



University of Mumbai

**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Criteria 1.2.1

Details of Add on  
Courses  
Certificate Course  
(online) offered by  
NPTEL, SWAYAM  
under Academic  
Flexibility



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

**Index of Criteria 1.2.1**

Flyer
Course details
Presentee sheet
Assessment procedures
Count of students year wise
Count of student attended the add on course
Model Certificate



*Gadgil*

**IC Principal**

**Nirma College of Commerce**

Rani Sati Marg, Mun. School Bldg.,

Malad (E)



University of Mumbai

**NIRMALA COLLEGE OF COMMERCE**

---

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

---

**Flyer**



# University of Mumbai

## NIRMALA COLLEGE OF COMMERCE

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**  
Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "ENTREPRENEURSHIP ESSENTIALS FROM IIT KHARAGPUR"  
Url: <https://www.classcentral.com/course/edx-agile-leadership-principles-and-practices-11920>  
START DATE: 15 TH AUGUST 2020  
END DATE: 26TH JAN 2021  
DURATION: 30 HOURS  
E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**  
Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "SUPPLY CHAIN ANALYTICS IIM BANGALORE"  
Url: <https://www.classcentral.com/course/edx-supply-chain-design-4067>  
START DATE: 15 TH AUGUST 2020  
END DATE: 26TH JAN 2021  
DURATION: 30 HOURS  
E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**  
Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "BASICS OF DIGITAL MARKETING- DEVI AHILYAVISHWAVIDYALAYA, INDORE"  
Url: <https://www.classcentral.com/course/edx-marketing-analytics-8214>  
START DATE: 15 TH AUGUST 2020  
END DATE: 26TH JAN 2021  
DURATION: 30 HOURS  
E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**  
Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "CONSUMER BEHAVIOUR, IIT KHARAGPUR"  
Url: <https://www.classcentral.com/course/leadership-in-the-digital-age-45919>  
START DATE: 15 TH AUGUST 2020  
END DATE: 26TH JAN 2021  
DURATION: 30 HOURS  
E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**  
Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "BUSINESS DEVELOPMENT - FROM START TO SCALE FROM IIT MADRAS"  
Url: <https://www.classcentral.com/course/edx-adaptive-leadership-in-development-18102>  
START DATE: 15 TH AUGUST 2020  
END DATE: 26TH JAN 2021  
DURATION: 30 HOURS  
E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**  
Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "SERVICES MARKETING- A PRACTICAL APPROACH , IIT KHARAGPUR"  
Url: <https://www.classcentral.com/course/edx-agile-innovation-and-problem-solving-skills-11919>  
START DATE: 15 TH AUGUST 2020  
END DATE: 26TH JAN 2021  
DURATION: 30 HOURS  
E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST



*Edu Gadev*  
**I/C Principal**  
**Nirmala College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



# University of Mumbai

## NIRMALA COLLEGE OF COMMERCE

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to Covid

Topic name: "SIX SIGMA IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/edx-applied-scrum-for-agile-project-management-11917](https://www.classcentral.com/course/edx-applied-scrum-for-agile-project-management-11917)  
 START DATE: 15 TH AUGUST 2020  
 END DATE: 26TH JAN 2021  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to Covid

Topic name: "QUALITY DESIGNAND CONTROL IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/occupation-al-health-hazards-risk-assessment-and-c-94541](https://www.classcentral.com/course/occupation-al-health-hazards-risk-assessment-and-c-94541)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 26TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to Covid

Topic name: "BUSINESS ANALYTICS FOR MANAGEMENT DECISION IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/edx-cybersecurity-risk-management-7845](https://www.classcentral.com/course/edx-cybersecurity-risk-management-7845)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 26TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to Covid

Topic name: "MANAGING CHANGES IN ORGANIZATION IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/edx-managing-conflicts-on-projects-with-cultural-and-emotional-intelligence-19747](https://www.classcentral.com/course/edx-managing-conflicts-on-projects-with-cultural-and-emotional-intelligence-19747)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 26TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST



*(Signature)*  
 I/C Principal  
 Nirmaala College of Commerce  
 Rani Sati Marg, Mun. School Bldg.,  
 Malad (E)



# University of Mumbai

## NIRMALA COLLEGE OF COMMERCE

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to COVID

Topic name: "FINANCIAL INSTITUTES AND MARKETS IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/edx-foundations-of-modern-finance-i-18037](https://www.classcentral.com/course/edx-foundations-of-modern-finance-i-18037)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 26TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to COVID

Topic name: "SALES AND DISTRIBUTION MANAGEMENT IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/edx-project-management-mastering-complexity-R249](https://www.classcentral.com/course/edx-project-management-mastering-complexity-R249)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 26TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to COVID

Topic name: "E- BUSINESS IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/benefits-realization-management-brm-linking-strat-58652](https://www.classcentral.com/course/benefits-realization-management-brm-linking-strat-58652)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 26TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to COVID

Topic name: "BEHAVIOURAL AND PERSONAL FINANCE IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/edx-project-finance-funding-projects-successfully-R451](https://www.classcentral.com/course/edx-project-finance-funding-projects-successfully-R451)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 26TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to COVID

Topic name: "PRINCIPLES OF MANAGEMENT IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/edx-risk-management-and-credit-principles-12732](https://www.classcentral.com/course/edx-risk-management-and-credit-principles-12732)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 26TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to COVID

Topic name: "INTERNATIONAL MARKETING IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/edx-strategic-brand-management-R186](https://www.classcentral.com/course/edx-strategic-brand-management-R186)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 26TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST



*G. Gadgil*  
**I/C Principal**  
 Nirma College of Commerce  
 Rani Sati Marg, Mun. School Bldg.,  
 Malad (E)



# University of Mumbai

## NIRMALA COLLEGE OF COMMERCE

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "SAFETY AND RISK ANALYTICS IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/occupation-al-safety-and-health-hazards-94542](https://www.classcentral.com/course/occupation-al-safety-and-health-hazards-94542)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 28TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "INVESTMENT MANAGEMENT IIT KHARAGPUR"  
[Url: https://www.classcentral.com/course/edx-agile-process-project-and-program-controls-11921](https://www.classcentral.com/course/edx-agile-process-project-and-program-controls-11921)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 28TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "UNDERSTANDING INCUBATION AND ENTREPRENEURSHIP FROM NPTEL"  
[Url: https://www.classcentral.com/course/advanced-spoken-english-144163](https://www.classcentral.com/course/advanced-spoken-english-144163)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 28TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "MANAGEMENT ACCOUNTING IIT ROORKEE"  
[Url: https://www.classcentral.com/course/edx-product-management-fundamentals-13018](https://www.classcentral.com/course/edx-product-management-fundamentals-13018)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 28TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "LEADERSHIP AND TEAM EFFECTIVENESS IIT ROORKEE"  
[Url: https://www.classcentral.com/course/edx-sprint-planning-for-faster-agile-team-delivery-11918](https://www.classcentral.com/course/edx-sprint-planning-for-faster-agile-team-delivery-11918)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 28TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST

University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097 • Tel.: 2844 1083

### ADD ON CERTIFICATE COURSE

Online Course Due to covid

Topic name: "FUNDAMENTALS OF BANKING AND INSURANCE SAVITRIBAI PHULE PUNE UNIVERSITY"  
[Url: https://www.classcentral.com/course/edx-leaders-in-global-development-18100](https://www.classcentral.com/course/edx-leaders-in-global-development-18100)  
 START DATE: 15 TH AUGUST 2021  
 END DATE: 28TH JAN 2022  
 DURATION: 30 HOURS  
 E-CERTIFICATE WILL BE PROVIDED ON COMPLETION COURSE IS FREE OF COST



*G. Gadav*  
**I/C Principal**  
**Nirmala College of Commerce**  
 Rani Sati Marg, Mun. School Bldg.,  
 Malad (E)



University of Mumbai

**NIRMALA COLLEGE OF COMMERCE**

---

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

---

# Course Detail





University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Topic name	Class	Year	Teacher in charge	Created by
DIGITAL MARKETING FROM PUNJAB UNIVERSITY, CHANDIGARH	FYBCOM	2020	Dr. Umeshchandra Yadav	Dr. Billy (Cho Yin) Sung
ORGANIZATION BEHAVIOUR FROM MAHARAJA AGRASAN	SYBCOM	2020	Dr. Umeshchandra Yadav	John Core
INTRODUCTION TO OPERATIONS RESEARCH FROM IIT MADRAS	SYBCOM	2020	Mrs. Neeta Singh	Open Learning
ENTREPRENEURSHIP ESSENTIALS FROM IIT KHARAGPUR	TYBCOM	2020	Mrs. Neeta Singh	John Johnson
SUPPLY CHAIN ANALYTICS IIM BANGALORE	TYBCOM	2020	Mrs. Reena Shukla	Jarrold Goentzel, James Blayney Rice Jr., Yossi Sheffi and Chris Caplice
BASICS OF DIGITAL MARKETING-DEVI AHILYAVISHWAVIDYALAYA, INDORE	FYBCOM	2020	Mrs. Reena Shukla	Kamel Jedidi and Asim Ansari
CONSUMER BEHAVIOUR, IIT KHARAGPUR	SYBCOM	2020	Mrs. Glena D'Silva	Juan Antonio Enciso and Arcadio Luis Guevara
BUSINESS DEVELOPMENT – FROM START TO SCALE FROM IIT MADRAS	SYBCOM	2020	Mrs. Glena D'Silva	Mark Moran, Jodie Curth-Bibb, Sarah Glavey and Tim Grice
SERVICES MARKETING- A PRACTICAL APPROACH , IIT KHARAGPUR	TYBCOM	2020	Mrs. Abha Ruparel	John Johnson
SIX SIGMA IIT KHARAGPUR	TYBCOM	2020	Mr. Suresh Lorik Yadav	John Johnson
QUALITY DESIGNAND CONTROL IIT KHARAGPUR	FYBCOM	2021	Mr. Suresh Lorik Yadav	Victor Hoe
BUSINESS ANALYTICS FOR MANAGEMENT DECISION IIT KHARAGPUR	SYBCOM	2021	Ms. Geeta Yadav	Tong Sun
MANAGING CHANGES IN ORGANIZATION IIT KHARAGPUR	SYBCOM	2021	Ms. Geeta Yadav	Bill Brantley
FINANCIAL INSTITUTES AND MARKETS IIT KHARAGPUR	TYBCOM	2021	Ms. Sheetal Suvarna	Leonid Kogan and Jiang Wang
SALES AND DISTRIBUTION MANAGEMENT IIT KHARAGPUR	TYBCOM	2021	Ms. Sheetal Suvarna	Hans L. M. Bakker, Marcel J. C. M. Hertogh and Marian



