

Certificate Course - Management of Field Sales

Department - Bachelor of Commerce

Class - FYBCOM

Course Summary

Course Title	Management of Field Sales
Course Objectives	This is a post graduate level course on Sales Management. The objective of the course is to familiarize the participants with methods for identifying opportunities and how to convert the opportunities into relationship based sales. Participants will be provided with practical illustrations of theoretical concepts.
Course Outcomes	At the end of this course, a student will be able to understand practical illustrations of theoretical concepts. After attending the course participants will be familiar with various techniques, processes and models for developing personal selling competency as well as the strategies for managing the field sales teams.
Duration	4 Weeks
Start Date	16th August, 2021
End Date	11 September, 2021
Designed By	Ms. Urmi shukla



Ms . Urmi shukla

Course Incharge



Ms . Urmi shukla

Co-ordinator



Dr. Satish Naringrekar

Principal



I/C PRINCIPAL
L N College
Plot No 89, Near General Kanappa Bridge,
Rajendra Nagar, Borivali (East), Mumbai - 400 066

Department - Bachelor of Commerce

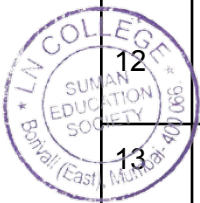
Class - FYBCOM

Name of Course - Management of Field Sales

Duration - 4 Weeks

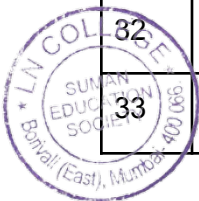
Time -

Sr. No.	Name of Student	16-Aug	23-Aug	30-Aug	6-Sept
1.	KARKNALI VIVEK MALLAPPA	P	P	P	P
2	GURAV TUSHAR SANJAY	P	P	P	P
3	VALEKAR ABHISHEK TANAJI	P	P	P	AB
4	JAIN PRAVINKUMAR BADAMILAL	P	AB	P	P
5	YADAV ANIL RAJEEV	P	P	P	P
6	PANDAM HEMALI GUNAJI	P	P	P	AB
7	SINGH AKANKSHA ANILKUMAR	P	P	P	P
8	SHAIKH ERAM SARWAR	P	P	P	P
9	DUBEY ISHADEVI JIVESHKUMAR	P	P	P	P
10	VARMA PRIYANSHU ASHOK	P	P	P	P
11	PARIYAR SEETA PRAKASH	P	P	P	P
12	PANDEY SAURABH LAVKUSH	P	P	AB	P
13	VISHWAKARMA BABITA MAHENDRA PRATAP	P	P	P	P



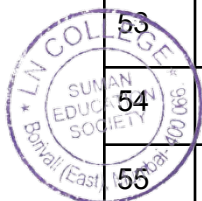
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Borhali (East), Mumbai - 400 066

14	SUPPAN VINAYAK SHRINIVAS	P	P	P	P
15	GUPTA POOJA LALCHAND	P	P	P	P
16	MAHARANA SHRUTI RAMESH	P	P	P	P
17	TRIPATHI PALAK VASHISTH	P	P	P	P
18	BHATI MAHENDRA HEMRAJ	P	P	P	P
19	TIWARI SWETA AKHILESH	P	P	P	P
20	KANOJIYA ARCHANA SHRIKANT	P	P	AB	P
21	MISHRA ANIKET LAUKUSH	P	P	P	P
22	BHUVAR NILESH BASANT	P	P	P	P
23	SAHANI DEEPAK	P	P	P	P
24	SHAIKH SHAHNAWAZ SHAFI	P	P	P	P
25	BAGHEL MITHILESH RAHBEER	P	P	P	P
26	MOHITE SANKET SANTOSH	P	P	P	P
27	PRAJAPATI SUMITKUMAR SURESH	P	P	AB	P
28	VISHWAKARMA PRINCE RAJESH	P	P	P	P
29	PAYARE SHWETA CHANDRAKANT	P	P	P	P
30	JAISWAL MANJU VINOD	P	AB	P	P
31	WATADE GAJANAN SUNIL	P	P	P	P
32	SAKET KARAN RAJU	P	P	P	P
33	JAKULWAR YOGITA NAGESH	P	AB	P	P



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34	SHAIKH MOHAMMAD NABI KUTUBUDDIN	P	P	AB	P
35	PATEL RAJIV MUNNA	P	P	P	P
36	SINGH SURAJ MOHAN	P	P	AB	P
37	NASIM MANSI JAIRAM	P	P	P	P
38	PANDEY SOMPRAKASH RAMAVADH	P	P	P	P
39	SHAIKH SHAKIB MOHAMMAD ZAKIR	P	AB	P	P
40	SINGH ANKUSH PAPPU SINGH	P	P	P	P
41	YADAV ROHIT MANOJ	P	P	P	P
42	CHILUKA DEWAN GOVARDHAN	P	P	P	P
43	SHIRONDE SWAPNIL SURESH	P	AB	P	P
44	GUPTA VANDANA ANMOD	P	P	AB	P
45	GHADIGAONKAR SAHIL SUBHASH	P	P	P	AB
46	JADHAV HARIOM UTTAM	P	AB	P	P
47	VISHWAKARMA ANUPKUMAR KANTAPRASAD	P	P	P	P
49	PAL POOJA SHRIRAM	P	AB	P	P
50	PRAJAPATI SONALI SURENDRA	P	P	P	P
51	GUPTA KAJAL OMPRAKASH	P	AB	P	P
52	PASI ANKITA VIJAY PRAKASH	P	P	P	P
53	KUMAR RAHUL RAMESH	P	P	P	P
54	RAJBHAR KARAN RAJESH	P	P	AB	P
55	GUPTA CHANDAN RAJMANGAL	P	P	P	P



56	PITALEKAR ISHA ASHOK	P	P	AB	P
57	GOUD SAKSHI RAJKUMAR	P	P	P	P
58	BHEDA KRISHNA	P	P	P	P
59	JADHAV GOURI SANDEEP	P	AB	P	P
60	DHOTRE DARSHITA HARESH	P	P	P	P
61	SHINDE TUISI SANJAY	P	AB	P	P
62	RASAM SAYALI SHAILESH	P	P	P	P
63	SHUKLA SAKSHI HARIMURAT	P	P	P	P
64	MANE DHANANJAY VITTHAL	P	AB	P	P
65	PETEKAR SATISH HANUMANT	P	P	AB	P
66	RATHOD OMKAR RAMESH	P	P	P	P
67	BIRAJDAR DEEPALI REVAN	P	P	P	P



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SUMAN EDUCATION SOCIETY'S

LN COLLEGE

(Affiliated to the University of Mumbai)

H. D. Gaonkar Vidya Sankul, Suman Education Society Campus, Plot No. 89, Near General Kariappa Bridge,
Rajendra Nagar, Borivali (East), Mumbai - 400 066. Maharashtra (India)

CERTIFICATE OF ACHIEVEMENT

THIS CERTIFICATE IS PROUDLY PRESENTED TO

Tushar Sanjay Gurav

OF

F.Y. B.COM

FOR COMPLETING CERTIFICATE COURSE - MANAGEMENT OF FIELD SALES
ORGANISED BY IQAC & DEPARTMENT OF BACHELOR OF COMMERCE IN
ACADEMIC YEAR 2021-22.

MS . URMI SHUKLA

COURSE IN-CHARGE

MS . URMI SHUKLA

B.COM CO-ORDINATOR

DR. SATISH NARINGREKAR

PRINCIPAL



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