



Department of Commerce
Sonopant Dandekar Arts, V.S. Apte
Commerce & M.H. Mehta Science
College, Palghar

Date: 08th January 2019

PROPOSAL

To,
The Principal
Sonopant Dandekar Arts, V.S. Apte Commerce and
M.H. Mehta Science College,
Palghar.

Subject: Proposal for Organizing a 7-Day Training Program for Students at Big Bazaar.

Respected sir,

We received an email from Alphawave Human Resources Solutions Pvt. Ltd., which is associated with Future group Big Bazaar and has taken a key initiative to bridge the campus-to-corporate gap. The company is allowing our students to get hands-on experience in the field of Retail Management.

We at the Department of Commerce wish to provide this opportunity for a training program at Big Bazaar, Bosier. This training program can provide insights into a variety of retail management, customer service, and business operations topics.

The training program will be organized for 7 days and 7 hours starting from 21st January 2019 to 27th January 2019.

I request you to please allow us to depute the interested and selected students for this training program.

Proposed By

Dr. Manish Madhav Deshmukh
Assistant Professor and Head
Department of Commerce



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Assistant Professor and Head
Department of Commerce

Sonopant Dandekar Arts, V.S. Apte Commerce & M.H. Mehta Science College, Palghar

Budget
Department of Commerce
“Big Bazaar Training Program”

Organized by
Alphawave Human Resources Solutions Pvt. Ltd., & Future Group Big Bazar

Alphawave Human Resources Solutions Pvt. Ltd., & Future group Big Bazar organized a training Programme for our students to provide hands-on experience in the field of Retail Management for 7 days and 7 hours per day.

Online sessions : **Free**
Cost for Participants : **No Cost is Involved for Participants.**

Proposed By

Dr. Manish Madhav Deshmukh
Assistant Professor and Head
Department of Commerce

Invitation Letter from Alphawave Human Resources Solutions Pvt. Ltd.,

Fw: Internship Opportunity with Big Bazaar

From: mahesh deshmkh (mahesh_m_deshmkh@yahoo.com)

To: manishdesh@yahoo.com

Date: Thursday, January 17, 2019 at 04:11 PM GMT+5:30

----- Forwarded message -----

From: "anagha.chandratre@alphawavehr.com" <anagha.chandratre@alphawavehr.com>

To: "mahesh_m_deshmkh@yahoo.com" <mahesh_m_deshmkh@yahoo.com>

Sent: Tuesday, 8 January, 2019, 3:52:42 PM IST

Subject: Internship Opportunity with Big Bazaar

Dear Sir/Ma'am,

Greetings and Good Wishes for the day!

Alphawave Human Resources Solutions Pvt. Ltd in association with **Future group Big Bazar** has taken a key initiative to bridge the campus to corporate gap. We present your students the opportunity to get hands-on experience in the field of Retail Management.

Introduction:

Alphawave Human Resources Solutions Pvt. Ltd. is an HR consultancy with its key focus on Recruitments, Training and Development, HR Solutions and Campus Solutions. We believe that for any business to be successful having right person at right time with right skills at right place is very important. With the vision to organize the unorganized labour across sectors we provide solutions for the age old HR problems as per the changing needs. Post the completion of the studies when the students join the workforce the organizations always face the problem that the students lack the practical knowledge of the field. Students might be excellent at the theory but application of the theory and providing practical solutions is always the problem. So under our Campus Solutions with the aim to make the youth- "industry ready" Alphawave Human Resources Solutions Pvt. Ltd. took the initiative to provide the students with this wonderful opportunity to understand the working of the Retail Industry.

Current State of Retail Industry:

Retail Industry is one of the fastest growing industries in India. The Indian retail industry has emerged as one of the most dynamic and fast-paced industries due to the entry of several new players. It accounts for over 10 per cent of the country's Gross Domestic Product (GDP) and around 8 per cent of the employment. India is the world's fifth-largest global destination in the retail space. India's retail market is expected to increase by 60 per cent to reach US\$ 1.1 trillion by 2020, on the back of factors like rising incomes and lifestyle changes by middle class and increased digital connectivity. Indian retail market is divided into "Organised Retail Market contributes 93 per cent of the total sector and "Unorganised Retail Market contributes the rest 7 per cent of the sector.