**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



**University of Mumbai**  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

				G. C. Bosch-Rekveltd
E- BUSINESS IIT KHARAGPUR	FYBCOM	2021	Mr. Pankaj Maurya	Al Zeitoun
BEHAVIOURAL AND PERSONAL FINANCE IIT KHARAGPUR	SYBCOM	2021	Mr. Hamza Usmani	Emile Peters
PRINCIPLES OF MANAGEMENT IIT KHARAGPUR	SYBCOM	2021	Mr. Shivkumar Yadav	Tracy Williams
INTERNATIONAL MARKETING IIT KHARAGPUR	TYBCOM	2021	Mr. Satish Pandey	Ian Phau
SAFETY AND RISK ANALYTICS IIT KHARAGPUR	TYBCOM	2021	Mr. A.K. Singh	Victor Hoe
INVESTMENT MANAGEMENT IIT KHARAGPUR	FYBCOM	2021	Mr. Arvind Yadav	John Johnson
UNDERSTANDING INCUBATION AND ENTREPRENEURSHIP FROM NPTEL	SYBCOM	2021	Mr. Nitesh Kumar Shukla	Elaine Hoter and Ilan Nagar
MANAGEMENT ACCOUNTING IIT ROORKEE	SYBCOM	2021	Mr. Ravindra Dubey	James Green
LEADERSHIP AND TEAM EFFECTIVENESS IIT ROORKEE	TYBCOM	2021	Mr. Veerbahadur Khushwala	John Johnson
FUNDAMENTALS OF BANKING AND INSURANCE SAVITRIBAI PHULE PUNE UNIVERSITY	TYBCOM	2021	Mr. Veerbahadur Khushwala	Ali Intezari, Erin Lord-Lynch, Bernard McKenna, Mark Moran and Andre Taylor

**1. DIGITAL MARKETING FROM PUNJAB UNIVERSITY, CHANDIGARH**

**UR:** <https://www.classcentral.com/course/edx-online-marketing-strategies-8176>

➤ **Online Marketing Strategies**

**Overview**

The Internet has emerged as a platform to facilitate global commerce and communication. Its exponential growth has transformed the value chain of virtually every industry, and millions of commercial businesses are now doing business online. This course will introduce you to the range of marketing uses of the Internet.

You will learn how to:



*G. C. Bosch*  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

- use basic e-marketing tools relevant to the internet marketing context;
- apply marketing strategies such as segmentation, targeting, positioning, and differentiation to an online context;
- analyse the online consumer exchange process and its outcomes;
- evaluate product, pricing, distribution and communication marketing functions in a firm's internet marketing strategy;
- evaluate the role of social media in the marketing context;
- use digital analytics to evaluate and optimise the effectiveness of digital marketing strategies.

You will explore how marketing online differs from a traditional marketing environment, and identify and discuss web-based marketing opportunities such as using Facebook, Twitter and Google in today's business world.

The digital landscape is fast-paced and continually changing, yet is an equally challenging and exciting environment in which to work. This course is relevant to anyone working in marketing, communications, public relations, social media and advertising.

**This course is part of the CurtinX MicroMasters Credential in Marketing in a Digital World that is specifically designed to teach the critical skills needed to be successful in this exciting field. In order to qualify for the MicroMasters Credential you will need to earn a Verified Certificate in each of the five courses.**

### Syllabus

Topic 1: Introduction to digital marketing/global issues/digital marketing plan

Topic 2: Segmentation, targeting, differentiation and positioning strategies

Topic 3: Digital marketing management: distribution and promotion strategies



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



Topic 4: Digital marketing management: product and pricing strategies

Topic 5: Digital marketing tools: website, Google AdWords, Google Analytics, AdSense, etc.

Topic 6: Strategic digital marketing and performance metrics

Topic 7: Online consumer behaviour and psychology

Topic 8: Planning and developing website and content

Topic 9: Social Media Marketing

Topic 10: Digital Analytics

**Prepared by**

Dr. Billy (Cho Yin) Sung

Taught by

Dr. Umeshchandra Yadav

**2. ORGANIZATION BEHAVIOUR FROM MAHARAJA AGRASAN**

URL: <https://www.classcentral.com/course/edx-financial-accounting-18040>

➤ **Financial Accounting**

**Overview**

Accounting is the language of business. It is difficult to understand business without knowing some accounting. Knowing accounting will help learners better understand and contribute to their own companies and better understand business around them. This course also helps students use the financial statements to gather inputs to valuation models and for corporate finance decisions.



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Financial Accounting is part of the MicroMasters® Program in Finance. It provides a rigorous introduction to the principles of financial accounting. We focus on the preparation and analysis of financial statements, and on why financial statements take the form they do. We cover the basic structure of financial reports and the process of recording transactions. We will also learn how investors, creditors, and other users analyze financial statements to assess corporate performance. The course focuses on using the financial statements to gather inputs to valuation models and for corporate finance decisions.

This course offers general managers, financial analysts, financial advisors, quantitative researchers, asset managers, risk managers, quantitative developers working in financial services, professionals servicing the financial industry the tools to succeed. Undergraduate and graduate students looking to enter business in general or finance in particular would also benefit greatly from this valuable course.

### **Syllabus**

The course is organized as four parts:

#### **A. Introduction; Assets**

Week 1: Accrual Accounting,

Week 2: Revenue Recognition; Receivables

Week 3: Inventory; Property, Plant, and Equipment

Week 4: Intangible Assets; Income vs. Cash Flows

Module 5: Acquisitions; Finance Investments

#### **B. Financial Statement Analysis (FSA)**

Week 6.1: Introductory FSA

#### **C. Liabilities and Stockholders' Equity**

Week 6.2: Income Taxes

Week 7: Long-Term Debt; Leases



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



Week 8: Stockholders' Equity and Earnings per Share

Week 9: Accounting for Banks

E. Review; Accounting for Valuation

Week 10: Tesla case

We base this course on many years of courses we and our MIT colleagues have taught in previous years to MIT graduate students.

**Prepared by**

John Core

Taught by

Dr. Umeshchandra Yadav

**3. INTRODUCTION TO OPERATIONS RESEARCH FROM IIT MADRAS**

URL: <https://www.classcentral.com/course/openlearn-money-business-quantitative-and-qualita-95905>

➤ Quantitative and qualitative research in finance

**Overview**

What are the key features of qualitative and quantitative research in finance? What do they involve in practical terms, and what they can produce? This free course, Quantitative and qualitative ...

**Syllabus**

- Introduction
- Learning outcomes
- 1 What is qualitative research?
- 2 Three broad approaches in qualitative research
- 2.1 General assessment of qualitative research
- 3 Introduction to quantitative research



*Umeshchandra Yadav*

**I/C Principal**  
**Nirmala College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



- 4 Sources of quantitative research
- 5 Using available statistics
- 6 Quantitative data analysis, data collection and sampling methods
- 7 Objectivity and bias in research
- 7.1 Reflections on research biases
- 8 Research ethics
- Conclusion
- References
- Acknowledgements

Taught by  
Mrs. Neeta Singh

#### 4. ENTREPRENEURSHIP ESSENTIALS FROM IIT KHARAGPUR

URL: <https://www.classcentral.com/course/edx-agile-leadership-principles-and-practices-11920>

##### ➤ [Agile Leadership Principles and Practices](#)

#### Overview

Agile can often challenge project managers in the realm of leadership. Old styles of command-control are now a thing of the past, except for the most conservative organizations. While good leaders employ a variety of leadership skills and leadership styles to motivate team members, even this is not enough. Simply setting a common goal and maintaining positive attitudes while raising your emotional intelligence will make you a better leader; but will it truly unlock your team's potential?

Instead of leadership traits, Agile leadership emphasizes facilitation and communication skills. This is teachable and much more powerful. This unique and effective leadership style challenges traditional beliefs in what leadership means.

Great leaders understand that the leader can no longer stand in the way of their team. Modern society, mindsets, and global competition demand new leadership roles, and leadership qualities all together that



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

empower and motivate the team to new levels of productivity. Business leaders that miss this critical shift in leadership styles concede a powerful competitive advantage to the Agile leader.

In this course, you will learn how this new style of leadership redefines and redistributes team roles by:

- Motivating through empowerment to gain better decisions
- Facilitating the creativity and inclusivity of a high-functioning team
- Identifying and managing decision making biases
- Negotiating conflicts across individuals, teams, and organizations
- Ensuring success through delegation and powerful constraint-based metrics.
- You'll learn to turn one internally motivated and critically thinking mind into many; and driving speed and innovation through leveraging all talents on the team.

While this course will not make you an agile certified practitioner (PMI-ACP), or certified scrum master (CSM), it offers a more fundamental agile certification based on agile principles and how agile leadership is applied in industry today. You'll finish this course more than ready to continue your agile journey, which we hope takes you to the next course in the series on Agile Process, Project, and Program Controls.

Upon successful completion of this course, learners can earn 10 Professional Development Unit (PDU) credits, which are recognized by the Project Management Institute (PMI). PDU credits are essential to those looking to maintain certification as a Project Management Professional (PMP).

### Syllabus

- Week 1: The first week of this course jumps right into our traditional notions of leadership, defining the concept, the characteristics of a leader, the science of leadership, and the styles that exist today across master and servant models (Primal Leadership, Team Leadership, Situational Leadership, and Transformational Leadership).
- Week 2: The second week exposes the reasoning behind servant leadership as the optimal approach and how old philosophies and “modern psychology” reinforce the need for leaders to empower teams. Gamification and the power of play are emphasized to ensure optimal contribution and performance across roles on the scaled Agile teams. Here you'll learn the scrum master's secrets and agile techniques for running highly productive teams.



  
**I/C Principal**  
**Nirmala College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)





University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

- Week 3: The third week explores human decision making, its power and its faults in the form of biases, and how we can train ourselves through emotional-social intelligence and mindfulness to go faster by slowing down. Negotiation styles and techniques are also covered requiring self-reflection on how one handles conflict and manages competing, accommodating, avoiding, compromising, and collaborating challenges. These techniques are critical for product owners, scrum masters, and those leading in any capacity.
- Week 4: The final week focuses on putting these lessons into practice with real-world approaches and tools for managing and facilitating decisions, interactions, and environments for optimal team performance.

Prepared by  
John Johnson

Taught by  
Mrs. Neeta Singh

## 5. SUPPLY CHAIN ANALYTICS IIM BANGALORE

URL: <https://www.classcentral.com/course/edx-supply-chain-design-4067>

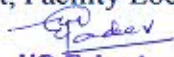
### ➤ Supply Chain Design

#### Overview

This Supply Chain Design course is part of the MITx MicroMasters Credential in Supply Chain Management, offered by #1 ranked SCM Master's program at the Massachusetts Institute of Technology.

CTL.SC2x Supply Chain Design covers all aspects involved in the design of supply chains for companies and organizations anywhere in the world. The course is divided into four main topic areas: Physical flow design, Supply chain finance, Information flow design, and Organization/Process design. In the design of physical flows, we show how to formulate and solve Transportation, Transshipment, Facility Location, and



  
I/C Principal  
Nirma College of Commerce  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Network Design Problems. For financial flows we show how to translate supply chain concepts and actions into the language-of the Chief Financial Officer (CFO) of a company. We cover Activity Based Costing, Working Capital, the Cash-to-Cash cycle and Discounted Cash Flow Analysis. The design of the information flow section describes how firms communicate with suppliers (procurement, risk contracts), internal resources (production planning, bills of materials, material requirements planning), and customers (Sales & Operations Planning and other collaboration based processes). In the last section, we introduce performance metric design and organizational design within the supply chain organization focusing mainly on the centralize/decentralize decision.

