.

5. Marks allotted for OJT.
* 25 Marks.

II Project Report :

1. Each student shall write a Project report on OJT.
Each student shall select a topic related to the work done by him in OJT. The Project Report should consist of Introduction to the topic chosen, its relevance, company profile, discussion, analyse and interpret the topic chosen; give findings, conclusion and suggestions and self evaluation.
2. Length of the Project Report - 50 pages.
3. Time allotted for Project Report :
 - * After completion of second year i.e. Diploma in E-Commerce Vocational Course.
 - * On completion of OJT - Certified by the Group - Company - Organisation.
 - * To be submitted before the close of First Term of Advanced Diploma in E-Commerce.
4. Marks allotted for Project Report - 50 Marks.
5. Project Report to be evaluated by
 1. Internal guide assigned to each student.
 2. External guide.

III Via - Voce :

1. Each student shall take an oral exam covering the OJT, Project Report and General Matters.
2. Objective
To give a first hand experience of facing an interview.
3. Marks allotted - 25 marks.
4. Time allotted for Viva - Voce.
On completion of the written exam in 'Advanced Diploma in E-Commerce.

DRAFT SYLLABUS OF TAX PROCEDURE

UGC SPONSORED COP COURSE IN TAX PROCEDURE

PART-I GUIDELINES Preamble:

As a part of National Policy of Education the University Grants Commission has introduced and encouraged the vocationalisation of higher education since 1994. Though the supporting of the courses that are vocational in nature the UGC intends to cultivate and to develop such attitudes and spirits among the students that could enrich and strengthen the capabilities for under taking gainful employment In the initial stage the vocationalisation of higher education was sought to be achieved by the UGC by integrating such courses in due regular under graduate syllabus by replacing one of the optional subject. However in the light of its experiences over the years and the feedback it had received from the colleges and universities the UGC has restructured its approach towards the vocationalisation higher education. Against this background the UGC under its 10th 5 year plan initiatives is encouraging the starting of the value added Add on courses that can be pursued by the students along the passage of time according to the new guidelines of the UGC these could be Certificate/Diploma/Advanced Diploma Courses to be studied along with the regular under graduate course of three years. In this context the UGC has sanctioned the starting of Certificate/Diploma/Advanced Diploma in TAX PROCEDURE in the colleges in the Karnatak University area from the academic year 2012-13 onwards. Accordingly as per the guidelines of the UGC, the courses have to be taught after the regular under graduate classes schedule, either in the Morning or in the Evening.

Objectives:

These COP courses basically intends to enrich the vocational ability that could be unused directly for gaining employment or indirectly strengthen there careers. The following are some of the areas where the students could look for gainful employment after the successful completion of the courses.

1. Secretarial Assistant
2. Tax Consultant

RULES GOVERNING THE CERTIFICATE/DIPLOMA/ADVANCED DIPLOMA TAX PROCEDURE COP COURSE AT THE B.COM UNDER GRADUATE LEVEL.

TITLE :

The rules shall be titled as Karnatak Universities Rules (COP course) 2006 governing the Certificate/Diploma/Advanced Diploma COP course in Tax Procedure.

Extent of Application :

These rules shall extend to the under graduate courses/programmes being conducted in the constituent and affiliated colleges of the university under the faculty of commerce Under Graduate Certificate/Diploma/Advanced Diploma COP courses Rules 2006 in Tax Procedure

1.0. Courses Offered and Duration of the Courses:

1.1. (a) Certificate in TAX PROCEDURE of one year duration to be studied along with B.Com I and II semester

(b) Diploma in TAX PROCEDURE of one year duration after the Certificate Course in TAX PROCEDURE to be studied along with B. Com III and IV semester

(c) Advanced Diploma in TAX PROCEDURE of one year duration after the diploma in TAX PROCEDURE to be studied along with B.Com V and VI semester.

2.0. Eligibility Criteria for Admission

2.1 Candidates who have passed PUC II year (12th Std) Examination of Karnataka PUE Board or any Examination recognized as equivalent there to with a minimum 35% marks in PUC II Year (12th Std) and are pursuing a Bachelor's degree Course in Commerce and studying in B.Com I and II semester in any of the constituent/affiliated college of the University are eligible for admission to the Certificate in Tax Procedure.

2.2 Candidates who have passed the Certificate in Tax Procedure Examination and are pursuing a Bachelors degree course in Commerce and studying in B.Com III and IV semester in any of the constituent/affiliated college of the University are eligible for admission to

the Diploma in Tax Procedure

2.3 Candidates who have passed the Diploma in Tax Procedure Examination of this University and are pursuing a bachelors degree course in Commerce and studying in B.Com III and IV semester in any of the constituent/affiliated college of the University are eligible for admission to the Advanced Diploma in Tax Procedure.

2.4. The admission shall be made as per the Reservation norms in force.

3.0. Medium of Instruction

3.1. The medium of instruction shall be English.

4.0. Attendance

1. A student enrolled in any of the courses shall be deemed to have satisfied the requirements of the attendance if he/she has attended not less than 75% of the total number of working hours in a year which include lectures, seminars, tutorials/project work etc., taken together.

2. Shortage of attendance to the extent of 10% may be condoned by the Principal provided if the Principal is satisfied with the attendance requirement are genuine.

3. Students who do not satisfy the prescribed attendance requirements shall not be eligible to appear for the ensuing examinations. Such candidates may seek admission afresh.

5.0. Scheme of Instructions

5.1. Certificate in TAX PROCEDURE shall have one paper carrying 100 marks with 4 hours of teaching/contact hours per week and upto 128 hours per academic year including theory and practical.

5.2 Diploma in TAX PROCEDURE shall have, after the Certificate in Tax Procedure one paper carrying 100 marks with 4 hours of teaching/contact hours per week and upto 128 hours per academic year including theory and practical.

5.3 Advanced Diploma in TAX PROCEDURE shall have, after the Diploma in TAX PROCEDURE one paper carrying 100 marks with 4 hours of teaching/contact hours per week and upto 128 hours per academic year, in addition, the student shall put in Project/Term

paper carrying 100 marks.

5.4 On the Job Training (OJT) for the students shall be arranged by the college in collaborating organizations/employing establishment by entering into MOU with them. Students shall keep proper work record of OJT for evaluation.

5.5 Project based on OJT and on suitable topics shall be identified and allotted by the college.

5.6 Internal Assessment (IA) shall be based on written test to be conducted during the academic year and project report.

5.7 Out of 4 hours of teaching per week 3 hours shall be for lecturing and 1 hours shall be Role playing/seminars/tutorials.

6.0. Scheme of Examination

6.1. For each theory paper of 100 marks there shall be a written examination of 75 marks for a duration of 2½ hours and internal assessment of 25 marks,

6.2 The project/term paper shall be evaluated as follows:

On Job Training (OJT)	-	25 Marks
Project Report	-	50 Marks
Viva Voce	-	25 Marks

6.3 There shall be only one written examination for each of the course at the end of every academic year soon after the concerned regular/degree examination is over.

7.0. Board of Examiners and Valuation

7.1. There shall be a Board of Examiners to scrutinize and approve the Question Papers as well as to evaluate written examination and project papers.

7.2. The Board of Examiners shall be constituted by the respective college and the same shall be got approved by the Chairman BOS, Dean of Faculty of Commerce and Registrar (Evaluation) Karnatak University, Dharwad.

8.0. Classification of Successful Candidates

8.1 Minimum for a pass in each of the Theory/Project paper shall be 40%

8.2 The classification of successful candidates and award of classes shall be as under:

- | | | |
|-----------------------|---|------------------------------|
| 70% and above | - | First Class with Distinction |
| 60% but less than 70% | - | First Class |
| 50% but less than 60% | - | Second Class |
| 40% but less than 50% | - | Pass Class |

8.3 There shall be no award of Ranks in these courses.

8.4 Issue of Certificates : The college will issue Certificate to the successful candidates as per the Guidelines for COP. No. 5.11.1 of the UGC.

9.0. Provision for Repeaters

9.1 The existing carry over benefits which are available to undergraduate B.Com. Students of the University will apply to these courses upto the Advanced Diploma in Tax Procedure provided the candidates fulfill the attendance requirements.

9.2 The candidates who have failed in any of the these courses shall have only two subsequent examinations to clear the paper/s failing which their admission/registration stands cancelled

9.3. Such failed repeaters need not be the current students of the college pursuing any of the degree courses.

9.4. There is no provision for improvement of performance in these courses.

10.0. Miscellaneous

10.1. The Directions, Orders, Notifications issued by the University Authorities in respect of matters not covered by these Rules shall be final

PART - II (A) CERTIFICATE IN TAX PROCEDURE

Subject Title : Introduction to Income Tax Paper 1

Total Teaching Hours : 128 hours

Unit - I

Teaching Hours : 30

Basic Concept
Meaning of Income
Agricultural Income Previous Year
Assessment
Assessee
Person
Gross Total Income

Unit-II

Teaching Hours : 25

Capital & Revenue
Classification of Receipts, Expenses and Losses
Residential Status and Incidence of Tax

Unit-III

Teaching Hours : 25

Exempted Income U/S 10
Incomes Fully Exempted and Partly Exempted
Sec 10 & Sub sect 1,2,2A,3,10,10A,11,12,13,13A & 15

Unit-IV

Income tax Authorities Central Board of Direct Taxes Jurisdiction
of Income Tax Authorities Jurisdiction of Assessment Officer

Unit -V

Teaching Hours : 24

Procedure for Assessment
Return of Income

Penalty for delayed Submission/Non-submission

Self Assessment

Total Teaching Hours 128

Scheme of Examination

Internal/Practical	20 Marks
Written Examination	<u>80 Marks</u>
	100 Marks

Suggested Readings

1. Income Tax and Practice by Gaur and Narang. Kalyani Publication
2. Income Tax Law and Practice by Malhotra and Goyal Sahitya Bhavan
3. Direct Taxes by Bhagavati Prasad New Age
4. Income Tax by Ravindra Diwan and Gopalkrishna Bhat.
5. Income Tax by M B. Kadkol Renuka Publication.

PART-II (B) DIPLOMAIN TAX PROCEDURE

Subject Title : Introduction to Income Tax Paper II

Total Teaching Hours : 128 hours

Unit-I

Teaching Hours : 40

Computation of Income from Different Heads

Income from Salary

Income from House Property

Profits and Gains from Business and Profession

Capital Gain

Income from other source

Unit-II

Teaching Hours: 30

Assessment of Income of Individuals

Assessment of Income of Hindu Undivided Family

Assessment of Income of Partnership firm
Deductions from Gross Total Income

Teaching Hours :20

Unit-III

Set-off and Carry forward of Losses

Intra-Head Set-off

Inter-Head Set-off

Set-off Non-speculation and Speculation Losses

Capital Losses

Carry forward of Losses of Discontinued Business

Accumulated Losses in case of amalgamation

Unit -IV

Teaching Hours: 20

Assessment of Charitable and Religious trusts

Conditions for exemption from tax

Voluntary contribution

Accumulation of Incomes

Unit-V

Teaching Hours: 18

Assessment of Company

Company in which Public or Substantially interested
Computation of
Total Income

Total Teaching Hours

Scheme of Examination 20 Marks

Internal/Practical Written Examination 80 Marks

100 Marks

Unit-IV

Central Sales Tax Act.
Concept, Rates of Taxation
Computation of Tax

Teaching Hours : 18

Unit-V

Wealth tax Act.
Basics, Computation of Wealth, Rates of Taxes
Administrative Authorities

Total Teaching Hours 128

Scheme of Examination

20 Marks

Internal/Practical Written Examination

80 Marks

100 Marks

Suggested Readings

1. Datey V. S. Indirect Taxes, Taxman, New Delhi
 2. Ramaswamy Indirect Taxation, Sultan Chand and Sons, New Delhi.
 3. Gaur and Narang Indirect Taxes, Kalyani New Delhi
 4. Balachandran V. Indirect Taxation, Sultan Chand & Sons, New Delhi.
 5. Dinkar Pagare Indirect Taxation, Sultan Chand & Sons, New Delhi
 6. Manjeet Singh Central Excise law and Procedures, Kalyani, New Delhi
 7. Dinkar Pagare Tax laws, Sultan Chand & Sons, New Delhi
 8. The Customs Act 1962, Govt of India, New Delhi.
 9. The Karnataka Value Added Tax Govt. of Karnataka, Bangalore
 10. The Central Sales Tax Act, govt. of India, New Delhi.
- Income Tax by Ravindra Diwan and Gopalkrishna Bhat.

