



Prahladrai Dalmia Lions College of Commerce & Economics

Sunder Nagar, Malad (West), Mumbai, 400 064.

IQAC 202-2

Activity report

BBI Department / Committee/ Cell

IQAC Activity No: _____

Name of the Activity : Entrepreneurial Tales 2k22!!! - Local to Vocal			
Date	Faculty	Department / Committee	Coordinator's Name
26th March, 2022		BBI	Porf. Durgesh Kenkre
Time	Venue	Number of Participants	Nature: Outdoor / Indoor
12 noon	College Auditorium	Registered = 54 Final round = 9	Indoor
Support / Assistance from :	Prof. Priyanka Radhakrishnan Prof. Mohini Nadkarni		



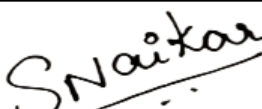
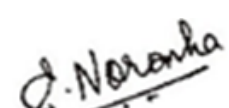
Brief Information about the Activity (Criterion No: _____)

TOPIC / SUBJECT OF ACTIVITY	Entrepreneurial Tales 2k22!!! Local to Vocal
OBJECTIVES	1. To encourage students to know about life stories of entrepreneurs. 2. To create awareness about successful Local Entrepreneurs.
METHODOLOGY	In the first round, registered students were briefed about the flow of event Participating students visited the local entrepreneurs and interviewed them. They made a ppt of the same and presented it in the college auditorium. The final round of the event was judged by Mr. Bryan D'souza and Ms. Sharada Gaitonde. A small Mock Shark Tank was performed by volunteering students of the event which was highly appreciated by everyone.
OUTCOMES	Students were very enthusiastic and ecstatic about meeting the local entrepreneurs and had brought them along on the day of the event as well. Entrepreneurs too were excited and grateful for the initiative taken, as they too got a platform to share their success story.

PROOFS & DOCUMENTS ATTACHED (Tick mark the proofs attached):

1. Notice & Letters	2. Student list	3. Activity Report	4. Photos	5. Feedback form
6. Feedback analysis	7. News clip with details	8. Certificate	9. Any other	10.

IQAC CELL ACTIVITY NUMBER :

Name of the teacher In charge & Signature	Name of the head / Committee In charge & Signature	Vice Principals Signature	IQAC Coordinators Signature & College Seal
Prof. Durgesh Kenkre 	Prof. Durgesh Kenkre 		



Prahladrai Dalmia Lions College of Commerce & Economics
Sunder Nagar, Malad (West), Mumbai, 400 064.
Consolidated Judgement Sheet

Name of the competition: ENTREPRENEURIAL TALE 2K22
Name of the Committee / Association: BB I & INCUBATION CELL & IDAC
Name of the Judge 1: PROF. SHARADA G. Sign: [Signature]
Name of the Judge 2: AR. BRYAN D'SOUZA Sign: [Signature]
Criteria: PFA

RANK	NAME OF THE STUDENT	CLASS
1.	ISHIKA SARWAN	SYBIM - A
2.	NANDESH SHIRSAT	TYBBI - A
3.		

Faculty In-charge : Mohini Nadkarni

Signature : [Signature] 26/3/2022



DI/J -Conso/GEN /00

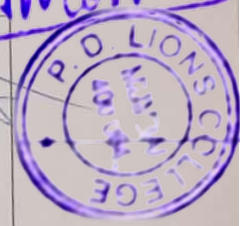
PRAHLADRAI DALMIA LIONS COLLEGE OF COMMERCE AND ECONOMICS

ISO 9001:2015 CERTIFIED

PARTICIPANT LIST - ENTREPRENEURIAL TALES 2K22

26/03/2022

SR NO	NAME	CLASS & DIV	PHONE NO.	ENREPRENEUR NAMES	SIGNATURE
44 1	VAIBHAVI DESAI	FYBBI-A	9082089623	KHYATI RATHOD	
27 2	MONIKA AASHISH MAURYA	FYBAMM-A	9324229837	SANJAY GUPTA	
50 3	NANDESH VISHWANATH SHIRSAT	TYBBI-A	8291391988	AJAY YADAV (MANUFACTURING ART)	
55 4	ISHIKA SARWAN	SYBIM-A	8850954477	BALIRAM VERMA	
5 5	HARSHIT PANDEY	FYBIM-A	8879895464	JITENDRA PRASHAD SHARMA	(AB)
30 6	VISHAKA MALI	FYBBI-A	9321152564	RAMASHANKAR PATEL	
46 7	SHILPA RAJ BAIRAGI	FYBBI-A	9172175847	RAJ SUNNYLALA BAIRAGI	
40 8	DURGESH MISHRA	FYBAMMC-A	9892785652	ANUP MISHRA	
9 9	VASHINAVI KARBELE	SYBMS A	9136234720	NARENDRA CHAUHAN	(AB)
11 10	MANISH KAMTI	FYBAMC-A	8828463118	VERBAN	



Signature

श्री गणेश जनरल स्टोर्स

कलकत्ता रोड, ए. ३.
 कल्याण नगर, मुंबई - ४०० ०६४.
 फोन (दुपरे). ४००-४०० ६६७

₹266/-

19-3-22

3 PIS 85-22
 1 FIVE

36=00
 20
 56=

④
₹56/-

56=90

G. K. Naidu
 Mob. : 9321212199

R. K. Naidu (Sai)
 Mob. : 7039209442

SHREE BALAJI STORE
 School & College Books, Stationery, School Bag, Toys,
 Games, Gift Articles, Xerox & Lamination & Money Transfer

Nr. St. Francis High School, Laxman Nagar,
 Kurar, Malad (East), Mumbai-400 097.