India is ranked first in the Global Retail Development Index 2017, backed by rising middle class and rapidly growing consumer spending. The retail sector is among the top three employers in India. The government's move to allow FDI in various forms, coupled with the growing consumer demand, is expected to see it create even more jobs in the coming years. These jobs are likely to be created at all levels. With companies looking to open up more stores, there will be need for staff at the customer service level.

According to the National Skill Development Corporation, India's retail sector will need around a workforce of around 56 million. The sector will have one of the highest incremental human resource requirements - of 17.35 million till the year 2022. Indian Retail Industry has immense potential as India has the second largest population with affluent middle class, rapid urbanisation and solid growth of internet.

What do your students get out of this?

With such huge scope of employment in the retail space this is probably **one of the biggest opportunities** the students will get to understand the Retail Industry. With **Future group** partnering in this which is **India's no. 2 Offline retailer** the experience that the student will receive will definitely prove to be worth and **set them apart in the employment market.**

The project – "**Understanding the Customer Orientation at Big Bazar**" will provide students an overall exposure to the Retail Industry and make them understand how the concepts of Retail Marketing, Retail Collaboration, Retail Communication, Consumer Behaviour, and Market Research etc. are actually used on field. Along with the hands on experience the students will also receive food & refreshments, Big-Bazar t-shirts and most importantly "**Letter of appreciation on successful completion of project from Big Bazar**".

We look forward to have maximum participation from your college. The project will be from 15th January to 26th January, and the opportunity will be on first come basis with only limited candidates selected in each city. **Last date to register is 8th January 2018 but the earlier college registers more the probability of your students getting selected.**

We request you to send the details of the interested candidates by filling the attached form.

In case of any query or further assistance, feel free to contact through email/phone.

Thanks and Regards,
Anagha Chandratre
Head HR & Operations,
Alphawave Human Resources Solutions Pvt. Ltd.
8147023093.



College Registration Form.docx
108.5kB

Department of Commerce
“Big Bazaar Training Program”
Organized by
Alphawave Human Resources Solutions Pvt. Ltd., & Future Group Big Bazar

PHOTOGRAPH WITH TRAINEE STUDENTS



Dr. Manish Deshmukh & Mr. Ramdas Yede visited a Big Bazar to take the review about the Training program.

Department of Commerce
“Big Bazaar Training Program”
Organized by
Alphawave Human Resources Solutions Pvt. Ltd., & Future Group Big Bazar

List of Participated Students

SR NO	STUDENT NAME
1	Shweta Shrikant Shingare
2	Gauri Sudhakar Patil
3	Muskan Anis Shaikh
4	Harsha Madan Patil
5	Shital Patil
6	Priya Singh
7	Anchal Mishra
8	Neha Kumari
9	Komal Singh
10	Tarannum Shaikh
11	Anjali Jaiswal
12	Arti Prasad
13	Shiwani Gudalkar
14	Swapnali Ambekar
15	Kriti Mishra
16	Geeta Shriram
17	Kajal Yadav

Department of Commerce
“Big Bazaar Training Program”
Organized by
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Certificates



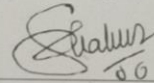
Certificate of Appreciation

Dear Mr./Ms. Shivani Shubhash Gudalkar.

Big Bazaar as an Organisation has core DNA of nurturing & valuing relationships. We value and will always cherish your contribution to 5 days of Mahabachat.

We are pleased that you were integral part of this journey and witnessed the history created by Big Bazaar.

Keep growing in Life



Sanju Thakur
Deputy General Manager - People Office

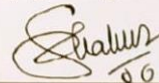
Certificate of Appreciation

Dear Mr./Ms. Gouri Sudhakar Patil

Big Bazaar as an Organisation has core DNA of nurturing & valuing relationships. We value and will always cherish your contribution to 5 days of Mahabachat.

We are pleased that you were integral part of this journey and witnessed the history created by Big Bazaar.