U-I

Basic.

INTRODUCTION TO INSURANCE

ORIGIN OF RISK

At the dawn of modern human history, widely dispersed groups of tightly knit kin, whom we today refer to collectively as hunter-gatherers, relied almost exclusively on clan relatedness as their only bulwark against the ever-present risk of death, debilitating injury and starvation. For these early ancestors, the concept of risk can be thought of almost exclusively in terms of the physical persons of individuals, mitigated by the guarantee of personal and kin relationships, rather than objects and possessions.

The later development of agrarian/pastoral societies necessitated almost everywhere the development of the notion of private property as the agricultural revolution made possible the storage of food and hence more complex societies. The efficiency gains accruing to these new social structures enabled specialization of labor into various trades, such as merchants, warriors, and blacksmiths, each requiring tools-of-trade assets. The price of this progress was that individual self-interest was no longer so closely aligned with that of the collective.

NEED OF INSURANCE

Insurance is a way of managing risks. When you buy insurance, you transfer the cost of a potential loss to the insurance company in exchange for a fee, known as the premium. Insurance companies invest the funds securely, so it can grow, and pay out when there's a claim.

Insurance helps you:

- **Own a home**, because mortgage lenders need to know your home is protected. It covers you for repairs and replacement of any damage that's covered in your policy. It provides protection against theft, damage from perils like fire and water, and financial responsibility that could result from a visitor or guest being accidentally injured on your property.
- **Drive vehicles**, because few people could afford the repairs, health care costs and legal expenses associated with collisions and injuries without coverage. Auto insurance is also a legal requirement.
- **Maintain your current standard of living** if you become disabled or have a critical illness. It covers your day-to-day costs and larger expenses like your mortgage while you focus on your health and recovery.
- **Cover health care costs** like prescription drugs, dental care, vision care and other health-related items.
- **Provide for your family** in the event of a death. There are life insurance options for short and long-term needs that protect your family's home, mortgage, lifestyle and the cost of post-secondary education for children.
- **Run a small business or family farm** by managing the risks of ownership. Get owner, business and employee coverage, and provide group benefits and retirement plans for employees.

- **Financial Effects**

Insurance can help encourage investment by promoting financial stability and mobilizing savings. The concentration of income from customers purchasing life insurance policies, for example, provides capital that can be invested elsewhere in the economy by the company for greater returns

- **Safety Net**

Personal and social insurance policies also can help economic development by helping workers stay healthy, keeping them afloat between jobs and getting them ready for a more appropriate assignment. With health insurance, for example, workers are encouraged to see doctors, get treatment for injuries or illnesses and avoid the burden that a catastrophic medical emergency might otherwise have on their finances

7 Types of Insurance

- Life Insurance or Personal Insurance.
- Property Insurance.
- Marine Insurance.
- Fire Insurance.
- Liability Insurance.
- Guarantee Insurance.
- Social Insurance.

These are explained below.

Life Insurance

Life Insurance is different from other insurance in the sense that, here, the subject matter of insurance is the life of a human being.

The insurer will pay the fixed amount of insurance at the time of death or at the expiry of the certain period.

At present, life insurance enjoys maximum scope because the life is the most important property of an individual.

Each and every person requires the insurance.

This insurance provides protection to the family at the premature death or gives an adequate amount at the old age when earning capacities are reduced.

Under personal insurance, a payment is made at the accident.

- Take vacations without worrying about flight cancellations or emergency medical expenses abroad.

Take the time to review your policies and contact one of our helpful Financial Advisors to answer your questions or get advice. A little knowledge can make a big difference when it comes to buying the right insurance to help protect what matters most for you and your family.

IMPORTANCE OF INSURANCE TO SOCIETY AND ECONOMY

Importance of Insurance to Society

1. **Wealth of the society is protected:** The loss of a particular wealth can be protected with insurance. Life insurance provides for loss of human wealth. The human force, if it is strong, educated and care-free, will generate more income. Similarly, the loss of damage of property at fire, accident etc., can well indemnified by property insurance, cattle, crop, profit and machines are also protected against their accidental and economical losses.
2. **Economic Growth of the country:** For the economic growth of the country, insurance provides protection against loss of property and adequate capital to produce more wealth. Welfare of employees creates a conducive atmosphere to work. Adequate capital from insurers accelerates production cycle

The Role of Insurance to Economic Development

Economic development carries risk. When business owners decide whether to add a new storefront in a gentrifying area of town or serve a niche audience that hasn't yet been targeted by their products, they weigh the potential profits against the risk of failure. The availability of insurance helps development primarily by allowing businesses to mitigate that danger, providing encouragement for them to expand their operations

- **Risk Mitigation**

The primary way insurance helps economic development is via risk management. Entrepreneurs and business owners can control their exposure via insurance policies, buying protection against crime, damages, liability lawsuits or natural disasters that could otherwise prove catastrophic.

- **Incentivizing Business Development**

Governments can expand the availability of insurance beyond what the private sector would ordinarily offer by offering additional protections against loss. For example, a public-private partnership spearheaded by the federal government offered insurance that encouraged investments in areas that faced the threat of terrorism after the September 11 attacks.

The individual is preferred from such losses and his property or business or industry will remain approximately in the same position in which it was before the loss.

The fire insurance does not protect only losses but it provides certain consequential losses also war risk, turmoil, riots, etc. can be insured under this insurance, too.

Liability Insurance

The general Insurance also includes liability insurance whereby the insured is liable to pay the damage of property or to compensate for the loss of persona; injury or death.

This insurance is seen in the form of fidelity insurance, automobile insurance, and machine insurance; etc.

Social Insurance

The social Insurance is to provide protection to the weaker sections of the society who are unable to pay the premium for adequate insurance.

Pension plans, disability benefits, unemployment benefits, sickness insurance, and industrial insurance are the various forms of social insurance.

Insurance can be classified into four categories from the risk point of view.

Personal Insurance

The personal insurance includes insurance of human life which may suffer loss due to death, accident, and disease

Therefore, the personal insurance is further sub-classified into life insurance, personal accident insurance, and health insurance.

Property Insurance

The property of an individual and of the society is insured against loss of fire and marine perils, the crop is insured against an unexpected decline in deduction, unexpected death of the animals engaged in business, break-down of machines and theft of the property and goods.

Guarantee Insurance

The guarantee insurance covers the loss arising due to dishonesty, disappearance, and disloyalty of the employees or second party. The party must be a party to the contract.

His failure causes loss to the first party. For example, in export insurance, the insurer will compensate the loss at the failure of the importers to pay the amount of debt.

Other Forms of Insurance

Beside the property and liability insurances, there are other insurances which are included in general insurance.

The examples of such insurances are export-credit insurances, State employees insurance, etc. whereby the insurer guarantees to pay a certain amount at the certain events.

This insurance is extending rapidly these days.

Miscellaneous Insurance

The property, goods, machine, Furniture, automobiles, valuable articles, etc. can be insured against the damage or destruction due to accident or disappearance due to theft.

There are different forms of insurances for each type of the said property whereby not only property insurance exists but liability insurance and personal injuries are also insure

The insurance is not only a protection but is a sort of investment because a certain sum is returnable to the insured at the death or the expiry of a period.

General Insurance

The general insurance includes Property Insurance, Liability Insurance, and Other Forms of Insurance.

Fire and Marine Insurances are strictly called Property Insurance. Motor, Theft, Fidelity and Machine Insurances include the extent of liability insurance to a certain extent.

Related: 4 Difference between Insurance and Assurance

The strictest form of liability insurance is fidelity insurance, whereby the insurer compensates the loss to the insured when he is under the liability of payment to the third party.

Property Insurance

Under the property insurance property of person/persons are insured against a certain specified risk. The risk may be fire or marine perils, theft of property or goods damage to property at the accident.

Marine Insurance

Marine insurance provides protection against loss of marine perils. The marine perils are a collision with a rock, or ship, attacks by enemies, fire, and captured by pirates, etc. these perils cause damage, destruction or disappearance of the ship and cargo and non-payment of freight.

So, marine insurance insures ship (Hull), cargo and freight.

Previously only certain nominal risks were insured but now the scope of marine insurance had been divided into two parts: Ocean Marine Insurance and Inland Marine Insurance.

The former insures only the marine perils while the latter covers inland perils which may arise with the delivery of cargo (goods) from the go-down of the insured and may extend up to the receipt of the cargo by the buyer (importer) at his go- down.

Fire Insurance

Fire Insurance covers the risk of fire. In the absence of fire insurance, the fire waste will increase not only to the individual but to the society as well.

With the help of fire insurance, the losses arising due to fire are compensated and the society is not losing much.

'Consumers are right' in the marketing. As such, he gives more importance to them. Salesman helps the consumers in making the right decision and proper selection of the products which they want to buy. Salesmanship increases the rate of turnover, and hence reduces unsold stock. As such it minimizes the economic stagnation. Consumers can select the best products according to their requirements, taste and money.

Salesmanship; Science or Art:

Selling is one of the most important marketing activities in most organizations. The scope for selling has increased substantially during the past few decades due to growth in the industry. Persuasive selling skills are being used not only by organizations whose objective is to earn profit but also by non-profit organizations because of this varied nature selling has developed into a specialized area of management.

The Art of Salesmanship:

As Art is a science applied, it involves actual doing. It is the practical application of knowledge or natural ability. One might have a broad knowledge of the science of medicine and possess, or develop, but indifferent ability in applying it. It may be said, speaking generally, that knowledge of a science is gained by study; proficiency in an art by practice.

The Science of Salesmanship:

Selling is definitely an Art. But Art is an applied Science. It is the practical application of knowledge or natural ability. It is possible to make a study of the sales process and the experience and methods of successful salesman. Because of the many unmeasurable human elements involved, it will always remain, to some degree, an inexact science.

Therefore, the term Salesmanship includes both a knowledge of fundamental selling principles and the ability to apply them in the actual making of sales. It comprehends both the science and the art.

Duties of a Salesman:

1. The principal duty is to make sales of products or services.
2. He has to do the assigned duty (travelling).
3. He has to make collection of bills relating to sale.
4. He has to make report-Sales made, Calls made, Services rendered, customers lost, competition and any other matters, relating to firm.
5. All complainants must be satisfied peacefully.
6. He has to attend sales meetings.
7. A salesman with his experience must supply information in order to solve problems relating to product or the firm.
8. He must maintain a good relation with the customers.
9. He must assist the customers to make good selection.
10. He must develop a goodwill for the firm and the products.
11. He must have cooperative habits.
12. He takes periodic inventories of the stocks.

Licensure/Certification:- Voluntary certification is available from the Manufacturer's Representatives Education Research Foundation.