1. Card Board. 25/-

Date: 19/03/22

⑤ ₹25/-

ESTIMATE MEMO

Plotting AUTOCAD
 Jumbo Colour Print
 Jumbo B/W Xerox
 Jumbo Colour Scan
 Jumbo B/w Scan
 Office Stationery
 School Stationery

G Print Hub
 NX

Ghanshyam
 +91-9137123142
 +91-8779375725

Multi Color Offset
 &
 Digital Printing

gprintmm@gmail.com

Shop No.12, Kedia Chambers, Near New Era Signal,
 Opp Swaminarayan Chock, MALAD (W), Mumbai - 400 064

NEW BALAJI STORE
 Shop No.3, Yadav Chawl,
 Laxman Nagar, Nr. Francis School,
 Kurar Village, Malad (E), Mumbai-97.

Qty.	Particulars	Amount Rs.	Ps.
4	Paper	60	
1	File	50	
Total Rs.		110	

NO WARNING
 NO GUARANTEE
 EXCHANGE BY
 SERVICE CENTER

⑥ ₹110/-

Colour 75

⑦ ₹75/-

Goods once sold will not be taken back or exchanged. E.&O.E.

For G Print Hub Nx

ENTREPRENEURIAL TALES 2K22!!!

All the Self Financed Courses students were invited to participate in an offline event of “ENTREPRENEURIAL TALES 2K22!!!” which was organized by program of B.Com in Banking and Insurance in association with Incubation Cell - SFC on 26th March, 2022 at 11.00 a.m. Theme of the event this year has been “LOCAL TO VOCAL” wherein the main objective was to encourage students to know about life stories of entrepreneurs and create awareness about successful Local Entrepreneurs.

A pre-event meeting and a mock with the registered participants would be conducted as per following schedule:

DATE	TOPIC	TIME	LINK
22/03/2022	Briefing of the Registered Candidates	5 PM TO 6 PM	https://meet.google.com/csk-adgn-wn
25/03/2022	Mock Presentation	12 noon onwards	https://meet.google.com/csk-adgn-wn
26/03/2022	Entrepreneurial Tales 2k22!!!	12 noon onwards	Auditorium

A total of 54 participants had registered and 9 reached the final round.

In the first round, registered students were briefed about the flow of the event. Participating students visited the local entrepreneurs and interviewed them and made a powerpoint presentation over the same. The presentation was given by participants in the College Auditorium wherein they had invited a few Entrepreneurs as well. The final round of the event was judged by Mr. Bryan D'souza and Ms. Sharada Gaitonde.

A small Mock Shark Tank was performed by volunteering students of the event which was highly appreciated by everyone.

PRIZE	NAME	CLASS	LINK
1st	SARWAN ISHIKA PRADEEP	SYBIM	Rs. 3000/-
2nd	SHIRSAT NANDESH VISHWANATH	TYBBI	Rs. 2000/-

Winners were awarded with Certificate of Appreciation and cash prize which was sponsored by AMIGO ACADEMY PVT. LTD. All participants were awarded with participation certificates.

GLIMPSES



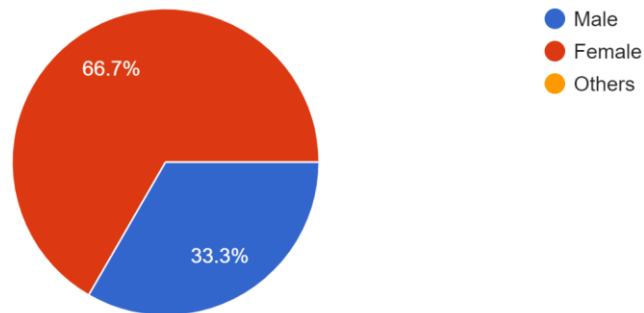
PRAHLADRAI DALMIA LIONS COLLEGE



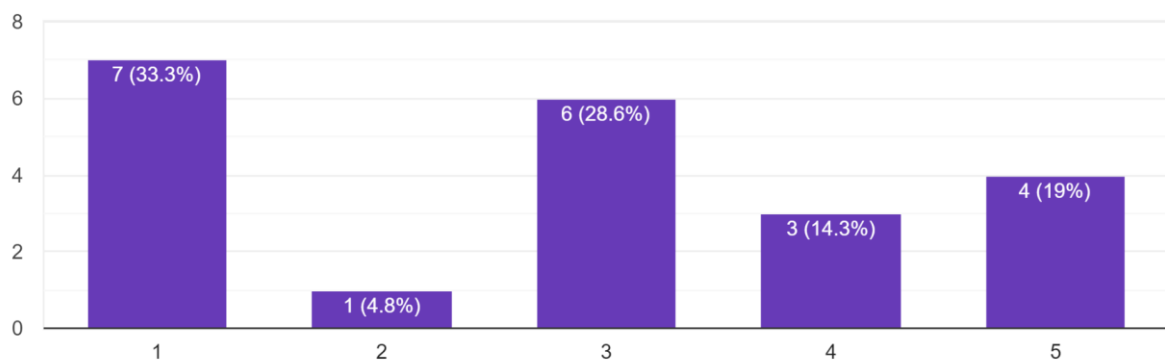
OUTCOMES AND FEEDBACK

Students were very enthusiastic and ecstatic about meeting the local entrepreneurs and had brought them along on the day of the event as well. Entrepreneurs too were excited and grateful for the initiative taken, as they too got a platform to share their success story.