The main topic areas we will focus on in this course are:

- Supply Chain Network Design
- Supply Chain Finance
- Supplier Management
- Production and Demand Planning
- Process and Organizational Design

This course is indispensable if you're considering a supply chain management career and, specifically, the positions of **Supply Chain Analyst**, **Operations Manager**, or **Logistics Coordinator**.

### Syllabus

**Week 1:** Overview of Supply Chain Design: Introduction to Network Flow models.

**Week 2:** Basic Supply Chain Network Design: Facility Location and Network Design problems.

**Week 3:** Advanced Supply Chain Network Design: Modeling multiple products, multiple echelons, and multiple time periods.

**Week 4:** Supply Chain Finance I: Activity Based Costing, Working Capital, and Cash-to-Cash conversation cycle.

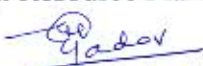
**Week 5:** Supply Chain Finance II: Discounted cash flow analysis and capital budgeting and investing.

**Week 6:** Supplier Management I: Auctions, sourcing, and procurement.

**Week 7:** Supplier Management II: Optimization based procurement, and risk sharing.

**Week 8:** Production Planning: Introduction to Bills of Material (BOM), Material Resource Planning (MRP) systems, and Distribution Resource Planning (DRP) systems.



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

**Week 9:** Demand Management: Challenges of collaboration with customers and management levers to improve coordination.

**Week 10:** Process & Organizational Design: The design of the supply chain organization itself.

**Prepared by**

Jarrold Goentzel, James Blayne Rice Jr., Yossi Sheffi and Chris Caplice

Taught by

Mrs. Reena Shukla

6. **BASICS OF DIGITAL MARKETING- DEVI AHILYAVISHWAVIDYALAYA, INDORE**

URL: <https://www.classcentral.com/course/edx-marketing-analytics-8214>

➤ Marketing Analytics

**Overview**

Marketers want to understand and forecast how customers purchase products and services and how they respond to marketing initiatives.

Learn how analytics help businesses drive marketing to maximize its effectiveness and optimize return on investment (ROI).

In this course, part of the Business Analytics MicroMasters program, discover how to develop quantitative models that leverage business data, statistical computation, and machine learning to forecast sales and marketing impact for:

- customer relationship management;
- market segmentation;
- value creation;
- communication;



  
**V.C. Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



- monetization.

You will learn how to use probabilistic models and optimization tools to model customer demand forecasts, pricing sensitivity, Lifetime Value and how to leverage such data to make optimal decisions on designing new products, marketing segmentation and strategy.

### Syllabus

Week 1: Introduction to Marketing Analytics and Customer Analysis

Week 2: Market Segmentation

Week 3: Preference measurement

Week 4: Consumer Choice Models

Week 5: Customer Lifetime Value

Week 6: New Product Decisions

Week 7: New Product Decisions

Week 8: New Product Decisions

Week 9: Pricing Analytics and Optimization

Week 10: Pricing Analytics and Optimization

Week 11: Advertising

Week 12: Sales Promotions and Course Review

### Prepared by

Kamel Jedidi and Asim Ansari

Taught by

Mrs. Reena Shukla





**I/C Principal**

**Nirma College of Commerce**

Rani Sati Marg, Mun. School Bldg.,

Malad (E)



7. **CONSUMER BEHAVIOUR, IIT KHARAGPUR**

URL: <https://www.classcentral.com/course/leadership-in-the-digital-age-45919>

➤ Leadership in the Digital Age

**Overview**

Throughout time, business leadership has transformed, up to the point that it is now necessary to take into account that leaders have to interact with up to four generations simultaneously, additionally to managing companies through digital transformation processes. This reality requires new competencies that speed up the necessary changes in companies in the long term.

In the same way, the digital transformation that companies are living implies that company leaders understand the relevance of identifying the human being (their staff and their customers) as the center of technological innovation.

**Syllabus**

**Topic 1: Leadership styles through time**

- Topic 1.1 Leadership evolution – From analogous to digital leadership
- Topic 1.2 Leadership models: how to guide multi-functional, multi-generational, multi-cultural, and multi-digital teams

**Topic 2: Digital competences**

- Topic 2.1 Digital competencies models
- Topic 2.2 Digital leadership (digital enablers)

**Topic 3: The human being as the center of innovation**

- Topic 3.1 Evolution of the interaction with the customers
- Topic 3.2 Principles of Human-Centered Design (Note: “the economy of behaviour”)

**Topic 4: Digital readiness**

- Topic 4.1 Description of the digital readiness
- Topic 4.2 Create your own digital readiness (Note: Lifelong Learning)



*Gu Gadev*

**V/C Principal**

**Nirma College of Commerce**

Rani Sati Marg, Mun. School Bldg.,

Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

**Prepared by**

Juan Antonio Enciso and Arcadio Luis Guevara

**Taught by**

Mrs. Glenna D'Silva

**8. BUSINESS DEVELOPMENT – FROM START TO SCALE FROM IIT MADRAS**

URL: <https://www.classcentral.com/course/edx-adaptive-leadership-in-development-18102>

➤ [Adaptive Leadership in Development](#)

**Overview**

This course is part of the Leadership in Global Development MicroMasters program. In order to get the most out of this course, we recommend that you have experience working in the development sector or a strong interest in this area. We also recommend that you complete the other three courses that make up the Leadership in Global Development MicroMasters program: Leaders in Global Development, The Science and Practice of Sustainable Development and Critical Development Perspectives.

**Syllabus**

**Module 1: How Solutions Become Problems** In this module we begin to unpack the complex nature of development problems. We will begin to see why solutions that do not take complexity into account often fail and sometimes cause harm.

**Module 2: The Disconnect** Why do development interventions often fail? In Module 2 we will explore the disconnect that often exists between policy and practice, and analyse how common tools, such as logical frameworks, can add to this disconnect.

**Module 3: Complexity in Development** In this module we will learn about key complexity concepts and understand how they can be used to better 'see' and account for complex institutional reality.



*E. G. Gade*  
**VC Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



**Module 4: Problem Driven Iterative Adaptation** Module 4 introduces Problem Driven Iterative Adaptation (PDIA), a framework for tackling complex problems developed by Harvard Kennedy School researchers Matt Andrews, Lant Pritchett and Michael Woolcock.

**Module 5: More PDIA** PDIA is further expanded on in Module 5.

**Module 6: Theory of Change and Development Evaluation** Module 6 examines some practical evaluation frameworks that can be used for monitoring and evaluating development interventions. These frameworks attempt to take complexity and systems thinking into account.

**Module 7: Wicked Problems and Institutional Collaboration** In this module we look at how institutional collaboration can be used as a way of tackling wicked problems.

**Module 8: Thinking and Working Politically** In Module 8 we will develop an understanding of how politics is fundamental to any societal change process.

**Module 9: Leading Adaptively** In this module we will learn about the skills and knowledge you will need to be an adaptive leader and development entrepreneur.

**The 'From the Leaders' sections in this course** We have collected some amazing interviews with practitioners worldwide who are leaders in the field of adaptive practice. Some of these are quite long, but we believe that the knowledge imparted by the leaders will be extremely valuable to your learning in this field. You will not be assessed on this content, but we encourage you to watch these and gain some really great insights into adaptive practice in the real world.

**Prepared by**

Mark Moran, Jodie Curth-Bibb, Sarah Glavey and Tim Grice

**Taught by**

Mrs. Glena D'Silva

9. **SERVICES MARKETING- A PRACTICAL APPROACH , IIT KHARAGPUR**

URL: <https://www.classcentral.com/course/edx-agile-innovation-and-problem-solving-skills-11919>



  
**I/C Principal**  
**Nirmala College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

➤ Agile Innovation and Problem Solving Skills

### Overview

Innovative products and services change lives, and having the right innovative process creates an competitive advantage. Ultimately, innovation is about one thing: problem solving.

As an agile problem solver, you'll need to expand your critical thinking skills to address the key sources of risk in developing best solutions for your new products and business lines. The Problem-solving techniques covered begin with problem definition, beginning with job descriptions and applying the right soft skills to enhance requirements gathering. This ensures you're targeting a good problem to solve, and that you understand the business model. The course then moves on to practices such as "brainstorm and storm drain" to target new creative solutions. You will learn how innovation works on fast feedback cycles to test possible solutions and target root causes of defects. Creative thinking isn't a straight line, and neither should the problem-solving process be a straight line. Each course of action needs early and frequent testing.

Key lessons taught in this course are:

- Delivering business value, not technical scope with User Stories
- Why innovating is the key to risk management and gaining a competitive advantage
- The best innovation process for startups in new markets or disruptive innovations, versus sustaining product and process innovations
- How to employ an innovation process that fits your business model and situation
- Using Cross-functional teams and user stories to gather accurate requirements
- Leveraging constraints to apply tested solutions to new technology and new innovations
- Applying Test-Driven Design (TDD) to deliver better designs with less designing

By following best practices of Agile, including timeboxes, constraint-based thinking processes, and empathetic problem solving, you'll learn how to provide a sustainable innovation environment for your teams.



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)





While this course will not make you an agile certified practitioner (PMI-ACP), or certified scrum master (CSM), it offers a more fundamental agile certification based on agile principles and how agile innovation is accomplished in industry today. You'll finish this course more than ready to continue your agile journey, which we hope takes you to the next course in the series on "Agile Leadership Principles and Practices."

Upon successful completion of this course, learners can earn 10 Professional Development Unit (PDU) credits, which are recognized by the Project Management Institute (PMI). PDU credits are essential to those looking to maintain certification as a Project Management Professional (PMP).

Upon successful completion of this course, learners can earn 10 Professional Development Unit (PDU) credits, which are recognized by the Project Management Institute (PMI). PDU credits are essential to those looking to maintain certification as a Project Management Professional (PMP).

### Syllabus

- Week 1: The first week of Innovation revisits concepts of capability delivery from technical perspective; asking how do we achieve a project's purpose to innovate? What are the risks and methods to be successful in delivering a defined output under uncertain conditions? Here the Theory of Constraints (TOC) is used to target innovation for maximum impact.
- Week 2: The second week dives into the requirements gathering and validation process, and the science behind the most powerful requirement tool, a User Story, and how it forms the basis for Test-Drive Development (TDD).
- Week 3: The third week looks at how adding constraints to solutioning unleashes creativity, luck, and productivity towards solving hard, uncertain problems.
- Week 4: The fourth week culminates with the application of the TOC Thinking Processes, User Stories, and Constraints along with the use of the powerful system engineering solutioning techniques (isolation, absorption, acceleration, etc.) and tools like TRIZ.