Experience:- Previous sales experience may be beneficial for sales representatives in non-technical positions.

Key Skills:- Customer service and interpersonal skills; stamina and self-confidence; and computer program knowledge, such as calendar, customer relationship management, and query software.

Training of salesmen:

Sales force training programme consists of training salesmen about what they have to do, when and why to do, where and how to do, and with whom to do.

Salesmen are trained about following aspects:

1. Knowledge about company
2. Knowledge about market (customer's characteristics)
3. Knowledge about products
4. Knowledge about marketing channels
5. Knowledge about themselves
6. Knowledge about competition
7. Knowledge about overall marketing environment
8. Knowledge about selling methods and techniques, etc.

Training Method:

Several methods are used for training salespeople. Some methods are internal while some are external. Some companies prefer to maintain a well-equipped separate training department for the purpose. The department is headed by training manager.

The companies that cannot afford separate department can send sales representatives to training institutes. Some companies do not go for systematic training and use simple training programme in which senior salesmen, sales manager or external experts train sales people as and when required.

In all the cases, popular training methods include:

1. On-the-job training (i.e., working under experienced salesman)
2. Lectures and discussion
3. Professional training and educational institutes
4. Correspondence or distance education.
5. Providing the salesmen the sales literatures like manuals, books, reports, sales letters, complaint notes, etc.
6. Sales plays and dramas
7. Conferences, seminars and workshops
8. Sales conventions
9. Role playing
10. Case study
11. Product analytical tests
12. Brainstorming
13. Visit to exhibitions, big stores, shopping malls, trade fairs, etc.
14. Deputation or temporary appointment
15. Audio-visual devices (to show sales films, advertisement, speeches, etc.)

Salesman Remuneration:

Introduction:

Every firm has to formulate a good compensation plan while recruiting salesmen. The salesmen's compensation plan or remuneration plan means the monetary payment reward by a firm to its salesmen, in consideration of the performance or service rendered by them. A good remunerative plan is a good tonic, with which employees put forth efforts in attaining the goals of the organisation and motivate more effectively.

Reasons for a Good Remunerative Plan:

1. A good remuneration plan, which makes suitable reward for the service, attracts the best sales personnel because they, through their efforts, bring revenues to the firm.
2. A salesman is happy when he is paid amply, which correlates his efforts and result. When he is satisfied with the payment, naturally he takes maximum interest in his duties.
3. Sales forces are not directly supervised. Labour turnover can be reduced. The selected salesmen serve for the whole life. All these bring economy and prosperity to the firm.
4. Handsomely paid salesmen create higher productivity to the firm, apart from a good relation between employer and employee.

Objectives of Remunerative Plan:

1. It must facilitate the firm to attract and retain the sales force and make them efficient and loyal.
2. It should aim to motivate them so as to attain the sales volume of quota.
3. It should aim at a direct relation between salesmen's performance and firm's profitability.
4. It must eliminate the unwanted sales force.
5. It must have the capacity of controlling the sales force.
6. It should not be changed often.
7. It must provide extra benefit for sincere and hard working salesmen.

Incentive Plans:

*Bonus:

Bonus is different from commission. The payment of commission is based on the value of the sales. Bonus is a financial incentive to the salesman. It is paid to the salesman in addition to the remuneration.

*Profit Sharing:

This is a system by which a firm apportions a part of the divisible profit; and his part is shared by the salesmen in terms of their contribution to it. The bonus sharing plan is in addition to the regular remuneration. The profit or the loss depends upon the policies of the firm. The amount of divisible profit can be reduced by making reserves, increasing the rate of depreciation, undervaluation of stocks, secret reserve etc., to thin the profit to be exposed.

Characteristics or the Qualities of a Successful/Good Salesman:

1. Establishing good relationship with a variety of people.
2. Learning quickly and adapting smoothly.
3. Planning ahead and efficiently managing his time and efforts.
4. Working hard to achieve his goals, dedicating himself to provide long-term service, rather than having a get-rich-quick attitude.
5. Communicating clearly both in speech and in writing.
6. Thinking analytically and learning to break problems down to their basic components.
7. Producing constantly both in quality and quantity rather than performing erratically.
8. Persisting steadily his goal and not giving up easily.
9. Possessing and living up to high moral characteristics that enable people to admire, respect and trust him.

To become a successful salesman, he must master all the traits. A number of evidences as given by RG Walters, J.W. Windate, Russell etc., divide the qualities of a successful salesman into the following major factors.

They are:

1. Personality of a salesman
2. Knowledge of the product and,
3. Knowledge of the customers and their buying motives.

Type of Salesmen:

1. Manufacturer's Salesmen:

(a) Missionary Salesman:

They are also known as Creative Salesmen or Pioneer Salesmen. They are employed

by manufacturers and do the work, of missionary nature. They create demand for the products. They usually develop goodwill. They call on distributors- wholesalers, retailers, customers, in order to educate, train and induce them to promote the products. Manufacturers of medical supplies use this type of salesmen to promote their products.

(b) Merchandising Salesmen:

They assist dealers by giving suggestions on display, store- layout, service facility etc. They arrange wide publicity and conduct demonstration for dealer salesmen,

by even working along with them. They are largely involved in drugs, medicines, grocery etc. There is a wide scope for this category.

(c) Dealer-Servicing Salesman:

These salesmen call on retailers in their territory and visit them often. They bring samples of new products, take orders and makeup window display.

(d) Sale Promotion Salesmen:

They are also known as Retail Salesman. They are specialised in promotional work. They are representatives of medical firms or publishers. They may not take spot

*Fringe Benefits:

This benefit is non-cash incentive, given to salesmen as a compensation, in addition to salary. This includes provision for meeting medical expenses, free medical facilities, free accommodation, provident fund schemes, pension benefit, getting company's product at cost price, children's education expenses etc.

*Travelling Expenses:

Salesmen, in finding the prospective customers, have to travel extensively. An amount may be spent by them to meet the customers, and this must be reimbursed. The trip must be unavoidable and essential for the business.

Control of Salesmen:

Introduction:

The success of planning depends greatly on the control of the sales force. This control activity has gained much significance in the modern competitive world. In fact, planning and controlling are two sides of a coin and are crucial for sales management.

What is Control of Salesmen?

Control of salesmen is the process of establishing the standards of performance for the salesmen, measuring their performance, interpreting it and taking corrective actions, wherever necessary, so as to improve their performance. In other words, Control of salesmen is the act of directing, guiding and checking the salesmen so as to ensure that every activity of the salesmen occurs in accordance with what is envisaged in the sales plan.

Need for Control of Salesmen:

Control of salesmen is very essential for a sales organization to achieve maximum results. However scientific the selection and the training of the salesmen may be, supervision and control of the salesmen are absolutely necessary to secure the most economical and efficient performance from them.

The need for effective control of the salesmen is all the more greater, especially when there are a large number of salesmen, working in different places, far away from the sales manager. The need for effective control of the salesmen is necessary for the following reasons :

1. To make disciplined and responsible salesmen:-
2. To coordinate their efforts and activities:-
3. To maintain regular contacts:-

Methods of Control over Salesmen:

Control over the salesmen may be exercised in many ways. The various methods of control over the salesmen are explained below:

1. Personal Contact and inspection:-
2. Control through Correspondence:-
3. Establishing Control through Reports and Returns:-
4. Fixing Sales Territories and Sales Quotas:-

(Basic)

Salesmanship

Introduction:

"The personal selling" and "salesmanship" are often used interchangeably, but there is an important difference. Personal selling is the broader concept. Salesmanship may or may not be an important part of personal selling and it is never 'all of it. Along with other key marketing elements, such as pricing, advertising, product development and research, marketing channels and physical distribution, the personal selling is a means through which marketing programmes are implemented. The broad purpose of marketing is to bring a firm's products into contact with markets and to effect profitable exchanges of products for money. The purpose of personal selling is to bring the right products into contact with the right customers, and make ownership transfer.

Definition:

* According to W.G Carter , "Salesmanship is in attempt to induce people to buy goods." According to the National Association of Marketing Teachers of America, "It is the ability to persuade people to buy goods or services at a profit to the seller and benefit to the buyer."

* According to Knox , "Salesmanship is the power or ability to influence people to buy at a mutual profit, that which we have to sell, but which they may not have thought of buying until call their attention to it. Salesmanship is the ability to persuade people to want they already need."

Importance of salesmanship:

In the present day, salesmanship plays an important part. Salesman is the connecting link between sellers and buyers at every step., i.e" from the collection of raw materials to the finished products. , Of all, customers are the most benefited by salesmen. Present era is of large-scale production, which is in anticipation of demand. The market expands along with competition. This makes distribution a difficult and a complex factor in the face of stiff competition. The expansion of the market, growing competition etc., invite a better salesmanship.

1. Important to Producers:

Salesmanship is important to producers and manufacturers. For pushing products into the competitive market, salesmanship is necessary. To capture new markets also salesmanship is very important. Salesmen increase the sales volume. It brings larger profits to the manufacturers. Salesmen work as the "eye and ear" for the manufacturers.

They improve their products according to the taste of the consumers. They improve their sales policies by keeping in mind the suggestions, impressions and complaints of the consumers. He is the creator of demand. Hence it leads to increased production and increased business activity. As such it increases employment opportunity as well as personal incomes.

2 Important to Consumers.

Salesman educates and guides the consumers. He gives them more satisfaction.

orders but they try to convince people like doctors about the new drug, research work, testing, result etc. They create demand by calling on customers,

(e) Technical Salesmen:

They are trained technically. They provide technical assistance to company's customers on matter connected with the product, its quality, its design, its installation etc. Generally these types of salesmen deal with computers, equipment's, machinery items, chemical products etc.

2. Wholesaler's Salesmen:

Products reach the hands of customers through a number of channels, the main channel being wholesalers. They are the nerve-centres of distribution between manufacturers and retailers. These salesmen are mainly concerned with retailers through whom the products are to be marketed.

Their main concerns are:

1. To guide the wholesalers in giving credit transaction to retailers,
2. To collect bills from retailers and customers,
3. To collect information of the market trend,
4. To help retailers to improve sales and
5. To take orders from retailers.

3. Retail Salesman:

They are of two types: 1. Indoor salesmen and 2. Outdoor Salesmen. Indoor salesmen work within the store—counter sales over the counter. They do not need training as they have to face only customers and not the prospects. They deal with regular buyers. They are order filling salesmen.

4. Speciality Salesmen:

They are to sell speciality products-expensive durable goods, furniture, books, house furnishings, washing machines, automobiles, refrigerators etc. People purchase these products only after a personal and careful selection, because they do not buy them frequently. Salesmen of this kind must be masters of the art of salesmanship. They are representatives of manufacturers, who produce special items.

Requirements of Salesmen(sales representative):

Sales representatives are responsible for persuading clients, buyers, and purchasing agents to buy a product or service. Their duties include demonstrating products or services, advising clients on the benefits of a product or service, and traveling to meet with current and prospective clients. A great deal of travel is often involved in this occupation. Reps may be under considerable pressure to meet sales quotas, and their income may be directly dependent on their work performance.

Career Requirements:

Degree Level :- Varies from a high school diploma to a bachelor's degree.
Degree field:- Variable/related to field of products being sold.