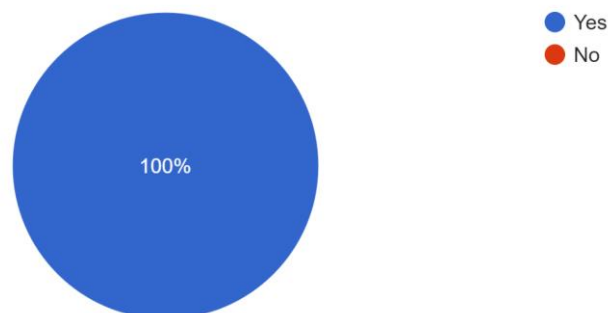
Gender
21 responses



How would you rate the technical arrangements of the session
21 responses



Did you learn something new because of this activity?
21 responses



What was the unique thing that you liked about this session?

A few responses

- An extra performance shark tank
- The support we got from our mentor and it was great learning experience all the things were unique because it was my first experience
- About vibes that i got
- MOCK SHARK TANK AND DK SIR'S WORDS AT LAST .
- Good idea
- Shark tank
- Surprise
- I learned so many things as like build up my confidence and enhance my skills and sppedh development
- Thank you teachers !!!
- For supporting & motivatng us and giving this opportunity to us where we can show our skills and leadership management.
- I got to learn new things and Enjoyed the session .
- Very best
- Act play of mock shark tank
- surprise which was given by Mohini Nadkarni mam its was unbelievable thank you so mam one's again 😊
- Whole event
- Working in a group
- I like the new thing about this event is that we have to take the interviews about of our local entrepreneurs who are unknown to the most of the people, and that was something new and interesting and it was fun to do
- Mock Shark tank
- Session was awesome nd listen knowledge about local entrepreneur nd job and business are totally different this concept I agree that
- Doing activity
- Bringing Business Man & Women in the college that was really amazing.

Teacher In-charges:

CA Durgesh Kenkre - BBI Coordinator

Ms. Mohini Nadkarni - BBI Core faculty and Incubation Cell(SFC) Convenor

Ms. Priyanka Radhakrishnan - BBI Core faculty

Ms. Poonam Sharma - Incubation Cell(SFC) member

Mr. Rahul Yadav - Incubation Cell(SFC) member

Ms. Kritika Rao - Incubation Cell(SFC) member



**PRAHLADRAI DALMIA LIONS COLLEGE OF
COMMERCE & ECONOMICS**
ISO 9001 : 2015 Certified

Date: 19/03/2022

NOTICE

B.COM (BANKING & INSURANCE)
In Association with
Incubation Cell - SFC

All the Self Financed Courses students are invited to participate in an offline event of "ENTREPRENEURIAL TALES 2K22!!!" has been organized by program of B.Com in Banking and Insurance in association with Incubation Cell - SFC on **26th March, 2022 at 11.00 a.m.** A pre-event meeting and a mock with the registered participants would be conducted as per following schedule.

DATE	TOPIC	TIME	LINK
22/03/2022	Briefing of the Registered Candidates	5 PM TO 6 PM	https://meet.google.com/csk-adgn-awn
25/03/2022	Mock Presentation	12 noon onwards	https://meet.google.com/csk-adgn-awn
26/03/2022	Entrepreneurial Tales 2k22!!!	12 noon onwards	Auditorium

Please register by clicking on the link below: <https://forms.gle/4Ot2pX3ZXo1P1Rhc9>

Please Join The Whatsapp Group After Registration, Further Coordination Regarding The Event Would Be Done On Whatsapp.

Each team must have only 1 member. All participants would be given participation certificates. Winners would be awarded with cash prizes and certificates.

1st prize - Rs. 3000, 2nd Prize - Rs. 2000 and 3rd Prize - Rs. 1000

Sponsored by AMIGO ACADEMY PVT. LTD.

Prof. Mohini Nadkarni

Incubation Cell Incharge SFC

C A Durgesh Kenkre

BBI Coordinator

Prof. Subhashini Naikar

Vice Principal SFC

Dr. Kiran Mane

I/c Principal

Sunder Nagar, Swami Vivekanand Road, Malad (West), Mumbai - 400064.

Tel.: +912228725792

28732270 E-mail: dalmialionscollege@gmail.com

Website: www.dalmialionscollege.ac.in



DI/N/STD/GEN/00

Sunder Nagar, Swami Vivekanand Road, Malad (West), Mumbai - 400064.
Tel.: +912228725792
28732270 E-mail: dalmialionscollege@gmail.com
Website: www.dalmialionscollege.ac.in



**PRAHLADRAI DALMIA LIONS COLLEGE OF
COMMERCE AND ECONOMICS**

S.V. ROAD, SUNDER NAGAR, MALAD WEST, MUMBAI - 400064
ISO 9001:2015 CERTIFIED

**B.com In Banking and Insurance
in association with
Incubation Cell - SFC & IQAC
have organised**

ENTREPRENEURIAL TALES 2K22!!!