### Prepared by

John Johnson

### Taught by



  
IC Principal

**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



Mrs. Abha Ruparel

10. SIX SIGMA IIT KHARAGPUR

URL: <https://www.classcentral.com/course/edx-applied-scrum-for-agile-project-management-11917>

➤ Applied Scrum for Agile Project Management

**Overview**

Scrum and Agile are often considered synonymous, and there is a good reason. Scrum embodies the simplest and most pure approach to managing project work at the team level. Scrum is employed by over half of all Agile practitioners across all industries. While agile may have started in software development, many industries now use an agile methodology to deliver their work. The basis for agile, the agile manifesto, extends well beyond its origins in extreme programming and agile software development. Development teams around the world are now using kanban boards and assigning strong product owners to direct self-organizing teams to deliver on prioritized product backlogs. And nearly every new product has some sort of IT component and goes through an agile development lifecycle.

- Today nearly 100% of IT organizations use Agile and many other industries are quickly following;
- The likelihood of being on a Scrum or Scrum-like project is quickly approaching 50/50 or better over time.

While the Mastering Agile Professional Certificate program emphasizes principles at the heart of all Agile frameworks, in this course we start by learning the key project management processes, roles, mechanics, and philosophies behind Scrum. This will provide the basis for all understanding Agile in its purest form over four weeks exploring Why, Who, How, and finally What Scrum looks like applied in the real world. From understanding the agile team members, like scrum master and product owner, to the important differences in lean and agile processes.



  
**VC Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



While this course will not make you an agile certified practitioner (PMI-ACP), or certified scrum master (CSM), it offers a more fundamental agile certification based on agile principles and how scaled agile is applied in industry today. You'll finish this course more than ready to begin your agile journey, which we hope takes you to the next course in the series on "Sprint Planning for Faster Agile Team Delivery."

Upon successful completion of this course, learners can earn 10 Professional Development Unit (PDU) credits, which are recognized by the Project Management Institute (PMI). PDU credits are essential to those looking to maintain certification as a Project Management Professional (PMP).

### Syllabus

- Week 1: The first week starts with Why agile methods are used - based on case studies that prove its effectiveness and the history of getting to Scrum.
- Week 2: The second week explores Who uses agile across industries, exploring the types of work management and how Scrum Agile fits into the world of work.
- Week 3: The third week gets into the mechanics of Scrum and How Scrum is performed and executed. Here you'll learn team formation, planning and retro games, and how to effectively manage work to meet Sprint objectives.
- Week 4: The last week pivots to look at what Scrum looks like at Scale, and how it differs from other Agile frameworks in terms of scale, program and portfolio management, risk management, and pitfalls of Agile

### Prepared by

John Johnson

### Taught by

Mrs. Suresh Lorik Yadav

## 11. QUALITY DESIGN AND CONTROL IIT KHARAGPUR



  
**IC Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

URL: <https://www.classcentral.com/course/occupational-health-hazards-risk-assessment-and-c-94541>

➤ Risk Assessment and Management

**Overview**

Learn how to conduct workplace risk assessments

In recent years, managing workplace safety and health has taken a more proactive approach, recognising that determining and overcoming hazards before they cause injury or illness is more effective than being reactive.

On this two-week course from Universiti Malaya, you'll dive into the risk assessment side of health and safety, and discover how to mitigate and control risks in any workplace.

Delve into the risk assessment process to evaluate health and safety hazards

Risk assessments are an important part of the occupational safety and health (OSH) management plan.

You'll learn the different types of risk assessment, as well as how and when to conduct each of them.

Throughout this course, you'll be supported with resources such as strategies, templates, and control measures to help you implement a proactive, iterative risk assessment process within your workplace.

Explore the scope of control and how to mitigate risk at work

This course will guide you through the hierarchy of control, delving into each control measure, how to implement each, and the different scenarios they can be used for.

You'll also look at the different levels of control and responsibility that workers and organisations have in regard to health and safety.

Once you've successfully completed this course, you'll be able to identify workplace hazards and carry out comprehensive risk assessments in the workplace.

Discover how to put risk management systems in place with Universiti Malaya

This course is led by Professor Dr Victor Hoe, an Occupational Health Physician with a practice in the Universiti Malaya Medical Centre.



  
**V/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

With Dr Abdullah's expertise, you'll be guided in implementing health and safety management systems to ensure that your workplace reduces the risk of harm for employees.

This course is designed for primary care providers such as general practitioners, nurses, physicians, and more.

It will also be suitable for anyone interested in learning more about occupational safety and health.

### Syllabus

- How to conduct risk assessment?
  - Course overview
  - Risk and the decisions we make
  - Risk assessment
  - Weekly wrap up
- Implementing risk mitigation & management
  - Managing risk in workplace
  - Taking control of risks in workplace
  - How employer can help?
  - Course summary

### Prepared by

Victor Hoe

### Taught by

Mrs. Suresh Lorik Yadav

## 12. BUSINESS ANALYTICS FOR MANAGEMENT DECISION IIT KHARAGPUR

URL: <https://www.classcentral.com/course/edx-cybersecurity-risk-management-7845>



*Go Yadav*

**I/C Principal**

**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



➤ Cybersecurity Risk Management

**Overview**

Cybersecurity risk management guides a growing number of IT decisions. Cybersecurity risks continue to have critical impacts on overall IT risk modeling, assessment and mitigation.

In this course, you will learn about the general information security risk management framework and its practices and how to identify and model information security risks and apply both qualitative and quantitative risk assessment methods. Understanding this framework will enable you to articulate the business consequences of identified information security risks. These skills are essential for any successful information security professional.

The goal of this course is to teach students the risk management framework with both qualitative and quantitative assessment methods that concentrate on the information security (IS) aspect of IT risks. The relationship between the IT risk and business value will be discussed through several industry case studies.

First, you will learn about the principles of risk management and its three key elements: risk analysis, risk assessment and risk mitigation. You will learn to identify information security related threats, vulnerability, determine the risk level, define controls and safeguards, and conduct cost-benefit analysis or business impact analysis.

Second, we will introduce the qualitative and quantitative frameworks and discuss the differences between these two frameworks. You will learn the details of how to apply these frameworks in assessing information security risk.

Third, we will extend the quantitative framework with data mining and machine learning approaches that are applicable for data-driven risk analytics. You will explore the intersection of information security, big data and artificial intelligence.



*G. D. Yadav*

**V/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Finally, you will analyze a series of extended case studies, which will help you to comprehend and generalize the principles, frameworks and analytical methods in actual examples.

This offering is part of the RITx Cybersecurity MicroMasters Program that prepares students to enter and advance in the field of computing security.

### Syllabus

Week 1: Evolution of Information Security

Week 2: Risk Management Process, Framework and Life Cycle

Week 3: Quantitative versus Qualitative Risk Assessment

Week 4: Defining Information Security Metrics

Week 5: Analysis Techniques

Week 6: Automating Metrics Calculations and Tools Weeks 7 & 8: Industry case studies

### Prepared by

Tong Sun

### Taught by

Ms. Geeta Yadav

### 13. MANAGING CHANGES IN ORGANIZATION IIT KHARAGPUR

URL: <https://www.classcentral.com/course/edx-managing-conflicts-on-projects-with-cultural-and-emotional-intelligence-19747>

➤ Managing Conflicts on Projects with Cultural and Emotional Intelligence



  
**VC Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

### Overview

Every program and project has a social world. The program managers, project managers, project teams, and stakeholders mutually agree on roles and interact based on those roles.

Great program managers sense, manage, and influence the social worlds across their projects. They bring order and understanding through conflict management and conflict resolution. Success is not guaranteed, and often teams clash as a new social order is established on every project. They heal divides that can grow under the stress of projects and increase the team's problem solving ability.

Dr. Pearce, the inventor of the Coordinated Management of Meaning (CMM), explains the social world as a "dance between the two faces of the communication process: coordinating actions and making/managing meaning. A social world is the site where speech acts, episodes and forms of communication, selves and forms of consciousness, and relationships and minds are made."

Our cultural differences and emotions significantly shape our social worlds.

The program and project manager with good emotional intelligence and cultural intelligence (EI/CI) can better understand and navigate the social worlds of the project team and the stakeholders. High EI/CI also aids in creating understanding in program/project management communications. A program manager or project manager with high EI/CI is more adept at creating understanding because they are self-aware while understanding other's emotions. Thus, the program manager or project manager can test if the recipient of his or her communication has the requisite know-what, know-how, and know-why understanding of the intended messages.

Program managers and project managers with high EI/CI will be perceived as having a high ethos. Team members will see the high emotional intelligence and cultural intelligence even in the manager's nonverbal communication. Being more aware of our feelings and other people's feelings helps enhance our connection to others and make us more credible. Program managers and Project managers with high EI/CI can use pathos more effectively and make the logos portion of their communication more effective. The right balance of ethos, pathos, and logos makes the project manager more persuasive.



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)





University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Along with increasing the program manager or project manager's EI/CI, this course will aid the manager in using the tools of CMM. Dr. Pearce created Coordinated Management of Meaning (CMM) in the mid-1970s. Over the years, CMM practitioners have created methods and tools to make the communication perspective visible. One such tool is SEAVA, which is an acronym for Storyboarding, Enriching, Analyzing, Visioning, and Acting. You can use the SEAVA tool to examine communication problems among your project team members and to generate a solution.

Understanding the different social worlds of your program and its project team members and stakeholders will help you create persuasive communications, have a positive impact, and increase understanding among the project team members and stakeholders. CMM will help you become a master of communication and persuasion.

### **Syllabus**

#### **Week One - Emotional Intelligence**

Module One - Defining Emotional Intelligence (EI)

Module Two - EI Components One and Two - Self-Perception and Self-Expression

Module Three - EI Component Three - Interpersonal

Module Four - EI Component Four - Decision Making

Module Five - EI Components Five - Stress Management

#### **Week Two - Cultural Intelligence**

Module One - Defining Cultural Intelligence (CI)

Module Two - CI Component One - Drive

Module Three - CI Component Two - Knowledge

Module Four - CI Component Three - Strategy

Module Five - CI Component Four - Action



*Ch. Gadev*

**VC Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

**Week Three - The Coordinated Management of Meaning**

Module One - What is CMM?

Module Two - Taking the Communication Perspective

Module Three - Social Worlds

Module Four - The Tools of CMM

Module Five - Preparing to Use CMM

**Week Four - The CMM Tools**

Module One - SEAVA - Part One: Storyboarding and Enriching

Module Two - The LUUUTT Tool for Enriching

Module Three - SEAVA - Part Two: Analyzing and Visioning

Module Four - SEAVA - Part Three: Acting Intentionally

Module Five - SEAVA In Action: Diagnosing a Team Conflict

**Prepared by**

Bill Brantley

**Taught by**

Ms. Geeta Yadav

**14. FINANCIAL INSTITUTES AND MARKETS IIT KHARAGPUR**

URL: <https://www.classcentral.com/course/edx-foundations-of-modern-finance-i-18037>



*Geeta Yadav*  
**UC Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

➤ Foundations of Modern Finance

**Overview**

This is a two-part course, and part of the MicroMasters® Program in Finance. It provides a rigorous and comprehensive introduction to the fundamentals of modern finance and their applications to business challenges in valuation, investments, and corporate financial decisions under a unified framework.

