

## Internal Quality Assurance Cell (IQAC)

### Annual Report for the period June 1, 2017 to April 30, 2018

#### Criterion - I

##### Part – A

#### 1. Details of the Department

1.1 Name of the Department :- BUSINESS MANAGEMENT

1.2 Type of Faculty/Programme:- MANAGEMENT

Arts          Science          Commerce          MANAGEMENT          Others (Specify)

#### 1.3 Plan of Action /Outcome

The plan of action chalked out by the department in the beginning of the year towards quality

enhancement and the outcome achieved by the end of the year \*

PLAN OF ACTION	OUTCOMES
Orientation For BBA & BBA (IT) II& III Years	Orientation was conducted on 15th June for BBA & BBA IT III Years students .The outcome was to make second and final year students aware about the new subjects , faculty teaching those subjects ,internship and placement opportunities and remind them about the college rules, disciplines and expectations from them
Orientation of UG I Year	Orientation was conducted on 28th June for BBA,BBA(IT),BBA (BA) I Years,BBA (BA) orientation was conducted by IBM officials along with management faculty . The outcome for conducting this session was to make

	students familiar with the course objectives, structures, syllabus, subjects norms, College rules, protocols and regulations and expectations from them in the beginning itself
Workshop on Project Report Writing For BBA III Year	Workshop was conducted on July 25 2017 for the BBA III Years by the UG project Coordinators. The objective was to guide the final year students on the different aspects and nuances of the project
Workshop on Guidelines for Project Preparation for BBA(IT) III Year	Workshop was conducted in the month of 18th August for the BBA IT III Years by the UG project Coordinators. The objective was to guide the final year IT students on the different aspects and nuances of the project
Guest Lecture on “Retail Market in Special Reference with Service Sector” BBA I,II Years	Guest lecture was conducted on 16 November by Mrs. Vani Jha, Senior Manager ,Retail,Bharti Airtel Pvt.Ltd ,Hyderabad .The core purpose was to relate the theoretical concepts of retail industry with the practical knowledge which was being appropriately shared by Ms.Vani Jha
Conducting MRUGNA Intercollegiate competition for BBA,BBA IT & BBA BA I,II,III Years	Intercollegiate competition on Case writing and Analysis was conducted on 24/1/18 at the extended campus by Mrs.Srivani,Mrs.Laxmi and Mrs.Sangeeta , students from different colleges from twin cities participated .The objective of conducting this intercollegiate competition was to encourage those students

	<p>who wants to showcase their multi talent in the varied areas of knowledge</p>
<p>CRT Program for BBA &amp; BBA IT III Years</p>	<p>CRT was conducted for the Final years between 8/8/17-12/8/17. The outcome was to make students aware and informed about the expectations different MNC's have from them ,skills which will be judged in different rounds of interview .</p>
<p>Local Industrial Visit for UG students</p>	<p>BBA III (Sec A &amp; B )students were taken to Hindustan Coca Cola Beverages Pvt Ltd on December 4 &amp; 5 2017 respectively</p> <p>BBA IT students were taken to AG Glass Pac Factory on 24 January 2018.</p> <p>The core objective of conducting industrial visit for the final year students was to relate the theoretical concepts that they study in their 6 semester BBA &amp; BBA IT program practically and how knowledge and skills are used in real world</p>
<p>I Phase of Project Presentation for BBA &amp; BBA IT III Years</p>	<p>Project presentation was successfully conducted in the month of August for the BBA III years. The core outcome was to ascertain the progress of students in the first 3 chapters of the project and making corrections which were being reviewed by the guide and project coordinator in the second phase of the project presentation.</p>
<p>Workshop on Stock Minds for</p>	<p>Workshop on Stock Minds by ICICI direct on</p>

BBA III Years	7th September by Mr.Srinivas,Manager ICICI Direct .The objective was to make students aware about the different finance aspects which plays a significant role for any students opting for finance specialization
Session on Specialisation , Careers and Prospects in Marketing Finance ,HR for BBA, BBA IT III Years	<p>This session was conducted by Mrs.Mary Francina (HR),Mr.Ganesh (Finance) and Mrs.Molly (Marketing) in the month of April for the UG level students .</p> <p>The core objective was to help, assist and guide students on the different specialisation areas, the subjects offered in each specialisation ,the future prospects of each specialisation which can help them in taking the best as per their choice under CBCS system</p>
Guest Lecture on Trends in IT Sector for BBA(IT) II Year	<p>Session was conducted on 13/3/18 for the IT students by Mr. Bhaskar Rao of Moksha Associates.</p> <p>The core outcome was to make students understand the latest techniques, approaches adopted by the IT firm and its application</p>
Josephiesta 2017	<p>In the Academic year 2017-18 Management Department was responsible for conducting this mega event which was successfully done by the Josephiesta 2017 In charge Mrs. A.Mary Francina on 16/12/17 .</p> <p>The objective was to showcase the extra</p>

	<p>curricular skills other than academics ,that students have on a mega platform</p>
<p>Interactive Session on “College to Campus Culture”</p>	<p>This session was conducted for the BBA III years (A&amp;B) students on 16/2/18 by Mrs.Komal Bajwa ,Manager, CFO Program, Delloite .</p> <p>The outcome was final year students were able to understand the Do’s and Dont’s of resume, body language, Personality attributes etc which assisted them in getting placed properly at different corporate</p>
<p>Workshop on Writing research article for BBA &amp; BBA IT II</p>	<p>Workshop on case study was conducted on 28 February for BBA &amp; BBA IT students by the workshop Coordinators Dr.Vandana &amp; Mrs.Danam .</p> <p>The objective of conducting this workshop was to develop and inculcate the habit of writing research article which is an integral aspect for any management student .</p>
<p>Guest Lecture on Abroad Career Opportunities for BBA III Years</p>	<p>Guest lecture was conducted for the final years students on March 26 by Mr. Ratna Kumar from TIMES institute.</p> <p>The objective was to make students aware about the higher education opportunities available abroad after completing their Degree .</p>
<p>II Phase of Project Presentations</p>	<p>Final and second phase of project presentation</p>

for BBA & BBA IT III Year	was done in the month of March for the BBA & BBA IT final years . The outcome was that Final year students were being evaluated on their progress of project and also assisted the guides in guiding them on different areas of project .
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\* Attach the Academic Calendar of the year as Annexure.

#### 1.4 Provide the details of the action taken report

PLAN OF ACTION	ACTION TAKEN
Guest Lecture on “Big Data Analytics The Next Big Opportunity for you” for BBA (BA) I year . Coordinator:- Dr.N.Srinivas	We planned In 1 <sup>st</sup> year 17-18 academic year but as per the resource person opinion / suggestion it has to postpone in the 2 <sup>nd</sup> year in view of their semester subject on Big data for easy student understandings.
Guest Lecture On “Unstructured data & natural language processing for BBA (BA) I years . Coordinator:- Dr.N.Srinivas	Due lack of time in August Month (Internal Exams, Autonomy work & Other placement related works it was not organised) it will arranged net academic year.
Workshop on 'Opportunities and challenges in Cloud Computing Management' for BBA (BA) I years. Coordinator:- Dr.N.Srinivas	Due to the un availability of the resource Person Mr.Prashanth Jain Ctrl-S it was postponed to next academic year. For both 1 & 2 year BBA BA students.
Guest Lecture on “ Business Transformation through Artificial Intelligence” BBA (BA) I years. Coordinator:- Dr.N.Srinivas	Students was busy with the semester examinations in the month of November,2017.
Guest Lecture On Big data cyber law for BBA(BA) I year. Coordinator:- Dr.N.Srinivas	Unable to contact the professor of Nalsar University of law, so it will conduct in next academic year 2018-19 for BBA BA 1 & 2 years.
Seminar On What Next for	At 1 <sup>st</sup> year level students leaned the basic knowledge

DBAs in the Big Data Era . Coordinator:- Dr.N.Srinivas	by the guest lecture IBM subject expert Mr.Madhu on Information Management Basics / RDBMS with DB2 in continuation to this said advance topic will be conducted in the academic year 18-19
Case exhibition using Business Analytics for BBA Students ( Branding Activity). Coordinator:- Dr.N.Srinivas	Students are busy with Internals, Lab exams & Subject completion.
Guest Lecture on “Significance of Investment for Youngsters” BBA I & II Years. Coordinator:- Mrs.Molly	Resource Person Mrs. Bajaj was not able to come as she had China Tour for 1 month but will be coming for this important guest lecture in the Academic year 2018-19

## **2. Department Composition and Activities**

2.1 No. of Teachers: - **20**

2.2 No. of Administrative/Technical staff **01 (Mr.Pavan)**

2.3 No. of students (Course wise & year wise) - **487 (Enclosures Attached)**

2.4 No. of Part time/ Adjunct Faculty: - 1 (Mr. Gowri Shankar)

2.5 Total No. Of members: - 21

2.6 No. of departmental meetings held:-06

2.7 No. of meetings with various stakeholders:

	12	No.	6
-	6	Alumni	Others
Non-Teaching Staff	Students		

**NOTE:- Students are part of SQAC cell and often meet during various meets ,during AY 2017-18 six SQAC meetings were conducted**

**2.8 Has department received any funding from Internal/External bodies during the year?**

Yes / No

Encl. Details as below: NA

S.No	Event Name	Resource Person & Name of the Organisation	Amount Sponsored	Date, Venue & Target Group	Any Other details (any collaborations etc)
1	NA				

**2.9 Seminars and Conferences (Staff & Students separately)**

(i) No. of Seminars/Conferences/ Workshops/Symposia organized by the department

Level Total Nos.  International  National  State  Institution

**CONDUCTED BY STAFF MEMBERS**

(ii) Themes

1. MANAGEMENT DEVELOPMENT PROGRAMME:-I
2. MANAGEMENT DEVELOPMENT PROGRAMME:-II
3. SAKSHI ARENA ONE INTER COLLEGIATE COMPETITION
4. DRUG ABUSE AWARENESS CAMPAIGN
5. MRUGNA INTER COLLEGIATE PAPER PRESENTATION , CASE WRITING & ANALYSIS COMPETITION
6. WORKSHOP ON WRITING RESEARCH ARTICLE

**(ENCLOSURES ATTACHED)**

S.NO	EVENT NAME	RESOURCE PERSON & NAME OF THE ORGANISATION	AMOUNT SPONSORED	DATE, VENUE & TARGET GROUP	ANY OTHER DETAILS (ANY COLLABORATIONS ETC)
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1	MDP-I	Mrs. Molly Chaturvedi & Mrs.K.Srivani	Amount spent on stationary & Refreshments for conducting the MDP by college	21/7/17,Idea Cellular Pvt Ltd , Managerial cadre of Idea Group	Idea Pvt Ltd ,Basheerbagh, Hyderabad
2	MDP-II	Mrs.Danam Tressa &Mr.P.GaneshAnand	Amount spent on stationary & Refreshments for conducting the MDP by college	14/7/17, Idea Cellular Pvt Ltd , Managerial cadre of Idea Group	Idea Pvt Ltd ,Basheerbagh, Hyderabad
3	DRUG ABUSE AWARENES S CAMPAIGN	Mrs. Molly Chaturvedi & Student Coordinators	NA	18/7/17- 21/7/17,  Extended campus ,Management department	St.Joseph's Degree & Pg College
4	SAKSHI ARENA ONE	Mrs.Molly Chaturvedi	25200/- by Sakshi Group	18/12/17- 20/12/17, Students of different Colleges across Twin	Sakshi media Pvt Ltd

				cities	
5	MRGNA INTERCOLLEGE CASE WRITING & ANALYSIS COMPETITION	<ul style="list-style-type: none"> <li>▪ Mrs.K.Srivani</li> <li>▪ Mrs.LaxmiMadhuri</li> <li>▪ Mrs.Sangeeta Thakur</li> </ul>	6500/- by Business Standard & Sri Dev Electronics	24/1/18, Students from different Colleges across Twin cities	St.Joseph's Degree & Pg College
6	WORKSHOP ON WRITING RESEARCH ARTICLE	<ul style="list-style-type: none"> <li>▪ Dr.Vandana</li> </ul>	NA	28/2/18, BBA II & BBA IT II Yrs	St.Joseph's Degree & Pg College

## 2.10 Significant Activities and contributions made by the department

S.No	Particulars	Total No.
1	Curricular Aspects	<p><b><u>A)-BOARD OF STUDIES MEETING</u></b></p> <p>❖ Board of studies meeting was conducted on 16/3/18 in the academic year 2017-18 where Parent University OU BoS members, Industry experts and PG Alumni reviewed the syllabus ,Suggested changes and approved the structure and syllabus along with question paper pattern and Panel of examiners with effect from 2018-19.</p>

**B)-INTRODUCTION OF NEW SUBJECTS :-**

**BBA**

Department has introduced new subjects in the following semester :-

**SEMESTER II:**

- ❖ Business Ethics & Corporate Governance

**SEMESTER III:-**

- ❖ Elements of Information Technology
- ❖ Business Environment

**SEMESTER IV:**

- ❖ E-Business

**SEMESTER V:-**

**ELECTIVES FOR BBA,BBA (IT) & BBA (BA)**

- ❖ Advertising & Brand Management
- ❖ Distribution & Supply Chain Management
- ❖ Marketing of Services
- ❖ Financial system and institutions
- ❖ International Finance
- ❖ Investment Management
- ❖ HRD:Systems & Strategies
- ❖ Training & Development
- ❖ Management of Industrial Relations

**SEMESTER VI:**

- ❖ Social Media Marketing

		<p>(BBA,BBA (IT),BBA (BA))</p> <p>ELECTIVES FOR BBA,BBA (IT),BBA (BA)</p> <ul style="list-style-type: none"> <li>❖ Customer Relationship Management</li> <li>❖ Consumer Behaviour</li> <li>❖ International Marketing</li> <li>❖ Financial Services</li> <li>❖ International Financial Management</li> <li>❖ Security Analysis &amp; Portfolio Management</li> <li>❖ Leadership Development</li> <li>❖ Management of Change</li> <li>❖ Compensation Management</li> </ul> <p style="text-align: center;"><b><u>BBA IT</u></b></p> <p><b>SEMESTER III</b></p> <ul style="list-style-type: none"> <li>❖ DBMS (T+P)</li> <li>❖ Data Analytics Using ‘R’</li> </ul> <p><b>SEMESTER IV</b></p> <ul style="list-style-type: none"> <li>❖ Web Technologies</li> <li>❖ Software Engineering</li> </ul> <p><b>SEMESTER V</b></p> <ul style="list-style-type: none"> <li>❖ <b>Java Programming</b></li> </ul> <p><b>(ELECTIVES)</b></p> <ul style="list-style-type: none"> <li>❖ Cognos Insights</li> <li>❖ Python Programming</li> <li>❖ Operating System</li> </ul> <p><b>SEMESTER VI</b></p> <ul style="list-style-type: none"> <li>❖ Data Warehousing &amp; Data Mining</li> </ul>
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		<p><b>(ELECTIVES)</b></p> <ul style="list-style-type: none"> <li>❖ Net Programming</li> <li>❖ Enterprise Resource Planning</li> <li>❖ Computer Network and Information Security</li> </ul> <p style="text-align: center;"><b><u>BBA (BA)</u></b></p> <p><b>SEMESTER III</b></p> <ul style="list-style-type: none"> <li>❖ R Programming</li> <li>❖ Business Statistics with Predictive Analytics I(T+P)</li> <li>❖ Business Analytics – Descriptive Analytics using Cognitive BI</li> <li>❖ Foundation in Hadoop &amp; Big Data using Infosphere Big Insights (T+P)</li> </ul> <p><b>SEMESTER IV</b></p> <ul style="list-style-type: none"> <li>❖ Quantitative Techniques for Management with Predictive Analytics II (T+P)</li> <li>❖ Data Visualisation (T+P)</li> <li>❖ Big Data Analytics for Business Analysts (T+P)</li> </ul> <p><b>SEMESTER V</b></p> <p><b>(ELECTIVES)</b></p> <ul style="list-style-type: none"> <li>❖ Marketing Analytics I (T+P)</li> </ul>
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		<ul style="list-style-type: none"> <li>❖ HR Analytics I (T+P)</li> <li>❖ Financial Analytics I (T+P)</li> </ul> <p><b>SEMESTER VI</b></p> <p><b>(ELECTIVES)</b></p> <ul style="list-style-type: none"> <li>❖ Marketing Analytics II (T+P)</li> <li>❖ HR Analytics II (T+P)</li> <li>❖ Financial Analytics II (T+P)</li> </ul> <p><b><u>C)-CERTIFICATE COURSES</u></b></p> <p>Department has offered following certificate course to enhance the skills of the students</p> <ol style="list-style-type: none"> <li>1. Retail Management in MOU with Bharti Airtel</li> <li>2. Financial Market in MOU with ICICI Direct</li> <li>3. Search Engine Optimisation in MOU with Digital Floats</li> </ol> <p><b><u>D)-INNOVATIONS IN THE CURRICULUM</u></b></p> <ul style="list-style-type: none"> <li>✓ Different Universities (Delhi, Chennai, Bangalore ,B-Schools) were considered while selection of subjects and framing the syllabus</li> <li>✓ BOS, Academicians , Alumni, Industry expert opinions and suggestions were incorporated</li> </ul>
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		<ul style="list-style-type: none"> <li>✓ Foreign Tie- MOU with Merrimack College, Boston, USA</li> <li>✓ BBA BA Programme is the biggest innovation of the department ,inclusion of “R” programming and other latest software as per the suggestions of the IBM</li> <li>✓ Topics were deleted and new and latest topics were included (SPSS,SAP in IT Curriculum)</li> <li>✓ Syllabus and its contents as per market industry and demand</li> <li>✓ Final year Students Feedback were taken to improvise the syllabus</li> <li>✓ Guest lectures on the relevant field were conducted in this Academic year on a regular basis (Enclosures Attached)</li> </ul> <p><b><u>E)- ALUMNI RECOMMENDATION :-</u></b></p> <ul style="list-style-type: none"> <li>❖ Inclusion of latest topics (Advanced Excel, Pivot Tables, IT latest Techniques , “R” software ,Latest Operating system ,Graphs) were incorpoareted as per the suggestions given by Mrs.Rebbakah Christopher,PG Alunumus working in Delloite as Senior Analyst.</li> </ul>
2	Teaching – Learning	<p>A)- <b><u>ENTRY LEVEL TEST CONDUCTED</u></b></p> <p>Entry level test was conducted on 28/7/17 for</p>