LOCAL TO VOCAL

- Please Join The Whatsapp Group After Registration, Further Coordination Regarding The Event Would Be Done On Whatsapp.
- Each team must have only 1 member.
- All participants would be given participation certificates.
- Winners would be awarded with cash prizes and certificates.
 - 1st prize - Rs. 3000,
 - 2nd Prize - Rs. 2000 and
 - 3rd Prize - Rs. 1000
- Sponsored by AMIGO ACADEMY PVT. LTD.

Date : 26th March, 2022



Time: 12 noon

Venue : Auditorium

To register please click on the link below

<https://forms.gle/4Qt2pX3ZXo1P1Rhc9>





ENTREPRENEURIAL TALES

2k22

Local to Vocal



RULES & REGULATION

- ❑ Each team must comprise of only 1 student.
- ❑ Time limit is 6-7 minutes.
- ❑ PPT must contain maximum 5 slides.
- ❑ Video clip should be of 1-2 minutes.
- ❑ Language : English, Hindi.
- ❑ Submit your PPTs on or before 24th March, 2022 6 pm
- ❑ Participants have to explain their PPTs.
- ❑ Following actions will lead to disqualification of the participants:
 - ❑ Use of abusive language.
 - ❑ Exceeding time limit.
 - ❑ Late submission of PPTs
 - ❑ Misbehaviour and vulgarity
- ❑ Participants must maintain discipline and decorum in the college campus.
- ❑ Judge's decision will be final.

DO's AND DON'Ts

- ❑ Make eye contact with audience.
 - ❑ Explain the slides and express yourself.
 - ❑ Have a correct body language and posture.
 - ❑ Explain in brief.
 - ❑ It should be simple and understandable.
- ❑ Don't read the slides.
 - ❑ Don't put too much of contents or a long paragraph in one slide .
 - ❑ Do not use small font nor a very large one.
 - ❑ Do not use heavy font style which is not easy to understand.

DETAILS

FONT STYLE - TIMES NEW ROMAN

FONT SIZE - 16 TO 22

ORIENTATION - LANDSCAPE

NUMBER OF SLIDES - 5-6

ENTREPRENEURIAL TALES

INTRODUCTION

- ★ NAME OF ENTREPRENEUR : MAHESH DAMANI
- ★ FIRM NAME : KRISHNA INDUSTRIES
- ★ BUSINESS TYPE : TRADING IN IRON SHEETS
- ★ YEAR OF START: 2014

BACKGROUND

He was born in Bikaner and grew in Kolkata.


At the age of 16 he went to Jodhpur to work under his uncle and continued for 20 years.

In 2014 he started on his own. Now it is a respectable firm in Bikaner In Iron Industry.



VIDEO

Dear participants this is where your
video or reel will appear



PROBLEM FACED BY ENTREPRENEUR

- Financial problem
- To know the customer
- To make goodwill
- Work harder to maintain stocks and customer.

STRATEGY USED

- Experience
- Relations
- Hard Work
- Finance
- Proper management

TIPS

- Doing any work give your 200% then it will be success

CONCLUSION

“ Safalta ke liye Kadi mehnat aur Sabra jaroori hota hai ”



**PRAHLADRAI DALMIA LIONS COLLEGE OF
COMMERCE & ECONOMICS**
ISO 9001 : 2015 Certified

Date:28/03/2022

NOTICE

**B.COM (BANKING & INSURANCE)
In Association with
Incubation Cell - SFC**

With immense pride and honour we are here to announce the winners of “ENTREPRENEURIAL TALES 2K22!!!”. We had received 50+ entries of which only 9 students reached the final round of presentation and 2 hardworking, dedicated young minds won the cash prize.

We proudly announce the winners of ‘ENTREPRENEURIAL TALES 2K22!!!’

PRIZE	NAME	CLASS	LINK
1st	SARWAN ISHIKA PRADEEP	SYBIM	Rs. 3000/-
2nd	SHIRSAT NANDESH VISHWANATH	TYBBI	Rs. 2000/-

Winners were awarded with Certificate of Appreciation and cash prize.

All participants were awarded with participation certificates.

Sponsored by AMIGO ACADEMY PVT. LTD.

Prof. Mohini Nadkarni

Incubation Cell Incharge SFC

C A Durgesh Kenkre

BBI Coordinator

Prof. Subhashini Naikar

Vice Principal SFC

Dr. Kiran Mane

I/c Principal

DI/N/STD/GEN/00





GREATER BANK

The Greater Bombay Co-operative Bank Ltd.
(SCHEDULED BANK)

Borivali Branch
A-11, Ratan Nagar, Borivali (E), Mumbai - 400 068.
IFSC CODE : GBCB0000009

Valid for 3 months from the date of issue

D	D	M	M	Y	Y	Y	Y		

Pay अदा करें

Rupees रुपये

Or Bearer

या धारक को

₹

S/B A/c No.
खाता क्र

10209128840

PRADEEP S SARWAN

Please sign above

⑈659744⑈ 400095009⑈ 128840⑈ 10

407
17/07/2018 SESHASANNI / CTS-2010



ISO: 9001-2015 CERTIFIED

PRAHLADRAI DALMIA LIONS COLLEGE OF COMMERCE & ECONOMICS

S.V. ROAD , SUNDER NAGAR, MALAD WEST MUMBAI - 400064



B.COM IN BANKING AND INSURANCE IN ASSOCIATION WITH INCUBATION CELL- SFC & IQAC

CERTIFICATE OF PARTICIPATION

This is to certify that _____ has
participated in the event of
"ENTREPRENEURIAL TALES 2K22!!!"
organised by B.Com in Banking and Insurance in association with Incubation Cell SFC and
IQAC on 26th day of March, 2022.

