

Balasaheb Desai College, Patan
Internal Quality Assurance Cell (IQAC)
Career Oriented Course – Salesmanship Training
Academic Year: 2018-19

- Name Of The Course:- **Salesmanship Training: Basic Course**
- Convener Of The Course:- Mr. Mohite Amol Laxman
- Objective Of The Course:-
 1. To built the salesmanship strategy amongst the students.
 2. To make aware about the importance of sales.
 3. To create the mentality to be a good salesman into the market.
 4. To built a first sales platform to the students.
- Outcome of the course:-
 1. Students are ready to sale any type of products into the market.
 2. The alternative platforms for making money have been available to students.
- Agency Through Which Course Is Conducted: College
- Student Enrolled For The Course:- 243
- Class Of The Student:- B.Com Part II
- Expert Teachers : - Mr. Mohite A. L., Mr. Molawade S. S. and Miss Pawar S. R.
- Date Of Inauguration:- 27-12-2018
- Duration Of The Course:- 02 Months
- Time Table :-

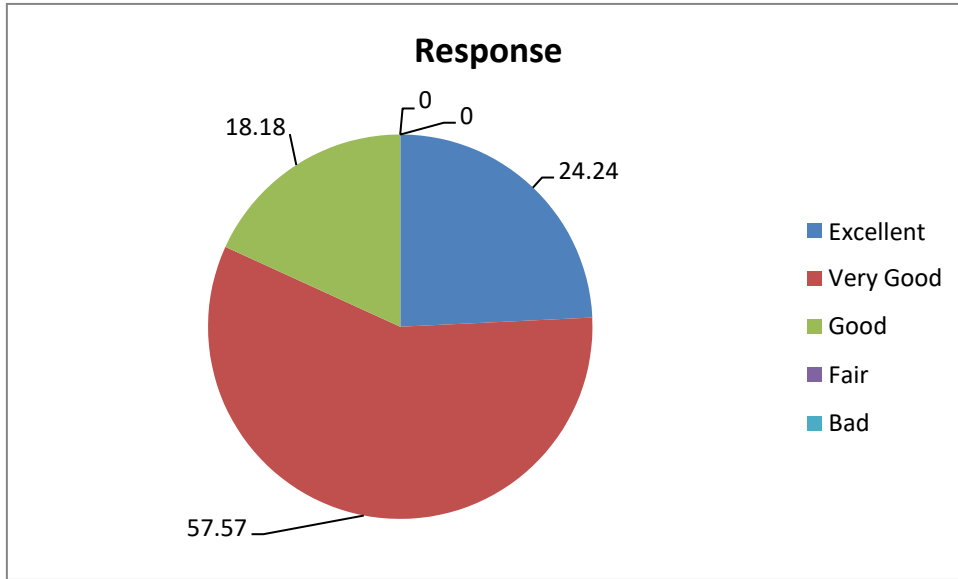
Day	Thursday	Friday	Saturday
Time	02:00 to 05:00 PM		
Teacher	Mr. Mohite A. L./ Mr. Molawade S. S/ Miss. PawarS.R		

- Examination Conducted :- Yes
- Certificates Distributed : Yes

- Feedback:-


Option	Excellent	Very Good	Good	Fair	Bad	Total
Number Of Respondents	08	19	6	00	00	33
Percentage	24.24%	57.57%	18.18%	--	--	100%

- Feedback Analysis (In Pie Diagram)



- Course students participated into IQAC festival program.




(Dr. S. D. Pawar)
 Principal
 Balasaheb Desai College, Patan
 Tal.- Patan., Dist.- Satara