Keep growing in Life



Sanju Thakur
Deputy General Manager - People Office

Department of Commerce
“Big Bazaar Training Program”
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Feedback of the Participated Students

S.Y. Bcom - A Roll No - 1304 Name :- Muskan Anis Shaikh	<table border="1" style="width: 100%; border-collapse: collapse;"><tr><td style="width: 50%; height: 20px;">PAGE No.</td><td style="width: 50%;"></td></tr><tr><td style="height: 20px;">DATE</td><td style="text-align: center;">/ /</td></tr></table>	PAGE No.		DATE	/ /
PAGE No.					
DATE	/ /				
* Report *					
* <u>Experience report of Internship in 'Big Bazaar'</u> *					
i) <u>Company Profile</u> :-					
<ul style="list-style-type: none">• Established in 2001• Head office in Mumbai, Maharashtra, India• office boisar branch					
ii) <u>Pre-requisites</u> :-					
<ul style="list-style-type: none">• Communication skills• Time management skills• Behave professionally• Eye contact					
iii) <u>Schedule</u> :-					
<ul style="list-style-type: none">• Days - 21st Jan 2019 to 27th Jan 2019 (7 days)• Working time - 11: am to 6: pm (7 hours)• Location - Ostwal, Boisar, 401504• Training co-ordinators - Mr. Arshad Shaikh					
iv) <u>Learning</u> :-					
<ul style="list-style-type: none">• Understanding exactly the customers, needs and requirement.• Achieve the targets• Meeting the deadlines• How to speak with customers and handles the customers.• Various and variety of Brands and Brands name like :- shrishti, Liva, Shyla, d.j.v.c, Attiso, spunk etc.					

* My Experience :-

Working part-time in Big Bazar. I have learned many things I have worked in a friendly environment. I enjoyed working around with many people. I enjoyed interesting with different types of customers. But I have also faced some difficulties like as it is a part time job. I need to managed my studies on one side and I also need to manage my job on the other side.

I had a very simple customers to clarify their doubts in products, and most important things I've learned as a human is to have patience with others and most difficult part is not having proper nutrition to fill the body on time. I've had a proper pay with good management to surround me.

Report

Experience report of internship in Big Bazar.

Page No.

Date

1] Company profile :

- Establish in 2001
- Head office in Mumbai, Maharashtra, India.

2] Pre requisites :

- Communication skills
- Behave professionally

3] Schedule :

- Location: Ostwal, Borisar, 401501
- Days: 21st Jan 2019 to 27th Jan 2019 (7 days)
- Working time: 11:00 am to 6:00 pm (7 hrs)
- Training Coordinator: Mr. Rahul Purohit.
- HR manager: Rupesh sir.

4] Learning :

- How to communicate to the customers.
- How to deal with the customers.
- Understanding exactly the customer requirement.
- Achieve the target.
- Team work
- Marketing experience.
- Brand name
- Check the offers
- Scanning the product on computer.
- Tagging.

* MY Experience :

Overall environment is good. I have learned a no. of things of corporate sector. Everyone is co-operative, team leader is always pushing the team to meet the targets.

Big Bazar is the leading retail chains in the country and is growing with everyday, especially in the food product category. with more and more new entrants into the Indian retail market, Big Bazar is finding it hard to squeeze out more discounts for customers than its competitors and yet maintain profit. Food, fashion home and general merchandising, out of which food supply chain is the most crucial, as it is the most unorganized yet an untapped source of huge profit margins.

Report

Experience report of internship in Big Bazar

PAGE NO.	
DATE	/ /

1] Company Profile :

- Established in 2001.
- Head office in Mumbai, Maharashtra, India.

2] Pre requisites :

- Communication skills
- Behave Professionally

3] Schedule :

- Days - 21st to 27th Jan 2019 (7 days)
- Working time - 11:00 am to 6:00 pm (7 hours)
- Location - Ostawal, Boisar, 401501.
- Training Coordinator - Mr. Rahul Purohit

4] Learning :

- understanding exactly the customers requirements.
- How to speak with customers.
- Marketing experience.
- achieve the targets.
- Brands Name.
- Team work.