CA Durgesh Kenkre
BBI Coordinator

Ms. Mohini Nadkarni
Incubation Cell -
SFC
Convener

Ms. Subhashini Naikar
Vice Principal - SFC

Ms. Emelia Norhona
IQAC Coordinator

Dr. Kiran Mane
I/c Principal



ISO: 9001-2015 CERTIFIED

PRAHLADRAI DALMIA LIONS COLLEGE OF COMMERCE & ECONOMICS

S.V. ROAD , SUNDER NAGAR, MALAD WEST MUMBAI - 400064



B.COM IN BANKING AND INSURANCE IN ASSOCIATION WITH INCUBATION CELL- SFC & IQAC

CERTIFICATE OF APPRECIATION

This is to certify that _____ has
actively participated as a Student Volunteer in the event of
"ENTREPRENEURIAL TALES 2K22!!!"
organised by B.Com in Banking and Insurance in association with Incubation Cell SFC and
IQAC on 26th day of March, 2022.

CA Durgesh Kenkre
BBI Coordinator

Ms. Mohini Nadkarni
Incubation Cell -
SFC
Convener

Ms. Subhashini Naikar
Vice Principal - SFC

Ms. Emelia Norhona
IQAC Coordinator

Dr. Kiran Mane
I/c Principal



ISO: 9001-2015 CERTIFIED

PRAHLADRAI DALMIA LIONS COLLEGE OF COMMERCE & ECONOMICS

S.V. ROAD , SUNDER NAGAR, MALAD WEST MUMBAI - 400064



B.COM IN BANKING AND INSURANCE IN ASSOCIATION WITH INCUBATION CELL- SFC & IQAC

CERTIFICATE OF APPRECIATION

This is to certify that _____ has

secured _____ rank in the event of

"ENTREPRENEURIAL TALES 2K22!!!"

organised by B.Com in Banking and Insurance in association with Incubation Cell SFC and
IQAC on 26th day of March, 2022.

CA Durgesh Kenkre
BBI Coordinator

Ms. Mohini Nadkarni
Incubation Cell -
SFC
Convener

Ms. Subhashini Naikar
Vice Principal - SFC

Ms. Emelia Norhona
IQAC Coordinator

Dr. Kiran Mane
I/c Principal



Theories of C.G.

A

The Stakeholder Theory


Political Theory

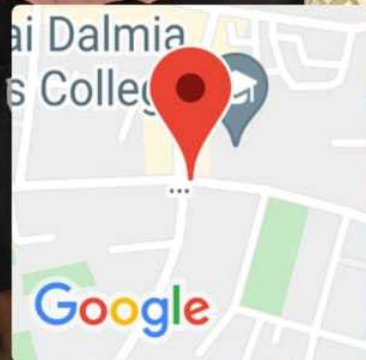
PRHLADRAI DALMIA LIONS COLLEGE OF COMMERCE & ECONOMICS
U.P. ROAD, SURBERI BAGHA, GAZIABAD DISTRICT, UTTAR PRADESH
B.COM IN BANKING AND INSURANCE
IN ASSOCIATION WITH
INCUBATION CELL SEC'S IQAC
CERTIFICATE OF APPRECIATION
This is to certify that LISHKA SARKAR has secured FIRST rank in the exam of 'B.COM IN BANKING AND INSURANCE' in association with Incubation Cell SEC and IQAC on 15th day of March, 2022.

PRHLADRAI DALMIA LIONS COLLEGE OF COMMERCE & ECONOMICS





 GPS Map Camera



Mumbai, Maharashtra, India

Shop 2,3, Atmaram Compound, Sunder Nagar Rd, near Dalmia College, Malad, Sunder Nagar, Malad West, Mumbai, Maharashtra 400064, India

Lat 19.17688°

Long 72.84214°

26/03/22 12:49 PM



GPS Map Camera

Dalmia
College



Google

Mumbai, Maharashtra, India

C-2, Sunder Nagar Rd, Malad, Sunder Nagar, Malad West,
Mumbai, Maharashtra 400064, India

Lat 19.176818°

Long 72.842639°

26/03/22 12:21 PM



RAHLADRAI DALMIA LIONS COLLEGE







PRAHLADRAI DALMIA LIONS COLLEGE







PRAHLADRAI DALMIA LIONS COLLEGE





PRAHLADRAI DALMIA LIONS COLLEGE





RAHLADRAI DALMIA LIONS COLLEGE



RAHLADRAI DALMIA LIONS COLLEGE



PRAHLADRAI DALMIA LIONS COLLEGE



RAHLADRAI DALMIA LIONS COLLEGE





Mumbai, Maharashtra, India

A-1, Aruna Residency, Malad, Sunder Nagar, Malad West, Mumbai, Maharashtra
400064, India