B.COM. III Year 2017-18

Course: Post Graduate Diploma		
Roll. No.	Name	Add on Course
3	AKSHATA CHANDRAKANT NAIK	E-COMMERCE
4	ARUN GIRI	E-COMMERCE
5	ASHA DAYANAND PAI	E-COMMERCE
10	BHAVYA GANAPATI NAIK	E-COMMERCE
12	CHANDRAKANT GOPAL PATAGAR	E-COMMERCE
15	CHETANA PARAMESHWAR GOUDA	E-COMMERCE
18	FARHA ABIDALI SHAHA	E-COMMERCE
25	HARISH GOPALAKRISHNA BHAT	E-COMMERCE
26	HARISH PARAMESHWAR PATGAR	E-COMMERCE
27	HARSHIT HOSKATTA	E-COMMERCE
28	HARSHITA NARASIMHA NAIK	E-COMMERCE
29	JANHAVI DURGANAND NAIK	E-COMMERCE
31	JEEVITA SEETARAM NAIK	E-COMMERCE
35	KARTIK PILLE	E-COMMERCE
36	KIRAN CHITRIGEMATH	E-COMMERCE
41	MAHESH RAJARAMA HEGDE	E-COMMERCE
45	MALLIKA HERAMBHA BHANDARI	E-COMMERCE
45	MANASA GOPAL SHETTY	E-COMMERCE
47	MOHAMMEDSALMAN HUSAIN DANDAYYA	E-COMMERCE
50	NAVEEN RAIKAR	E-COMMERCE
51	NILESH UMESH SHETTI	E-COMMERCE
53	PARAMESHWARA GOUDA	E-COMMERCE
54	PAVAN GIRISH NAIK	E-COMMERCE
55	PAVITRA GANAPATI NAIK	E-COMMERCE
57	PRASAD RAMARAY NAIK	E-COMMERCE
58	PRASAD VENKATESH KAKARMATH	E-COMMERCE
61	PRAVEEN HONNAPPA HARIKANTRA	E-COMMERCE
61	RESHMA MANJUNATHA NAIK	E-COMMERCE
67	ROSHAN NAGENDRA NAYAK	E-COMMERCE
68	SAHANA KAMALAKAR HARIKANT	E-COMMERCE
69	SAHANA MANJUNATH HEGDE	E-COMMERCE
71	SANDARSH P M	E-COMMERCE
74	SAVITRI SHESH RAIKAR	E-COMMERCE
76	SHANTARAM TIMMANNA BHAT	E-COMMERCE
81	SHRIDHAR KATTIGE	E-COMMERCE
85	SUMITRA KERIYA GONDA	E-COMMERCE
94	VINOD KASHINATH NAYAK	E-COMMERCE
121	SUMA VINAYAK BHAT	ECOMMERCE
124	SWATI RAYESHWAR PAI	ECOMMERCE
125	UPENDRA PAI	ECOMMERCE
127	VENKATRAMANA BHATTAYYA	ECOMMERCE
129	YAJNESH PRAKASH BHAT	ECOMMERCE
131	ANUPAMA KRISHNA DESAI	ECOMMERCE
133	ASIYA MAHMUDSAB SHAIKH	ECOMMERCE
139	DHANASHRI VENKATESH KAMAT	ECOMMERCE

KANARA COLLEGE SOCIETY®
DR.A.V. BALIGA COLLEGE OF COMMERCE, KUMTA
B.COM. I Year 2016-17

Course :

Basic

1	AISHWARYA MOHAN VERNEKAR	
5	AKSHAY RAGHAV NAIK	INSURANCE
8	AMAR VISHNU NAIK	INSURANCE
19	DHEERAJ MANJUNATH NAIK	INSURANCE
25	GANESH HANUMANT MADIVAL	INSURANCE
29	KARTIK MADEV GADIGA	INSURANCE
34	KIRAN HARICHANDRA MADIVAL	INSURANCE
75	SURAJ S PAI	INSURANCE
77	SWATI G.N.	INSURANCE
93	CHITRA ULLAS NAYAK	INSURANCE
109	MANISHA MAHESH PAI	INSURANCE
111	NANDITA KASHINATH NAIK	INSURANCE
121	SHARVARI KRISHNA NAIK	INSURANCE
123	SHRAVYA HARISHCHANDRA BALGI	INSURANCE
129	VIDYA RAMAKRISHNA PAI	INSURANCE
165	SONALI K S	INSURANCE
166	SUKANYA RAJU NADVAR	INSURANCE

40	FARHEEN ABIDALI SHAHA	ECOMMERCE
141	HEMA JATTI MUKRI	ECOMMERCE
150	MEGHANA MANGESH NAYAK	ECOMMERCE
151	MOHAMMED RAZA SHAIKH	ECOMMERCE
152	MUDASSAR ALISAB SHAIKH	ECOMMERCE
154	NURUL AMEEN ABUBAKAR FAKKI	ECOMMERCE
159	RAKSHA SHANBHAG	ECOMMERCE
173	MOHAMMED SUHAIL SHAIKH	ECOMMERCE
180	HARSHITA S.V	ECOMMERCE
181	CHETAN KRISHNAND HERWATTA	ECOMMERCE
183	CHIRAG G BHANDARI	ECOMMERCE
184	TULASI NARAYAN DEVADIGA	ECOMMERCE

KANARA COLLEGE SOCIETY®
DR.A.V. BALIGA COLLEGE OF COMMERCE, KUMTA
B.COM. II Year 2017-18

Course : Diploma

26	GOUTAM KINI	SALESMANSHIP
36	KRISHNA A BHAT	SALESMANSHIP
57	PRATIKSHA GOVINDRAY GAONKAR	SALESMANSHIP
63	RAMAMURTI RAMACHANDRA NAYAK	SALESMANSHIP
67	SAGAR ISHWAR AMBIG	SALESMANSHIP

KANARA COLLEGE SOCIETY®
DR.A.V. BALIGA COLLEGE OF COMMERCE, KUMTA
B.COM. II Year 2017-18

Course :

Diploma

1	AISHWARYA MOHAN VERNEKAR	INSURANCE
5	AKSHAY RAGHAV NAIK	INSURANCE
8	AMAR VISHNU NAIK	INSURANCE
19	DHEERAJ MANJUNATH NAIK	INSURANCE
25	GANESH HANUMANT MADIVAL	INSURANCE
29	KARTIK MADEV GADIGA	INSURANCE
34	KIRAN HARICHANDRA MADIVAL	INSURANCE
75	SURAJ S PAI	INSURANCE
77	SWATI G.N.	INSURANCE
93	CHITRA ULLAS NAYAK	INSURANCE
109	MANISHA MAHESH PAI	INSURANCE
111	NANDITA KASHINATH NAIK	INSURANCE
121	SHARVARI KRISHNA NAIK	INSURANCE
123	SHRAVYA HARISHCHANDRA BALGI	INSURANCE
129	VIDYA RAMAKRISHNA PAI	INSURANCE
165	SONALI K S	INSURANCE
6	SUKANYA RAJU NADVAR	INSURANCE

KANARA COLLEGE SOCIETY®
DR.A.V. BALIGA COLLEGE OF COMMERCE, KUMTA
B.COM. III Year 2017-18

Course : Post Graduate Diploma

Roll.No.	Name	Course
1	AJAY PRAKASH NAIK	TAX PROCEDURE
2	AJAY PURUSHOTTAM VERNEKAR	TAX PROCEDURE
7	BEERA YANKU GOUDA	TAX PROCEDURE
8	BHARAT TIMMA GOUDA	TAX PROCEDURE
9	BHASKAR ISHWAR MARATHI	TAX PROCEDURE
13	CHETAN MADHUSUDAN PRABHU	TAX PROCEDURE
14	CHETAN VASANT NAIK	TAX PROCEDURE
16	DARSHAN DATTARAYA DESHBHANDARI	TAX PROCEDURE
19	GOPALKRISHNA ISHWAR NAIK	TAX PROCEDURE
20	GOUTAM JAYAKUMAR JAIN	TAX PROCEDURE
23	H P SHARAT	TAX PROCEDURE
30	JAWAD A QUAZI	TAX PROCEDURE
33	K N SANDESH	TAX PROCEDURE
38	LAXMINARAYAN RAMANATH BHAT	TAX PROCEDURE
40	MAHABALISHWAR RAMESH HEGDE	TAX PROCEDURE
46	MANOJ PARAMESHWAR AMBIG	TAX PROCEDURE
59	PRASANNAKUMAR D	TAX PROCEDURE
79	SHILPA VISHNU BHAT	TAX PROCEDURE
88	VAIBHAV G NAIK	TAX PROCEDURE
91	VIGNESH NAGARAJ NAIK	TAX PROCEDURE
92	VIGNESHWAR KAMALAKAR ACHARI	TAX PROCEDURE
95	VISHAL UMAKANT RAIKAR	TAX PROCEDURE
97	AKSHAY DATTATRAYA HEGDE	TAX PROCEDURE
98	ANUSHA KODLEKERE	TAX PROCEDURE
100	BHANUJA SHANKAR HEGDE	TAX PROCEDURE
101	GANAPATI JANARDHAN BHAT	TAX PROCEDURE
102	GANESH HARISHAR HEGDE	TAX PROCEDURE
103	GURU PRASADVENKATACHALAAYYANGAR	TAX PROCEDURE
104	JAGADISH BHASKAR BHAT	TAX PROCEDURE
106	KRISHNA GOVINDRAY NAIK	TAX PROCEDURE
108	MANASA TIMMAPP A HEGDE	TAX PROCEDURE
110	NAGARAJ UMAKANT HEGDE	TAX PROCEDURE
111	NAGARJUN NAGARAJ HEGDE	TAX PROCEDURE
112	NETA SUBHASH PRABHU	TAX PROCEDURE
113	PAVAN HEGDE	TAX PROCEDURE
114	POOJA GANAPATI HEGDE	TAX PROCEDURE
115	PRABHA VENKATRAMANA BHAT	TAX PROCEDURE
116	PREETAM GANAPATI KINI	TAX PROCEDURE
117	RAJESHWARI NARASIMHA HEGDE	TAX PROCEDURE
118	ROHAN CHANDRAKANT NAIK	TAX PROCEDURE

KANARA COLLEGE SOCIETY®
DR.A.V. BALIGA COLLEGE OF COMMERCE, KUMTA
B.COM. I Year 2017-18

Course:	Basic	
5	AKSHATHA TIMMANNA BHATTA	SALESMANSHIP
27	MANOJ JANARDHAN HEGDE	SALESMANSHIP
28	MANOJ KUMAR MANJUNATH PATGAR	SALESMANSHIP
56	AJAY KRISHNADAS BHAT	SALESMANSHIP
91	A.G.PRAJWAL	SALESMANSHIP
116	SHEETAL SATISH SHET	SALESMANSHIP
123	VINAY M HEGDE	SALESMANSHIP



Website: www.avbcommerce.org

E-mail: commerceavb@gmail.com

Nearest Railway Station: KUMTA

Phone: 08386-222026 Cell No. 9448797466

KANARA COLLEGE SOCIETY'S

**DR.A.V.BALIGA COLLEGE OF COMMERCE AND
BUSINESS ADMINISTRATION**

KUMTA-581343

(Uttara Kannada District, Karnataka)

Affiliated to Karnatak University Dharwad.

Accredited with "B" Grade by NAAC

Date: 01/07/2019

Notice

For Add – on & Certificate course for students.

This is to the information to who have opted for Add –on or certified course. The classes for the above course will be starting from 08/07/2019. Monday

Students are requested to contact the concerned faculty as given below.