		<p>English,Accountancy,Economics and Information Technology</p> <p>(Enclosures attached)</p> <p><b>B)- <u>BRIDGE COURSE</u></b></p> <p>Mrs.Sangeeta and Ms.Smriti Conducted Bridge Course for the first years in the month of July 2017 for 10 days in order to bridge the gap between commerce and Non commerce students</p> <p>(Enclosures attached).</p> <p><b>C)- TEACHING LEARNING METHODOLOGIES USED BY THE DEPARTMENT IN THIS ACADEMIC YEAR</b></p> <ul style="list-style-type: none"> <li>❖ NPTEL SOURCES</li> <li>❖ CASE STUDY METHOD</li> <li>❖ GROUP DISCUSSION</li> <li>❖ CLASSROOM PRESENTATIONS</li> <li>❖ ACTIVITY BASED TEACHING</li> <li>❖ SCENARIO BASED TEACHING</li> <li>❖ QUIZ ON SUBJECTS</li> <li>❖ ARTICLE WRITING</li> <li>❖ PEER GROUP LEARNING</li> <li>❖ UPDATED PPT'S</li> </ul>
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		<p style="text-align: center;"><b>❖ PROJECTS AND INTERNSHIPS</b></p> <p><b>D)- <u>INDUSTRIAL VISIT</u></b></p> <p>❖ BBA III (A ,B) were taken on 4 and 5 December respectively to Hindustan Coca Cola Beverages Pvt Ltd (Report Enclosed)</p> <p>❖ BBA IT III Years were taken to AGI Glass Pac factory on January 24(Report Enclosed)</p> <p><b>E)- <u>EXPERIENTIAL LEARNING</u></b></p> <p>BBA &amp; BBA IT III Year students have done Project in Sem V &amp; VI which is a part of experiential learning in the field of Marketing, Finance ,HR and IT (Details Enclosed)</p> <p><b>F)- <u>REMEDIAL CLASSES</u></b></p> <p>Faculty teaching BBA,BBA IT and Analytics have on regular intervals have conducted Remedial classes for the students in order to increase their performance .Special classes like any year was conducted in this AY for the students along with foreign students</p> <p><b>(Details Enclosed)</b></p>
3	<p>Research</p> <p>Consultancy</p> <p>Extension Activities (NSS/JGG/YRC/Women Empowerment)</p>	<p>➤ <b>RESEARCH IN THE AY 2017-18</b></p> <p>❖ International Journal Publication- 20</p> <p>❖ Paper Published in National Conference-08</p> <p>❖ Paper Published in International</p>

		<p>Conference-12</p> <ul style="list-style-type: none"> <li>❖ Workshop Attended-1</li> <li>❖ National Seminar/Conference Attended- 7</li> <li>❖ International Conference Attended-10</li> </ul> <p><b>(ENCLOSURES ATTACHED)</b></p> <p>➤ <b>CONSULTANCY IN THE AY 2017-18</b></p> <ul style="list-style-type: none"> <li>❖ Management Development Programme (MDP) conducted for the Idea Cellular Employees on July 21 on the topic “Self Management” by Mrs.Molly Chaturvedi &amp; Mrs.K.Srivani .</li> <li>❖ Management Development Programme (MDP)conducted for the Idea Cellular Employees on July 14 on the topic “Self Development and Discipline ” by Mrs.Danam Tressa &amp; Mr.P.Ganesh Anand</li> </ul> <p><b>(ENCLOSURES ATTACHED)</b></p> <p>➤ <b>EXTENSION ACTIVITIES IN THE AY 2017-18</b></p> <ul style="list-style-type: none"> <li>❖ <b>JOSEPH GREEN GROUP:-</b> <ul style="list-style-type: none"> <li>▪ ECO- GANESH AWARENESS PROGRAM</li> </ul> </li> </ul>
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		<ul style="list-style-type: none"> <li>▪ INTERNATIONAL OZONE DAY</li> <li>▪ ACTIVE FARM SCHOOL VISIT</li> <li>▪ NATIONAL ENERGY CONSERVATION DAY</li> <li>▪ INTERNATIONAL PLANTATION DAY</li> </ul> <p>❖ <b>YOUTH RED CROSS</b></p> <ul style="list-style-type: none"> <li>▪ Red cross society conducted the blood donation camp in the extended campus on 25/7/17 where all course groups of each year donated blood (Enclosures Attached)</li> </ul> <p>❖ <b>WOMEN EMPOWERMENT</b></p> <ul style="list-style-type: none"> <li>▪ Woman’s Day was celebrated on March 8 in the extended campus students where girls school participated in the event . Ms Kamakshi (Ms.Telangana), Ms.Shezi (Radio Jockey) were the special guests for the day  (Enclosures Attached)</li> </ul> <p>❖ <b>NATIONAL SOCIAL SERVICE</b></p> <ul style="list-style-type: none"> <li>▪ International Yoga Day</li> <li>▪ NSS orientation day</li> <li>▪ She Team Self Defence Training Programme</li> <li>▪ Free left awareness campaign</li> </ul>
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		<ul style="list-style-type: none"> <li>▪ Clean Your campus drive</li> <li>▪ 2<sup>nd</sup> Indian police martyr's memorial run</li> </ul>
4	Infrastructure Enhancement	<ul style="list-style-type: none"> <li>❖ Systems were formatted as per IBM teaching needs</li> <li>❖ Installation of latest Software in Computer Lab</li> <li>❖ Ladies Lounge, Students Lounge</li> <li>❖ Wash Rooms facilities were enhanced ,Sanitary pad machine was being installed</li> <li>❖ Installation of LCD &amp; Projector in all the class rooms</li> </ul>
5	<p>Student Support</p> <p>a) Curricular</p> <p>b) Extra-Curricular</p> <p>c) Sports</p>	<p><b><u>Following Activities were conducted in the AY 2017-18</u></b></p> <p><b><u>CURRICULAR</u></b></p> <ul style="list-style-type: none"> <li>✓ Guest lectures</li> <li>✓ Bridge Course</li> <li>✓ Industrial Visits</li> <li>✓ Experiential Projects</li> <li>✓ Internships</li> <li>✓ Remedial classes</li> <li>✓ Orientation on Specialisation for</li> </ul>

		<p>final years (Batch 2016-19)</p> <p>( Enclosures attached)</p> <p><b>EXTRA CURRICULAR INCLUDING SPORTS</b></p> <p>a)- Students Participated in Literary,Cutural,Sports events in college and outside the college (<b>Enclosures Attached</b>)</p> <p>b)-3 Certificate Course was being conducted by the department in the AY 2017-18</p>
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## **1. Curricular Aspects**

### 1.1 Details about Academic Programmes

Level of the Programme	Number of existing Programmes	Number of programmes added during the year	Number of self-financing programmes	Number of value added / Career Oriented programmes
PhD	NA	NA	NA	NA
PG	1	NA	NA	NA
UG	BBA BBA(IT)	BBA(BA)	NA	NA
PG Diploma	NA	NA	NA	NA
Advanced Diploma	NA	NA	NA	NA
Diploma	NA	NA	NA	NA
Certificate	3 certificate courses	1 Programme	3 programmes	1.Retail management 2.Financial Markets 3.Search Engine Optimisation
Others	NA	NA	NA	

<b>Total</b>				
Interdisciplinary	PG Human Resource Management course to the Mass communication department			
Innovative	NA	NA	NA	NA

- 1.2 (i) Flexibility of the Curriculum: CBCS/Core/Elective option / Open options  
(ii) Pattern of programmes:

Pattern	Number of programmes
Semester	3 Programmes (BBA , BBA(IT) , BBA (BA) Two semesters each year
Trimester	-
Annual	-

1.3 Feedback from stakeholders\* (On all aspects)

Alum	<input checked="" type="checkbox"/>	Parents	<input checked="" type="checkbox"/>	Employer	<input checked="" type="checkbox"/>	Students	<input checked="" type="checkbox"/>
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Mode of feedback : Online  Man  Co-operating schools (f PEI)

**\*Please provide an analysis of the feedback in the Annexure**

**Feedback :**

Regular feedback is taken from the stakeholders for all aspects especially the curriculum design. major recommendations :

1. Business Ethics to be included in Principles of Management
2. Market Structure to be included in Business Economics.
3. Resume writing and GD skills in PDMS .
4. New product development in Principles of Marketing.
5. New HRM strategies in Human Resource Management.
6. SPSS to be included BBA (IT)

7.suggested topics to be included are-E-commerce, performance management ,Indian Taxation system, market structure in Economics, Cost and Management Accounting, Training Methods .computer networking, Management Functions ,SAP,SPSS,ERP, Software Requirements, Industrial Relations .

8.Digital marketing in IT Electives can be included

9.SPSS practical sessions can be included as well.

10.Introduction of new course BBA(Business Analytics)

1.4 Whether there is any revision/update of regulation or syllabi, if yes, mention their salient aspects

(BoS Date, Venue, Composition, Revisions & Resolutions)

YES

### **BoS Date, Venue, Composition, Revisions & Resolutions**

BOS Meeting to be conducted on 10<sup>th</sup> February, 2017

Venue: Conference Hall, Main Campus , St.Joseph's Degree & PG College , Kingkoti Road , Hyderabad

### **BOARD OF STUDIES COMPOSITION-BBA, BBA (INFORMATION TECHNOLOGY) AND BBA (BUSINESS ANALYTICS)**

**Principal: Rev. Fr. Vincent Arokiadas**

**Chairperson**

**1. Mrs. A. Mary Francina**

**HoD, Dept. of Business Management, St. Joseph's Degree & PG College**

**Experts in the subject from outside the College**

**1.Prof. R. Nageshwar Rao**

**Dean, Faculty of Management**

**Osmania University**

**2.Prof.Shailaja**

**Head , Faculty of Management,**

**Osmania University**

**Expert Nominated by Vice-Chancellor OU**

**1.Prof. Mrs. K. Gnana Chandrika, Chairman Board of Studies**

**Dept. of Business Management, Osmania University**

### **Representative from Industry**

**1.Mr.Sanjuwar D.C ,Vice President ,Stratadigm Education and Training Pvt. Ltd.,**

### **One PG Alumnus**

**1.Mrs.K.Rebekkah Christopher, Senior Analyst ,Deloitte**

### **Faculty Members**

1. Mrs. R. Anita, Dean Academics & Associate Professor
2. Mrs.K. Srivani , Associate Professor
3. Mrs. Danam Tressa, Associate Professor
4. Mrs. Sangeetha Thakur, Assistant Professor
5. Mr. P. Ganesh Anand, Assistant Professor
6. Dr. N. Srinivas, Associate Professor & Head, Placements
7. Mrs. Molly Chaturvedi, Assistant Professor
8. Ms. Smriti Nagaria, Assistant Professor
9. Ms. K. Jesmy Thomas, Assistant Professor
10. Ms. Swapna Sangyam, Assistant Professor
11. Dr.Lydia Nutan, Associate Professor
12. Ms.Harriet ,Assistant Professor
13. Ms.M.H.Mary Patricia, Assistant Professor

## **REVISION UPDATES FOR BBA COURSE**

### **BBA REVISIONS**

- It was resolved to approve the 3 years syllabus of BBA & BBA (IT) for the batch 2017-2020.
- It was resolved to approve the I year syllabus of BBA (Business Analytics) for the batch 2017-2020.
- It was resolved to approve the revisions done in the course structure for BBA & BBA (IT) for admitted batch 2015-18.
- It was resolved to approve the syllabus of elective papers (HR, Marketing, and Finance) of BBA course for V and VI semesters for batch admitted in 2015-18.
- It was resolved to approve the syllabus of elective papers (HR, Marketing, Finance & IT) of BBA (IT) course for V and VI semesters for batch admitted in 2015-18.
- It was resolved to approve that students of BBA (IT) will do project in Information Technology.
- It was resolved to approve the evaluation pattern and model question paper of core, SEC, GE and DSE papers.



- It was resolved to approve the panel of examiners for end semester examination.

### **INTRODUCTION OF NEW SUBJECTS & REVISIONS**

SEMESTER II:- BUSINESS ETHICS & CORPORATE GOVERNANCE

SEMESTER III:- LEGAL ASPECTS OF BUSINESS

SEMESTER IV :- BUSINESS STATISTICS AS SEC PAPER

SEMESTER V:-

- ❖ BUSINESS POLICY & STRATEGY
- ❖ CHANGES ELECTIVES IN MARKETING ,FINANCE AND HR

SEMESTER VI:-

- ❖ SOCIAL MEDIA MARKETING
- ❖ TAXATION
- ❖ CHANGED ELECTIVES IN MARKETING ,FINANCE AND HR

### **REVISION UPDATES FOR BBA (IT) COURSE**

- ✓ **Elements of Information Technology** as Skill enhancement course for BBA in the I year II Sem.
- ✓ **Personality Development & Managerial Skills** as Skill enhancement course for BBA (IT) in the II Year IV Sem
- ✓ Included **Marketing, HR and Finance electives** (option of choosing one paper from each elective) in the V & VI Semesters for BBA.
- ✓ Included **Marketing, HR and Finance & IT electives** (option of choosing three electives with IT elective mandatory - option of one paper from each elective) in the V & VI Semesters for BBA (IT).
- ✓ **AECC Paper** - Science and Civilization (Sem IV) dropped from the course structure.
- ✓ Evaluation pattern of Skill Enhancement courses were modified with 20 marks for Continuous internal assessment and 30 marks for end semester examination with 2 hrs of end semester exam.

New course BBA (Business Analytics) was introduced from AY 2017-18

1.5 Any new course introduced during the year. If yes, give details. BBA (BA)

## DETAILS OF THE BBA (BA) COURSE

**Course Objective:** To develop individuals with conceptual knowledge in the multiple disciplines of analytics comprising of mathematics, statistics, information technology and Management, To imbibe value based education to the students that will help them to function effectively in their business analytics career. Course was started this year with the intake of 46 students.

### 1.6 Details of certificate courses along with collaboration & Duration

#### **CERTIFICATE COURSE DETAILS**

#### **REPORT ON CERTIFICATE COURSE (RETAIL MANAGEMENT)**

The certificate course was conducted on Retail Management in two batches ,first batch from 18/09/17-15/10/17 and second batch from 10/11/17 ---6/12/17 in the extended block of St.Joseph's Degree & PG College, Hyderabad .MOU was signed with the Excel enterprise, the channel partner of Bharti Airtel Ltd ,theoretical classes were taken in the above mentioned time period along with the guest lecture conducted on 12/11/17 for he two batches by **Mrs.Vani Jha Senior Manager, Retail, Bharti Airtel** . The report of the guest lecture is attached below, on 15/10/17 first batch students and 6/12/17 second batch students wrote their written exam (75 marks)followed by the viva(25 marks) , students were made aware about the sales and marketing in retail via theory classes and guest lectures by Airtel manager, as part of MOU, students participated in this course were from management department and commerce department respectively.

#### **CERTIFICATE COURSE ON SEARCH ENGINE OPTIMISATION**

S.No	Name of the Course	MOU	Co-ordinators	No. of students enrolled	Total No .of Hours	Resource Person with Designation	Dates	Course Fee
1	RETAIL MANAGEMENT	EXCEL ENTERPRISE (CHANNEL PARTNER OF BHARTI AIRTEL PVT LTD)	MRS.A.MARY FRANCINA & MRS.MOLLY CHATURVEDI	50 (BATC H I)+ 24 (BATC H II)	30	Mrs.Vani Jha, Retail Bharti Airtel	10/11/17-6/12/2017	2500/-

The certificate course on “**SEARCH ENGINE OPTIMISATION** “ was conducted by the Department of Business Management in collaboration with DIGITAL FLOATS ,Hyderabad with an MOU .the period of time was from 11<sup>th</sup> September to 6<sup>th</sup> October 2017 .The resource

s. no	Name of the course	Collaboration with	Name of the coordinators	No. of students	No. of hrs	Name of the resource person	Date of conduct	fees
1.	SEARCH ENGINE OPTIMISATION	DIGITAL FLOATS , HYDERABAD	1.Mrs.Danam Tressa 2.Dr.N.Srinivas	51	45 Hrs	Mr.Yogendernath Senior Trainer SEO Digital Floats ,Hyderabad	11 September to 6 October,2017	2000

persons from digital floats took classes both theory and practical. The resource person was Mr.Yogendernath Senior Trainer SEO Digital Floats ,Hyderabad .the number of students registered for the course were 55.the students after the required number of classes which were conducted they had to write an exam for 50 marks and Viva for 10 marks was conducted which was mandatory for every student for 2 hrs. They were also asked to join for Internship with the company for a period of 45 days after the course .

### **CERTIFICATE COURSE ON - FINANCIAL MARKETS & DERIVATIVES**

**COURSE OBJECTIVE** was to upgrade the practical knowledge of finance, investment, on line trading of students and helps them to understand the overall working of financial markets which in turn would make them better employable graduates and to open up professional careers in financial markets, to work with financial institutions and market practitioners, or even in corporate finance jobs.