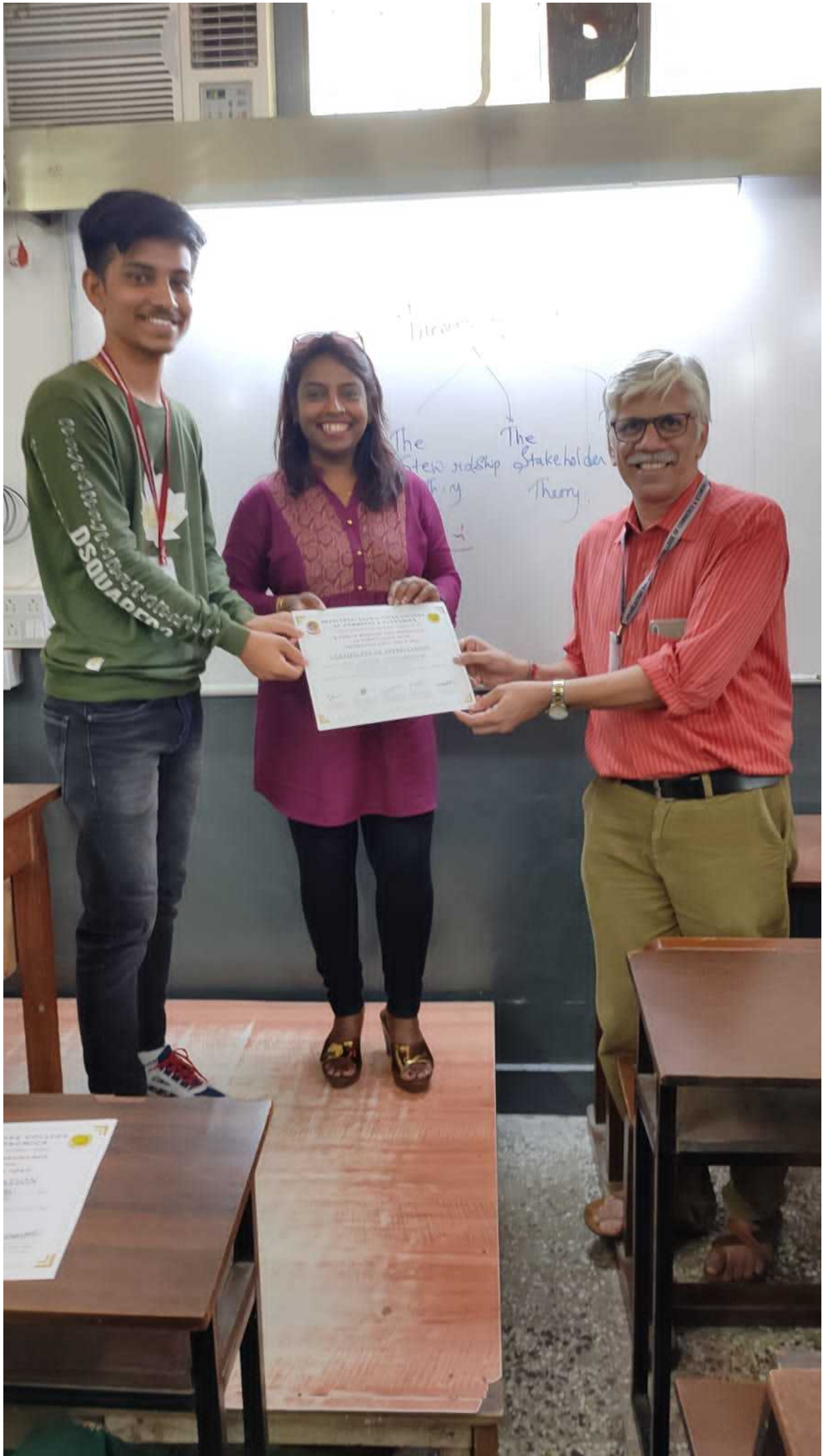
Lat 19.176709°

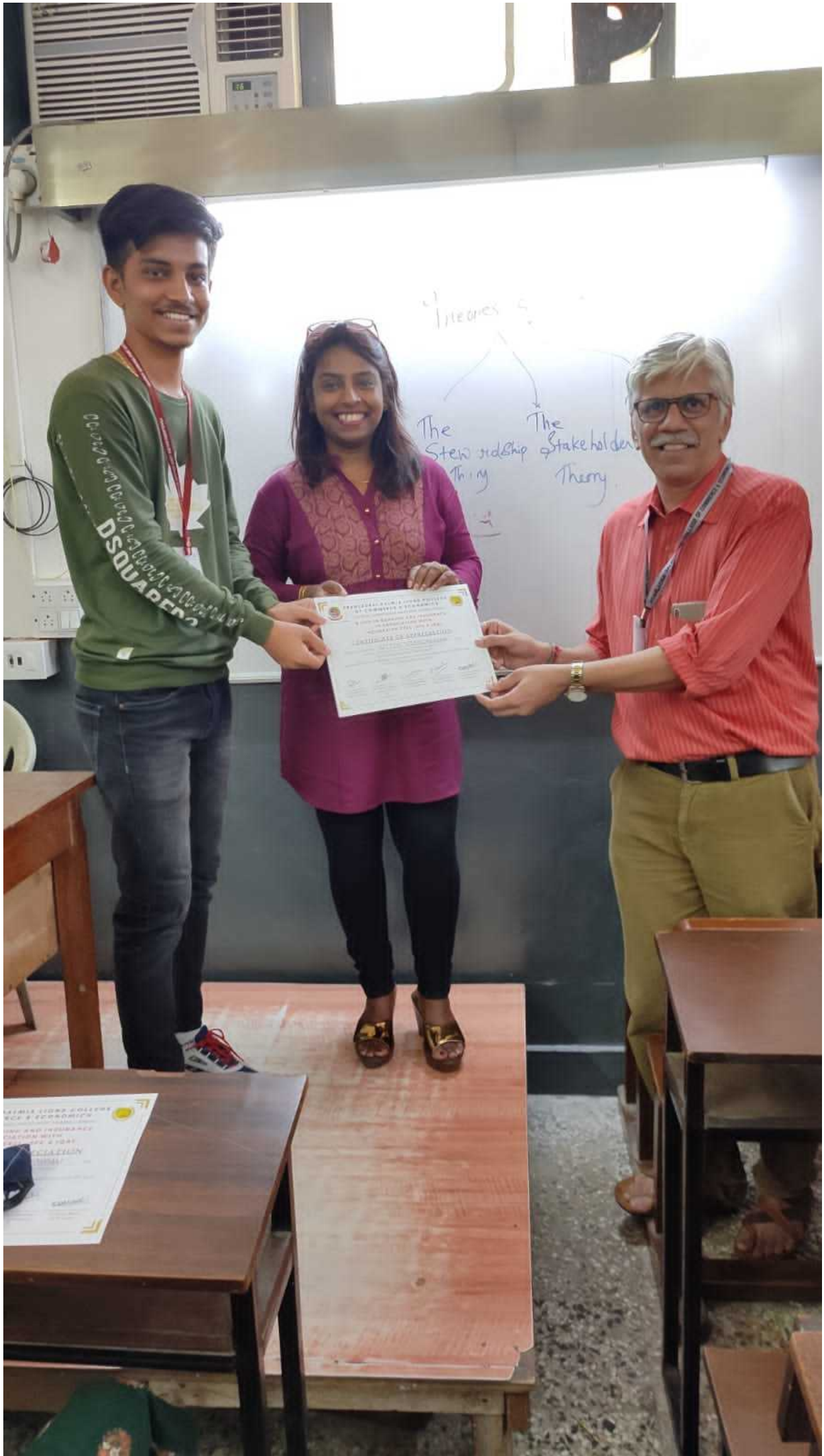
Long 72.842132°

