

Balasahe Desai College, Patan

Department of Commerce

Academic Year 2020-21

- Name of the course: Salesmanship Training: Certificate Course
- Convener of Course: Mr. A. L. Mohite
- Objectives 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.
- Outcomes of the course:
 1. Students are ready to sale any type of products into the market.
 2. The alternative platforms for making money is available to students.
- Agency through course is conducted: College
- Mode through which course is conducted: Online
- Teaching & Examination Method Used: Whatsapp / Zoom / Google form
- Students enrolled for the course: B.Com II – 279 students
- Expert Teacher: Mr. Mohite A. L. (Coordinator)
- Date of Inauguration: 12.03.2021
- Duration of the course : Two Months (30 Lectures)
- Schedule of the course: 13th March 2021 to 12 May, 2021
- Time Table:

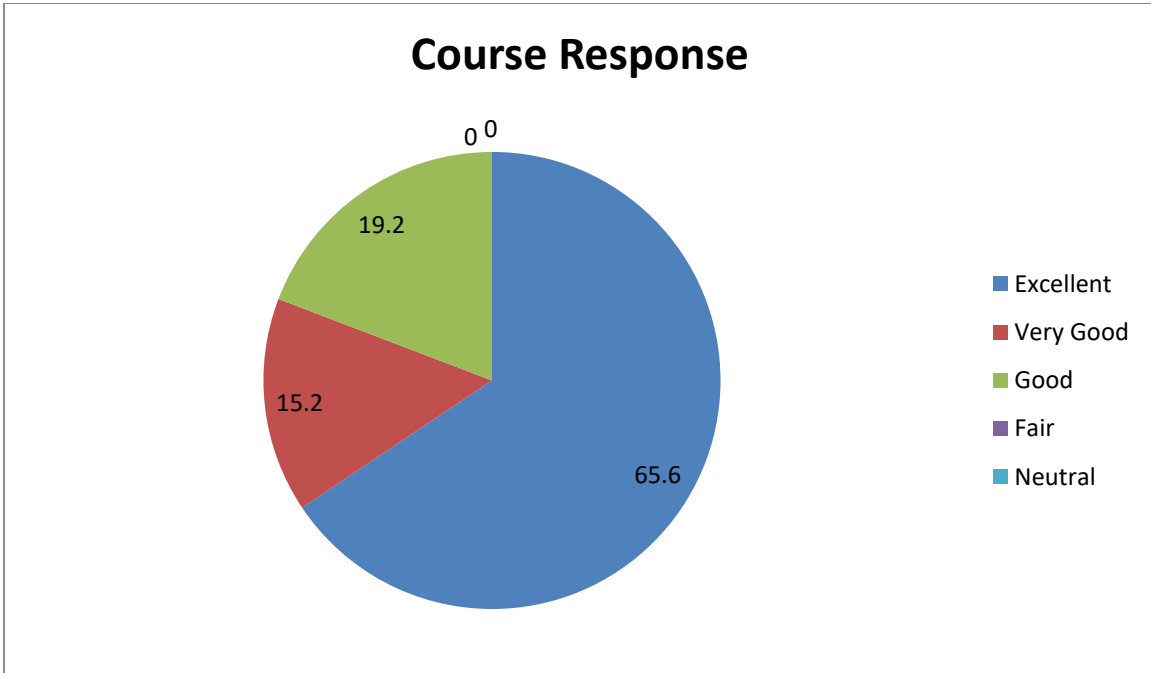
Serial	Thursday	Friday	Saturday
Work	Theory	Theory	Theory
Time	09.00am to 10.00am	09.00am to 10.00am	09.00am to 10.00am

- Examination Conducted: Yes
- Certificate Distributed: No
- Student Feedback: Yes

➤ Feedback:


Options	Excellent	Very Good	Good	Fair	Neutral	Total
Number of Respondent	82	19	24	-	-	125
Percentage	65.60%	15.20%	19.20%	-	-	100

➤ Feedback Analysis:



➤ Photo:




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