This course also enable students to appear for the exams conducted by NCFM (National Stock Exchange Certificate for Financial Markets), which will enhance the opportunities for their placements into Financial Institutions, Banks, Broking Houses etc.

The Department of Business Management conducted a **CERTIFICATE COURSE ON-FINANCIAL MARKETS** for BBA , BBA(IT) & B.COM Students on **29<sup>th</sup> September 2017 , for 22 hours** duration including practical sessions for**50students** who registered for this course, in association with ICICI Direct ,Centre for Financial Learning from ICICI Securities Ltd .This short term course specially designed to equip students with the knowhow of practicalities into Capital & Financial Markets. The carefully crafted syllabus and competent faculties with years of experience will ensure the crisp knowledge for students for various topics.

The Internal course coordinators Mr.Ganesh and Mrs Sangeeta thakur conducted sessions on Capital market, types of capital market, the Role of SEBI in stock exchange and concept of Derivatives.

## Criterion – II

### 2. Teaching, Learning and Evaluation

2.1 Total No. of permanent faculty	Total	Asst. Professors	Associate Professors	Professors	Others
	18	12	05	1	-

4

2.2 No. of permanent faculty with Ph.D

2.3 No. of Faculty Positions Recruited (R) and Vacant (V) during the year

Asst. Professors		Associate Professors		Professors		Others		Total	
R	V	R	V	R	V	R	V	R	V
2	NIL	-	-	1	NIL			3	NIL

2.4 No. of Guest and Visiting faculty and Temporary faculty

02

01

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**(Enclosures Attached)**

**NOTE:- IBM Faculty takes classes for BBA (BA) students for the IBM offered subjects**

2.5 Faculty participation in conferences and symposia:

No. of Faculty	International level	National level	State level
Attended	10	6	-
Presented	10	6	-
Resource	-	-	-

Persons			
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**(Enclosures Attached)**

2.6 Innovative processes adopted by the institution in Teaching and Learning:

**❖ INNOVATIVE PROCESSES ADOPTED FOR BBA,BBA (IT) AND BBA (BA) IN THE AY 2017-18**

**Department is known for using advanced and unique teaching methodologies, below mentioned are some of them:-**

1. Lecture method
2. Classroom presentations
3. Quiz on subjects
4. Case studies
5. Articles from news papers
6. Crossword puzzles
7. Videos
8. Group discussions
9. Classroom discussion
10. Debate
11. Industrial visits
12. Article writing
13. Assignment
14. Chart making
15. Peer group learning
16. Videos
17. Mock interviews
18. Activity based teaching
19. guest/ extension lectures by academicians/industry
20. Role play
21. Using teaching material through NPTEL/open ware sources
22. Scenario based teaching
23. Ads creation through videos and poster
24. Brain storming
25. Online teaching (Skype , face book and mail)
26. Debates
27. Current affair discussion everyday specially related to topic

<b>140 Days ( AY 2017-18)</b>
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2.7 Total No. of actual teaching days

during this academic year

- 2.8 Examination/ Evaluation Reforms initiated by the Institution (for example: Open Book Examination, Bar Code Double Valuation, Photocopy, Online Multiple Choice Questions)

<b>EXAM BRANCH INFO</b>
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- 2.9 No. of faculty members involved in curriculum restructuring/revision/syllabus development as member of Board of Study/Faculty/Curriculum Development workshop

<b>0</b>	<b>2</b>	<b>0</b>
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**NOTE:-**

**Faculty members relating with different specialisation (General Management, Finance, Marketing, HR, Quantitative )and required expertise were involved in the creation and modification of the Syllabus in the Academic year 2017-18**

- 2.10 Average percentage of attendance of students

<b>75%</b>
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- 2.11 Course/Programme wise distribution of pass percentage :(Only for Passed out batch)

Title of the Programme	Total no. of students appeared	Division				
		Distinction %	I %	II %	III %	Pass %
BBAIII A (2014-17)	49	24	21	2	2	94%
BBA III B (2014-17)	51	18	24	7	2	92%

- 2.12 How does department Contribute/Monitor/Evaluate the Teaching & Learning processes :

**SKILL BASED TEST**

- ❖ Special Assignments
- ❖ Mini Projects
- ❖ Presentations
- ❖ Case Study Analysis and its Presentations
- ❖ Group Discussion
- ❖ Role Play

**(HARD COPY AS PROOF IS PRESENT IN THE DEPARTMENT WITH ALL THE FACULTY)**

2.13 Initiatives undertaken towards faculty development

<b>Faculty / Staff Development Programmes</b>	<b>Number of faculty benefitted</b>
Refresher courses	NIL
UGC – Faculty Improvement Programme/FDP	2
HRD programmes	NIL
Orientation programmes	<p align="center"><b>04</b></p> <ul style="list-style-type: none"> <li>❖ Faculty Orientation for the Academic year 2017-18</li> <li>❖ New Faculty Orientation,</li> <li>❖ IBM Orientation for BBA (BA) Course</li> <li>❖ Orientation on new and revised guidelines in NAAC</li> </ul>
Faculty exchange programme	NIL
Staff training conducted by the university	NIL
Staff training conducted by other institutions	NIL
Summer / Winter schools, Workshops, etc.	NIL
Others	

2.14 Details of Administrative and Technical staff

Category	Number of Permanent Employees	Number of Vacant Positions	Number of permanent positions filled during the Year	Number of positions filled temporarily
Administrative Staff	2 (Mr. Pavan & Mrs. Pallavi)	NIL	NIL	NIL

Technical Staff	1 (Mr.Pavan)	NIL	NIL	NIL
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### Criterion – III

### 3. Research, Consultancy and Extension

#### 3.1 Initiatives of the department in Sensitizing/Promoting Research Climate in the institution

- Motivating the faculty to register for M.Phil/Ph.D and apply for Minor Research Projects to UGC Providing research incentives.
- Research facilities like SPSS (Research facilitator software), free Internet, INFLIBNET, DEL NET, journals are provided.
- Flexible time table and financial assistance to attend and participate in seminars/workshops/conferences etc at the regional /state level.
- Faculty are encouraged to present and publish papers. The outcome is 20 papers published in International Journal and National Journal, 12 in International Conferences, 8 in National Conference and 20 paper presentations in various International and National conferences / Seminars.
- Eminent resource persons are invited to conduct workshops/seminars/guest lectures on topics of research interest.
- Faculty members with Doctorate degree are encouraged to take up the role of internal guides to their peers pursuing research and publications.
- Research culture among the student body is cultivated through academic programmes which promote research aptitude. A project is made a mandatory criterion for course completion to inculcate scientific temperament.
- Research Board meetings are conducted to ensure quality sustenance and enhancements in all the academic research activities
- IQAC in co-ordination with Research Committee applied for Minor Research Projects and as a result one minor research project was approved.
- Students are encouraged to attend Seminars and present papers.



### 3.2 Details regarding major projects

	Completed	Ongoing	Sanctioned	Submitted
Number	-	-	-	-
Outlay in Rs. Lakhs	-	-	-	-

### 3.3 Details regarding minor projects

	Completed	Ongoing	Sanctioned	Submitted
Number	-	-	-	-
Outlay in Rs. Lakhs	-	-	-	-

### 3.4 Details on research publications

	International	National	Others
Peer Review Journals	8	-	-
Non-Peer Review Journals	-	-	-
e-Journals	8	-	-
Conference proceedings	ISSN – 14 ISBN -1	-	-

### Paper Publications

S.No	Name of the Faculty	Title of the Paper	Name of the Journal/Book	ISSN/ISBN No	International/National With Date
1	Ms.Smriti Nagaria	A Study on Issues of Demonetization with Special Reference to Small Businesses,”	International Journal of Research in Finance and Marketing	ISSN(o): 2231-5985, I Factor: 6.397(UGC Approved)	31st July,2017
2	Mrs.Molly Chaturvedi	A Study on Challenges and Opportunities of Rural Marketing	International Journal of Current Research	Impact Factor-7.086, Volume 9 Issue 11, Page no.61682-61686, November, 2017ISSN - 0975-833X	December,2017

3	Ms.Smriti Nagaria	Foreign Direct Investment (FDI) :A Future Key Driver for India's Growth	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
4	Dr.R.Anita	Diversity Management at Workplace: Aspects Challenges	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
5	Mrs.Molly Chaturvedi	A Conceptual Study on Recent Trends,Challenges and Opportunities in E- Marketing :In Specal Reference with 7 Up Case Study	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
6	Mrs. Danam Tressa	Digital Banking – Moving Towards Digital Transformation with Reference to and Initiative of SBI	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
7	Dr.Vandana S	Analysis of Profitability and Risk – A Study of SME	PARIPEX- Indian Journal of Research	ISSN No : 2250- 1991,Volume 6 ,Issue 09	September ,2017

8	Mrs .Srivani	Virtual Crimes and Human Disasters Facets of IT Revolution in Indian Perspective	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
9	Mrs.Sangeeta Thakur	The Impact of Information Technology Advancement in Indian Banking Sector	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
10	Mrs.A.Mary Francina	A Study on Trends & Challenges in Global HRM	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
11	Mrs.Molly Chaturvedi	A study of online shopping behavior in retail sector	The Journal of global management outlook.	ISSN 2277– 3789, IMPACT FACTOR POWER BY I2OR: 3.010, INDEXED IN SCOPUS, I2OR, JIF (Bi-	Feb 1 2018

12	Dr.Anita	INTERNET OF THINGS (IoT) – ITS IMPACT ON MANUFACTURING PROCESS	International Journal of Engineering Technology Science and Research IJETS	ISSN 2394 – 3386 Volume 4, Issue 12 December 2017 Impact Factor 2.120	December 2017
13	Mrs.Srivani	Ar &Vr Focused Startups And Companies An Indian Perspective	International Journal of Computer & Mathematical Sciences IJCMS	ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February ,2018
14	Ms.Smriti Nagaria	Exploring the Potential of E-Commerce in the Digital Era: Opportunities and Challenges	International Journal of Computer & Mathematical Sciences IJCMS	International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018

15	Dr.Anita	Artificial Intelligence – Its Impact on the Future Organisations	International Journal of Computer & Mathematical Sciences IJCMS	International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018
16	Mrs. Mary Francina	A Study on Digital HR	International Journal of Computer & Mathematical Sciences IJCMS	International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018
17	Mrs.Jayshree	A Study on Impact of E-Commerce in India: Benefits & Challenges	International Journal of Computer & Mathematical Sciences IJCMS	ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018

18	Dr.Anita	Exploring The Potential Of E-Commerce In The Digital Era: Opportunities And Challenges	International Journal of Computer & Mathematical Sciences IJCMS	ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018
19	Dr.Anita	Evaluation of Quality of Management Education in Hyderabad and RangaReddy – An Empirical Study	International Journal of Research in Economics and Social Sciences(IJRESS) Available online at: <a href="http://euroasiapub.org">http://euroasiapub.org</a>	Vol. 8 Issue 1, ISSN(o): 2249-7382   Impact Factor: 6.939	January,2018
20	Dr.Anita	Student Engagement for Enhanced Learning	INTERNATIONAL JOURNAL OF ACADEMIC RESEARCH IN SOCIAL SCIENCES & HUMANITIES	Vol.4, Issue No.1, ISSN: 2454- 2202	Jan –March ,2018
21.	Ms. Jesmy Thomos	International Journal of Computer and Mathematical Sciences	A Study on Impact of E-Commerce in India: Benefits & Challenges	ISSN 2347 – 8527 Volume 7, Issue 2	9 Feb 2018
22.	Ms. Jesmy Thomos	International Journal of Innovations & Advancement in Computer Science	A Study on Awareness of Digital Marketing amongst Students in Twin Cities	ISSN 2347 – 8616 Volume 7, Issue 3	25 <sup>th</sup> March 2018

23.	Ms. Harriet	International Journal  of Computer & Mathematical Sciences	A Study of Impact of Cloud Computing & Its Security on  Various Functions in an Organisation	ISSN 2347 – 8527	February 2018
24.	Prof. Vandana	International journal of Research in Commerce and Management.	A study on Financial performance of NBFC'S	VOLUME NO. 9 (2018), ISSUE NO. 05 (MAY) ISSN 0976-	May 5 <sup>th</sup> 2018.
25.	Prof. Vandana	International Journal of engineering and research.	The Role of Gender on job Insecurity	ISSN 2394-3386VOL.5, Issue 1,2018.	2018

### Paper Presentation

S.No	Name of the Faculty	Title of the Paper	Name of the Seminar/Conference	Name of the Organisation/Place	International/National With Date /Year
1	Mrs.A.Mary Francina	2 <sup>nd</sup> International Conference on “Global Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill Development Corporation	A Study on Trends &Challenges in Global HRM	St.Joseph’s Degree and PG College,King Koti,Hyderabad	International January ,2018
2	Ms.Smriti Nagaria	2 <sup>nd</sup> International Conference on “Global	Foreign Direct Investment (FDI) :A Future Key	St.Joseph’s Degree and PG College,King	International

		Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill Development Corporation	Driver for India’s Growth International Journal of Engineering Technology Science and Research IJETSR ISSN 2394 – 3386 Volume 5, Issue 1  January 2018 Impact Factor 2.120	Koti,Hyderabad	January ,2018
3	Dr.R.Anita	2 <sup>nd</sup> International Conference on “Global Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill Development Corporation	Diversity Management at Workplace:Aspects Challenges  International Journal of Engineering Technology Science and Research IJETSR ISSN 2394 – 3386 Volume 5, Issue 1  January 2018 Impact Factor 2.120	St.Joseph’s Degree and PG College,King Koti,Hyderabad	International January ,2018
4	Mrs.Danam Tressa	2 <sup>nd</sup> International Conference on “Global Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill Development Corporation	Digital Banking – Moving Towards Digital Transformation with Reference to and Initiative of SBI  International Journal of Engineering Technology Science and Research IJETSR	St.Joseph’s Degree and PG College,King Koti,Hyderabad	International January ,2018



			ISSN 2394 – 3386 Volume 5, Issue 1  January 2018 Impact Factor 2.120		
5	Mrs.Molly	2 <sup>nd</sup> International Conference on “Global Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill Development Corporation	A Conceptual Study on Recent Trends,Challenges and Opportunities in E- Marketing :In Specal Reference with 7 Up Case Study  International Journal of Engineering Technology Science and Research IJETSR ISSN 2394 – 3386 Volume 5, Issue 1  January 2018 Impact Factor 2.120	St.Joseph’s Degree and PG College,King Koti,Hyderabad	International January ,2018
6	Mrs.Jayshree	2 <sup>nd</sup> International Conference on “Global Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill Development Corporation	AStudy on Share Price Movement of Equities Using Technical Analysis  International Journal of Engineering Technology Science and Research IJETSR ISSN 2394 – 3386 Volume 5, Issue 1  January 2018 Impact Factor 2.120	St.Joseph’s Degree and PG College,King Koti,Hyderabad	International January ,2018

7	Mrs.Srivani	2 <sup>nd</sup> International Conference on “Global Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill Development Corporation	Virtual Crimes and Human Disasters Facets of IT Revolution in Indian Perspective  International Journal of Engineering Technology Science and Research IJETSR ISSN 2394 – 3386 Volume 5, Issue 1 January 2018 Impact Factor 2.120	St.Joseph’s Degree and PG College,King Koti,Hyderabad	International January ,2018
8	Mrs.Sangeeta Thakur	2 <sup>nd</sup> International Conference on “Global Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill Development Corporation	The Impact of Information Technology Advancement in Indian Banking Sector International Journal of Engineering Technology Science and Research IJETSR ISSN 2394 – 3386 Volume 5, Issue 1  January 2018 Impact Factor 2.120	St.Joseph’s Degree and PG College,King Koti,Hyderabad	International January ,2018
9	Ms.S.Swapna	2 <sup>nd</sup> International Conference on “Global Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill	A Study on Implication of Implementing Green HRM with Reference to Developing Nations International Journal of Engineering	St.Joseph’s Degree and PG College,King Koti,Hyderabad	International January ,2018

		Development Corporation	Technology Science and Research IJETSR ISSN 2394 – 3386 Volume 5, Issue 1  January 2018 Impact Factor 2.120		
10	Mrs.Laxmi Madhuri	2 <sup>nd</sup> International Conference on “Global Opportunities & Challenges in Commerce “ (ICGOCC -2018) in Collaboration with International Skill Development Corporation	A Study on Contribution of Digital Marketing for Profit Maximization and Competitive Advantage  International Journal of Engineering Technology Science and Research IJETSR ISSN 2394 – 3386 Volume 5, Issue 1  January 2018 Impact Factor 2.120	St.Joseph’s Degree and PG College,King Koti,Hyderabad	International January ,2018
11	Dr.R.Anita	1 <sup>st</sup> International Conference on Advancements and Innovations in Engineering, Technology and Management (ICAIETM 2017)	Internet of Things(IoT) – Its Impact on Manufacturing Process  ISSN No – 2394-3386, Volume 4 ,Issue 12	Joginpally B.R Engineering College ,Hyderabad	International 28 <sup>th</sup> and 29 <sup>th</sup> December,2017
12	Ms.Smriti Nagaria	-	Big Wigs of Indian Market – Foreign Institutional Investors  Book Title: Indian Financial Markets – Emerging Trends	-	National November ,2017

			ISBN – 978-93-85101-66-3		
13	Ms.Smriti Nagaria	National Conference on Role of Science & Technology for Sustainable Development	Exploring the Potential of E-Commerce in the Digital Era: Opportunities and Challenges  International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	St. Joseph's Degree & PG College, Hyderabad	9 February 2018
14	Dr.Anita	National Conference on Role of Science & Technology for Sustainable Development	Artificial Intelligence – Its Impact on the Future Organisations  International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	St. Joseph's Degree & PG College, Hyderabad	National 9 February 2018