Completing this first course and program will help you prepare for a career as a financial analyst, financial advisor, vice president for finance, chief financial officer, and more.

Finance provides a core function in any productive economy by providing a mechanism for savings, investment, and liquidity. Whether the learner is in a industrialized country or a developing country, financial services are essential for smooth functioning of the economy.

**Syllabus**

Introduction to Finance

- Financial decisions of households and corporations
- Approaches to valuing financial and real assets
- The role and the overview of financial markets
- Financial Frictions
- Unifying principles of finance

Market Prices and Present Value

- State-space model for time and risk
- Security prices, state prices and arbitrage pricing
- Present Value (PV) and future value
- Discount rates, time value and risk premium: a historic perspective
- Compound interest
- Annuity and perpetuity formulas



**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai

# NIRMALA COLLEGE OF COMMERCE

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

## Fixed Income Securities

- Fixed-income markets
- Term structure of interest rates
- Properties of bond prices and market conventions
- Inflation and real rates

## Common Stocks

- Discounted Cash Flow (DCF) model
- Gordon model, multi-stage growth model
- EPS, P/E, PVGO

## Risk

- Decision under uncertainty and expected utility theory
- Risk aversion
- Diversification and portfolio analytics
- Systematic and idiosyncratic risks

## Factor models and Arbitrage Pricing Theory (APT)

- Factor models for risk
- APT
- Applications of APT

## Market Efficiency

- Efficient Market Hypothesis (EMH)
- Implications of EMH
- Empirical evidence on EMH

## Introduction to Corporate Finance

- Corporate financial decisions
- Opportunity cost of capital and NPV
- Financial objective of corporate managers



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



### Capital Budgeting

- NPV rules
- Cash flow calculations
- Alternatives to NPV
- Project interactions
- Capital budgeting and discount rates

### Prepared by

Leonid Kogan and Jiang Wang

### Taught by

Ms. Sheetal Suvarna

### 15. SALES AND DISTRIBUTION MANAGEMENT IIT KHARAGPUR

URL: <https://www.classcentral.com/course/edx-project-management-mastering-complexity-8249>

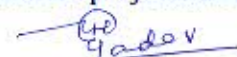
#### ➤ Project Management: Mastering Complexity

### Overview

Underestimating project complexity is widely accepted as one of the major causes of project failure. Based on international benchmarking activities, [1] we know that an average of 40% of projects do not deliver what they promised; for megaprojects in the oil and gas industry this figure is even worse. [2]

As with most external factors, many of the causes and consequences of complexity are difficult to avoid or control. When dealing with complexity, standard practices in the field of project management often overlook the inherent uncertainties linked to the length and scale of engineering and infrastructure projects and their





**V/C Principal**

**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

constantly changing environments. The situation is exacerbated by rapidly evolving technologies and social change.

Attempts to overcome these challenges by simply trying to reduce their causes is not enough.

In this course, you will learn our approach to mastering complexity, focused on front-end development and teamwork, which will help you develop the skills you need to make timely actions in order to tackle complexities and improve your chances of project success. You will learn how to enhance your own capacities and capabilities by ensuring you have the necessary balance of complementary skills in your team.

Project success starts with recognizing the main drivers of complexity, which can be highly subjective and highly dynamic. In this course, you will learn to identify what makes a project complex and how to perform a complexity assessment.

Examining the elements of a project (such as interfaces, stakeholders, cultures, environment, technology, etc.) and their intricate interactions is key to mastering complexity.

You will analyze these elements in the context of your own project. Then, based on our complexity framework, you will identify the complexity footprint of your project and use it to adapt your management processes. With personalized guidance and feedback from our world-class instructors, you will learn how to recognize what competencies you need to develop and how to adapt your management style accordingly, not only to improve project performance but also to enhance your decision-making capacity.

“We see projects still fail and there is a need to do things differently. That’s what this course is about: delivering the best practices for project execution based on our state-of-the-art research.” – Professor Hans Bakker.

[1]: Merrow, 2010 [2]: Ernst&Young, 2014

### Syllabus

This course has been designed by TU Delft’s international experts on Project Complexity, and is based on more than 60 years of practical experience as well as relevant research in the field.



  
**V/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

**Week 1: Understanding project complexity** This week introduces the program with some questions to help you understand project complexity. What does it entail? What is it comprised of? What are the main models of complexity? What is the (subjective) nature of complexity?

**Week 2: Project complexity assessment** You will create a complexity footprint for your own project. You will use the TOE framework as a means to grasp project complexity. There will be an emphasis on identifying, assessing and understanding project complexity at the earliest possible stages.

**Week 3: Managing project complexity**

Now that you are aware of the project's complexity, we will discuss how to manage the particular complexities faced. We will provide a palette of different management approaches. You will compare these approaches with the way your own project has been managed.

**Week 4: Mastering complexity**

And finally, we will discuss how to adjust your management approach to the specific complexities experienced (or expected) and how to maximize the value of your project. This is not about decreasing complexity but rather dealing with complexity and embracing it to fully realize the project's potential. One size does not fit all!

**Week 5: Wrap-up and peer review** During the last week of the course you will have time to reflect on the course and you will review your peers' work.

**Prepared by**

Hans L. M. Bakker, Marcel J. C. M. Hertogh and Marian G. C. Bosch-Rekvelde

**Taught by**

Ms. Sheetal Suvarna

**16. E- BUSINESS IIT KHARAGPUR**

URL: <https://www.classcentral.com/course/benefits-realization-management-brm-linking-strat-58652>



*Go Gader*  
**V/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

➤ Creating an Organizational Change Management Framework - Transforming Strategy Execution to Realize Program Value

### Overview

A 2015 Harvard Business Review study (Donald Sull, Rebecca Homkes, Charles Sull - Why Strategy Execution Unravels and What to Do About It) explored in-depth the specific reasons why strategies that are carefully crafted nevertheless falter in the execution phase.

- The worst scenario – no culture for supporting the benefits realization of Critical Success Enablers (CSEs);
- Brene Brown, the Man in the Arena, reflects on how important being in the trenches enables understanding benefits and being courageous enough to drive impactful program change.

In this course, you will join change leaders and learn the key principles of successful change management. You will understand the principles of change management as the foundation for creating the change readiness and benefits achievement culture. Challenging the status quo, building on key principles such as the Prosci ones, will increase alignment to business strategies and be anchored in governance excellence and Enterprise Risk Management (ERM) rigor. This will allow you, over four weeks, to understand how to work with senior executives to drive enterprise change and practice the role of being a change scientist. Change agents who are able to use data and trends, balanced with diverse human expertise, will succeed in utilizing a structured approach for securing project deliverables and designing and adapting successful program delivery roadmaps resulting in achieving major changes.

### Syllabus

- Week 1: The first week explores how the focus of future programs' success centers on creating value and dismantling the blockers of successful change efforts. A transformation program example will guide the understanding of the foundational elements of a healthy BRM culture and the close correlation to proper governance and Enterprise Risk Management (ERM) implementation discipline.



*G. Yadav*

**VC Principal**

**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)





University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

- Week 2: The second week will demonstrate with consulting examples the secret sauce for cascading change and benefits ownership and driving benefits mindset across the various types of changes and portfolios of initiatives. You will learn key tools to drive sustaining change such as the benefits register and benefits breakdown structure. An important piece of the puzzle is the topic of benefits ownership and the criticality of benefits life cycle management across program efforts.
- Week 3: The third week will connect the dots across the skills necessary to become a future change scientist. You will explore new approaches, and skills, and focus on strategy execution, and the use of data and trends in supporting decision-making and reporting transparency. A government program example will highlight making business realization a holistically planned priority to be managed throughout new products and programs' life cycle,
- Week 4: The last week combines the elements of change management with healthy company culture and strategy execution practices and uses an industry white paper to cover the vital importance of adaptability in program roadmaps that are benefits-centric in securing ownership of benefits. Program examples across world regions will offer tools to develop new ideas, experiment, fail, provide incentives, and open doors for creating inclusive diverse ideas competencies.

**Prepared by**

Al Zeitoun

**Taught by**

Mr. Pankaj Maurya

**17. BEHAVIOURAL AND PERSONAL FINANCE IIT KHARAGPUR**

URL: <https://www.classcentral.com/course/edx-project-finance-funding-projects-successfully-8451>

➤ [Project Finance: Funding Projects Successfully](#)



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

### Overview

Are you involved in the development and execution of technical projects and eager to know what it takes to fund a project successfully? Would you like to be more in touch with the latest developments in project finance and able to use these to your advantage? If so, you're in the right place!

This course will provide you with the fundamental knowledge and necessary tools to create the optimum financing structure for your project and enhance its potential to attract funding.

The approach taken is both theoretically sound and practically relevant. This is achieved by using case studies to illustrate the topics, as well as assignments that give learners first-hand experience in what it takes to put together a financeable project.

At the end of the course, you'll understand what is required to achieve successful project financing.

Those who work on infrastructure and industrial projects, especially, will need to have a good understanding of how project financing works and how project investors and lenders think and assess the risks of a project.

Projects are increasingly set up through cooperation between different groups of stakeholders such as Public Private Partnerships (PPPs). Project contracts are evolving to facilitate and structure such co-operations, which has in turn led to a range of novel contracts and methods of financing.

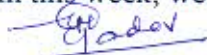
This course is a good enhancement course for learners who successfully completed the MOOC Project Management from DelftX. This course builds on the basic knowledge gained in that MOOC, but deals with the financing aspects in considerably more detail.

### Syllabus

**Module 1 & 2: Finance and Project Finance?** First, we'll look at financing generally to see what aspects are most important for financing to succeed. Then we'll look at project financing, a specialized form of financing, that is designed to fund (technical and infrastructure) projects.

**Module 3: Projects Risk Management** Because of the way in which project finance is structured, where money flows are restricted to the project (= ring fencing and limited recourse financing), careful management of the project risks becomes crucial for the success of the financing. In this week, we'll focus



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

on the system that has been developed to stabilize project cash flows and reduce the financial impact of risks.

**Module 4: Optimizing the Legal Structure in Project Finance** By this week, we'll have built up a good understanding of the most important financial and risk management aspects in a project financing. This week we'll look at the standardized legal structure that has been developed to achieve all the project finance objectives.

**Module 5: Using a Project Finance Model Support the Funding** In this week you will work with the financial model in Microsoft Excel. You will learn how to create a model for your own project and apply it to convince lenders and investors.

**Wrap-up** In the final week you will have a wrap-up module of the course. In this module, we'll bring all elements together to give you a good overview.

*Participants opting for the verified certificate will have access to webinars, additional reading materials and a case study (a sample project) that we will use throughout the course to practice the topics we are covering.*

**Prepared by**  
Emile Peters

**Taught by**  
Mr. Hamza Usmani

18. PRINCIPLES OF MANAGEMENT IIT KHARAGPUR

URL: <https://www.classcentral.com/course/edx-risk-management-and-credit-principles-12732>

➤ [Risk Management and Credit Principles](#)



  
**I/C Principal**  
**Nirmala College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

### Overview

This course is Part 1 of the Credit and Credit Risk Analysis Professional Certificate program from the New York Institute of Finance. The course begins with an introduction to risk management and credit principles. You will review and understand credit risk, credit exposure, and the goals of credit analysis. You will learn about the purpose of debt, debt forms, and the difference between financing from debt vs. equity.