5] Experience :

Everyday was a new experience at work. we should have so much fun meeting new people & learning new things. Everyone at the workplace were so friendly & caring. I enjoyed working there.

S.Y. Brom - A
Roll No - 1317
Name - Harsha Madan Patil
* Report *

PAGE No.	
DATE	/ /

Experience report of Internship in 'Big Bazaar'

i) Company profile :-

- Established in 2001
- Head Office in Mumbai, Maharashtra, India

ii) pre-requisites :-

- Communication skills
- Behave professionally
- Time Management skills
- Eye Contact

iii) Schedule :-

- Days - 21st Jan 2019 To 27th Jan 2019
(7 Days)
- Working time - 11:00 am to 6:00pm (7 hours)
- Location - Ostawal, Boisar, 401504
- Training Co-ordinators - Mr. Arshad Shaikh

iv) Learning :-

- Understanding exactly the customers, needs & requirement
- Achieve the targets
- Meeting the deadlines
- Team work
- How to speak with customers and handles the customers
- Marketing Experiences
- Various and variety of Brands & Brands Name

My Experience :-

working part-time in Big Bazaar I have learned many things. I have worked in a friendly environment, I enjoyed working around with many people. I enjoyed interacting with different types of customers. But I have also faced some difficulties like as it is a part-time job I need to manage my studies on one side and I also need to manage my job on the other side. But I literally forget all my tensions after starting my work because of a friendly work environment. I really enjoyed working there.

The hardest part of the job is to interact with different kinds of customer in different languages, but I have tried my best to interact with them so that they understand what I am saying. The most enjoyable part of my job is communicating with different kinds of people.

Name: Komal Anwarjeet Singh
Class: Fy. B.com Rollno: 60106

Experience Report of Internship in Big bazar

① Company Profile:-

- Established in 2001.
- Head office in Mumbai, Maharashtra, India.

② Job requisites:-

- Communication skills.
- Behave professionally.

③ Schedule:-

- Days:- 21st to 27th Jan 2019 (7 days).
- Working time:- 11:00 am to 7:00 pm (8 hr).
- Location:- Ostawal, Borisar (West) 401501.
- Training Coordinator:- Mr. Yatin Patil.
- Section:- Non Food.

④ Learning:-

- Understanding exactly need of the customers.
- How to speak with customers.
- Marketing experience.
- Achieve the targets.
- Product Names like Hand wash, soap, Perfume.
Baby diapers, shampoo etc.
- Team work
- Time management.

S.Y. n

• Experience :-

Everyday was new experience at work we should have so much fun meeting new people and learning new things everyday at workplace. We were so faithfully and learning and enjoyed working there its a very experience for me.

Thankyou

- Communication Skill
- Before Professionally

- Location: ...
- Working Coordinator: ...
- Section: ...

- Understanding exactly the need to customer
- How to work with customer
- Marketing experience
- Achieve the target

- Product Plans (line)
- * Bar
- * Floor Cleaner etc.
- Team work
- Time Management

Experience Report

PAGE No.

DATE

Name : Tarannum Mohammad Abbas Shaikh
Class : F.Y.B.COM Div : C Roll No. : 60112

Experience Report Of Internship in Big Bazaar

1. Company Profile :-

- Established in 2001.
- Head office in Mumbai Maharashtra India.

2. Job - requisites :-

- Communication Skill
- Behave Professionally

3. Schedule :-

- Days 21st to 27th Jan. 2019 [7th days]
- Working time :- 11:00am to 7:00 pm [8 hr]
- Location - Ostwal, Boisar (west) 401501
- Trading Coordinator :- Yatin Patil
- Section :- Non food

4. Learning :-

- Understanding exactly the need to Customer
- How to speak with Customer.
- Market experience
- Achieve the target
- Product Names like :
 - * Detergent Power
 - * Bar
 - * Floor Cleaner etc.
- Team work
- Time Management

⑤ Experience :-

Everyday was a new experience at work we should have so much fun meeting new people and learning new things. Everyone at workplace were so friendly and caring. I enjoyed working there. its a very good experience for me.