15	Mrs .Mary Francina	National Conference on Role of Science & Technology for Sustainable Development	A Study on Digital HR  International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	St. Joseph's Degree & PG College, Hyderabad	National 9 February 2018
16	Mrs.Jayasree	National Conference on Role of Science & Technology for Sustainable Development	A Study on Artificial Intelligence for Hedging Funds  International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	St. Joseph's Degree & PG College, Hyderabad	National 9 February 2018
17	Dr.Anita	National Conference on Role of Science & Technology for Sustainable Development	Exploring The Potential Of E-Commerce In The Digital Era: Opportunities And Challenges  International	St. Joseph's Degree & PG College, Hyderabad	National 9 <sup>th</sup> February,2018

			<p>Journal of Computer &amp; Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February</p> <p>2018 Impact Factor Value 2.58</p>		
18	Mrs.Srivani	National Conference on Role of Science Technology for Sustainable Development	<p>AR &amp; UR Focussed Startups and Companies – An Indian Perspective</p> <p>International Journal of Computer &amp; Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58</p>	St. Joseph's Degree & PG College, Hyderabad	National 9 <sup>th</sup> February,2018
19	Mrs. A. Mary Francina	2 <sup>nd</sup> One Day National Seminar on Start up Management	Employee Retention : Challenging Task at Start Ups	Indian Institute of Management and Commerce	National 10 <sup>th</sup> February
20	Mrs .Jayasree	2 <sup>nd</sup> One Day National Seminar on Start up Management	A Study on Transformation of the Business Pattern of Start Up 's by the Angle Investor	Indian Institute of Management and Commerce	National 10 <sup>th</sup> February

21.	Ms. Jesmy Thomos	National Conference	National Conference on Role of Science & Technology in Sustainable Development	St. Joseph's Degree & PG College, Abids, Hyderabad	9 <sup>th</sup> Feb 2018
22.	Ms. Jesmy Thomos	International Conference	International Conference on Innovative Trends in Engineering, Applied Science and Management	Osmania University Centre for International Programmes, OU Campus, Hyderabad	25 <sup>th</sup> March 2018

#### **FDP Attended (Outside)**

S.No	Name of the Faculty	Date	Title	Place
1	Dr. R. Anita	28 & 29 December 2017	1 <sup>st</sup> Two Day International Conference on Advancements and Innovations in Engineering, Technology & Management (ICAIETM2017) Technically sponsored by IEEE ISTE and IETE	(JBREC) Joginpally B.R. Engineering College, Hyderabad

2	Dr. R. Anita	November 15, 2017	Empowered Educators 2017 – Reimagining learning for future talent DU: The Leadership center in India	Deloitte Consulting Limited, US India Talent Acquisition Team at F Block, DU: The Leadership Center in India, 8 <sup>th</sup> Floor, Building No. 9, Raheja Mindspace,
3	Dr.N.Srinivas	30 August, 2017	IBM Solutions Technical Conference (ISTC)	Leela Palace, Bangalore
4	Dr.R.Anita	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
5	Mrs. Francina	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
6	Mrs. Danam Tressa	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
7	Mr.Ganesh Anand	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
8	Mrs. Srivani	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
9	Dr.N.Srinivas	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
10	Mrs. Sangeetha	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli



11	Ms.Jesmy Thomos	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
12	Ms.Laxmi Madhuri	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
13	Ms. Swapna	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
14	Ms. Harriet	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
15	Mrs. Molly Cheturvedi	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
16	Ms. Smriti	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
17	Mrs. Jaya Sree	28/6/17	Orientation of BBA Business Analytics Course	IBM,Gachibowli
18	Prof. Vandana Samba	Feb 2 2018.	Article writing skills related to research	St. Martin's College of Management.
19	Mrs. Danam Tressa	30 April ,1st and 2nd March 2018	Research methodology and data analysis using SPSS	AVANTHI GROUP OF INSTITUTIONS

**FDP Attended (In House)**

S.No	Name of the Faculty	Date	Title	Place
1.	Dr. R. Anita	19 <sup>th</sup> , 20 <sup>th</sup> & 21 <sup>st</sup> January 2018.	2 <sup>nd</sup> International Conference on “Global Opportunities And Challenges In Commerce”	St. Joseph’s Degree & PG College, Hyderabad
2.	Dr. R. Anita	9 February 2018	National Conference on Role of Science & Technology for Sustainable Development	St. Joseph’s Degree & PG College, Hyderabad
3.	Dr. R. Anita	April 11 <sup>th</sup> to 14 <sup>th</sup> 2018	Predictive analytics using SPSS statistics	St. Joseph’s College, extended block, by IBM faculty, Hrishikesh Pathak Technical
4.	Dr. N.Srinivas	April 11 <sup>th</sup> to 14 <sup>th</sup> 2018	Predictive analytics using SPSS statistics	St. Joseph’s College, extended block, by IBM faculty, Hrishikesh Pathak Technical

5.	Dr. N.Srinivas	12,13,14 Jan 18	Information management Basics With DB2	St. Joseph's College, extended block, by IBM faculty, Mr.Madhu Pasupu Consultant -
.6	Dr. N.Srinivas	25,26,&27 April, 2018	Descriptive Analytics Using Congo's BI	St. Joseph's College, extended block, by IBM faculty, Sulatha Consultant - IBM SPSS & Data Science
7	Ms.Laxmi Madhuri	12,13,14 Jan 18	Information management Basics With DB2	St. Joseph's College, extended block, by IBM faculty, Mr.Madhu Pasupu Pasupu Consultant - IBM SPSS & Data Science
8.	Ms.Jaya Sree	12,13,14 Jan 18	Information management Basics With DB2	St. Joseph's College, extended block, by IBM faculty, Mr.Madhu Pasupu Consultant - IBM SPSS & Data Science

9	Ms. Jaya Sree	25,26, & 27 April,2018	Descriptive Analytics Using Congo's BI	St. Joseph's College, extended block, by IBM faculty, Sulatha Consultant - IBM SPSS & Data Science
10	Ms. Jesmy thomos	14 <sup>th</sup> – 17 <sup>th</sup> Nov 2018	Faculty Development Program on Information Management Basics	St. Joseph's Degree & PG College, Abids, Hyderabad
11	Ms. Jesmy thomos	April 11 <sup>th</sup> to 14 <sup>th</sup> 2018	Predictive analytics using SPSS statistics	St. Joseph's College, extended block, by IBM faculty, Hrishikesh Pathak Technical Consultant - IBM SPSS & Data Science

### 3.5 Details on Impact factor of publications:

Range  Average  h-index  Nos. in SCOPUS

S.No	Name of the Faculty	Name of the Journal/Book	ISSN/ISBN with impact factor No	International/National With Date /Year
1	Ms.Smriti Nagaria	International Journal of Research in Finance and Marketing	ISSN(o): 2231-5985, I Factor: 6.397(UGC Approved)	31st July,2017
2	Mrs.Molly Chaturvedi	International Journal of Current Research	IMPACT FACTOR- 7.086, Volume 9 Issue 11, Page no.61682-61686, November, 2017ISSN - 0975-833X	December,2017
3	Ms.Smriti Nagaria	International Journal of Engineering Technology Science and Research IJETSRS	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
4	Dr.R.Anita	International Journal of Engineering Technology Science and Research IJETSRS	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International

5	Mrs.Molly Chaturvedi	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor	International
6	Mrs. Danam Tressa	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
7	Dr.Vandana S	PARIPEX- Indian Journal of Research	ISSN No : 2250- 1991, Volume 6 ,Issue 09	September ,2017
8	Mrs .Srivani	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
9	Mrs.Sangeeta Thakur	International Journal of Engineering Technology Science and Research IJETSR	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International

10	Mrs.A.Mary Francina	International Journal of Engineering Technology Science and Research IJETSRS	ISSN 2394 – 3386 Volume 5, Issue 1 January 2018, Impact Factor 2.120	International
11	Mrs.Molly Chaturvedi	The Journal of global management outlook.	ISSN 2277– 3789, IMPACT FACTOR POWER BY I2OR: 3.010, INDEXED IN SCOPUS, I2OR, JIF (Bi- annual)	Feb 1 2018
12	Dr.Anita	International Journal of Engineering Technology Science and Research IJETSRS	ISSN 2394 – 3386 Volume 4, Issue 12 December 2017 Impact Factor 2.120	December 2017
13	Mrs.Srivani	International Journal of Computer & Mathematical Sciences IJCMS	ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February ,2018

14	Ms.Smriti Nagaria	International Journal of Computer & Mathematical Sciences IJCMS	International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018
15	Dr.Anita	International Journal of Computer & Mathematical Sciences IJCMS	International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018
16	Mrs.Mary Francina	International Journal of Computer & Mathematical Sciences IJCMS	International Journal of Computer & Mathematical Sciences IJCMS ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018



17	Mrs.Jayshree	International Journal of Computer & Mathematical Sciences IJCMS	ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018
18	Dr.Anita	International Journal of Computer & Mathematical Sciences IJCMS	ISSN 2347 – 8527 Volume 7, Issue 2 February 2018 Impact Factor Value 2.58	February,2018
19	Dr.Anita	International Journal of Research in Economics and Social Sciences(IJRESS) Available online at: <a href="http://euroasiapub.org">http://euroasiapub.org</a>	Vol. 8 Issue 1, ISSN(o): 2249-7382   Impact Factor: 6.939	January,2018

### 3.6 Research funds sanctioned and received from various funding agencies, industry and other organisations

Nature of the Project	Duration Year	Name of the funding Agency	Total grant sanctioned	Received
Major projects	-	-	-	-
Minor Projects	-	-	-	-
Interdisciplinary Projects	-	-	-	-
Industry sponsored	-	-	-	-
Projects sponsored by the University/ College	-	-	-	-
Students research projects (other than compulsory by the University)	-	-	-	-

Any other(Specify)	-	-	-	-
Total	-	-	-	-

3.7 No. of books published i) With ISBN No.

2

Chapters in Edited Books

-

ii) Without ISBN No.

-

1. Financial Management by Rev.Fr. Dr. Vincent Arokiadas, Vaigdevi Publishers, 2018-978-93-85132-02-5

2. Human Resource Management by Rev.Fr. Dr. Vincent Arokiadas, Vaigdevi Publishers, 2018-978-93-85132-03-2

3.8 Revenue generated through consultancy

Rs.13000

Level	International	National	State	University	College
Number	-	-	-	-	-
Sponsoring agencies	-	-	-	-	-

3.9 No. of conferences organized (Encl. Details in 10 lines including date, resource person and objective) NIL

3.10 No. of faculty served as experts, chairpersons or resource persons:

S.NO	FACULTY	DETAILS	PLACE
1	Dr.Lydia Nuthan	Teaching Etiquette and Effectiveness	Teacher Development Programme at St.Joseph's Public School, Hyderabad on 8 <sup>th</sup> June 2017
2	Mrs. Srivani	Self Management	Management Development Program for Managers of Idea Cellular Pvt Ltd, Hyderabad on 21 July 2017
3	Mrs. Molly Chaturvedi	Self Management	Management Development Program for Managers of Idea Cellular Pvt Ltd on 21 July 2017
4	Mrs.Danam Tressa	Self Development and Discipline	Management Development Program for Managers of Idea

			Cellular Pvt Ltd on 14 July 2017
5	Mr.P.Ganesh Anand	Self Development and Discipline	Management Development Program for Managers of Idea Cellular Pvt Ltd on 14 July 2017

3.11 No. of collaborations International  National  Any other

#### DETAILS OF MOU

S.NO	COURSE	MOU
1	BBA (Business Analytics)	IBM India Pvt Ltd.
2	Retail Management	Excel Enterprise (Channel Partner of Bharti Airtel Pvt Ltd)
3	Financial Markets & Derivatives	ICICI Direct Centre for Financial Learning
4	Search Engine Optimization	Digital Floats

3.12 No. of linkages created during this year

3.13 Total budget for research for current year in lakhs :

From Funding agency  From Management of University/College

Total

3.14 No. of patents received this  year

Type of Patent		Number
National	Applied	0
	Granted	0
International	Applied	0
	Granted	0
Commercialised	Applied	0
	Granted	0

3.15 No. of research awards/ recognitions received by faculty and research fellows Of the institute in the year

Total	International	National	State	University	Dist	College
0	0	0	0	0	0	0

3.16 No. of faculty from the Institution who are Ph. D. Guides and students registered under them

0

0

3.17 No. of Ph.D. awarded by faculty from the Institution

1

Rev. Fr. Dr. Vincent Arokiadas (Business Management)

3.18 No. of Research scholars receiving the Fellowships (Newly enrolled + existing ones)

JRF -

SRF -

Project Fellows -

Any other -

3.19 No. of students Participated in NSS events:

University level 1

State level 5

National level -

International level -

DETAILS ARE AS BELOW

S.No	Event Name	Date, Venue & Target Group	Description	Amount Sponsored	Any Other details (any collaborations etc)
1	International Yoga Day	21/06/2017, L.B Stadium & BBA Students	-	-	-
2	NSS Orientation Day	11/08/2017, St. Joseph's degree & P.G college & BBA Students	-	-	-
3	She Team Self Defence Training Programme	21/08/2017 22/08/2017	-	-	-

		23/08/2017, St. ann's womens college , mehdipatnam & BBA Students			
4	Free left awareness campaign	22/09/2017, Different cross roads & BBA Students	-	-	-
5	Clean Your campus drive	13/10/2017, St. Joseph's degree & P.G college & BBA Students	-	-	-
6	2 <sup>nd</sup> Indian police martyr's memorial run	15/10/2017, People's plaza & BBA Students	-	-	-

3.20 No. of Awards won in NSS:

University level  State level

National level  International level

3.21 No. of Extension activities organized

University forum  College forum

NCC  NSS  Any other

3.26 Major Activities during the year in the sphere of extension activities and Institutional Social Responsibility (YRC/Women Empowerment/ ED/ JGG/ Any other)

Details Enclosed

S.No	Event Name	Date, Venue & Target Group	Description	Amount Sponsored	Any Other details (any collaborations etc)
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1	Womens Day	8-03-2018, St.Joseph's Degree & PG College & BBA and MBA Women faculty & Students.	-	-	Guests for the day: Ms Kamakshi (Ms.Telangana), Ms.Shezi (Radio Jockey)
2	Blood donation Camp	8-12-2017, St.Joseph's Degree & PG College & BBA and MBA Students	-	-	coloration with Lions club and HDFC bank
3	Orientation Programme On Entrepreneurship Development	31-07-2017, St.Joseph's Degree & PG College in Josephs Hall for BBA Students	-	-	Event Wala Babu & Leading FinTech, Startup & ISV Consulting Practice
4	Eco - Ganesh Awareness Program	24 <sup>th</sup> August 2017.	-	-	-
5	International Ozone Day	16 <sup>th</sup> September 2017	-	-	-
6	Active farm school Visit	5 <sup>th</sup> December 2017	-	-	-
7	National Energy Conservation Day	14 <sup>th</sup> December 2017	-	-	-
8	International Plantation Day	22 <sup>nd</sup> December 2017	-	-	-

### **DETAILED REPORTS ON CERTIFICATE COURSES**

#### **REPORT ON CERTIFICATE COURSE (RETAIL MANAGEMENT)**

The certificate course was conducted on Retail Management in two batches ,first batch from 18/09/17-15/10/17 and second batch from 10/11/17 6/12/17 in the extended block of St.Joseph's Degree & PG College, Hyderabad .MOU was signed with the Excel enterprise, the channel partner of Bharti Airtel Ltd ,theoretical classes were taken in the above mentioned time period along with the guest lecture conducted on 12/11/17 for he two batches by Mrs.Vani Jha Senior Manager, Retail, Bharti Airtel . The report of the guest lecture is attached below, on 15/10/17 first batch students and 6/12/17 second batch students wrote their written exam (75 marks)followed by the viva(25 marks) , students were made aware about the sales and marketing

in retail via theory classes and guest lectures by Airtel manager, as part of MOU, students participated in this course were from management department and commerce department respectively.

#### DETAILS:-

- No. of students enrolled :- 50 (first Batch)+ 24 (Second Batch)= 74 Total students
- No. of students attended the program & maintained attendance:- 74
- No. of students attended the exam:- 74
- No. of students passed :- 74

#### REPORT ON GUEST LECTURE IN RETAIL MANAGEMENT

A Guest Lecture on RETAIL MANAGEMENT-A CASE STUDY OF AIRTEL was organised on 12/11/ 2017 to help students understand the nuances of retail industry and operations of telecom sector. Lecture was arranged as a part of certificate course to facilitate students to have knowledge of retail formats and models practically implemented in the organisations. The resource person for the session was Mrs. Vani Jha ,Sr. Manager, Retail, Bharti Airtel

They highlighted on various aspects on Indian Telecom Sector, evolution of telecom in India, regulatory framework etc. Porter's Generic strategy, BCG Matrix, GE Matrix for Bharti Airtel were also discussed.

Lecture was interactive and concluded with Question and answer session.

Session was conducted from 1:15- 3:20 pm in seminar hall for both the sessions. 74 students attended the seminar belonging to BBA & B.Com stream.



Mrs.Vani Jha delivering lecture on Retail Management

#### PROFILE OF MRS.VANI JHA

Born and brought up in Hyderabad, Mrs. Vani Jha completed her Graduation from Bharti Vidya Bhavans Degree College and went on to peruse her Post Graduation from Osmania University. She did her MBA with dual Specialization i.e. Finance and H.R.