In this course, you will gain a deeper understanding of the principles of credit risks, including exposure, default, default probability, expected loss, and loss given default. Important concepts will be covered that will help you to effectively assess business and industry risks, company business models, market competition, and the impact of risks on company performance. You'll examine how companies measure and mitigate these risks.

Lastly, you'll review the roles of credit-rating agencies and the usefulness of market-related metrics, such as share prices and credit spreads. At the end of the course, you'll complete a hands-on risk analysis assessment.

**Free Preview! Access Module 1 for free. For full course access, upgrade to a verified certificate.**

### Syllabus

- Mod 01: Introduction to Risk Management and Credit Principles (*Audit this module for Free*)
- Mod 02: Principles of Corporate and Project Finance
- Mod 03: Credit Markets, Loan Defaults, and Expected Loss
- Mod 04: Business, Industry, and Company Risk

### Prepared by

Tracy Williams

### Taught by

Mr. Shivkumar Yadav



  
**VC Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

19. **INTERNATIONAL MARKETING IIT KHARAGPUR**

URL: <https://www.classcentral.com/course/edx-strategic-brand-management-8186>

➤ **Strategic Brand Management**

**Overview**

In this course, part of the Marketing in a Digital World MicroMasters program, you will learn how to apply the concepts of advertising and marketing to branding. We will examine topics and various strategies related to building, measuring, and managing a brand, including direct and indirect measures of brand equity, structures of desired brand knowledge, choice of brand elements, development of supporting marketing programs, and management of brands over time.

You will learn how to:

- Develop a framework to identify and establish brand positioning and values to build customer based brand equity
- Plan and implement brand marketing programs through integrated marketing communications and brand associations to build brand equity
- Evaluate how a brand equity management system can capture customer mindset and enhance market performance through sources and outcomes of brand equity
- Design specific strategies that focus around extending, revitalising and reinforcing existing brands to retain brand resonance (i.e. loyalty, attachment, community and engagement).

The branding landscape is fast-paced and continually changing, yet is a stimulating and exciting environment in which to work. This course is relevant to anyone working in marketing, communications, public relations, social media and advertising.

**This course is part of the CurtinX MicroMasters Credential in Marketing in a Digital World that is specifically designed to teach the critical skills needed to be successful in this exciting field. In order to qualify for the MicroMasters Credential you will need to earn a Verified Certificate in each of the five courses.**



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



## Syllabus

**Topic 1: Introduction to brand management** Introduction to the concept of branding, understanding what a brand is and why branding is important.

**Topic 2: Customer-based brand equity (CBBE)** Introduction to CBBE, which includes understanding brand equity from the perspective of the customer and how brand knowledge can influence a consumer's response to marketing.

**Topic 3: Brand resonance** Introduction to brand resonance, which involves identifying the key building blocks to establishing a strong brand.

**Topic 4: Brand elements** Introduction to brand elements, such as the brand's name and logo and how they can not only help distinguish the brand from others but also have the ability to enhance and build brand equity.

**Topic 5: Brand value chain** Introduction to the brand value chain and how it is utilized to assess the various sources of brand equity, and how an organization's marketing activities can influence the overall value of the brand.

**Topic 6: Designing brand building marketing programs** Introduction to the various forms of marketing communications and the challenges of designing marketing programs that build brand equity.

**Topic 7: Designing and implementing brand architecture strategies** Introduction to how brands implement their brand architecture strategies, including how they ascertain which products and services to introduce, and choosing the right brand elements to apply to new and existing products.

**Topic 8: Brand extensions** Introduction to why some brands choose to introduce brand extensions, including understanding the benefits and pitfalls.

**Topic 9: Managing brands over time** Introduction to the importance of keeping the brand relevant and up to date in an increasingly volatile and unpredictable environment.

**Topic 10: Managing brands over geographic boundaries and market segments** Introduction to the challenges and steps needed to become a global brand, such as understanding different cultures, and learning the importance of catering to the tastes and preferences of the different market segments.





**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Prepared by

Ian Phau

Taught by

Mr. Satish Pandey

20. SAFETY AND RISK ANALYTICS IIT KHARAGPUR

URL: <https://www.classcentral.com/course/occupational-safety-and-health-hazards-94542>

➤ Occupational Safety and Health Hazards

**Overview**

Recognise the importance of occupational health and safety standards

No workplace is free from risk. Whether physical or psychosocial, occupational hazards are a concern for every workplace.

This two-week course from Universiti Malaya will give you an introduction to occupational health and safety and help you to identify the many different types of hazards that can be found in the workplace.

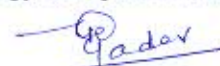
Learn to identify physical and psychosocial risks in the workplace

Hazards and risks in the workplace aren't always clear. It's essential to understand that psychosocial risks need to be addressed just as much as hazards that can result in physical injury.

On this course, you'll learn to identify the numerous types of occupational health and safety risks to ensure that you're able to find and address them in your own company.

You'll also examine chemical and biological hazards, delving into toxicology and poisons as well as the chain of infection and how to contain these hazards.





**V/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

---

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

---

Explore permissible exposure limits and the legal standards of different countries

Each country and region has their own level of hazard that workers are allowed to be exposed to over the period of their workday.

You'll explore how countries define their standards in terms of hazard exposure levels based on permissible exposure limits (PEL), workplace exposure limits (WEL), and occupational exposure limits (OEL). This will give you a baseline understanding of how to assess risk levels to protect workers.

Learn occupational health standards with the experts at Universiti Malaya

This course is led by Professor Dr Victor Hoe, an Occupational Health Physician with a practice in the Universiti Malaya Medical Centre.

With Dr Victor Hoe's expertise, you'll be guided through the many occupational hazards and risks and how you can effectively identify and contain them.


This course is designed for primary care providers such as general practitioners, nurses, physicians, and more.

It will also be suitable for anyone interested in learning more about occupational safety and health.

### Syllabus

- Occupational hazards - physical, ergonomics, & psychosocial
  - Course overview
  - Introduction to occupational hazards
  - Physical hazards
  - Ergonomic hazards
  - Psychosocial hazards
  - Weekly wrap up
- Occupational hazards - chemical & biological
  - Chemical hazards
  - Biological hazards
  - Course wrap up



  
**IC Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)





University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Prepared by

Victor Hoe

Taught by

Mr. A.K. Singh

## 21. INVESTMENT MANAGEMENT IIT KHARAGPUR

URL: <https://www.classcentral.com/course/edx-agile-process-project-and-program-controls-11921>

### ➤ Agile Process, Project, and Program Controls

#### Overview

Agile provides greater opportunities for control and risk management and offers unique benefits that traditional methods miss. As a project manager or program manager the emphasis should always be on delivering value and benefits. With complex projects these demand increase and knowing you've delivered value can be difficult for even those with years of project management experience.

However, in this course we'll cover the agile practices and management skills necessary to delivery value with certainty, such as:

- Transparency with daily standup meetings discussing work status, risk, and pace.
- How a clear definition of done drives acceptance by all key stakeholders.
- Measuring performance and benefits of working solutions during project delivery.
- Iteratively testing to gain authentic feedback on solution requirements and stability.
- Regular retrospectives that drive continuous improvement into the team.
- How agile project management ensures success and uniquely tackles business risk
- Quality management principles to reduce project risk and technical debt
- Manage and reduce interdependencies between project teams to scale programs at speed



G. Gadev

I/C Principal  
Nirma College of Commerce  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

- Making the business case for agile contracts and how they ensure deliverables achieve business outcomes and objectives

In this course, you will learn how these levers of control far exceed traditional management methods of earned value management (EVM), which relies on estimates and no changes in scope. We'll discuss how the key to unlocking the control potential is to learn what to manage, and how to measure it. It's no longer just ensure the deliverables are delivered on-time and under-budget.

This shift to benefits management is in-line with how the PMBOK is changing to integrate program management concerns into project management with an emphasis on value and not just delivery of scope specifications. The Agile revolution requires program managers to embrace this type of continuing education to advance and grow in your project management career.

So how do programs ensure smooth project delivery?

This answer is bottoms-up with different controls at each level of management, separating the concerns between the program, the individual projects, and the team processes. For teams, it's a focus on team velocity and how to ensure its measurement is useful for diagnosing internal and external productivity constraints. For the project, the focus is on how to integrate teams of teams on related projects and ensure steady delivery of product roadmaps. For the program, the focus is on what capabilities are delivered and how to measure return on investment (ROI) capabilities provide. This also requires understanding your portfolio and contracting processes.

While this course will not make you an agile certified practitioner (PMI-ACP), or certified scrum master (CSM), it offers a more fundamental agile certification based on agile principles and how agile leadership is applied in industry today. You'll finish this course more than ready to continue your agile journey, which we hope either completes your certificate with us or takes you to one of our most popular courses in the series, "Agile Leadership Principles and Practices."

Upon successful completion of this course, learners can earn 10 Professional Development Unit (PDU) credits, which are recognized by the Project Management Institute (PMI). PDU credits are essential to those looking to maintain certification as a Project Management Professional (PMP).



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

### Syllabus

- Week 1: The first week of the control course examines the reason for controlling projects, why traditional controls such as Earned Value Management fail so often, and the three key components to any controlling process: value, constraints, and verification. Systems Engineering models are considered for their effectiveness in controlling, with an emphasis on the predominant controlling approach, the V-Model, and how it equivocates testing with development.
- Week 2: The second week examines how control is managed across the project lifecycle, with the three Ps of management: people, process, and product. Real-world approaches and tools are discussed for all three levers across varying staffing approaches, release and sprint processes for quality assurance, and the use of product-level tools for quality control.
- Week 3: The third week drives home the need to “begin with the end in mind” by closing User Stories incrementally using a Definition of Done that links the three Ps together across each sprint cycle (planning, execution, and control).
- Week 4: The final fourth week addresses controlling Agile processes at scale, from sampling and building intuition across Agile team ceremonies, to managing team decisions and performance, and even portfolios of projects using simplified metrics. The fourth week will also look at how to align portfolio and project management metrics to an organization’s strategy as a means of managing up the risks of being defunded or constrained by corporate policy.

### Prepared by

John Johnson

### Taught by

Mr. Arvind yadav

## 22. UNDERSTANDING INCUBATION AND ENTREPRENEURSHIP FROM NPTEL

URL: <https://www.classcentral.com/course/advanced-spoken-english-144163>

- Advanced Spoken English through metaverse



  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

### Overview

Get ready for an advanced spoken English course that will take your language skills to new heights! Our immersive and supportive environment is designed to help you reach the exemption level in spoken English and listening comprehension (B2) required by academic institutions, while building your confidence and fluency in a variety of real-world situations.