List of course and Lecturer

Course		Name of lecture
Add on	Insurance	Prof.V.D.Bhat
	Salesmanship	Prof. Ragini CS
	E-Commerce	Prof. Swati Prabhu
Certificate	Soft Skill	Prof. S.D.Bulla
	Tax Procedure	Prof. Mustafa Sab

Dr.A.V.Baliga College of commerce Add-on and Certificate course 2019-20

Time Table

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
9 - 9:45 am	Tax	Tax	Insurance	E-commerce	E-Commerce	Sales manship
9:45-10:30am	Soft skill	Soft skill	Salesmanship	Tax	Tax	Soft skill
4 -4:45 pm	Insurance	E-Commerce	Soft skill	Salesmanship	Insurance	insurance
4:45 -5:30 pm	Salesmanship		E-commerce			



[Handwritten Signature]
Principal
Dr. A. V. Baliga College of Commerce
BANGALORE (K. R.)



KANARA COLLEGE SOCIETY'S
Dr. A.V. Baliga College of Commerce Kumbhara
INAUGURATION OF ADD ON COURSES (UNDER UGC GRANT)



















Course : Diploma

Roll No.	Reg. No.	Name	Course
4	18K30307	ANEESH CYRIL FERNADES	Soft Skill
12	18K30327	DINESH DATTATRAYA BHANDARI	Soft Skill
15	18K30332	FIZA AYUB KHAN	Soft Skill
25	18K30362	MANJESH GOYDAPPA PATGAR	Soft Skill
28	18K30365	MEGHA SURESH NAIK	Soft Skill
34	18K30376	NAGARAJ V GOUDA	Soft Skill
38	18K30379	NAYANA MANJUNATH GOUDA	Soft Skill
40	18K30386	NUTAN CHADRAKANT SAIL	Soft Skill
42	18K30394	PRAMOD SHIVANAND AMBIG	Soft Skill
50	18K30424	SANTOSH KUMKUMGAR	Soft Skill
62	18K30458	VIJAY D HARKADE	Soft Skill
65	18K30462	YOGINI KRISHNA BHANDARKAR	Soft Skill
66	18K30303	AKASH JAYANT GUNAGA	Soft Skill
67	18K30311	APOORVA UDAY SHETTI	Soft Skill
69	18K30318	BHAVYA PRASAD	Soft Skill
73	18K30334	G L AMRUTH	Soft Skill
80	18K30353	KRUTTIKA V BHAT SARANG	Soft Skill
83	18K30366	MEGHANA NARAYAN GOUDA	Soft Skill
86	18K30389	PAVAN PRABHU	Soft Skill
89	18K30391	POORNA GAJANAN SHANBHAG	Soft Skill
90	18K30392	PRAJNA BHAT	Soft Skill
91	18K30395	PRANAV RAVINDRANATH PANDIT	Soft Skill
92	18K30396	PRASANNA ISHWAR BHAT	Soft Skill
93	18K30400	PRIYANKA SUBRAMANYA BHAT	Soft Skill
98	18K30412	RESHMA NARAYAN ADIMULE	Soft Skill
100	18K30416	SACHIN MANJUNATH KUMATKAR	Soft Skill
101	18K30419	SAJNYA PAI	Soft Skill
102	18K30422	SANDHYA SHASTRIKODAGI	Soft Skill
103	18K30423	SANGEETA DATTATRAYA HEGDE	Soft Skill
105	18K30429	SHREEVIDYA ADI	Soft Skill
109	18K30439	SUDARSHAN GAJANAN BHAT	Soft Skill
111	18K30445	TANUJA SHASTRIKODAGI	Soft Skill
113	18K30447	TEJASWINI VISHWANATH BHAT	Soft Skill
114	18K30449	VAIBHAVI VENKATESH NAYAK	Soft Skill
115	18K30450	VANDANA V SHANBHAG	Soft Skill
118	18K30457	VIGANESHWAR SABHAHIT	Soft Skill
127	18K30355	M H RAMYASHREE	Soft Skill
129	18K30356	MAHADEV VINOD NAYAK	Soft Skill
130	18K30361	MANISH KUMAR V PATEL	Soft Skill
133	18K30372	MOVIAN FERNANDES	Soft Skill
136	18K30393	PRAJWAL GURUNATH NAIK	Soft Skill
141	18K30425	SARVESH VAIKUNT PAI	Soft Skill
145	18K30444	TABASSUMJAHAN A ANSARI	Soft Skill
153	18K30383	NITESH SHRIPAI SHASTRI	Soft Skill
158	18K30408	RAMANATH NARAYAN SHANBHAG	Soft Skill
159	18K30358	MADHUSOODHAN DATTARAM BHAT	Soft Skill
163	18K30329	DIVYA GANESH BHAT	Soft Skill

PRINCIPAL
 DRA.V. Baliga College of Commerce
 KUMTA (U.P.)

KANARA COLLEGE SOCIETY®
DR.A.V. BALIGA COLLEGE OF COMMERCE, KUMTA
B.COM. II Year 2019-20

Course: Diploma		Name	Course
Roll No.	Reg. No.		
3	18K30306	ANANYA D NAIK	E Commerce
10	18K30324	DAVID HILLAR PINTO	E Commerce
13	18K30328	DISHA RAMACHANDRA BHAT	E Commerce
16	18K30331	FRANCIS XAVIER RODRIGUES	E Commerce
17	18K30336	GAGANA MANJUNATH GOUDA	E Commerce
18	18K30338	GANESH RAMACHANDRA DANGI	E Commerce
19	18K30340	GIREESH DINAKAR MOGER	E Commerce
22	18K30348	KAVYA BALACHANDRA BHAT	E Commerce
26	18K30363	MAXY HENRY PINTO	E Commerce
31	18K30371	MOHAMMED FARHAN SHAIKH	E Commerce
32	18K30373	NAGARAJ NARAYAN GOUDA	E Commerce
35	18K30374	NAGARAJ MUKUND PRABHU	E Commerce
37	18K30380	NAVIS FRANCIS NORONHA	E Commerce
39	18K30381	NIKHIL PARASHURAM SAVANTH	E Commerce
41	18K30387	P N SWATI	E Commerce
44	18K30402	RAGHAVENDA MADIVAL	E Commerce
47	18K30413	ROHIT ASHOK NAIK	E Commerce
49	18K30418	SAHANA S NAIK	E Commerce
52	18K30428	SNEHA S BHANDARI	E Commerce
55	18K30438	SUCHETA NAGU GOUDA	E Commerce
58	18K30448	VAIBHAV SUHAS BHAT	E Commerce
59	18K30451	VANI CHANDRAKANT VERNEKAR	E Commerce
60	18K30455	VIDYA HULIYAPPA GOUDA	E Commerce
61	18K30456	VIDYA JATTU GOUDA	E Commerce
64	18K30461	VINOD S GOUDA	E Commerce
68	18K30315	B R RAJEEV	E Commerce
70	18K30328	CHANDANA SUBRAY BHAT	E Commerce
72	18K30326	DEVRAJ P GUNAGA	E Commerce
75	18K30341	GOURISH SHIVRAM SHASTRI	E Commerce
77	18K30343	HARSHA VENKATESH BAILOOR	E Commerce
78	18K30346	KAMAXI SAVALA BHAT	E Commerce
81	18K30354	LAXMI VINAYAK BHAT	E Commerce
82	18K30360	MANISH PARAMESHWAR NAYAK	E Commerce
88	18K30390	PAVITRA SHRINIVAS PAI	E Commerce
94	18K30403	RAJENDRA VAMAN GOUDA	E Commerce
95	18K30407	RAKSHITA PARMESHWAR HEGDE	E Commerce
96	18K30410	RASHMI BHASKAR BHAT	E Commerce
97	18K30411	RASHMI LAXMAN NAIK	E Commerce
99	18K30414	S B RAMACHANDRA	E Commerce
104	18K30426	SEEMA PRASHANTH MADIVAL	E Commerce
110	18K30443	SWATI SHRIPATI HEGDE	E Commerce
112	18K30446	TEJASWINI PRAKASH KAMAT	E Commerce
117	18K30454	VENKATRAMAN M HOSALLI	E Commerce
119	18K30460	VINAYAK NAGESH SHETTY	E Commerce
120	18K30301	ADITYA GANAPATI HEGDE	E Commerce

KANARA COLLEGE SOCIETY®
DR.A.V. BALIGA COLLEGE OF COMMERCE, KUMTA
B.COM. 1 Year 2017-18

Course : Basic

23	MANIKANTHA NAYAK	INSURANCE
29	MARUTIRAJ KAMALAKAR NAIK	INSURANCE
39	RAJESH KRISHNA NAIK	INSURANCE
64	DEEPA LAXMISH BHAT	INSURANCE
96	AMRATHA VITTAL PAI	INSURANCE
111	NARAYAN G SALUNKE	INSURANCE
115	SHABEENA B RAHAMUTULLA	INSURANCE

Sub: EconomicsYear: 2019-2020

R. No.	Name	1	2	3	4	5	6	7	8	9	10	attendance	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31				
03	Ananya D. Naik	Ab	1	2	3	4	5	6	ab	ab	7	8	9	10	11	12	13																				
10	David Hillar Pinto	ab	ab	1	2	3	4	5	6	7	8	ab	9	ab	10	11	12																				
23	DISHA RAMACHANDRA BHAT	Ab	1	2	3	4	5	6	ab	7	8	9	10	11	12	13	Ab																				
16	FRANCIS XAVIER ROORQUES	Ab	1	2	Ab	4	5	6	7	8	9	10	11	12	13	14	15																				
17	GAGANA MANDUNATH GOUDA	1	2	3	4	5	6	ab	ab	7	8	9	10	11	12	13	14																				
18	GANESH RAMACHANDRA DANGI	1	2	3	4	Ab	Ab	Ab	5	6	7	8	9	10	11	12	13																				
19	GIREESH DINAKAR HOYER	1	2	3	Ab	4	5	6	7	8	9	10	11	12	13	14	15																				
22	KAVYA BALACHANDRA BHAT	1	2	3	4	5	6	7	8	Ab	9	ab	10	ab	11	12	13	14																			
26	MAXY HENRY PINTO	1	2	ab	3	4	5	6	ab	7	8	9	10	11	12	13	14																				
31	MOHAMMED FARHAN SHAIKH	1	Ab	ab	2	3	4	5	6	7	8	ab	ab	9	10	11	12	13	14																		
32	NAAGARAT NARAYAN GOUDA	1	2	3	4	5	6	7	8	ab	ab	9	10	11	12	13	14																				
35	NAAGARAT Mukund PRABHU	1	2	3	ab	ab	ab	4	5	6	7	8	9	10	11	12	13	14	15																		
37	NAVES FRANCIS NORONHA	1	2	3	4	5	6	7	8	9	10	11	ab	12	13	14	15																				
39	NEHA PARASHURAMSWAMY	Ab	1	2	3	4	Ab	ab	ab	5	6	7	8	9	10	11	12	13	14	15	16																
41	PAI SWATI	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																				
44	RAGHAVENDA MADIVAL	1	2	3	ab	4	5	ab	6	7	8	ab	9	10	11	12	13	14																			
47	ROHIT ASHOK NAIK	1	2	3	4	ab	ab	5	6	7	8	9	10	11	Ab	12	13	14																			
49	SAHANA S NAIK	1	2	3	ab	4	5	6	7	8	9	ab	10	11	ab	12	13	14																			
52	SNEHA S BHANDARI	1	2	3	4	5	6	7	8	9	ab	10	11	12	13	14	15																				
55	SUCHEETA NAGU GOUDA	1	2	3	ab	4	5	6	7	ab	8	9	10	11	12	13	14																				
58	VATSBY SUHAS BHAT	1	2	Ab	3	4	Ab	6	Ab	7	8	9	10	11	12	13	14																				
59	VANE CHANDRAKANT VANE	1	2	3	4	Ab	5	Ab	6	7	8	9	10	11	12	13	14	15																			
60	VIDYA HULSYADA GOUDA	1	2	3	4	5	Ab	6	7	8	9	10	11	12	13	14	15																				
61	VIDYA JATU GOUDA	1	2	Ab	3	4	5	Ab	6	7	8	Ab	Ab	9	10	11	12	13	14																		
64	VINOD S GOUDA	1	2	3	4	5	6	7	8	Ab	Ab	9	10	11	12	13	14																				
68	B R RAJEEV	1	2	3	Ab	4	5	6	7	8	9	10	Ab	11	12	13	14																				
70	CHANDANA S BHAT	1	2	3	4	5	6	7	8	9	Ab	Ab	Ab	10	11	12	13																				
72	DEVRAJ P. CUNAGA	1	2	Ab	Ab	Ab	3	4	5	6	7	8	9	10	11	12	13																				
75	GOURISH SHIVRAM SHASTRI	1	2	3	4	5	6	Ab	7	8	9	10	11	12	13	14	15																				
77	HARSHA VENKATESH BATHA	1	2	3	4	Ab	Ab	Ab	5	6	7	8	9	10	11	12	13																				
78	KANAKI SEVALLA BHAT	1	2	3	4	5	6	7	8	9	10	11	12	13	Ab	Ab	Ab																				
81	LAXMI V. BHAT	Ab	1	2	3	4	Ab	Ab	Ab	6	7	8	9	10	Ab	11	12																				
82	MANISH RAMACHANDRA BHAT	Ab	Ab	Ab	1	2	3	4	5	6	7	8	9	10	11	12	13																				
88	PAVITA SETHUM	1	2	3	4	5	6	7	Ab	Ab	8	9	10	11	12	13	14																				
94	RAJENDRA VANAN GOUDA	Ab	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15																				
95	RAKSHA PARNESHWA HADGE	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																				
96	RASHMI BHASKAR BHAT	1	2	3	4	Ab	Ab	5	6	7	8	9	10	11	12	13	14																				
97	RASHMI LAXMAN NAIK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																				
99	S B RAMACHANDRA	1	2	3	ab	ab	4	5	6	7	8	9	10	11	12	13	14																				
104	SEEMA PRASHANTH MATH	1	2	3	4	5	6	7	8	9	10	Ab	Ab	11	12	13	14	15																			
110	SHWATI SHRIPATI HERDE	1	2	3	4	5	6	7	8	9	10	11	12	13	14	Ab	Ab																				
112	TEJASWINE PRADESH KAMAT	1	Ab	2	3	4	5	6	7	8	Ab	Ab	9	10	11	12	13																				
117	VENKATARAMAN MOUSALE	1	2	3	4	5	6	7	8	9	Ab	Ab	10	11	12	13	14																				
119	VINAYAK NAGESH SHETTY	Ab	Ab	Ab	Ab	1	2	3	4	5	6	7	8	9	10	11	12																				