Her first job was in Genpact BPO, where she worked for 3+ years. She later joined Axis Bank, as Dept. Manager Sales. Subsequently she worked in Bharti Axa, ICICI Lombard in Sales Department. Currently she is working in Bharti Airtel Limited in B2B Business department as Territory Sales Manager. She has 3 years of experience in BPO and close to 6 years experience

in various Sales roles, totalling to a whopping 9 years of experience, which is pretty decent for a lady as young as Mrs. Vani Jha.

She has been awarded 'Best in Customer ratings' across the floor in Genpact, 5 Times in a row and has won many laurels in the 'Rewards & Recognition' programmes in the Various organizations that she has worked in.

She has a wonderful carrier graph in sales and has cut a niche for herself in sales which is considered a predominantly a male domain; When enquire, she simply says "Work Life Balance". You will be surprised to note that she has varied interest like adventure sports of the like of Tracking, Cycling, Marathons etc. Recently she had been on a 45Km, 2days tracking trip to Lonavala-Mahabaleshwar, where they stayed in a tent in a forest. Apart from this she has also been the protagonist of a few short films in Tellugu and English. Her interest also includes Theatre and Plays.

Course Coordinators : Mrs. A.Mary Francina , Mrs.Molly Chaturvedi

#### CERTIFICATE COURSE ON - FINANCIAL MARKETS & DERIVATIVES

COURSE OBJECTIVE was to upgrade the practical knowledge of finance, investment, on line trading of students and helps them to understand the overall working of financial markets which in turn would make them better employable graduates and to open up professional careers in financial markets, to work with financial institutions and market practitioners, or even in corporate finance jobs.

This course also enable students to appear for the exams conducted by NCFM (National Stock Exchange Certificate for Financial Markets), which will enhance the opportunities for their placements into Financial Institutions, Banks, Broking Houses etc.

Financial Markets today are major drivers of economies globally and in India. The Financial Services Sector, including Financial Market participants, offers significant employment opportunities to management students. Besides the essential theoretical and practical skills in Financial Management and Management of Financial Services, with this view, Department aims at imparting essential industry knowledge for students to be better prepared for careers in Financial Markets.

The Department of Business Management conducted a CERTIFICATE COURSE ON-FINANCIAL MARKETS for BBA , BBA(IT) & B.COM Students on 29<sup>th</sup> September 2017 , for 24 hours duration including practical sessions for 50 students who registered for this course, in association with ICICI Direct ,Centre for Financial Learning from ICICI Securities Ltd .This short term course specially designed to equip students with the knowhow of practicalities into Capital & Financial Markets. The carefully crafted syllabus and competent faculties with years of experience will ensure the crisp knowledge for students for various topics.

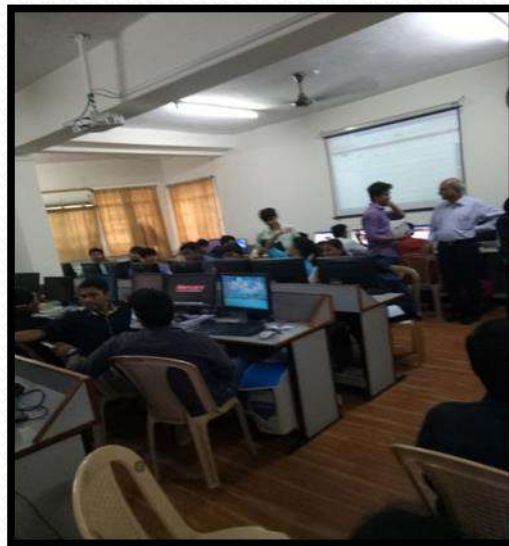
The Internal course coordinators Mr.Ganesh and Mrs Sangeeta thakur conducted sessions on Capital market, types of capital market, the Role of SEBI in stock exchange and concept of Derivatives. The external resource person for this course was Mr. Kopar , Assistant Manager



, ICICI Direct ,Centre for Financial Learning ,Hyderabad for Batch I and Mr Randeep Assistant Manager , ICICI Direct ,Centre for Financial Learning ,Hyderabad for Batch II . they highlighted the importance of the company image, quality etc., which would increase the profits of the companies (INFOSYS) and their reflection on stock prices. He stated that investing in stock market would help the students learn the different aspects of economy. He also suggested the process involved in securities market, equity market, , Debt Market, Derivatives Market and money Market. He emphasized the importance of holding DEMAT account which helps the buying and selling of foreign currencies, commodities and also online trading of stocks through virtual trading ,and Live Trading sessions were conducted through Virtual Capital Market wherein students learnt about stock markets by trading live through virtual stock markets and with virtual money and to understand online trading, each student used virtual trading portal and saw practically how the capital market fluctuates.

At the end to evaluate the student's performance coordinators conducted written and viva exam on 6<sup>th</sup> October 2017 for 75 marks, Certificates were issued to the students who passed written certificate course exam.

The feedback received from the students was overwhelming in terms of training delivery and the way sessions were conducted especially Virtual Trading Platform.



#### REPORT ON SEARCH ENGINE OPTIMISATION

The certificate course on “SEARCH ENGINE OPTIMISATION “ was conducted by the Department of Business Management in collaboration with DIGITAL FLOATS ,Hyderabad with an MOU .the period of time was from 11<sup>th</sup> September to 6<sup>th</sup> October 2017 .The resource persons from digital floats took classes both theory and practical. The resource person was Mr.Yogendernath Senior Trainer SEO Digital Floats ,Hyderabad .the number of students registered for the course were 55.the students after the required number of classes which were

conducted they had to write an exam for 50 marks and Viva for 10 marks was conducted which was mandatory for every student for 2 hrs.



MR.YOGENDER –RESOURCE PERSON, SENIOR TRAINER , DIGITAL FLOATS.

Mr.Yogender briefed on the importance of SEO and the types of SEO.



DR.SRINIVAS AS A RESOURCE PERSON

Dr.Srinivas briefed on the concept of Digital marketing and its importance in today's world.



MRS.DANAM TRESSA BRIEFING ON THE  
INTERNS HIPS



LAB SESSIONS CONDUCTED BY THE  
RESOURCE PERSON –  
MR.YOGENDER

**REPORT ON ORIENTATION PROGRAMME ORGANISED BY ED CELL**

Entrepreneurship Development Cell organized Orientation Programme on Entrepreneurship Development for the first year registered 225 students of all streams of B.Com, B.Sc, BA and BBA on 31<sup>st</sup> July 2017 in Josephs Hall from 11.30 am to 1.00 pm.“ The resource persons were Mr.Roshan Patel, Proprietor of “Event Wala Babu” – Event Management Company, Hyderabad and Mr.Mohammed Imran, Leading FinTech, Startup & ISV Consulting Practice, Business Consultant at Thynkit Digitals and Mentor at Stablestudy Animations, Hyderabad. Both are Alumni of the College. Mr.Murtuza, student of B.Com final year (IT) welcomed and invited the guests on to the dais for lighting of the lamp followed by prayer song by College Choir “Anna Domini”. Mr.Murtuza gave a presentation on the vision, objectives and various activities of Entrepreneurship Development Cell of the College.

Mr.Roshan Patel spoke passionately and enthusiastically about his professional journey and shared his fascinating experiences as an entrepreneur in managing his own event management company. He said that many opportunities are available for youngsters in the market and social networking sites are the best to advertise about their businesses with low investment .He also said that it is only with zeal, focus and curiosity dreams can be achieved. Mr. Mohammed Imran spoke about the various sources of finance available for entrepreneurs to start an enterprise. He also spoke on marketing strategies for startups and measures to overcome the challenges. Concluding remarks were given by Mrs.Shanti Kiran, ED Cell Convenor. The programme came to an end with singing of National Anthem.



## Orientation Programme on Entrepreneurship Development

### FEEDBACK BY THE STUDENTS

The students thanked the management and staff for this amazing opportunity. In fact, students requests to be a part of EDC doubled in number, post the Orientation Programme,

### JOSEPH GREEN GROUP (JGG)

JOSEPH'S GREEN GROUP student coordinators conducted an Eco friendly awareness program under the guidance of Rev.Fr. Vincent Arokiadas, Principal, St.Joseph's Degree & PG college on the occasion of Ganesh Festival on 24<sup>th</sup> August 2017., to raise awareness among students about the pollution problems associated with immersion of painted Ganeshas made from plaster of paris.

JGG student coordinators participated actively in this awareness program visited class to class carrying placards, colorful posters and clay Ganeshas to create awareness among students about an eco friendly Ganesh festival, giving message to students to save environment.

They raised slogans explaining the ill effects of using idols made from plaster of paris and its danger to the lakes. Students were seen by displaying placards and colorful posters .The posters carried out message like SAVE LAKES , USE PLAIN CLAY GANESHA, DEOVOTION IS IMPORTANT NOT DECORATIION & SAVE ENVIRINMENT and few students had prepared slogans which said “Clay Ganeshas bring gain by not causing environment pain”, “We are born to help the world and not destroy it.” and “Go Eco –Friendly this Ganesh Chaturthi.”



### STUDENTS CELEBRATING THE JGG EVENT

## INTERNATIONAL OZONE DAY

The college makes special efforts to instill environmental awareness amongst its students. We firmly believe that environmental awareness must lead to environmental action. International Ozone Day is being celebrated all over the World on 16<sup>th</sup> September every year to create environmental awareness among the common people so as to concern and protect our environment from its fast degradation in all aspects.

JOSEPH'S GREEN GROUP faculty and student coordinators celebrated International Ozone Day on 16<sup>th</sup> September, 2017 in the main campus with the theme 'Caring for life under the sun' to create awareness among young students about "Preservation of Ozone Layer and its effect on Environment" and also bring awareness towards the health hazards and ecological imbalance caused by depletion of the ozone layer present in the atmosphere by conducting models exhibition and power point presentation. The event was inaugurated by the Principal of the college Rev.Fr. Vincent Arokiadas. He addressed the students the importance of safe guarding the ozone by minimizing the pollution. **and how its preservation has become an issue of great concern worldwide.**

The students gave a presentation through charts and models, highlighting the main factors responsible for this destruction caused in the atmosphere and its detrimental results on all living beings. **The students came up with innovative, informative & colorful models and posters depicting "Ozone a natural umbrella".**

JGG student coordinators then went around with the students of SLATE school Hyderabad, were the audience for the event and they saw all the Models exhibits exhibited by the students after that they assembled in the seminar hall, where JGG student coordinators presented to the Slate school students about the ozone layer, including how it protects people from radiation by using power point and showed videos about the ozone layer.



## PRINCIPAL INTERACTING WITH THE STUDENTS AT JOSEPH'S GREEN GROUP EVENT

### NATIONAL SOCIAL SERVICE

BBA & BBA IT students were part of the NSS conducted by the St,Joseph's Degree & PG College and made people aware of the traffic rules and regulations at Basheerbagh



BBA Students in NSS Rally

### BLOOD DONATION CAMP

On 08/12/17 (Friday) Blood donation camp was conducted in the extended campus in collaboration with Lions club and HDFC bank. Camp was declared open by MBA HOD Mrs.Francina, YRC coordinator Mrs. Suguna Sheela & hdfc in charge Raja Vardhan..The team of Dr.Rohit technicians Mr.Ramesh & Mr. Sri Ram helped to conduct the camp.55 students donated blood.



#### DRUG ABUSE AWARENESS WEEK

Department of Business Management conducted different events to make student aware about the consequences of Drugs ,students enthusiastically participated in the events. It was conducted from July 18 till July 22 .Following events were conducted in the campus

- ❖ Nukad Naatak
- ❖ Chart and Model Competition
- ❖ Human Chain



- ❖ Debate
- ❖ Panel Discussion
- ❖ Guest Lecture by Prof.Bina,OU Councillor
- ❖ Oath



DRUG ABUSE AWARENESS WEEK

## Criterion - IV

### 4. Infrastructure and Learning Resources

#### 4.1 Details of increase in infrastructure facilities: **EXTENDED CAMPUS**

Facilities	Existing	Newly created	Source of Fund	Total
Class rooms	10	2 Room no. 501 Audio visual room		
Laboratories	1	NIL		
No. of important equipments purchased ( $\geq$ 1-0 lakh) during the current year.				
Value of the equipment purchased during the year (Rs. in Lakhs)				
<u>Others</u> Audio system is updated in Vianney Hall New Projector screen will be fixed in Vianney Hall new projectors fitted in new classrooms				

The above data is given at college level.

#### 4.2 Computerization of administration and library

##### COMPUTERIZATION OF LIBRARY:

The software used for Library management is NEWGENLIB -3.0

**DELNET**- ONLINE JOURNALS, E\_BOOKS

**INFLIBNET** – E\_JOURNALS, ARTICLES

**OPAC**- Online Public Access Catalogue

These software is especially used by faculty to pursue their research work.

##### COMPUTERIZATION OF ADMINISTRATION:

Software used in administration

**SOFTAWRE CONSULTANCY** –Akshara software (DOS BASE)

This software is used to message parents relating to:

- Absentees
- Fees Particulars
- Holidays and so on

#### 4.3 Technology up gradation (overall)

	Total Computers	Computer Labs	Internet	Browsing Centres	Computer Centres	Office	Departments	Others
Existing	75	57	150 mbps	1	-	3	3	-
Added	60	60	-	-	-	-	-	-
Total	80	1 (60 Capacity)			-	-	3	3

#### 4.4 Computer, Internet access, training to teachers and students and any other programme for technology

Up gradation (Networking, e-Governance etc.)

##### Computer training:

##### 1. FDP by Computer Science department (WEBSITE)

FDP on “ICT in Teaching & Learning” : Date : 10th June 2016 Venue : Ground- floor Lab Time : 12:00 PM – 4:00PM Resource Persons : Faculty of Computer Science Department of Computer Science has organized a Faculty Development Programme on “ICT in Teaching & Learning” whose objective was to enlighten all the faculty members of the college to get ready with the effective tools of teaching and learning along with digital toolkit which is a need of the hour skill to know in order to teach the 21st generation students.

**2. 4 Day Training on Information management Basics using DB2 by Madhu Pasupu, Subject matter Expert, IBM from 25 to 28 Jan 2018**

**3. 4 Day Training on Predictive Analytics from 11-14 April 2018 by Mr. Hrishikesh, Subject Matter Expert, IBM.**

**4. 4 Day Training on Descriptive Analytics from 25-28 April 2018 by Ms.Srilatha, Subject Matter Expert, IBM.**

**Internet Access: FACULTY**

- WI-FI facility given to faculty
- Systems provided to faculty for research work in the department

### STUDENTS

- Free WI-FI in campus
- Systems for students to do their project work

#### Training to students:

Anyother programmes

Science fair on “ROBOTICS” for students by the 28<sup>th</sup> FEB 2018 main campus ,resource person:  
Mr. SARVAJEETH B.COM ( COMP )

4.5 Amount spent on maintenance in lakhs:

i) ICT	<input type="text"/>
ii) Campus Infrastructure and facilities	<input type="text"/>
iii) Equipments	<input type="text"/>
iv) Others	<input type="text"/>
<b>Total :</b>	<input type="text"/>

**The above data will be given at college level**

**Criterion – V**

## **5. Student Support and Progression**

### **5.1 Contribution of department in enhancing awareness about Student Support Services**

1. Various Committees & Cells are available to cater to student support and progression.
2. Prospectus & Student Handbook gives guidelines for various support facilities offered in the institution.
3. Orientation Programme is conducted at the beginning of the Academic year to spread awareness about various Student Support Services
4. Notices are sent to the classes and also displayed on the notice boards
5. SMS is sent to the wards parent in case of absenteeism or shortage of attendance
6. Website is updated regularly to give up-to-date information
7. Class In-charges facilitate support in curricular and co-curricular activities
8. The college has an effective system of remedial and tutorial for students in need of greater academic help which are duly supervised by the heads of the departments
9. Student Quality Assurance Cell (SQAC) meetings are conducted once in a month to have dialog with student representatives of every class with the management.
10. Scholarships, Concessions for deserving students are given
11. Regular conduction of student centric curricular and extra-curricular activities
12. Student research is encouraged
13. Health Centre available for First-Aid in emergencies
14. IQAC collates feedback from students which is duly considered for enhancement of quality of support services in the college
15. Exit feedback is taken from final year students to know the pro's and con's wrt student support facilities

### **5.2 Efforts made by the department for tracking the progression (Entry Level tests, Bridge courses, remedial, Tutorials)**

1. Departments maintain a register for recording the Progress of students.
2. Meetings are conducted at Departmental level and HoD's Meeting with IQAC and the Principal to discuss on the progress of the students in Academics
3. Alumni meet is conducted at-least once in an academic year thus paving way for the departments to track their progression
4. The Alumni Committee maintains correspondence with alumni to track their progression. Students are asked to leave their permanent contact details for further correspondence when they leave the institution

UG	PG	Ph. D.	Others
----	----	--------	--------

5.3 (a) Total Number of students 

487	0	NA	NA
-----	---	----	----

(b) No. of students outside the state 

09
----

(c) No. of international students 

22
----

No	%
266	54.6

Men

No	%
221	45.4

Women

Last Year						This Year					
General	SC	ST	OB C	Physically Challenged	Total	General	SC	ST	OB C	Physically Challenged	Total
126	0	0	47	0	173	141	3	0	22	0	166

Demand ratio 2.30:1

Dropout % : 4%

Course	Last Year						Course	This Year					
	General	SC	ST	OB C	Physically Challenged	Total		General	SC	ST	OB C	Physically Challenged	Total
BBA	86	0	0	28	0	114	BBA	49	1	0	9	0	59
BBA IT	40	0	0	19	0	59	BBA IT	46	2	0	11	0	59
-	-	-	-	-	-	-	BBA BA	48	0	0	0	0	48