Thank you.

⑥ Schedule :-
• 9:00 to 10:00 AM - Morning
• 10:00 to 12:00 PM - Morning
• 12:00 to 1:00 PM - Lunch
• 1:00 to 2:00 PM - Afternoon
• 2:00 to 3:00 PM - Afternoon
• 3:00 to 4:00 PM - Afternoon
• 4:00 to 5:00 PM - Afternoon
• 5:00 to 6:00 PM - Evening
• 6:00 to 7:00 PM - Evening
• 7:00 to 8:00 PM - Evening
• 8:00 to 9:00 PM - Evening
• 9:00 to 10:00 PM - Evening
• 10:00 to 11:00 PM - Evening
• 11:00 to 12:00 AM - Night
• 12:00 to 1:00 AM - Night
• 1:00 to 2:00 AM - Night
• 2:00 to 3:00 AM - Night
• 3:00 to 4:00 AM - Night
• 4:00 to 5:00 AM - Night
• 5:00 to 6:00 AM - Night
• 6:00 to 7:00 AM - Night
• 7:00 to 8:00 AM - Night
• 8:00 to 9:00 AM - Night
• 9:00 to 10:00 AM - Night
• 10:00 to 11:00 AM - Night
• 11:00 to 12:00 AM - Night

Name - Anjali R. Jaiswal
class FY Bcom
Report

Page No.:

Date:

* Experience report of internship in Big Bazaar

1) Company profile:-

- o established in 2001
- o Head office in Mumbai Maharashtra, India

2) Schedule:-

- Day :- 21st Jan 2019 to 27 January 2019

Today

- o working time :- 11 to 6 (7 hours)
- o Location - Ostawal, Baisar, 401501
- o Training Coordinator - Mr. Subhangi

3) pre requisites:-

- o Communication skill
- o Behave professionally

4) Learning

- o understand exactly the customer requirements
- o achieve the targets
- o motivated customer to buy a product
- o Team work
- o How to speak with customers
- o marketing experience
- o Brand Name

Understand customer often like:

1) Rs = 1500 are real price and Rs = 727 Future
pay app Cash back price HMT Kolam Rice
(25 kg)

e)

Department of Commerce
“Big Bazaar Training Program”
Organized by
Alphawave Human Resources Solutions Pvt. Ltd., & Future Group Big Bazar

EVENT REPORT

Name of the Event	: “Big Bazaar Training Program”
Date	: 21st January 2019 to 27th January 2019
Period of Training	: 11.00 am to 06.00 pm
No. of Students Participated	: 17
Training In charge	: Mr. Rahul Purohit
H.R. Manager	: Mr. Rupesh

About the Event:

Alphawave Human Resources Solutions Pvt. Ltd in association with **Future group Big Bazar** has taken a key initiative to bridge the campus-to-corporate gap. We present your students the opportunity to get hands-on experience in the field of Retail Management.

We at the Department of Commerce provided this opportunity for a training program at Big Bazaar, Bosier. This training program provided insights into a variety of retail management, customer service, and business operations topics.

The training program was organized for 7 days and 7 hours starting from 21st January 2019 to 27th January 2019.

Dr. Manish Deshmukh was the coordinator of this training program.

Event Objectives:

- 1) To provide knowledge on retail management, customer service, and business operations to trainees in the Big Bazaar, Bosier.
- 2) To provide real-world expertise and experience in a retail setting of Big Bazaar, Bosier.
- 3) To provide participants with networking opportunities to meet professionals in the sector.
- 4) To improve participants' comprehension of customer relationship management, sales strategies, inventory management, and shop operations.

Learning Outcome:

- 1) Participants got the training to understand the customers' needs and requirements.
- 2) Students understood how to achieve the sales target.
- 3) Participants gained useful skills including inventory control and sales tactics that they may use in the retail industry.
- 4) Students learned the communication skills.
- 5) After the session, trainee students felt encouraged and inspired to use the knowledge and abilities they had gained to succeed in their professions within the retail sector.