122	18K30316	BERNARD FERNANDES	
123	18K30320	BLESSIN X FERNANDES	E Commerce
124	18K30333	FRANCIS A DSOUZA	E Commerce
126	18K30350	KAVYA SHRIDHAR SHETTY	E Commerce
132	18K30368	MICHELLE MARIAN DSOUZA	E Commerce
134	18K30384	NITISHA FELIX LPOES	E Commerce
135	18K30385	NITYA PATRON RODRIGUES	E Commerce
138	18K30405	RAKSHA RAMADAS PAI	E Commerce
139	18K30409	RAMYA RAMADAS PAI	E Commerce
142	18K30430	SHWETA ROHIDAS NAYAK	E Commerce
143	18K30432	SILTAN FRANCIS FERNANDES	E Commerce
148	18K30313	ASHWINI LINGA HARINANTRA	E Commerce
152	18K30359	MAHAMAYI NAGAPPA NAIK	E Commerce
154	18K30397	PRAVEENKUMAR D DEVASI	E Commerce
161	18K30302	AJAY ANANDRAYA JOSHI	E Commerce
165	18K30441	SUJITH S H	E Commerce


PRINCIPAL
Dr. A. V. Galga College of Commerce
MUMBAI 400 011

R. No	1	5	6	7	8	12	14	15	19	20	22	26	27	28	29
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Lecturer


Principal

ADD-ON COURSE

Sub: E-Commerce

Year: 2019-20

R. No.	Name	1	2	3	4	5	6	7	8	9	10	attendance	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31			
120	Aditya G. Hegde.	Ab	Ab	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
122	BERNARD FERNANDES.	Ab	Ab	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
123	BLESSIN X FERNANDES.	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	Ab			
124	FRANCIS A DSOUZA	1	2	3	4	5	6	Ab	Ab	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31			
126	KAVYA SHRIDAR SHETTY	1	2	3	4	5	6	Ab	Ab	Ab	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
132	MICHELLE MARTIAN DSOUZA	Ab	Ab	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
134	NITISHA FELIX LPDES	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	Ab			
135	NETYA PATRICK RODRIGUES	1	2	3	Ab	Ab	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
138	RAKSHA RAMODS PAI	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	Ab			
139	RAMYA RAMODS PAI	Ab	1	2	3	4	5	6	7	8	Ab	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
142	SHWETA ROHIDAS NAYAK	1	2	3	Ab	Ab	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
143	SILTAN FRANCIS FERNANDES	Ab	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	Ab		
148	ASHWINI I. HARTKANTER	Ab	Ab	1	2	3	4	5	Ab	Ab	Ab	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
152	NAMAYE N NAIB.	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	Ab	Ab		
154	PRAVEENKUMAR D. DEVAI	Ab	Ab	Ab	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
161	AJAY A. JOSHI	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	16			
165	SUSITH S. H.	1	2	3	4	5	6	7	8	9	10	11	Ab	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	15		

R. No.	1	5	6	7	8	11	Attendance	19	20	22	26	27	28	29						
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148	1	Ab	2	3	4	5	6	7	8	Ab	9	10	11	12	13	14	15			
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Sub: E-Commerce

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Year 2019-2020

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3	Aniludha S. Phat	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
7	Kishankumar Gonsalves	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
11	Parvan M Nayak	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
12	Prabhanjan P Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
13	Prathvik S.M	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
24	Saumya Dodmane	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
27	Sushma R Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
28	Vinay Vishnu Gauda	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
30	Elmer Rajendra Pandit	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
32	Anand Suresh Acharya	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
36	Tigara Jay sha	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
37	Karthik Suresh shet	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
43	Ranjitha R Kodagi	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
62	Karthik R Shanbhag	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
63	K Pranam	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
88	Shweta G Bhat	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
88	Sushant C Kuntakur	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
91	Vikram R Pasohit	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
95	Abhishek M Divkar	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
96	Darshan R Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
97	Dhanush P Biskodi	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
98	Prathviraj K Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
99	Praneet P Hegde	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
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102	Mohammed A Shaikh	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29

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102	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	


Lecturer


Principal

ADD-ON COURSE

Sub. E - Commerce

Year 2019-20

R No	Name	2	3	6	7	9	10	13	14	17	20	21	24	27	28	30	31
1	A.V. Dinksha	1	2	3	Ab	4	5	Ab	6	7	Ab	8	9	10	11	Ab	12
3	AKshata M. Naik	1	Ab	2	3	4	5	Ab	6	Ab	7	8	9	10	11	12	13
4	AKshata R. Kadiya	1	2	3	4	5	Ab	6	7	8	9	10	Ab	11	12	13	14
6	Amulika B. Konde	1	Ab	2	3	4	5	Ab	6	7	8	9	10	Ab	11	12	13
9	Dupli D. Prabhu	1	2	3	4	5	Ab	6	7	8	9	10	Ab	11	12	13	14
10	Divya N. Halagani	1	2	3	4	Ab	5	6	7	8	Ab	9	10	11	12	13	14
11	Dr M SUDEEP Naik	1	Ab	2	3	4	5	6	7	8	9	Ab	10	11	12	13	14
13	Janapali S. Konde	1	2	3	4	5	6	7	8	Ab	9	10	11	12	13	14	15
14	Janish S. Yaj	1	Ab	2	3	4	5	6	7	8	9	10	Ab	11	12	13	14
15	Jasurani B. Jankal	1	2	Ab	3	4	5	Ab	6	7	Ab	8	9	Ab	10	11	12
17	Harshika J. Nayak	Ab	1	2	Ab	3	4	5	6	7	8	9	Ab	10	11	12	13
18	Jayashree D. Nayak	1	2	3	Ab	4	5	Ab	6	7	8	9	10	11	12	13	14
21	Lakshmi B. Bhanuodda	1	Ab	2	3	4	5	Ab	6	7	8	9	Ab	10	11	12	13
22	Madhuri S. Jyula	1	2	3	Ab	4	5	6	7	8	9	10	11	12	13	14	15
24	Manjula Jyoda	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
26	Manjunath Raikar	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
32	Nagaraj C. Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
34	Narshala A. Halla	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
35	Nilesh S. Shankhal	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
37	Pooja R. Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
38	Rajesh N. Bhat	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
43	Saikat M. Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
45	Shashidhar M. Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
47	Sneha A. Shelli	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
49	Sujanya K. Bhandari	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
51	Suffena I. Shrikh	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
52	Sujay Jyoda	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
54	Sujana S. Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
57	Snita R. Mubkam	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
58	Snkita L. Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
61	Bhanu V. Jankal	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
63	Darshan U. Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
66	Deepa V. Bhat	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
67	Deekaj V. Naik	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
74	Mahima S. Shankhag	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
79	Pradip L. Shrikh	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
82	Sangita N. Basuli	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
87	Soumya V. Shelli	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
93	AKshata V. Prabhu	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
94	Alisha S. Rodrigues	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
95	Ashika J. Tharasi	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
100	Snita R. Poi	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
102	Chaitanya E. Fernandes	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
103	Disha N. Dasta	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16

R. No.	3	4	6	7	10	11	13	14	15	16	17	18	20	24	25	27	28	29	30
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21	1	2	3	ab	4	5	6	7	8	ab	9	10	11	12	13	14	15	16	17
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25	1	ab	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
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38	1	2	3	4	5	6	7	ab	ab	ab	8	9	10	11	12	13	14	15	16
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45	1	2	3	4	5	6	ab	7	8	9	10	11	12	13	14	15	16	17	18
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54	ab	1	ab	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
57	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
58	1	2	ab	3	4	5	6	ab	7	8	ab	9	10	11	12	13	14	15	16
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66	1	2	3	4	ab	5	6	7	8	9	10	11	12	13	14	15	16	17	18
67	1	2	3	4	ab	5	6	ab	7	8	9	10	11	12	13	14	15	16	17
74	ab	1	2	3	4	5	6	7	8	ab	9	10	11	12	13	14	15	16	17
79	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
82	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
87	1	2	3	4	5	6	ab	ab	7	8	9	10	11	12	13	14	15	16	17
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94	1	2	3	4	5	ab	ab	6	7	8	9	10	11	12	13	14	15	16	17
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106	1	2	3	4	5	6	7	8	ab	9	10	11	12	13	14	15	16	17	18


Lecturer


Principal
Sri S. V. Baliga College of Commerce
MUNTA, U.P.