26/03/22 02:06 PM

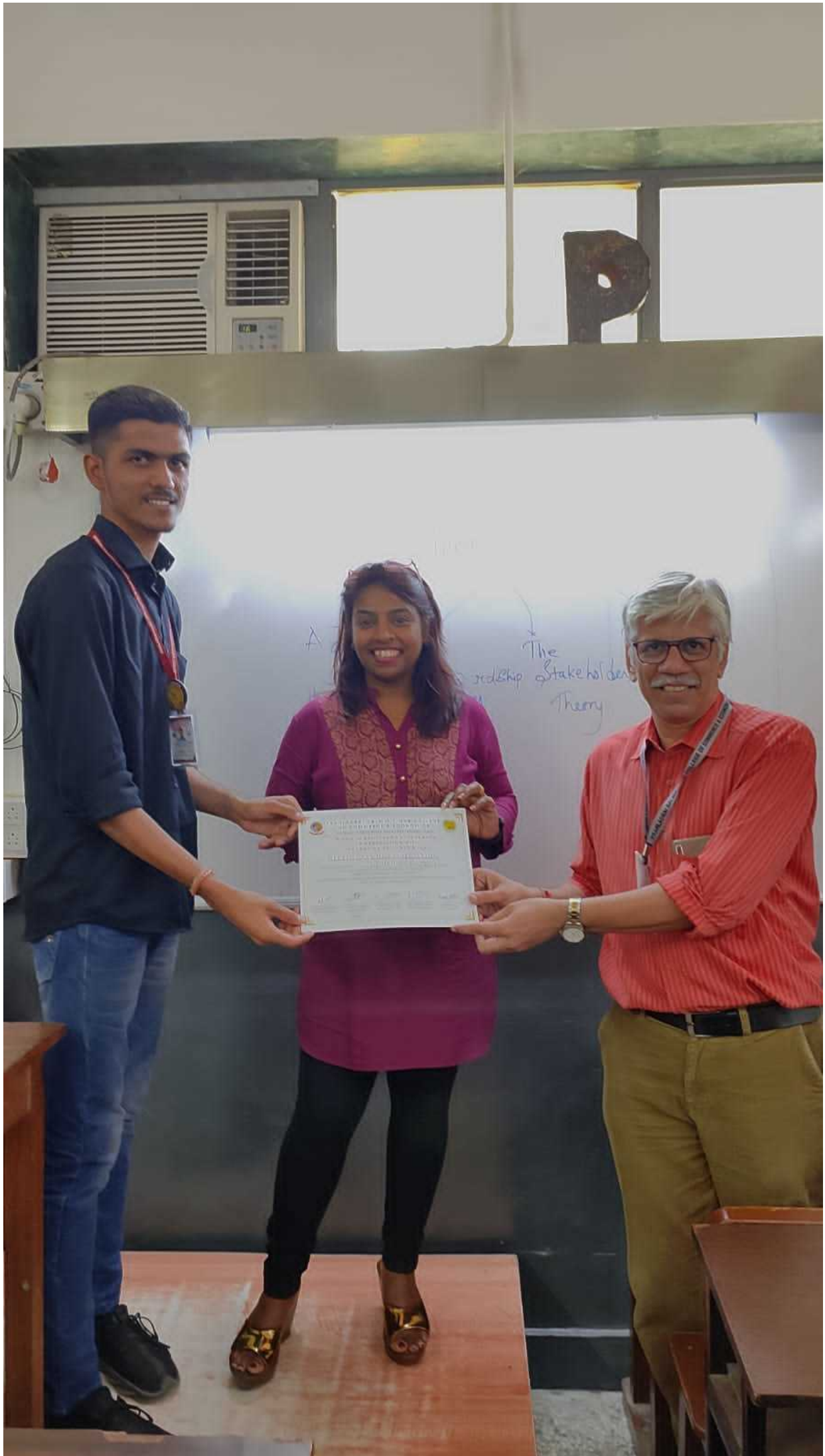
**"Entrepreneurial tales 2k22!!!" Organising
team**