Our expert instructors will guide you through a comprehensive curriculum that covers all the material needed to conclude the B2 level in spoken English and listening comprehension. You'll expand your everyday and academic vocabulary, improve your pronunciation and fluency, and raise your level of accuracy in English. You'll also gain cultural awareness and learn appropriate expressions and discourse for a variety of situations.

But that's not all - we use cutting-edge technologies and methods to enhance your learning experience. You'll interact with voice recognition, practice repetition for improved pronunciation and fluency, and use word banks and expressions to elevate your spoken English. Plus, you'll have access to a virtual world where you can participate in simulations and role plays with robots, peer work, and group work with fellow students and English teachers. Join us today and start practicing spoken English like a pro!

### Syllabus

#### UNIT 1 – THE AIRPORT

Getting Information Being Persuasive

#### UNIT 2 – THE RESTAURANT

Complaining American and British English

#### UNIT 3 – THE OFFICES

Presenting Yourself Introducing Others

#### UNIT 4 – TOWN HALL

Dealing with Complaints Solving Problems

#### UNIT 5 – THE ART GALLERY Describing

#### UNIT 6 – THE RECORDING STUDIO

Inviting and Refusing Excusing Yourself



*Ge Gador*

**I/C Principal**

**Nirma College of Commerce**

Rani Sati Marg, Mun. School Bldg.,

Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

**UNIT 7 – THE BANK** Advice and Suggestions

**UNIT 8 – SPEAKER’S SQUARE**

Agreeing and Disagreeing Debating

**UNIT 9 – THE UNIVERSITY** One Minute Speeches

**UNIT 10 – THE COMEDY CLUB**

Summarizing Understanding Different Accents

**Prepared by**

Elaine Hoter and Ilan Nagar

**Taught by**

Mr. Nitesh Kumar Shukla

**23. MANAGEMENT ACCOUNTING IIT ROORKEE**

URL: <https://www.classcentral.com/course/edx-product-management-fundamentals-19098>

➤ Product Management Fundamentals

**Overview**

Product management is one of the fastest growing and most lucrative jobs available today. Companies have awoken to the desperate need for product managers to create products that customers love, that integrate design, functionality, and business solutions. In our course, we define the fundamentals of product management and why this role is so coveted as a launch pad for future CEOs and startup founders.

To be effective, product managers need a clear understanding of their jobs and duties. They also need a clear understanding of the required skills and competencies. An appreciation of these roles, responsibilities, skills, and capabilities is also beneficial for stakeholders and team members who collaborate with product managers.

This course investigates the framework for success in product management by defining the product manager’s position in an organization and the key responsibilities. We will examine the skills and



*Yadav*  
**I/C Principal**  
**Nirma College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

competencies most critical to carrying out those responsibilities. To further improve your understanding of product management, we will discuss how product managers engage with the product team and stakeholders to create and manage successful products.

Product managers must also know how to establish, organize, and lead a team. They must know the typical product development life cycle and be able to select the right development methodology for the product and the target market. To meet these challenges to product team leadership, we will consider the phases of product development and the roles that product managers play in each step. We'll examine a variety of team structures and product development methodologies, and the importance of establishing a team charter. Lastly, we will also explore the opportunities and challenges of market development and commercialization. We'll provide an orientation to key marketing concepts critical to developing and commercializing innovative products and services.

### Syllabus

**Module 1:** Roles and Responsibilities of the Product Manager

**Module 2:** Managing Innovative Product Teams

**Module 3:** Marketing Challenges and Guiding Principles

**Module 4:** Customer Development and Crossing the Chasm

### Prepared by

James Green

### Taught by

Mr. Ravindra Dubey

## 24. LEADERSHIP AND TEAM EFFECTIVENESS IIT ROORKEE

URL: <https://www.classcentral.com/course/edx-sprint-planning-for-faster-agile-team-delivery-11918>

### Sprint Planning for Faster Agile Team Delivery



  
I/C Principal  
Nirma College of Commerce  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

## Overview

Speed is by far the most sought-after benefit of Agile.

First mover advantages, the economic cost of delays, and the enabling effect on innovation drive the search for speed. Agile offers the fastest means of attaining speed: managing scope. But beyond the hype over scope management, there are key principles of non-traditional task management that ensure the scope chosen is delivered as efficiently as possible.

In this course, you'll learn how to drive speed into any project by selecting and limiting work-in-progress through agile planning and task management. There are two principle roles involved, the scrum master and the product owner. However, the entire scrum team needs to understand the principles behind backlog refinement, sprint planning, and execution throughout the sprint cycle.

In this course we'll show you how to run effective sprint planning meetings that produce a sprint backlog ready to deliver on your sprint goals and release objectives. You'll learn the power of prioritizing backlog items, and why we agile planning and sprint planning isn't just a managed list you work top-down in priority order. Instead, scrum teams commit to achieving goals and work together to ensure the user stories that are highest priority get delivered in this sprint, so the upcoming sprint isn't delayed. This also means understanding your team capacity and how to ensure safe and on-time delivery of the highest items on the product backlog that actually matter to your customer.

While this course will not make you an agile certified practitioner (PMI-ACP), or certified scrum master (CSM), it offers a more fundamental agile certification based on agile principles and how sprint planning enables hyper productivity in industry today. You'll finish this course more than ready to continue your agile journey, which we hope takes you to the next course in the series on "Agile Innovation and Problem Solving Skills."

Upon successful completion of this course, learners can earn 10 Professional Development Unit (PDU) credits, which are recognized by the Project Management Institute (PMI). PDU credits are essential to those looking to maintain certification as a Project Management Professional (PMP).



  
**I/C Principal**  
**Nirmala College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

### Syllabus

- Week 1: The first week focuses the discussion on Agile to its primary benefit, Speed, and how to easily calculate and prove its supremacy in benefits of any project management method because of timing impacts and market changes outside a project manager's control.
- Week 2: The second week explores why and how varying scope is the most powerful method to achieve speed; introducing the Exponential Pareto Principle and how to apply it effectively. Perhaps the most important lesson is that not all product backlog items are equal, and in fact, most don't matter at all!
- Week 3: The third week dives into second tier methods for achieving speed through sizing, simplicity, and sprints with real-world examples ranging from air and space craft to software. Team members work together to ensure a smooth glide on the burndown chart by actively managing work in process during daily scrum sessions.
- Week 4: The last week teaches ground-level techniques to avoid delays, increase speed, and apply a full range of planning, execution, and control techniques that will guarantee 2x or better improvement on traditional projects. This week is essential to producing a winning product backlog and release plan.

### Prepared by

John Johnson

### Taught by

Mr. Veerbahadur Khushwala

### 25. FUNDAMENTALS OF BANKING AND INSURANCE SAVITRIBAI PHULE PUNE UNIVERSITY

URL: <https://www.classcentral.com/course/edx-leaders-in-global-development-18100>

➤ Leaders in Global Development



  
**I/C Principal**  
**Nirmala College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)





University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

### Overview

This course is part of the Leadership in Global Development MicroMasters program. In order to get the most out of this course, we recommend that you have experience working in the development sector or a strong interest in this area. We also recommend that you complete the other three courses that make up the Leadership in Global Development MicroMasters program: The Science and Practice of Sustainable Development, Adaptive Leadership in Development, and Critical Development Perspectives.

Are you working in the development sector and looking to take the next step in your career and take on a leadership role?

This business and management course is an introduction to key leadership theories and concepts that you will need to be an effective leader and manager. You will learn how leadership is different from management.

You will learn practical skills needed to build a shared vision, and lead across boundaries. You will learn to recognise your own leadership style, and the leadership styles of others. You will learn the different types of power, and tools for gaining legitimacy in your development work.

Upon course completion, you will be prepared to take on leadership roles in development and work effectively across geographical, cultural, organizational and disciplinary boundaries.

You will also develop a personalized leadership plan throughout the course, which will help you continue your leadership journey after you complete the MOOC.

### Syllabus

**Module 1: Introduction to Leadership** Introduction to the concept of leadership in the context of global development, and the differences between leadership and management.

**Module 2: Self-Leadership** Highlights the importance of self-leadership and provides guidance on how to engage in self-leadership.

**Module 3: Team, Transformational and Authentic Leadership** Introduction to three groups of leadership theories - team leadership, transformational leadership and authentic leadership.



  
**I/C Principal**  
**Nirmala College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

**Module 4: Wise Leadership** Introduction to wise leadership including understanding how wisdom is theorized in contemporary times and its relevance to global development.

**Module 5: Leadership Contexts, Roles and Styles** Introduction to the different possible leadership roles and styles, and highlights the importance of context.

**Module 6: Adaptive Leadership to Address Challenges** Exploration of the relevance of adaptive leadership in global development.

**Module 7: Power, Legitimacy, Politics and Influence** Discussion of the different types of power a leader may need to access, and how to maintain legitimacy.

**Module 8: Leading Across Boundaries** Exploration of how to be a successful leader across geographical, cultural, organisational and disciplinary boundaries.

**Module 9: Principles and Methods of Leadership Development** Analysis of key principles and methods of successful leadership, and suggestions for how to grow as a leader throughout your career.