KANARA COLLEGE SOCIETY'S (R)
Dr. A.V. BALIGA COLLEGE OF COMMERCE, KUMTA

ADD-ON COURSE

Sub: E-Commerce

Year: 2019-20

R. No.	Name	2	3	6	7	9	10	13	16	17	20	21	24	27	28	30	31
106	Doris X Fernandes	1	2	3	4	5	6	7	8	9	10	11	12	Ab	13	14	15
108	Manisha S Pinto	1	2	Ab	3	Ab	4	Ab	5	6	7	8	9	10	11	12	13
113	Raksha R Shanbhag	1	Ab	2	3	4	5	6	7	Ab	8	9	10	11	12	13	14
114	Rakshita R Pai	1	2	3	Ab	4	5	6	7	8	9	10	11	12	13	14	15
117	Shruti G Bhat	1	Ab	2	3	4	5	6	7	8	9	10	11	12	Ab	13	14
118	Silvina D Lopes	1	2	3	Ab	4	5	6	7	8	9	Ab	10	11	12	13	
119	Sona F Almeida	1	Ab	2	3	4	5	6	7	8	9	10	11	12	13	14	15
120	Susana F Coelho	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	
121	Ullas S Shet	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
130	Harish G Shastri	1	2	Ab	3	Ab	4	Ab	5	6	7	8	9	10	11	12	13
132	Shamit C Naik	1	2	3	Ab	4	5	6	7	8	9	10	11	Ab	12	13	
136	Abhijit S Yanda	1	Ab	2	3	4	5	6	7	8	9	10	11	12	13	14	15

R No.	3	4	6	7	10	11	13	14	17	18	20	24	25	27	28	29	30
108	1	Ab	2	3	4	5	6	7	8	9	10	Ab	11	12	13		
113	1	2	3	Ab	4	5	6	7	8	9	10	11	12	13	14	Ab	Ab
114	1	2	3	4	5	6	7	8	9	10	Ab	11	12	13			
117	1	Ab	2	3	4	5	6	7	8	9	10	Ab	11	12	13		Ab
118	1	2	3	4	5	6	Ab	7	8	9	Ab	10	11	12	13		
119	1	2	3	4	5	6	7	8	9	10	11	Ab	12	13	14		Ab
120	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15		Ab
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130	1	2	Ab	3	4	5	Ab	6	7	8	9	10	Ab	11	12	Ab	
132	1	2	3	4	5	6	7	8	9	10	Ab	11	12	13	14		
136	1	2	3	Ab	4	5	6	7	8	9	10	12	13	14			Ab


 Lecturer
 ANCHIT


 Principal
 ANCHIT

Saffir K. K. 1

Syll

R No

Name

attendance

R No	Name	6	7	8	9	13	14	16	20	21	22	23	27	29	30
4	Anandesh C Fernandes	1	2	3	4	Ab	5	6	7	8	Ab	9	10	11	12
12	Dinesh D Bhadani	1	Ab	2	3	4	5	Ab	6	7	8	9	10	11	12
15	Eiza A Khan	Ab	1	2	3	4	5	6	7	Ab	8	9	10	Ab	11
25	Manjesh G Patil	1	2	Ab	3	Ab	4	5	6	7	Ab	8	9	10	Ab
28	Megha S Naik	1	2	3	4	5	Ab	6	7	8	9	Ab	10	11	12
30	Nagaraj V Gauda	Ab	Ab	1	2	3	4	Ab	Ab	5	6	7	8	9	10
38	Nayana M Gauda	1	2	3	Ab	4	Ab	5	6	7	Ab	8	Ab	9	10
40	Nutan C Sail	1	2	Ab	3	4	5	6	7	8	9	10	11	12	13
42	Pranod S Ambig	1	Ab	2	3	4	5	6	7	8	Ab	9	10	Ab	11
50	Santosh Kumbhgar	1	2	3	Ab	4	5	Ab	6	7	8	9	10	11	12
62	Vijay G Hanade	Ab	1	2	3	Ab	4	5	6	7	8	9	10	Ab	11
65	Yugial B Bhundarkar	1	Ab	2	3	4	Ab	5	6	7	Ab	8	9	Ab	10
66	Akash J Gunaga	1	2	3	4	5	6	Ab	7	Ab	8	9	Ab	10	11
67	Apoorva V Shetty	1	2	3	Ab	4	5	6	Ab	7	Ab	8	9	Ab	10
69	Bhavya Prasad	1	2	Ab	3	Ab	4	5	6	7	8	9	Ab	10	11
73	G L Anuradha	1	2	3	4	5	Ab	6	7	Ab	8	9	10	Ab	11
80	Krutika Bhat Sarang	1	2	3	4	5	6	Ab	7	8	9	10	11	12	13
83	Meghana M Gauda	Ab	1	2	Ab	3	4	5	6	7	Ab	8	9	10	11
86	Pavna Prabhu	1	Ab	2	3	4	Ab	5	6	7	Ab	8	9	Ab	10
89	Pooja G Shanbhag	1	2	3	4	5	6	7	8	9	10	11	12	13	14
90	Pragna Bhat	1	2	Ab	3	4	5	6	7	Ab	8	9	10	11	12
91	Pranav R Pundit	1	2	3	4	5	6	7	8	9	10	11	12	13	14
92	Pratanna J Bhat	Ab	1	2	3	4	5	6	7	8	9	10	11	12	13
93	Priyanka S Bhat	1	2	Ab	3	4	Ab	5	6	7	8	9	10	11	12
98	Reshma N Adimule	1	2	Ab	3	4	5	6	7	8	9	10	11	12	13
100	Sachin M Kumbhgar	1	Ab	2	3	4	5	6	7	Ab	8	9	10	11	12
101	Sajanya Pal	1	2	3	Ab	4	Ab	5	6	7	8	9	Ab	10	11
102	Sandhya Shastri Kulkarni	1	2	3	4	Ab	5	6	7	8	9	Ab	10	11	12
103	Sangeeta D Hegde	Ab	1	2	3	4	5	6	7	8	9	Ab	10	11	Ab
105	Shreevidya Adil	1	2	3	4	5	6	7	8	9	10	11	12	13	14
109	Sudarshan G Bhat	1	Ab	2	3	4	5	6	7	8	9	10	11	12	13
111	Tanuja Shastri Kulkarni	1	2	Ab	3	4	5	6	7	8	9	10	11	12	13
113	Tejaswini V Bhat	1	2	3	4	Ab	5	6	7	8	Ab	9	10	11	12
114	Vaibhavi V Nayak	1	2	3	4	5	6	Ab	7	8	9	10	11	12	13
115	Vandana V Shanbhag	Ab	1	2	3	Ab	4	5	6	Ab	7	8	9	10	11
118	Vigneshwar Sabharwal	1	Ab	2	3	Ab	4	5	6	Ab	7	8	9	10	11
127	M H Ramyashree	Ab	Ab	Ab	Ab	1	2	3	4	5	6	7	8	9	10
129	Mahadev V Nayak	1	2	3	4	5	Ab	6	7	8	9	Ab	10	11	12
130	Manish Kumar V Patel	1	2	Ab	3	4	5	6	7	8	9	10	11	12	13
133	Marian Fernandes	1	2	3	4	5	6	7	8	9	10	11	12	13	14
136	Prajwal G Naik	Ab	1	2	3	4	Ab	5	6	7	8	9	10	11	12
141	Sarvesh V Pai	1	2	3	4	Ab	5	6	7	8	9	10	11	12	13
145	Tabassum Jahar Ansoni	1	2	Ab	3	4	5	6	7	8	9	10	11	12	13

R. No.	attendance																
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4	1	2	3	Ab	4	5	6	7	8	9	Ab	10	11	12	13	14	
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141	1	2	3	4	5	6	7	8	Ab	9	10	11	12	Ab	13	14	
145	Ab	1	2	3	4	5	Ab	6	7	8	9	10	11	12	13	Ab	

C. P. Reddy
Lecturer

[Signature]
Principal

PRINCIPAL
Sri S. V. Baliga College of Commerce
MUNDA, A.P.

R. No.	attendance															
	3	4	5	6	10	11	12	13	17	18	19	20	24	25	26	27
6	1	2	3	4	S	Ab	7	8	9	Ab	10	12	13	Ab	15	16
8	1	2	3	Ab	S	6	7	8	Ab	10	11	12	Ab	14	15	16
93	1	2	3	4	S	Ab	7	8	9	10	11	12	13	14	15	16
35	1	Ab	3	4	S	6	7	Ab	9	10	11	12	13	Ab	15	16
38	1	2	3	Ab	S	6	7	8	9	10	11	12	13	Ab	15	16
39	1	2	Ab	4	S	6	7	8	9	10	12	Ab	14	15	16	
40	1	2	3	Ab	S	6	7	8	9	10	Ab	12	13	14	15	16
41	1	2	3	4	S	Ab	7	8	Ab	10	11	12	13	14	15	Ab
42	1	2	3	Ab	S	6	7	8	9	10	11	12	13	14	15	16
45	1	2	3	Ab	S	6	7	8	9	Ab	11	12	Ab	14	15	16
47	1	2	3	4	S	6	Ab	8	9	10	11	12	13	14	15	Ab
48	1	2	Ab	4	S	6	7	8	9	10	11	12	13	14	Ab	16
49	1	2	3	4	S	6	Ab	8	9	10	11	12	Ab	14	15	16
50	1	2	Ab	4	S	6	7	8	9	Ab	11	12	13	14	15	Ab
52	1	2	3	4	Ab	6	7	8	9	10	11	12	13	14	15	16
53	1	2	3	4	Ab	6	7	8	9	10	11	12	Ab	13	14	15
54	1	2	3	Ab	S	6	7	8	9	10	11	12	13	14	15	16
55	1	Ab	3	4	S	6	7	8	9	10	11	12	13	14	15	16
57	1	2	3	Ab	S	6	7	8	9	10	Ab	12	13	14	15	16
58	1	2	3	4	S	6	7	8	9	10	11	12	13	Ab	15	16
59	1	2	3	Ab	S	6	7	8	9	Ab	11	12	13	14	15	16
67	1	Ab	3	4	S	6	Ab	8	9	10	11	12	13	14	Ab	16
68	1	2	3	4	S	6	7	8	9	Ab	Ab	12	13	14	15	16
72	1	2	3	Ab	S	6	7	8	Ab	10	11	12	13	14	15	16
73	1	2	3	4	S	6	7	8	9	Ab	11	12	13	14	15	16
76	1	2	3	4	Ab	6	7	8	9	10	11	12	13	14	15	16
77	1	2	Ab	4	S	6	7	8	9	10	Ab	12	13	14	15	16
84	1	2	3	4	S	6	7	8	Ab	10	11	12	13	14	15	16
85	1	2	3	Ab	S	6	7	8	9	10	Ab	12	13	14	15	16
86	1	2	3	4	Ab	6	7	8	9	10	11	12	13	14	15	16
89	1	2	Ab	4	S	6	7	8	9	10	Ab	12	13	14	15	16
92	1	2	3	Ab	S	6	7	8	9	10	11	12	13	14	15	16
94	1	2	3	4	S	6	Ab	8	9	10	11	12	13	14	Ab	16
104	1	2	3	4	S	6	7	Ab	9	10	11	12	13	14	15	16
105	1	2	3	Ab	S	6	7	8	9	10	11	12	Ab	14	15	16
107	1	2	3	4	S	6	7	Ab	9	10	11	Ab	13	14	15	16
110	1	2	Ab	4	S	6	7	8	9	Ab	11	12	13	14	15	Ab

[Signature]
Lecturer

[Signature]
Principal
Sri S. V. Baliga College of Commerce
UNTA (U. B.)