BBA Demand ratio 3.64 : 1

Dropout % : 4%

BBA IT Demand ratio 1.47:1

BBA BA Demand ratio 1.66:1

5.4 Details of student support mechanism for coaching for competitive examinations (If any)

**Annexure -2: Details Enclosed**

**TRAINING BY GLOBARENA**

**TOTAL 42 HOURS ( 6 HOURS \* 7 DAYS)**

Day	Sessions	BATCH-1	BATCH-2	BATCH-3	BATCH-4	BATCH-5
8/8/2017	FN	APT-1	APT-1	APT -2	APT-4	APT-4
	AN	APT-2	APT-2	APT-3	APT-1	APT-1
8/9/2017	FN	APT-3	APT-3	APT-1	APT -2	APT -2
	AN	APT-4	APT-4	APT-4	APT -3	APT -3
8/10/2017	FN	APT-5	APT-5	APT-6	APT-7	APT-7
	AN	APT-6	APT-6	APT-7	APT-5	APT-5
8/11/2017	FN	APT-7	APT-7	APT-5	APT-6	APT-6
	AN	APT-8	APT-8	APT-9	APT-10	APT-10
8/12/2017	FN	APT-9	APT-9	APT-10	APT-8	APT-8
	AN	APT-10	APT-10	APT-8	APT-9	APT-9

Aptitude- 10 sessions	
APT-1	Percentages, Profit and Loss
APT-2	Time & Work, Pipe & Cisterns
APT-3	Time & Distance, Trains, Boats & Streams
APT-4	Number System, Divisibility, HCF & LCM, Ages & Averages
APT-5	Ratio & Proportion, Simple and Compound Interest, Partnership
APT-6	Permutation and Combinations, Probability
APT-7	Puzzles, Coding & Decoding, Directions & Blood relations
APT-8	Analogy & Classification, Number series, Alphabet problems
APT-9	Data sufficiency & Data Interpretation
APT-10	Cubes & Venn diagrams

No. of students beneficiaries

53

5.5 No. of students qualified in these examinations

NET IAS/IPS etc  SET/SLET State PS  GATE UPS  CAT

5.6 Details of student counselling and career guidance:

No. of students benefitted : 53

**Annexure -2: Details Enclosed**

5.7 Details of campus placement

On campus			Off Campus
Number of Organizations Visited	Number of Students Participated	Number of Students Placed	Number of Students Placed
11	53	41	0

**Pre-Placement Activities (Details)**

**Summary**

**PLACEMENT SUMMARY 2017-18**

S.No	Course	No. Enrolled	No. Placed
1	BBA	53	41

**Details of the Placements:**

S.NO.	COMPANY	DATE OF VISIT	NAME OF THE STUDENT	COURSE	JOB ROLE	CTC
1.	Deloitte Tax	31 -8- 2017	Mohammed Imran	BBA IT	Tax Consultant	3,35,000
2.	Deloitte Tax	31 -8- 2017	Mohammed Owais	BBA IT	Tax Consultant	3,35,000
3.	Franklin Templeton	04-10-2017	Susanna R	BBA	Graduate	2,54 ,729



					Trainee - Operations	
4.	Franklin Templeton	04-10-2017	Mohammed fahad Ghouse	BBA	Graduate Trainee - Operations	2,54 ,729
5.	Franklin Templeton	04-10-2017	Manisha C.K	BBA	Graduate Trainee - Operations	2,54 ,729
6.	Franklin Templeton	04-10-2017	Ayesha Amreen	BBA	Graduate Trainee - Operations	2,54 ,729
7.	Franklin Templeton	04-10-2017	Urvi Mehta	BBA	Graduate Trainee - Operations	2,54 ,729
8.	Franklin Templeton	04-10-2017	Arnaaz hudda	BBA	Graduate Trainee - Operations	2,54 ,729
9.	Franklin Templeton	04-10-2017	Krishna Agarwal	BBA	Graduate Trainee - Operations	2,54 ,729
10.	Franklin Templeton	04-10-2017	Avleen Singh	BBA	Graduate Trainee - Operations	2,54 ,729

11.	AMAZON ALEXA DATA SERVICES	23-11-2017	Syed Abdul Hameed	BBA (IT)	Data Associate	2,30,000
12.	AMAZON ALEXA DATA SERVICES	23-11-2017	Keerthana Ananthabhotl a	BBA	Data Associate	2,30,000
13.	AMAZON ALEXA DATA SERVICES	23-11-2017	Ayesha Amreen	BBA (IT)	Data Associate	2,30,000
14.	AMAZON ALEXA DATA SERVICES	23-11-2017	Simaran Varma	BBA	Data Associate	2,30,000
15.	AMAZON ALEXA DATA SERVICES	23-11-2017	Balasubranani an Pooja	BBA (IT)	Data Associate	2,30,000
16.	AMAZON ALEXA DATA SERVICES	23-11-2017	Arnaaz Hudda	BBA (IT)	Data Associate	2,30,000
17.	AMAZON ALEXA DATA SERVICES	23-11-2017	Upandra Sanjay	BBA	Data Associate	2,30,000
18.	AMAZON ALEXA DATA SERVICES	23-11-2017	Mohammed Fahad Ghouse	BBA	Data Associate	2,30,000
19.	AMAZON	23-09-2017	Gaurav	B.Com(H)	Customer Service Associate	1,73,000
20.	AMAZON	23-09-2017	Shruti Sharma	B.Com(H)	Customer Service Associate	1,73,000
21.	AMAZON	23-09-2017	Khushbu	B.Com(H)	Customer	1,73,000

			Kamdar		Service Associate	
22.	AMAZON	23-09-2017	Josh. N. Rupalia	BBA	Customer Service Associate	1,73,000
23.	HGS	15-09-2017	Krishnan Agarwal	BBA	Process Associate	2,40,000
24.	HGS	15-09-2017	Avleen Singh	BBA	Process Associate	2,40,000
25.	Synchrony Financial	15-02-2018	Mohammed Osman Khan	BBA -IT	Voice - Customer Service Representatives	1,80,000
26.	Synchrony Financial	15-02-2018	Nikitha Perupalli	BBA -IT	Voice - Customer Service Representatives	1,80,000
27.	Dell	05-03-2018	Mohammad Mustajeb	BBA (IT)	Inside Sales Executive	6,50,000
28.	Dell	05-03-2018	Keerthna Anathabhotla	BBA	Inside Sales Executive	6,50,000
29	Concentrix	02-12-2017	P.Shiv Gautam	BBA	Practitioner	2,00,000
30	Concentrix	02-12-2017	Prashant Vinod	BBA	Practitioner	2,00,000

			Sanvade			
31	Concentrix	02-12-2017	Sunkari Bhaskar Yadav	BBA	Practitioner	2,00,000
32	Concentrix	02-12-2017	Abdul Wajid	BBA	Practitioner	2,00,000
33	Concentrix	02-12-2017	Govind Lale	BBA	Practitioner	2,00,000
34	Concentrix	02-12-2017	Ashish Singh	BBA	Practitioner	2,00,000
35	Concentrix	02-12-2017	Karan Raj Sebastin	BBA	Practitioner	2,00,000
36	Wipro	02-03-2018	Bhoomireddy Venkatesh	BBA (IT)	People Ambassador	2,50,000
37	Wipro	02-03-2018	ANANTHAB HOTLA Keerthana	BBA	People Ambassador	2,50,000
38	Wipro	02-03-2018	Uppala harshitha	BBA	People Ambassador	2,50,000
39	Sutherland	30-01-2018	Md.Munawar	BBA	Consultant - Technical	2,10,000
40	Sutherland	30-01-2018	Bhaskar Yadav	BBA	Consultant - Technical	2,10,000
41	AGS	19-02-2018	Ashish Singh	BBA	Trainee - Process Associate	2,89,200

5.8 Details of gender sensitization programmes NIL

5.9 Students Activities

5.9.1 No. of students participated in Sports, Games and other events

State/ University level  National level  International

**Annexure -3: Details Enclosed**

No. of students participated in cultural events

State/ University level  National level  International level

5.9.2 No. of medals /awards won by students in Sports, Games, Cultural & Extra-curricular and other events (Give Details – Name of the student, course, year, Event Name, Place, Prize)

Sports : State/ University level  National level  International

Cultural: State/ University level  National level  International

**Annexure 4 : Details Enclosed**

5.10 Student organised / initiatives

Fairs : State/ University level  National level  International

Exhibition: State/ University level  National level  International

5.11 No. of social initiatives undertaken by the students (provide details)

S.No	Name of the Event	Date, Place, Details	Organised by / Collaborated with
1.	Joseph's Social Responsibility	15 February,2017, People with hearing impaired network (PHIN), Residential school for hearing impaired, #MS 71, Govt.Quarters , New Malakpet ,Hyderabad,	BBA I / Residential school for hearing impaired, New Malakpet ,Hyderabad

		<p>the first time St. Josephs organized a medical camp for the underprivileged people where A team of doctors and nurses along with the help of students and college faculty conducted this camp which included General Physical examination, Necessary medical advice and precautionary measures were given., Day started with the prayer, students bought smile on those beautiful faces, interacted with them , A memorable day where students can cherish it lifelong .</p>	
2.	Joseph's Social Responsibility	15 February, 2017, St. Joseph's Degree & PG College, Hyderabad	BBA I (IT), Medical Camp
3.	Joseph's Social Responsibility	<p>15 February, 2017, SMILE FOUNDATION KOTHAPET, HYDERABAD, The students arranged for food, gifts and confectionary and engaged the children in activities like dancing, singing and other games as well.</p>	BBA 1 (BA), Orphanage
4.	Joseph's Social Responsibility	15 February, 2017, Arya kanya vidyalaya high school	BBA II (A)

		Hanuman tekdi, Hyd, Students showed lot of enthusiasm and participated whole heartedly in the social activity program. All the students were encouraged well and they felt that they gained an autonomy in decision making related to collection of fund and distribution of fund for various activities and also prioritizing the needs of the school .etc.	
5.	Joseph's Social Responsibility	15 February,2017, Government Boys High School, Kachiguda Hyderabad -27	BBA II (B)
6.	Joseph's Social Responsibility	15 February,2017, Government School Ameerpet	BBA II(IT)
7.	Joseph's Social Responsibility	15 February,2017, Main Campus, St.Joseph's Degree & PG College and Jyothi High School , Old Bowenpally and Darul Yatema Orphanage	BBA III(A)
8.	Joseph's Social Responsibility	15 February,2017,	BBA III (B)
9.	Joseph's Social Responsibility	15 February,2017,	BBA III(IT)

10.	NSS	Awareness campaign on the traffic rules and regulations at Basheerbagh	BBA & BBA IT
11.	Blood donation camp	08/12/17, Blood donation camp was conducted in the extended campus in collaboration with Lions club and HDFC bank	BBA, BBA IT & BBA BA
12.	Drug Abuse Awareness Week	July 18 till July 22, 2017, Department of Business Management conducted different events to make student aware about the consequences of Drugs	BBA, BBA IT & BBA BA

5.13 Major grievances of students (if any) redressed: **NIL**

**ANNEXURE: 1 – BRIDGE COURSE & ENTRY LEVEL TEST DETAILS:**

**BRIDGE COURSE**

TARGET GROUP	SUBJECT	NO OF STUDENTS ATTENDED	DURATION	VENUE	FEEDBACK
BBA & BBA IT I YEAR  <b>RESOURCE PERSONS:</b> <b>1.MRS.SANGEETHA THAKUR,FACULTY ,DEPT.OF BUSINESS MANAGEMENT</b> <b>2.MS.SMRITI, FACULTY ,DEPT.OF</b>	Principles of Accountancy	40	10 Days	Room no 102	Students were satisfied and showed interest for bridge course and remedial classes for preparation of financial



<b>BUSINESS MANAGEMENT</b>					statements.
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**ENTRY LEVEL TEST**

**BBA,BBAIT AND BBA BA**

<b><u>S.NO</u></b>	<b><u>DATE OF CONDUCT</u></b>	<b><u>SUBJECT</u></b>	<b><u>REASONS FOR CONDUCTING TEST</u></b>
1	28/7/17	ENGLISH	To test the proficiency of the students in the English Language ,Grammer,in order to conduct Bridge course for the students who has less command on the subject.
2	28/7/17	ACCOUNTANCY	To analyze and test the accounting basic concepts understanding of the students, in view to conduct bridge course for them
3	28/7/17	ECONOMICS	To test their basic understanding of economic concept prevails in the market, which if less helps in conducting Bridge course
3	28/7/17	INFORMATION TECHNOLOGY	To test their basic knowledge of IT and its related aspects

## Annexure -2: TRAINER PROFILES

### HARISHANKAR .K

#### CAREER OBJECTIVE

To join an organization where my problem solving and analytical skills can be best utilized. I also intend to share the knowledge with an audience to help them meet the basic aptitude skills required by an organization. At the same time, I also look forward to using my skills to reach new heights.

#### EXPERIENCE (5+ yrs)

- Designated Consultant Delivery @ TALENTSPRINT PVT LTD. . worked as an Arithmetic & Reasoning trainer for Arithmetic & Reasoning

Duration: 04 Aug 2013 -31<sup>st</sup> March 2017

**Company profile:** Talent Sprint is the leader in professional skill development and integrated talent management. Our mandate is to create 500,000 new IT and Banking professionals by 2020. Formed in 2009, the company is backed by the National Skill Development Corporation and Nexus Venture Partners. We have won prestigious awards including the NSDC Best Performer Awards 2012 and 2013, NASSCOM Emerge 50 2011, FICCI Skill Champion Roll of Honour 2012, Scotch Digital Inclusion Award 2011, and RED HERRING TOP 100 Asia Company 2012. The company's skill development programs currently impact 25,000+ trainees, 300+ companies, and 200+ colleges.

- Designated Mentor @ GLOBARENA TECHNOLOGIES PVT LTD. worked as an Arithmetic & Reasoning trainer

Duration: 04 Aug 2011 - 31 May 2013.

**Company profile:** Globarena continuously thrive in its mission of Transforming Talent as a social responsibility of making quality education available to multitude of students and lateral learners who aspire to improve their employability in the global market place. Globarena provides comprehensive, affordable, and quality Learning and Assessment Solutions which can be deployed in Intranet, Internet, or in the form of Instructor Led Training. Our solutions help educational institutions to increase their faculty effectiveness, improve student engagement, and help corporate to get right talent and increase productivity. Professionals and students also benefit vastly as their skill level and employability get a massive boost

#### **Key Clients:**

- A.P : Vasavi,GRRR,QIS,MIC,SKIT,CBIT,VBIT,SVS,IIIT,NEWTON,KLMN,SANA,JNTU-Jagitya1,AVANTHI
- Karnataka : RRIT,ATRIA,SIDDHA GANGA,ANNAMACHARYA,SRIDEVI,
- Tamilnadu : VELTEC UNIVERSITY,VELHITEC,VEL MULTITEC, VTRS, Anandh Institute of technologies
- Maharashtra : RAMMEGI,GOVT ENGG COLG AMARAVATHI & JALGOAN,BIG C,WIT

#### EDUCATIONAL QUALIFICATIONS

- M.B.A Finance from VIMS College, Warangal Kakatiya University
- B.Com from CKM College Warangal, Kakatiya University
- IPE AVV Jr. College Warangal, B.I.E
- SSC ZPSS high School, Mahadevpur B.S.E

## Quantitative & Logical Aptitude Trainer

### Work Experience:-

- 7 plus years of work experience in the field of Teaching (High School, advanced IIT Classes, Jr. College and Home Tutor)
- **Designation:** Quantitative Aptitude Mentor
- **Organization:** Globarena Technology Pvt. Ltd.
- **Place:** Banjara hills, Road No 12, Hyderabad, Telangana.
- **Duration:** May 2016 to till date



### Certifications:-

- I have certified for NIIT nguru under the iteach - celebrating the spirit of spreading knowledge and joy, program in **St. Domnics High School** (Nov 2013)

### Responsibilities Held:-

- Perform aptitude training based on mathematical reasoning.
- Evaluate the performance of candidates on the basis of their aptitude tests.
- Provide special assistance to candidates whose performance is mediocre.
- Impart training on mathematics according to various requirements.

### Leadership Abilities

- conducting Teach back classes among peers.
- Setting question papers and mock tests and full tests - across varying levels of difficulties.

## Basuthkar Pavan kumar

### Career Highlights

- Worked towards the achievement of the established goal and objectives.
- Prepared undergraduate and Graduate students for various aptitude test in different states mostly in Telangana, Andhrapradesh, Maharastra, Madhyapradesh and Gujarat.
- Provided tips on shortcut methods and prepared students for varied aptitude tests like ICET/GATE/CAT/CRT
- Supported students with special needs and motivated them accordingly.

### Area of Specialization 1

- Meticulous knowledge of reasoning and quantitative techniques.

### Area of Specialization 2

- Well acquainted with general math, logical reasoning / analytical skills and quantitative Concepts.

### Area of Specialization 3

- Knowledge of application on arithmetic based problems during campus placements.

## Quantitative & Logical Aptitude Trainer

### Work Experience

- 8 + yrs experience with Globarena Technologies pvt. Ltd.
- 4 + years of experience in marketing field
- Worked as a Freelancer for Career aces, Career Pundits, Arrowsol Technologies and Cognos Technologies.