**Prepared by**

Ali Intezari, Erin Lord-Lynch, Bernard McKenna, Mark Moran and Andre Taylor

**Taught by**

Mr. Veerbahadur Khushwala



  
**IC Principal**  
**Nirmala College of Commerce**  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai

**NIRMALA COLLEGE OF COMMERCE**

---

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

---

**Presentee Sheet**





University of Mumbai

**NIRMALA COLLEGE OF COMMERCE**

---

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

---

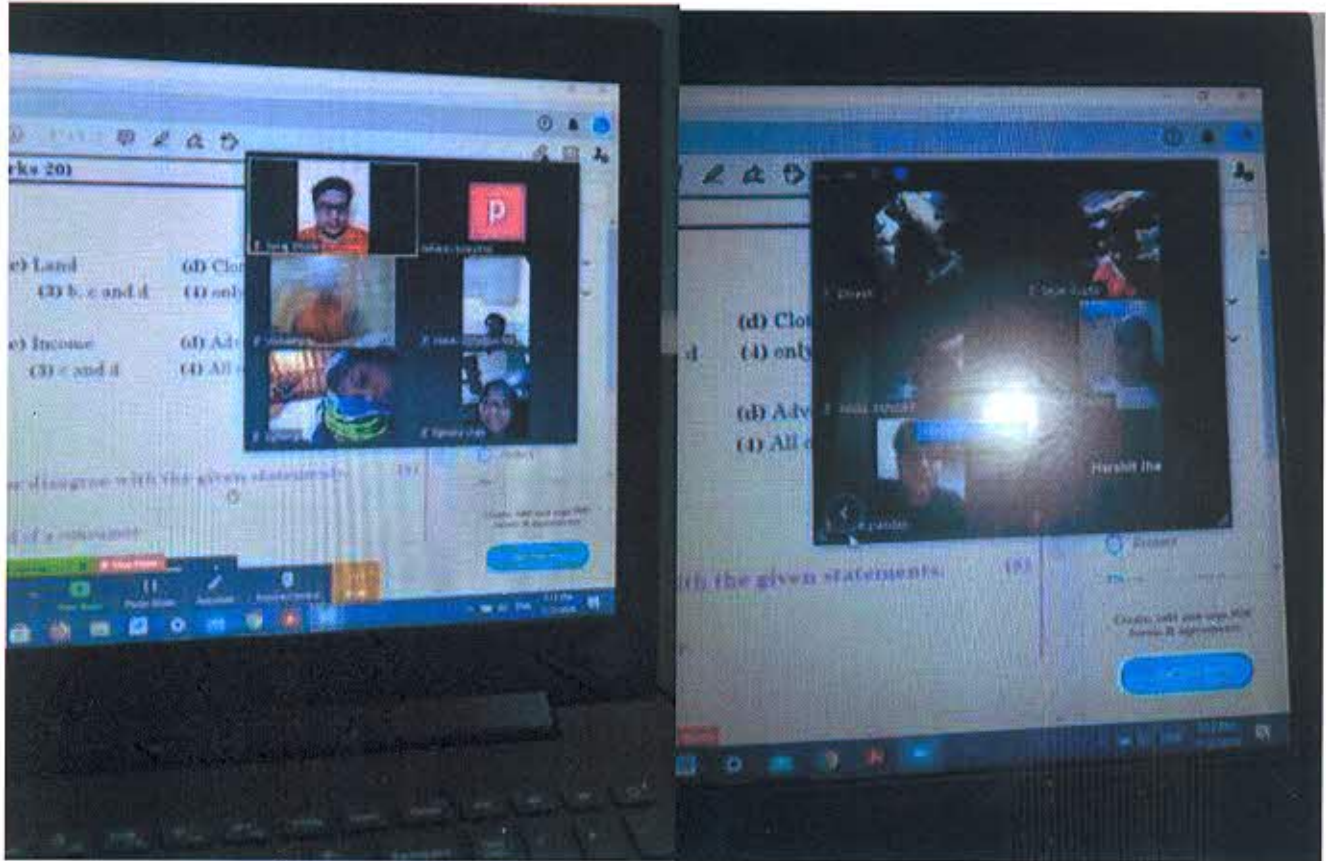
# Assessment Procedure



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

- Online assessment process was followed
- Each participant student was assessed by Viva-Voce

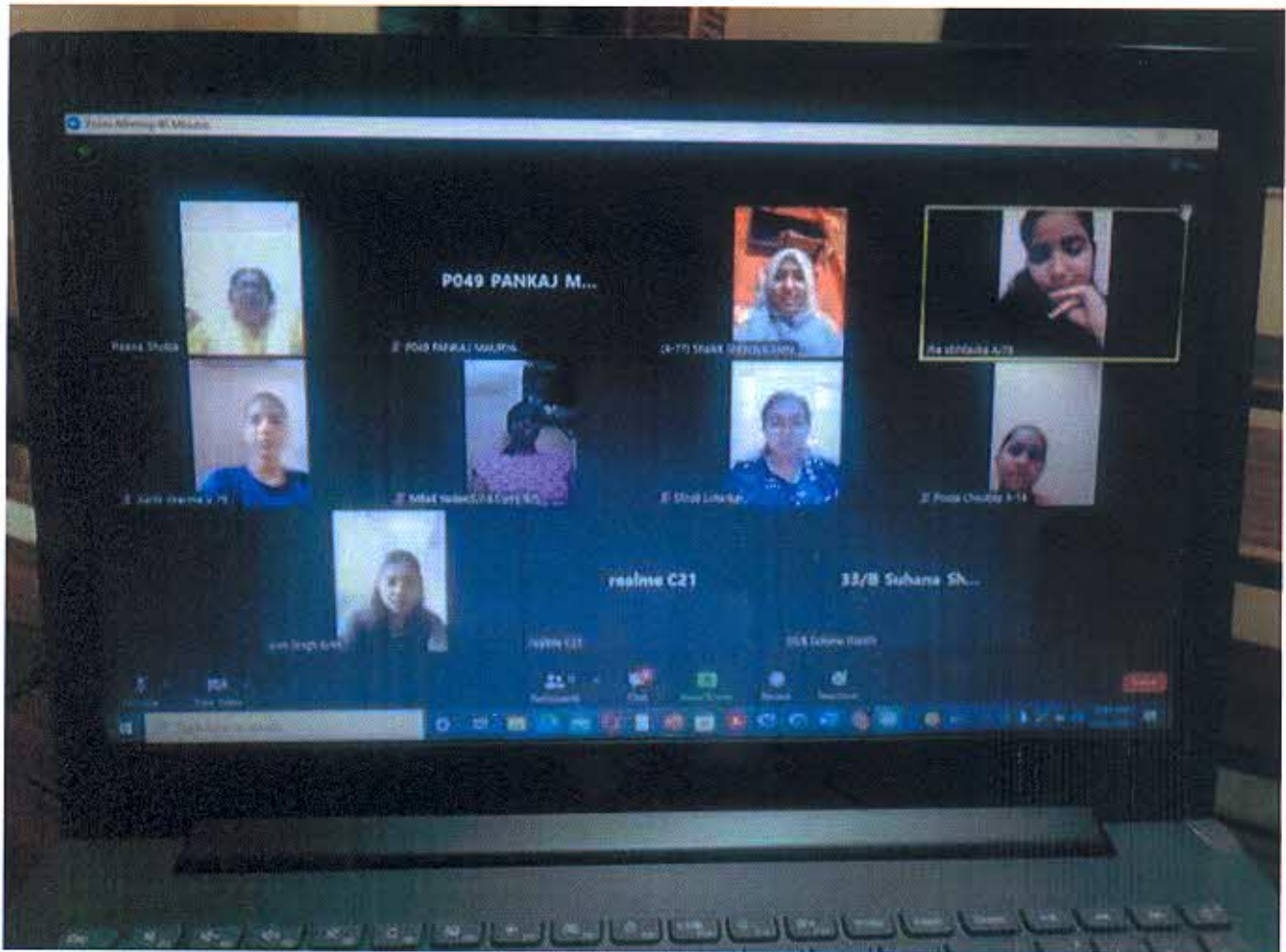


*Ge. Gadev*  
IC Principal  
Nirma College of Commerce  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083



*Handwritten signature*  
**I/C Principal**  
Nirmala College of Commerce  
Rani Sati Marg, Mun. School Bldg.,  
Malad (E)



University of Mumbai

**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Count of student  
attended add on course  
Vs  
Count of student Year  
wise





University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

Year	Class	Course	No. of students attended	Total number of students
2020-21	FYBCOM	DIGITAL MARKETING FROM PUNJAB UNIVERSITY, CHANDIGARH	112	188
		BASICS OF DIGITAL MARKETING- DEVI AHILYAVISHWAVIDYALAYA, INDORE	162	188
	SYBCOM	ORGANIZATION BEHAVIOUR FROM MAHARAJA AGRASAN	136	342
		INTRODUCTION TO OPERATIONS RESEARCH FROM IIT MADRAS	136	342
		CONSUMER BEHAVIOUR, IIT KHARAGPUR	110	342
		BUSINESS DEVELOPMENT – FROM START TO SCALE FROM IIT MADRAS	110	342
	TYBCOM	ENTREPRENEURSHIP ESSENTIALS FROM IIT KHARAGPUR	198	338
		SUPPLY CHAIN ANALYTICS IIM BANGALORE	198	338
		SERVICES MARKETING- A PRACTICAL APPROACH , IIT KHARAGPUR	191	338
		SIX SIGMA IIT KHARAGPUR	191	338
<b>Total</b>			<b>1544</b>	<b>3096</b>

Year	Class	Course	No. of students attended	Total number of students
2021-22	FYBCOM	QUALITY DESIGNAND CONTROL IIT KHARAGPUR	175	271
		E- BUSINESS IIT KHARAGPUR	163	271
		INVESTMENT MANAGEMENT IIT KHARAGPUR	153	271
	SYBCOM	BUSINESS ANALYTICS FOR MANAGEMENT DECISION IIT KHARAGPUR	96	180
		MANAGING CHANGES IN ORGANIZATION IIT KHARAGPUR	96	180
		BEHAVIOURAL AND PERSONAL FINANCE IIT KHARAGPUR	92	180
		PRINCIPLES OF MANAGEMENT IIT KHARAGPUR	92	180
		UNDERSTANDING INCUBATION AND ENTREPRENEURSHIP FROM NPTEL	56	100
		MANAGEMENT ACCOUNTING IIT ROORKEE	71	80
		TYBCOM	FINANCIAL INSTITUTES AND MARKETS IIT KHARAGPUR	178
	SALES AND DISTRIBUTION MANAGEMENT IIT KHARAGPUR		178	349
	INTERNATIONAL MARKETING IIT KHARAGPUR		167	349
	SAFETY AND RISK ANALYTICS IIT KHARAGPUR		167	349
	LEADERSHIP AND TEAM EFFECTIVENESS IIT ROORKEE		66	116
	FUNDAMENTALS OF BANKING AND INSURANCE SAVITRIBAI PHULE PUNE UNIVERSITY		76	117
	<b>Total</b>			<b>1826</b>



  
**I/C Principal**  
**Nirma College of Commerce**  
 Rani Sati Marg, Mun. School Bldg.,  
 Malad (E)



University of Mumbai

**NIRMALA COLLEGE OF COMMERCE**

---

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

---

# Model Certificate



University of Mumbai

**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

**Online  
Course  
during  
COVID  
pandemic**

# ADD ON CERTIFICATE COURSE

## Completion Certificate of Add on Course

This to certify that Desai Prachi Chandrashekhar  
of class TY.B.Com successfully completed the add on  
certificate course on SALES AND DISTRIBUTION  
MANAGEMENT IIT KHARAGPUR

subject of NPTEL created by Hans L. M. Bakker,  
Marcel J. C. M. Hertogh and Marian G. C. Bosch-  
Rekveltd of SWAYAM.

The course conducted by Asst. Prof. Ms. Sheetal Suvarna  
of this college. The duration of course was 15/08/2021  
- 26/01/2022

Ms. Sheetal Suvarna  
Teacher Incharge



Dr. Umeshchandra Yadav

I/VC Principal

Nirma College of Commerce



University of Mumbai  
**NIRMALA COLLEGE OF COMMERCE**

Municipal School Bldg., Rani Sati Marg, Malad (East), Mumbai - 400 097. • Tel.: 2844 1083

**Online  
Course  
during  
COVID  
pandemic**

# ADD ON CERTIFICATE COURSE

## Completion Certificate of Add on Course

This to certify that Mishra Shiva Arun  
of class TY.B.Com successfully completed the add on  
certificate course on SAFETY AND RISK ANALYTICS  
IIT KHARAGPUR

subject of NPTEL created by Victor Hoe of  
SWAYAM.

The course conducted by Asst. Prof. Mr. A.K. Singh  
of this college. The duration of course was 15/08/2021  
- 26/01/2022

Mr. A.K. Singh  
Teacher Incharge



Dr. Umeshchandra Yadav  
I/V.C. Principal