Sub: Soft Skill

R. No.	Name	attendance													
		6	7	8	9	13	14	16	20	21	22	23	27	28	30
30	Megha. Kpal	1	2	3	4	5	Ab	6	7	8	9	10	Ab	11	12
31	Meghana. Nagayya Gowda	1	2	Ab	3	4	5	6	7	8	9	10	12	Ab	
33	Nagashree. J. Gaonkar	1	2	3	4	5	Ab	6	7	8	9	10	11		
36	Peoja. W. Naik	1	Ab	2	3	4	5	Ab	6	7	8	Ab	9	10	11
41	Sapreen. S. Devagiri	1	2	Ab	3	4	5	6	7	8	9	10	11	12	
42	Sahana. V. Hadimane	1	Ab	2	3	4	5	6	7	8	9	Ab	10	11	
48	Samakshi. P. Naik	1	Ab	2	3	4	5	Ab	6	7	8	9	10	11	Ab
50	Sowmya. W	Ab	1	2	3	4	5	6	7	8	Ab	9	10	11	12
65	Bhat. Deepa. Madhav	1	2	3	4	Ab	5	6	7	8	9	10	Ab	11	12
76	Megha. Bhat	1	2	3	4	5	6	7	Ab	8	9	10	11	12	
83	Shaneri. G. Pai	1	2	3	Ab	4	5	6	7	8	Ab	9	10	11	
92	Ajith. G. Shanbhag	1	2	Ab	3	4	5	Ab	6	7	8	9	Ab	10	11
97	Anseera. A. Khan	1	2	3	4	Ab	5	6	Ab	7	8	9	10	11	
98	Aqsa. N. Khan	1	2	Ab	3	4	5	6	Ab	7	8	9	10	11	Ab
104	Divya. D. Manakhar	1	2	3	4	5	6	7	8	9	Ab	10	11	Ab	
107	Jayashree. S. Prabhu	1	Ab	2	3	4	5	6	Ab	7	8	9	10	11	12
109	Marfa. S. Meeran	1	2	3	4	Ab	5	6	Ab	7	8	9	10	11	12
110	Mohit. R. Deshbhandar	1	2	Ab	3	4	5	6	7	8	9	Ab	10	11	12
112	Pawan. J. Shanbhag	Ab	2	3	4	Ab	5	6	7	8	9	Ab	10	11	12
126	Urja. Vasu. Shet	Ab	2	3	4	5	6	Ab	7	8	9	Ab	10	11	12
131	Yasham. T. B	1	2	3	4	Ab	5	6	7	8	9	Ab	10	11	12
133															

PRINCIPAL
Dr. A. V. Baliga College of Commerce
KUMTA, II, K.

Dr. A. V. Baliga College of Commerce
KUMTA, II, K.

R No	attendance															
	3	4	5	6	10	11	12	13	17	18	19	20	24	25	26	27
80	1	2	3	4	Ab	5	6	7	8	Ab	9	10	11	12	13	14
81	1	Ab	2	3	4	5	6	Ab	7	8	9	10	Ab	11	12	13
83	1	2	3	Ab	4	5	6	Ab	7	8	9	10	11	12	Ab	13
86	1	2	3	4	5	6	Ab	7	8	9	Ab	10	11	12	13	14
81	Ab	1	2	3	4	5	Ab	6	7	8	9	10	Ab	11	12	13
82	1	Ab	2	3	4	Ab	5	6	7	8	9	10	11	Ab	12	13
48	1	2	3	4	5	6	Ab	7	8	9	Ab	10	11	Ab	12	13
50	1	2	Ab	3	4	5	6	7	8	9	10	11	12	13	14	15
65	1	Ab	2	3	Ab	4	5	6	7	8	9	Ab	10	11	12	13
76	Ab	1	2	3	4	Ab	5	6	7	8	9	10	Ab	11	12	13
83	1	2	3	Ab	4	5	6	7	8	9	Ab	10	11	12	13	14
92	1	Ab	2	3	4	5	Ab	6	7	8	9	10	11	12	13	14
97	1	2	Ab	3	4	5	6	7	8	9	10	11	12	13	14	15
98	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
104	1	Ab	2	3	4	5	6	7	8	9	10	Ab	11	12	13	14
107	1	2	3	4	5	6	7	8	9	10	11	Ab	12	13	14	15
109	1	2	3	Ab	4	5	6	7	8	9	10	11	12	Ab	13	14
110	Ab	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
112	1	2	3	4	5	6	7	Ab	8	9	10	11	12	13	14	15
126	1	Ab	2	3	4	5	6	7	8	9	10	11	12	13	14	15
131	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
133	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16

DEPARTMENT OF CHEMISTRY
 UNIVERSITY OF CALicut
 KERALA
 MALAPPUZHA


 Lecturer


 PRINCIPAL
 St. A. W. Balfour College of Commerce
 KERALA
 Principal

ADD-ON COURSE

Sub: Tax Procedure - (Diploma) Year: 2019-20

R. No.	Name	13/10/18	15/10/18	19/10/18	20/10/18	24/10/18	26/10/18	26/10/18	27/10/18	28/10/18	29/10/18	30/10/18	31/10/18	1/11/18	2/11/18	3/11/18	4/11/18	5/11/18
1.	AKSHAY SHANTARAM NAIK	1	-	-	2	3	4	5	-	-	-	6	7	8	-	9	10	
2.	BINDU GANAPATI BHAT	-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	
3.	DEEKSHA DESHBHANDARI	1	2	3	4	5	6	-	7	8	9	-	10	11	-	12	13	
4.	K SANJAY KUMAR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	-	
5.	KARTIK S. HEGDE	-	1	2	3	-	4	5	6	7	8	9	10	-	11	12	13	
45	RAKESH M. SHAT	1	2	-	3	4	5	6	7	8	9	10	11	12	13	14	15	
46	RAKSHITA G. NAIK	1	2	3	4	5	6	7	8	9	10	-	11	12	13	14	-	
48	SAHANA J. H	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
51	DARSHAN J. DATGAR	1	2	3	-	4	5	6	7	-	8	9	10	11	12	-	13	
79	KRAPANVITA KADEKODI	-	1	2	3	4	5	6	7	8	9	10	-	11	12	-	13	
85	NIKHIL P. BHAT	1	2	-	3	4	-	5	6	7	8	9	-	10	11	12	-	
128	MADHU MAHESH BUGDE	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
137	DREANA M. SHETTY	1	2	3	4	5	6	7	8	9	10	11	12	13	14	-	15	
144	SNEHAL N. SHETTY	-	1	2	3	4	5	6	-	7	8	9	-	10	11	12	13	
147	GURIRAJ K. NAIK	1	2	-	3	4	5	6	7	8	9	-	10	11	12	13	14	
162	SANA M. H. AGA	1	2	3	4	5	6	-	7	8	9	10	11	12	-	13	-	
164	RADHA R. NAIK	-	1	2	3	-	4	5	6	-	7	8	-	9	10	11	12	

28

[Signature]
 Dr. A.V. Baliga
 Head of Department
 Commerce

August - 2019

R No.	19	20	21	22	23	24	25	26	27	28	29	30	31
2	14	15	16	17	18	19	20						
7	15	16	17	18	19	20	21						
8	17	18	19	20	21	22	23						
16	14	15	16	17	18	19	20						
20	13	14	15	16	17	18	19						
25	16	17	18	19	20	21	22						
26	15	16	17	18	19	20	21						
53	16	17	18	19	20	21	22						
59	15	16	17	18	19	20	21						
60	13	14	15	16	17	18	19						
62	14	15	16	17	18	19	20						
68	13	14	15	16	17	18	19						
69	12	13	14	15	16	17	18						
70	13	14	15	16	17	18	19						
71	13	14	15	16	17	18	19						
73	15	16	17	18	19	20	21						
75	13	14	15	16	17	18	19						
77	12	13	14	15	16	17	18						
78	12	13	14	15	16	17	18						
80	12	13	14	15	16	17	18						
81	12	13	14	15	16	17	18						
84	14	15	16	17	18	19	20						
85	14	15	16	17	18	19	20						
86	17	18	19	20	21	22	23						
88	17	18	19	20	21	22	23						
84	14	15	16	17	18	19	20						
90	15	16	17	18	19	20	21						
95	13	14	15	16	17	18	19						
101	14	15	16	17	18	19	20						
105	15	16	17	18	19	20	21						
124	13	14	15	16	17	18	19						
125	13	14	15	16	17	18	19						
127	13	14	15	16	17	18	19						
128	11	12	13	14	15	16	17						
129	11	12	13	14	15	16	17						
134	16	17	18	19	20	21	22						
137	12	13	14	15	16	17	18						

Accepted
 P. S. S. College of Management

Leffures

September - 2019

attendance

	0/9	5/9	8/9
7	21	22	23
8	19	-	-
16	22	23	-
20	19	20	-
20	18	-	-
25	22	-	-
46	21	-	22
63	21	-	-
59	19	-	20
60	28	29	-
62	19	20	21
68	19	-	20
69	19	21	-
70	20	21	22
71	20	21	22
73	21	-	22
75	20	-	21
77	-	19	20
78	-	-	16
80	17	-	18
	16	-	17
80	-	19	20
85	2	-	19
86	20	2	-
88	1	23	-
89	-	20	21
90	-	22	-
95	18	19	20
101	19	-	20
105	19	19	-
121	19	-	20
125	19	20	21
127	-	19	20
128	17	-	18
129	18	19	-
134	21	-	22
137	18	19	20

Totally 27 classes are engaged.

[Signature]

[Signature]
Principal

A. M. College of Commerce
Vellore

KANARA COLLEGE SOCIETY'S (R)
 Dr. A.V. BALIGA COLLEGE OF COMMERCE, KUMTA

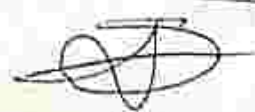
II

Sub: Tax Procedure.

ADD-ON COURSE [July - 2019]

R. No.	Name	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
1	AKSHATA G. NAIK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
2	AMMA M. GOUDA	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
5	HARSHITA D. HALKAR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
9	MELISHA A. PINTO	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
14	PRATIKSHA D. HARIKANTH	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
16	RANJITA B. PATGAR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
17	SAHANA V. NAIK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
18	SANTYA A. BASHA	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
19	SHIREENAKHDA SHAIKH	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
21	SHRINIDHI BHAT	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
29	SHWETA N. PATGAR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
33	SINDHU N. HEGDE	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
31	AMISHA K. KAMAT	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
34	BHOOMIKA BHAT	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
46	SURAKSHA SHANBHAG	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
66	MANGALAMURTHU V. HEGDE	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
69	MOORTI M. BHAT	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
74	PRAJNA S. TANDEL	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
82	SHIVANI P. SHETTY	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15

MS





KANARA COLLEGE SOCIETY'S
DR. A.V. BALIGA COLLEGE OF COMMERCE
KUMTA (U.K.)
AFFILIATED TO KARNATAKA UNIVERSITY, DHARWAD
ACCREDITED BY NAAC WITH B+

Certificate



U.G.C. SPONSORED
ADD-ON COURSE
IN
E-COMMERCE

Mr./Miss
of Dr. A.V. Baliga College of Commerce, Kumta (U.K.)
for having qualified for the Certificate course in
E-Commerce approved by the Karnataka University
Dharwad in B.Com. First Year during the academic
year

Date :.....

Course Coordinator

Chairman
Kanara College Society
Kumta

Principal
Dr. A.V. Baliga College of
Commerce, Kumta (U.K.)





KANARA COLLEGE SOCIETY'S
DR. A.V. BALIGA COLLEGE OF COMMERCE
KUMTA (U.K.)
AFFILIATED TO KARNATAKA UNIVERSITY, DHARWAD
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year

Date :

Course Coordinator

Chairman
Kanara College Society
Kumta

Principal
Dr. A.V. Baliga College of
Commerce, Kumta (U.K.)