### Certifications

- C. C++, Java, Verilog and VHDL

# G.S. Shravan kumar

**Designation :** *Mentor - Training*

### Career Highlights:

- **Worked with Prominent Colleges like** G.Pulla Reddy Engineering College, Vasavi Engineering College, Charutar Vidya Mandal, G.Narayanamma College for Women, MVSR, Acharya Institute of Technology, VELTECH, DKTE, DY. Patil etc.
- **Trained students of different Universities like** JNTU Hyderabad, JNTU Kakinada, JNTU Ananthapur, RGUKT University Cuddappa and Nujivedu, RK University -Rajkot and CVM - Anand.
- **Created and implemented aptitude and logical reasoning enrichment of curriculum for high achieving students.**
- **Trained engineering students of** Telangana, Andhra pradesh, Karnataka, Maharashtra, Uttar Pradesh, Tamilnadu, Madhyapradesh, Odisha & Gujarat

### Responsibilities Held

- Designs training manual and learning materials.
- Introduces adequate training methods.
- Adapts the training programme to trainees needs.

### Leadership Abilities

- Hardworking, Good communication and analytical skills.
- Choosing the relevant
- Self-confidence.

### Area of Specialization 1

- Strong knowledge of general math, logical reasoning/ analytical skills and quantitative techniques. Guidance

### Area of Specialization 2

- Expert in problem solving skills. Identified examples for good practices for Different Competitive exams.

### Area of Specialization 3

- Training the students of Engineering colleges and Content development.
- As a resource person in training aspirants of competitive exams like GATE/CAT/MAT/GRE/ GMAT/CRT, with an impeccable success rate of more than 80%.

## UDAYASANKAR KROVVIDI

Uday is a freelance Aptitude Trainer who is passionate about People Development and Personal Effectiveness. He brings with him an experience of 7+ yrs. in the Training and Development Industry. He has conducted training programs across Colleges, Management Institutions, and other corporate sectors. Trained 60000+ students from 250+ colleges.

Main Aptitude trainer in APSSDC



### ***Specialty Workshops:***

*Quantitative ability (arithmetic, speed maths also)*

*Analytical ability (critical reasoning, Logical reasoning)*

### ***Campus Recruitment Training (CRT) with Engineering Colleges in India for the year 2009-2016: (Few List)***

- SAVEETA University (Chennai).
- Swarnandhra College of Engineering and Technology (Narsapur).
- PVP Siddhartha engineering college (Vijayawada).
- INDOR College of Engineering and Technology. (Siddipet).
- Pottisriramulu chalavadi Malikharjunarao College of eng (Vijayawada).
- Andhra Layola Engineering College (Vijayawada).
- Bapatla Engineering College (Bapatla).
- RIET,GIET( Rajahmundry)
- Deo Giri engineering College (Aurangabad).
- Nalanda College of Engineering (Raichur).
- Vignan Group Engineering colleges (Hyderabad).
- Avanthi Group of Colleges(Hyderabad,Vizag).
- Kamma sangamm College of Engineering (Bangalore).
- CS MSS college of Medical and Sciences (Aurangabad)

## UDAYASANKAR KROVIDI

***Campus Recruitment Training (CRT) with Degree Colleges in Andhra Pradesh for TCS, WIPRO, TECH MAHINDRA (All over Andhra Pradesh)***

**Languages known:** English, Hindi and Telugu.

### **Academic Details:**

[N.N.S.Vidya College Of P.G .Studies, Chirala.](#)

- *Master in Computer Application*

[Sarojini institute of technology, Telaprolu.](#)

- *M.Tech (cse)*

### **Key Skills:**

Student Centered approach constant update in the change of the pattern of the Question in the area of aptitude.

Very good in Shortcut methods &focusing on time management techniques.

I can relocate at anywhere in India.

**UDAYASANKAR .K**

## Quantitative & Logical Aptitude Trainer

### Work Experience

- 10yrs experience with Globarena Technologies pvt. Ltd.
- **After school Math Tutor:**
- Assisted middle and high school level students with special needs.
- Worked with families to create math skills strategies to use at home.



### Certifications

- Post Graduate Diploma in Computer Application from IGNOU .

## N. Venkateshwar Reddy

**Designation :** Asst. Manager - Training

### Career Highlights:

- **Worked with Prominent Colleges like** G.Pulla Reddy Engineering College, Vasavi Engineering College, Charutar Vidya Mandal, G.Narayanamma College for Women, MVSR, Acharya Institute of Technology, VELTECH, DKTE, DY. Patil etc.

### Responsibilities Held

- Designs training manual and learning materials.
- Conducts train the trainer workshops.
- Introduces adequate training methods.
- Adapts the training programme to trainees' needs.

- **Trained students of different Universities like** JNTU Hyderabad, JNTU Kakinada, JNTU Ananthapur, RGUKT University Cuddappa and Nujivedu, RK University Rajkot and also CVM Anand Gujarat

### Leadership Abilities

- As an effective planner and schedule coordinator.
- Choosing the relevant training methods
- Conducting training sessions and evaluating the post training session

- **Created and implemented aptitude and logical reasoning enrichment of curriculum for high achieving students.**

- Holding lead aptitude trainer position for 8 yrs.
- Trained different engineering students all over India mostly in Telangana, Andhrapradesh, Karnataka, Maharastra, Uttar Pradesh, Madhyapradesh, Odisha & Gujarat.

### Area of Specialization 1

- Strong knowledge of general math, logical reasoning/ analytical skills and quantitative techniques.

### Area of Specialization 2

- Expert in problem solving skills. Identified examples for good practices in teaching using audio-visual methods.

### Area of Specialization 3

- Training the students of Engineering colleges and as well as a content developer.
- As a resource person in training aspirants of competitive exams like GATE/CAT/MAT/GRE/ GMAT/CRT, with an impeccable success rate of more than 80%.

**Annexure: 2 - No. of student beneficiaries from counselling and career guidance:**

S.No.	STUDENT NAME (IN CAPITAL LETTERS) :	DEGREE COURSE NAME	ROLL NO:
1	HARSHITHA UPPALA	BBA	121415406113
2	MOHAMMAD MUSTAJEEB	BBA	121415408014
3	DEEPIKA ARANI	BBA	121414406051
4	MOHAMMED IMRAN	BBA	121415408021
5	DEEPTHI UPPALA	BBA	121415408032
6	RODDA SUSANNA	BBA	121415408034
7	CH. SARIKA	BBA	121415408035
8	D. JASWITHA PRAISY RISPA	BBA	16408015
9	MACHARLA PALLAVI	BBA	121415406066
10	KANNIA DALIYA	BBA	121415406062
11	SUNKARI BHASKAR YADAV	BBA	121415406114
12	ABDUL WAJID	BBA	121415406040
13	MACHERLA KARTHIK RAJ	BBA	121415406045
14	MOHD SHAKEEL	BBA	121415406003
15	S.KARAN RAJ	BBA	121415406016
16	Govinda lale	BBA	121415406107
17	AVLEEN SINGH CHABDA	BBA	121415406031
18	Dhanush Jaiswal	BBA	121415406026
19	GADE SOWMYA SHETTY	BBA	121415406061
20	Ashish Singh	BBA	121415406103
21	JASH NILESH RUPARALIA	BBA	121415406037
22	MOHAMMED MISBA ULLAH QURESHI	BBA	121415406013
23	MAHESH DEVDA	BBA	121415406100
24	VIVEK AGARWAL	BBA	121415406095
25	MANE .H. SAMEEKSHA	BBA	121415406073
26	PRASHANT KALYANI	BBA	121415406069
27	ANANTHABHOTLA KEERTHANA	BBA	121415406112
28	MD MUNAWAR	BBA	121415406014
29	MOHAMMED FAHAD GHOUSE	BBA	121415406088
30	KRISHNAVYAS	BBA	121415406053
31	K. MADHAN	BBA	1336132824
32	ANIKESH SARVADE	BBA	121415406048
33	URVI MEHTA	BBA	121415406101



34	URVI MEHTA	BBA	121415406101
35	Zohair Razi Siddiqi	BBA	121416406049
36	Pallela Shivgautam	BBA (IT)	121415408005
37	MUKESH CHOUDHARY	BBA (IT)	121415408046
38	ARNAAZ HUDDA	BBA (IT)	121415408023
39	SYED ABDUL RAFAY	BBA (IT)	121415408022
40	MOHAMMED OWAIS GHORI	BBA (IT)	121415408013
41	MOHD ABDUL WAHED	BBA (IT)	121415408044
42	Syed Abdul Hameed	BBA (IT)	121415408025
43	C.K.MANISHA	BBA (IT)	121415408004
44	Mohammed Osman Khan	BBA (IT)	121415408042
45	AYESHA AMREEN	BBA (IT)	121415408038
46	PRACHI JAIN	BBA (IT)	121415408006
47	B. POOJA	BBA (IT)	121415408011
48	SYED ZIAUDDIN	BBA (IT)	121415408018
49	MOHAMMED IRFANULLA KHAN	BBA (IT)	121415408019

### Annexure: 3

#### 1. INTER COLLEGE TABLE TENNIS

S.No.	NAME	GROUP	EVENT	PRIZE	AWARD
2	Mitesh Munpada	BBA/IT/III	Table Tennis	II Place	Memento + Cert

#### 2. POWER LIFTING:

**Rizwan Jivani, BBA/III**, He won the SILVER MEDAL in Osmania University Inter College Power Lifting Championship, Date: 19<sup>th</sup> September, 2017 held at LB Stadium, Event Organised by Department of Physical Education, Osmania University

S.No.	NAME	GROUP	EVENT	PRIZE	AWARD
1	<b>Rizwan Jivani</b>	<b>BBA/III</b>	Power Lifting	Silver Medal	Memento + Cert

3.The Osmania University Inter College Table Tennis Championship for men **ST. Joseph's Degree & PG College placed in Fourth Place in this tournament**, Organized by St. Joseph's Degree & PG College, from 2<sup>nd</sup> to 3<sup>rd</sup> November, 2017. In this Tournament 38 Colleges are participated

S.No.	NAME	GROUP	EVENT	PRIZE	AWARD
3	M.Mitish	BBA/III	Table Tennis	IV Place	Memento +Cert



**4.J. Nikitha, BBA/III/A,** She was participated in National level roller and inline hockey championship at Kurukshertra University, Haryana State, Dt. 18<sup>th</sup> to 24<sup>th</sup> January, 2018

S.No.	NAME	GROUP	EVENT	PRIZE	AWARD
1	J. Nikitha,	BBA/III/A	Roller Hockey	Participated	Memento +Cert



Annexure 4 :

**RAUNAKH OF BBA I YEAR PARTICIAPTED IN NATIONAL LEVEL CRICKET COMPETETION AND WON FIRST RUNNER TROPHY OF SARDAR VALLABH BHAI PATEL NATIONALTROPHY**

**మెరిసిన యక్, సాత్విక్ సెమీనల్స్ హైదరాబాద్**

ఆంధ్ర ప్రదేశ్ రాష్ట్రం: కౌన్ (32) రాజీందాసు రేవన్ (3/42)  
 యక్ ముఖ (9) బాల్కన్ లో ప్రవర్తించి కట్టడి చేశాడు. వేదలలో  
 సాత్విక్ (5/11) బాల్కన్ లో రాజీందాసు సాత్విక్ బాటిల్ ఉత్తర ప్రదేశ్ 14.5  
 చతురశ్ర సర్కల్ వ్యూహాన్ని పటిష్టం చేశాడు. 98 పరుగులతో ముగిస్తూ  
 అందరికీ-17 జాతిమత్త క్లికెట్ లాంటి సాత్విక్ బాటిల్ ఉత్తర ప్రదేశ్ 14.5  
 యన్ఎస్ఐలో హైదరాబాద్ గెమ్మై (2/13) విజయంలో కీలకపాత్ర  
 వల్ల ప్రవేశించింది. శనివారం యువరాజ్ (46)  
 గోవాలో ఆదిగం మ్యాచ్ లో హైదరాబాద్ యువరాజ్ (46)  
 బాట్. ఉత్తరప్రదేశ్ కు వచ్చింది. \* హైదరాబాద్: 186/4  
 మొదటి బ్యాటింగ్ చేసిన హైదరాబాద్ (యక్ ముఖ 79 నాటాల్, రోజన్  
 బాట్ 20 ఓవర్లలో 4 వికెట్లు 186 అగర్వాల 54, బషాన్ చతురశ్ర 32,  
 పరుగులు చేసింది. యక్ ముఖతో రేవన్ 3/42) ఉత్తరప్రదేశ్: 98  
 సాత్విక్ రోజన్ అగర్వాల (54) అర్జున్ అబ్దుల్ (యువరాజ్ 46; సాత్విక్  
 సంచర చేశాడు. బషాన్ చతురశ్ర 5/11, బషాన్ 2/13)

**కోనాడే**

## **Criterion – VI**

### **6. Governance, Leadership and Management**

#### 6.1 State the Vision and Mission of the department

##### **Vision**

To create inspired business leaders for contemporary technology enabled organizations.

##### **Mission**

- To provide practical, relevant and innovative solutions required for dynamics of various organizations.
- To build intellectual capital through effective program delivery.
- To enhance multi-tasking capabilities.
- To impart knowledge & entrepreneurial skills for successful career
- To build life skills through value-based education and service-oriented programs

#### 6.2 Does the department has a management Information System (Computer Science Dept only)

-----NA-----

#### 6.3 Quality improvement strategies adopted by the department for each of the following:

##### **6.3.1 Curriculum Development**

1. The department organises FDPs and MDPs for faculty and also encourages the faculty to participate in FDPs conducted by other colleges and Institutions
2. Organises various training programmes
3. Faculty are also motivated to participate in national and International conferences and publish research articles in referred journals recognised by UGC with high impact factor
4. Feedback from Industry experts , parent universities and other universities
5. Interaction with Alumni
6. Organising Guest lectures and workshops for faculty with regard to recent developments

##### **6.3.2 Teaching and Learning**

- Introduction of case study methodology and situational analysis to enhance their practical learning exposure to the real world
- Professional activities are conducted to improve their skills
- Bridge courses are conducted to bridge the gap for the commerce and non-commerce students.
- Industry and field visits are organised for students to have an learning experience
- Innovative and ICT backed teaching methodologies are adopted.
- Online feedback are taken from students to improve the teaching skills of

### 6.3.3 Examination and Evaluation

- Continuous Internal assessment is done
- Question bank, Model Question paper , distribution of marks and scheme of valuation
- As a part of SBT (10 marks) which includes classroom presentations related to subject and recent trends in the respective subject.
- Creativity exercises and management games (space –mind for Decision-making) are given to students in subjects like Organisation Behaviour.
- Assignment question will be given to students and research oriented projects will also be given to be submitted in writing in subjects like Operations research , Business research methods and Statistics for Management .
- Group discussion, quiz , product launch also will be given as an activity under Skill based tests

### 6.3.4 Research and Development

- Faculty and students are motivated to present research articles in various seminars and conferences.
- Funds will be provided for students to enhance their research skills.
- Inter college events are conducted like MYRGNA-2018 to give exposure to students in research for the budding managers.

- National and International conferences are organised by the Department once in a year
- The library is well equipped with e\_journal facility to cater to the research needs of students as well as faculty with support of software like INFLIBNET ,DELNET and OPAC.
- Various National and International Journals are subscribed in the library for research.

### **6.3.5 Library, ICT and physical infrastructure / instrumentation**

- The Library Committee request for up gradation of library resources
- The estimated budget will be prepared by the library authorities and submit for perusal to the Management.
- The Department is equipped with LCDs, printers , scanners , Xerox machines.
- The ICT facilities and other learning resources are adequately available in the institution for academic and administrative purposes.

### **6.3.6 Human Resource Management**

- Orientation is given to the newly recruited faculty to help them in understanding the system.
- Faculty are deputed for several training and Developmental programmes within and outside the state.
- The Department creates a conducive atmosphere for the staff. and a learning environment

### **6.3.7 Faculty and Staff recruitment**

- The faculty is recruited as per the norms of Osmania University and AICTE.
- Based on the workload in the Department and student ratio faculty are recruited
- Eligible candidates are called for interview along with their original testimonials by the Interview Panel.

### 6.3.8 Industry Interaction / Collaboration

- For the course at the UG level BBA (BUSINESS ANALYTICS ) introduced in the Academic year 2017-18 , The Department has an Memorandum of Understanding (MoU) with IBM (International Business Machines Corporation)..
- The Department also has a MoU with BERKADIA for the training and recruitment of UG final year students.
- For certificate courses the Department has MoU with Airtel, Digital Floats and ICICI.

### 6.3.9 Admission of Students

- The Admission Committee of the college takes care of the admission process which is transparent and effective.
- The students are counselled about the courses offered (BBA, BBA (Information Technology) and BBA (Business Analytics) and future prospects.

Criteria for UG Admission:

-Sanction of seats is given by Osmania University and APSCHE

- Merit, Entrance tests and Interview

-Admissions are made on the basis of Merit, co-curricular activities, sports and the interview

6.4 Welfare schemes for

Teaching	YES
Non teaching	YES
Students	YES

- Salaries are promptly paid .
- Increments for all faculty were given
- Faculty are felicitated on Teachers Day
- ESI facility is provided for all the non-teaching staff
- EPF facility provided to all the teaching & non-teaching staff members who have completed three years of service.

- Research grant is given to the faculty for participating in seminars , workshops and FDPs .
- Organising blood screening test for I year students.
- Encourage student participation in various co-curricular activities.
- Motivate the students in the area of research, career guidance and placement assistance is given.
- Counselling and mentoring is done on a regular basis as per the requirement of the students.
- Help students with remedial and tutorial classes .
- First-aid medical facility is provided .

6.7 Whether Academic and Administrative Audit (AAA) has been done?

Audit Type	External		Internal	
	Yes/No	Agency	Yes/No	Authority
Academic	yes		yes	
Administrative	yes		yes	

6.8 Does the University/ Autonomous College declares results within 30 days?

For UG Programmes      Yes       No

For PG Programmes      Yes       No

6.9 What efforts are made by the department for Examination Reforms?

- Quality assurance with regard to the preparation of standardised question paper pattern is followed .
- Regularly the question paper pattern is reviewed and suitably modified in consultation with BOS members who meet at the end of the academic year
- The introduction of continuous internal assessment with innovative methods of evaluation like presentations/seminars, creative assignments/mini projects have created a learning atmosphere right through the year focusing the attention of the students on incremental learning and internalization.

#### 6.10 What efforts are made by the department to promote autonomy?

- Framing and designing of course curriculum according to the recent trends
- Introduction of new subjects .
- Board of studies will be conducted with University nominee - chairman Board of studies, Industry and subject experts and Alumni for approval of the syllabus , Internal and external examination Question papers pattern.

#### 6.11 Activities and support from the Alumni Association

- The alumni representative on the regulatory bodies like the BOS, Academic Council makes significant contributions in curriculum design and development.

They render their services in Pre-placement support and Placement activities

The Alumni extends cooperation for being resource person for guest lectures and extension lectures and judges panel

- 

#### 6.12 Activities and support from the Parent – Teacher Association

- Parent to parent support
- Tutoring
- Feedback is administered to invite suggestions for improvement in curriculum and infrastructure facilities.
- Parent teacher meet is conducted Bi-annually for strengthening the relationship with the parent
- Parents are contacted telephonically in case of any grievences. for special cases who have shortage of attendance , letters and emails are directly sent to the parents for further perusal

#### 6.13 Development programmes for support staff

- Meetings are conducted once in every month to appraise them about their role and responsibilities in the smooth functioning of the Department .

#### 6.14 Initiatives taken by the department to make the campus eco-friendly



- The Department organised ECO- GANESH AWARENESS PROGRAM on 24<sup>th</sup> August 2017.
- Organised INTERNATIONAL OZONE DAY on 16<sup>th</sup> September 2017
- Organised ACTIVE FARM SCHOOL VISIT on 5<sup>th</sup> December 2017 Kowkuntla Village, Ranga Reddy District, Chevella, Telangana
- Organised NATIONAL ENERGY CONSERVATION DAY on 14<sup>th</sup> December 2017
- Organised INTERNATIONAL PLANTATION DAY on 22<sup>nd</sup> December 2017

## Criterion – VII

### 7. Innovations and Best Practices

7.1 Innovations introduced during this academic year which have created a positive impact on the functioning of the department. Give details.

#### **INNOVATIONS INTRODUCED IN THE ACADEMIC YEAR 2017-18**

❖ **INTRODUCTION OF NEW ELECTIVES FOR UG FINAL YEARS AS PER MARKET AND INDUSTRY NEEDS :-**

In the Academic year 2017-18 ,BBA final years being offered electives in the specialisation area of HR,Marketing,Finance which will help and assist them in understanding the specialisation subjects and also in their PG specialisation

❖ **INTRODUCING BBA (BA) COURSE IN MOU WITH IBM FIRST TIME IN INDIA AT UG LEVEL**

The landmark achievement in the Academic year 2017-18 was launching BBA (BA) course in MOU with IBM India Pvt Ltd,this course enables students to learn the advance and latest techniques adopted by the giant USA Multi national Corporation .IBM will be offering in each semester IBM oriented papers

❖ **INAUGURATION OF LAB FOR THE ANALYTICS COURSE IN MOU WITH IBM**

Advanced equipped with latest software Lab was inaugurated on Nov 7 2017 in the main and extended campus which will help and assist the students in understanding the subject not only theoretically also practically . Mr. Krishna Kumar, Country Leader for Cloud Adoption and Deployment Services at IBM India came to inaugurate the lab along with Principal Rev.Fr.Dr.Vincent Arokiadas

❖ **PROJECT INTERNAL MARKS:-**

In the Academic year 2017-18 ,project internal marks were introduced which in turn has brought the seriousness amongst students towards meeting their guide and showing their progress, log book on regular basis which has improved the quality of the project

❖ **MANAGEMENT DEVELOPMENT PROGRAMMES**

Department of Business Management has conducted 2 MDP's this year in association with Idea Pvt.Ltd which has provided a big opportunity for the academician and industry interface at the same time brought laurels to the Department and College .**Mrs.Molly**

**Chaturvedi ,Mrs.K.Srivani ,Mrs.Danam Tressa & Mr.Ganesh Anand conducted the session on 14 & 21 July respectively .**

❖ **MRUGNA EVENT**

Management Department is always known for its innovation .Department has conducted the Biggest “Case Writing & Analysis” session –MRUGNA on January 24 in the extended campus where not only students from Department participated ,students from the twin cities enthusiastically participated and showcased their talent .Case studies is the most important and integral part of management education which helps a student in understanding the subject theoretically and practically. Mrs.K.Srivani,Mrs.Laxmi & Mrs.Sangeeta were the coordinator for conducting the event

❖ **RESEACH ARTICLE PUBLICATIONS IN THE SCOPUS INDEXED JOURNALS**

In academic year 2017-18 faculty wrote article for the prestigious Scopus Journal Mrs.Molly Chaturvedi article got selected for the publication in the “A study of online shopping behaviour in retail sector –A case study” in the **The Journal of global management outlook, ISSN 2277–3789, IMPACT FACTOR POWER BY I2OR: 3.010, INDEXED IN SCOPUS, I2OR, JIF (Bi-annual).**

❖ **STUDENTS PARTICIPATED IN NATIONAL LEVEL MANAGEMENT MEETS**

In the academic year 2017-18 UG students participated in the National level management meet organised by Loyola Andhra ,Vijayawada and won accolades ,like all the years this year also students have participated in the big numbers in different Literary ,Sports and Cultural events and fests across the twin cities.

**7.2 Provide the Action Taken Report (ATR) based on the plan of action decided upon at the**

## Beginning of the year

PLAN OF ACTION	OUTCOMES
Orientation For BBA & BBA (IT) II& III Years	Orientation was conducted on 15 <sup>th</sup> June for III Years
Orientation of UG I Year	Orientation was conducted on 28 <sup>th</sup> June for I Years
Workshop on Project Report Writing For BBA III Year	Workshop was conducted on July 25 2017 for the BBA III Years by the UG project Coordinators
Workshop on Guidelines for Project Preparation for BBA(IT) III Year	Workshop was conducted in the month of August for the BBA IT III Years by the UG project Coordinators
Guest Lecture on “Retail Market in Special Reference with Service Sector” BBA I,II Years	Guest lecture was conducted on 16/11/17 by Mrs. Vani Jha, Senior Manager ,Retail,Bharti Airtel Pvt.Ltd ,Hyderabad
Conducting Intercollegiate competition for BBA,BBA IT & BBA BA I,II,III Years	Intercollegiate competition on Case writing and Analysis was conducted on 24/1/18 at the extended campus by Mrs.Srivani,Mrs.Laxmi and Mrs.Sangeeta , students from different colleges from twin cities participated
CRT Program for BBA & BBA IT III Years	CRT was conducted for the Final years between 8/8/17-12/8/17
Local Industrial Visit for UG students	BBA III (Sec A & B )students were

	<p>taken to Hindustan Coca Cola Beverages Pvt Ltd on December 4 &amp; 5 respectively</p> <p>BBA IT students were taken to AG Glass Pac Factory on 24 January</p>
I Phase of Project Presentation for BBA III	Project presentation was successfully conducted in the month of August for the BBA III years
Workshop on Stock Minds for BBA III Years	Workshop on Stock Minds by ICICI direct in the month of September by Mr.Srinivas,Manager ICICI Direct
Session on Specialisation , Careers and Prospects in Marketing Finance ,HR for BBA, BBA IT III Years	This session was conducted by Mrs.Mary Francina (HR),Mr.Ganesh (Finance) and Mrs.Molly (Marketing) in the month of July for the UG level students
Guest Lecture on Trends in IT Sector for BBA(IT) II Year	Session was conducted on 13/3/18 for the IT students by Mr. Bhaskar Rao of Moksha Associates
Josephiesta 2017	In the Academic year 2017-18 Management Department was responsible for conducting this mega event which was successfully done by the Josephiesta 2017 Coordinators Mrs.Mary Francina on 16/12/17
Sakshi Arena One 2017	Department of Management was responsible for conducting Sakshi

	Arena One -2017 for the three consecutive days from 18/12/17-20/12/17,Sakshi Arena One Coordinator was Mrs. Molly Chaturvedi
Interactive Session on “College to Campus Culture”	This session was conducted for the BBA III years (A&B) students on 16/2/18 by Mrs.Komal Bajwa ,Manager, CFO Program, Delloite
Workshop on Case Study BBA & BBA IT II	Workshop on case study was conducted on 28 February for BBA & BBA IT students by the workshop Coordinators Dr.Vandana & Mrs.Danam
Guest Lecture on Abroad Career Opportunities for BBA III Years	Guest lecture was conducted for the final years students on March 26 by Mr.Ratna Kumar from TIMES institute
II Phase of Project Presentations for BBA III Year	Final and second phase of project presentation was done in the month of March for the BBA & BBA IT final years

#### PLAN OF ACTION FOR THE EVENTS NOT DONE

PLAN OF ACTION	ACTION TAKEN
Guest Lecture on “Big Data Analytics The Next	We planned In 1 <sup>st</sup> year 17-18 academic year but as per the resource person opinion / suggestion it has to

Big Opportunity for you” for BBA (BA) I year . Coordinator:- Dr.N.Srinivas	postpone in the 2 <sup>nd</sup> year in view of their semester subject on Big data for easy student understandings.
Guest Lecture On “Unstructured data & natural language processing for BBA (BA) I years . Coordinator:- Dr.N.Srinivas	Due lack of time in August Month (Internal Exams, Autonomy work & Other placement related works it was not organised) it will arranged net academic year.
Workshop on 'Opportunities and challenges in Cloud Computing Management' for BBA (BA) I years. Coordinator:- Dr.N.Srinivas	Due to the un availability of the resource Person Mr.Prashanth Jain Ctrl-S it was postponed to next academic year. For both 1 & 2 year BBA BA students.
Guest Lecture on “ Business Transformation through Artificial Intelligence” BBA (BA) I years. Coordinator:- Dr.N.Srinivas	Students was busy with the semester examinations in the month of November,2017.
Guest Lecture On Big data cyber law for BBA(BA) I year. Coordinator:- Dr.N.Srinivas	Unable to contact the professor of Nalsar University of law, so it will conduct in next academic year 2018-19 for BBA BA 1 & 2 years.
Seminar On What Next for DBAs in the Big Data Era . Coordinator:- Dr.N.Srinivas	At 1 <sup>st</sup> year level students leaned the basic knowledge by the guest lecture IBM subject expert Mr.Madhu on Information Management Basics / RDBMS with DB2 in continuation to this said advance topic will be conducted in the academic year 18-19
Case exhibition using Business Analytics for BBA Students ( Branding Activity). Coordinator:- Dr.N.Srinivas	Students are busy with Internals, Lab exams & Subject completion.
Guest Lecture on “Significance of Investment for Youngsters” BBA I & II Years. Coordinator:- Mrs.Molly	Resource Person Mrs. Bajaj was not able to come as she had China Tour for 1 month but will be coming for this important guest lecture in the Academic year 2018-19

7.3 Give two Best Practices of the department (please see the format in the NAAC Self-study Manuals)

❖ **CURRICULUM**

✓ **COURSE IS DESIGNED AS PER MARKET NEEDS AND DEMAND AFTER TAKING FEEDBACK FROM INTERNAL EXTERNAL STAKEHOLDERS**

- Introduction of BBA (IT) in the academic year 2015-16 as per the industry inputs
- Introduction of BBA (BA) in the academic year 2017-18 in MOU with IBM as per various stakeholders feedback and market demands
- Introduction of electives in Semester V and VI in order to increase their employability skills
- Introduction of subjects, modification and deletion of outdated topics as per Academicians, Board of studies members and Alumni

❖ **RESEARCH & CONSULTANCY**

✓ **FACULTY WRITING EVERY YEAR 2-3 RESEARCH ARTICLE IN THE PRESTIGIOUS NATIONAL, INTERNATIONAL JOURNALS**

- Department always encourages faculty to write research article which will help them in developing research oriented skills
- Department has 3 Doctorate, 3 faculty pursuing PhD
- Department has 2 UGC NET qualified faculty and 4 faculty has qualified APTS SET qualified
- Department has one Scopus Publication
- Department has conducted MDP's for the IDEA PVT LTD in the AY 2016-17 as well as AY 2017-18

**7.4 Contribution to environmental awareness / protection**

Department has Joseph Green Group which has conducted different activities and events in the Academic year 2017-18

5

**ACADEMIC YEAR 2017-18**

S.NO	DATE	EVENT	RESOURCE PERSON	VENUE
				St. Joseph's Degree & PG



1	24 <sup>th</sup> August 2017.	ECO- GANESH AWARENESS PROGRAM	Rev.Fr. Vincent Arokiadas, Principal, St.Joseph's Degree & PG college	College Extended & Main campus
2	16 <sup>th</sup> September 2017	INTERNATIONAL OZONE DAY	Rev.Fr. Vincent Arokiadas, Principal, St.Joseph's Degree & PG college	St. Joseph's Degree & PG College main campus
3	5 <sup>th</sup> December 2017	ACTIVE FARM SCHOOL VISIT	Rev.Fr. Vincent Arokiadas, Principal, St.Joseph's Degree & PG college	Kowkuntla Village, Ranga Reddy District, Chevella, Telangana 501503
4	14 <sup>th</sup> December 2017	NATIONAL ENERGY CONSERVATION DAY	Mr. Upendra Shri Sainath Permaculture Educator, Designer and Consultant Hyderabad	St. Joseph's Degree & PG College Extended campus
5	22 <sup>nd</sup> December 2017	INTERNATIONAL PLANTATION DAY	Prof . P.L Vishweshwer Rao Director St.Joseph's Degree PG College and Rev.Fr. M. Arogyam. Assistant, St.Joseph's Degree PG College.	St. Joseph's Degree & PG College main campus

7.5 Whether environmental audit was conducted? **NO**

7.6 Any other relevant information the institution wishes to add. (for example SWOT Analysis)

<b>STRENGTH S</b>	<b>WEAKNESS</b>
<ul style="list-style-type: none"> <li>• Qualified and Committed faculty</li> <li>• New courses are offered to develop</li> </ul>	<ul style="list-style-type: none"> <li>• Sports courts</li> <li>• Limited consultancy</li> </ul>

<ul style="list-style-type: none"> <li>❖ Managerial skills</li> <li>❖ Leadership Management</li> <li>❖ Employability Skills</li> </ul> <ul style="list-style-type: none"> <li>• Effective Teaching and Learning Methodology <ul style="list-style-type: none"> <li>❖ Certificate courses</li> <li>❖ Bridge courses</li> <li>❖ Work shops</li> <li>❖ Guest Lectures</li> <li>❖ Continuous Feed back</li> </ul> </li> <li>• Interactive Learning <ul style="list-style-type: none"> <li>❖ Case study</li> <li>❖ Seminars</li> <li>❖ Skill Based Tests(SBT)</li> </ul> </li> <li>• Inclusive Environment <ul style="list-style-type: none"> <li>❖ Mentoring</li> <li>❖ Counselling</li> <li>❖ Psychometric Analysis</li> <li>❖ Parents Interaction</li> </ul> </li> <li>• Experiential Learning <ul style="list-style-type: none"> <li>❖ Industrial Tours</li> <li>❖ Industrial Visits</li> </ul> </li> <li>• Well Equipped Infrastructure</li> <li>• Active participation in Research --</li> </ul>	<ul style="list-style-type: none"> <li>• Availability of Medical officer</li> <li>• Limited study Area in Library</li> <li>• Biometric attendance to students</li> <li>• Green Environment</li> </ul>
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<ul style="list-style-type: none"> <li>❖ National and International conferences</li> <li>❖ Faculty Development Programmes ,Workshop</li> <li>❖ Management Development Programmes</li> <li>❖ NET,SET qualified</li> <li>❖ Scopus publication</li> </ul> <ul style="list-style-type: none"> <li>• Student Support</li> <li>❖ Redressal Cell</li> <li>❖ Inculcating social values and serving under privileged by JSR.</li> <li>❖ Leadership grooming ,SQAC,IQAC AND other committees active participation by student .</li> </ul>	
<p><b>OPPORTUNITIES</b></p> <ul style="list-style-type: none"> <li>❖ Increase placements</li> <li>❖ Skill Enhancement centers</li> <li>❖ MOU's with MNC's for Internship and placements.</li> <li>❖ Enhancing research initiative through Industry Interaction for patents and copyrights</li> </ul>	<p><b>THREATS</b></p> <ul style="list-style-type: none"> <li>• Availability of Qualified Teaching staff.</li> <li>• Changing Industry needs and grooming the students to meet diversified needs.</li> <li>• Continuous high need for redesigning the curriculum</li> </ul>

## 7.7 Rankings

- **CSR-GHRS B-Schools Survey 2017: 4<sup>th</sup> rank as Ranking of Promising B-Schools and 5<sup>th</sup> Rank in best B-School as private B-School in Telangana by CSR GHRDC**
- **The Week Hansa Survey 2017 : 8<sup>th</sup> Rank in Top B- School In Hyderabad , 55<sup>th</sup> Rank Top B- School in Private South Zone ,130<sup>th</sup> Rank Top B- School in All India By The Week Hansa Survey 2017**
- **Times –B School Survey i3RC Insights Pvt.Ltd Survey 2016-17 : 95<sup>th</sup> Rank in Top 100 Management Institutes Overall Ranking in INDIA by i3rc Insights Pvt. Ltd.**