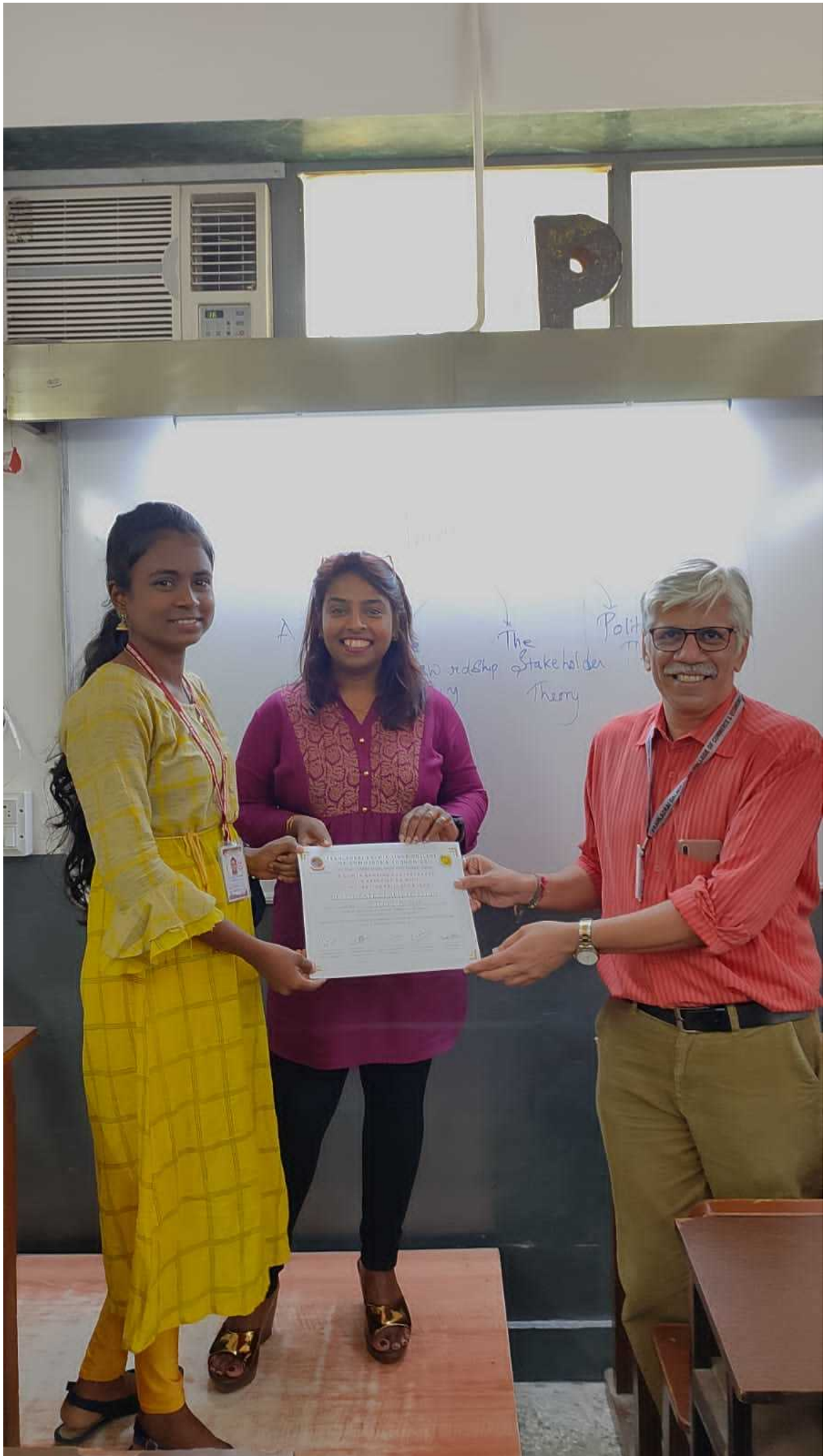


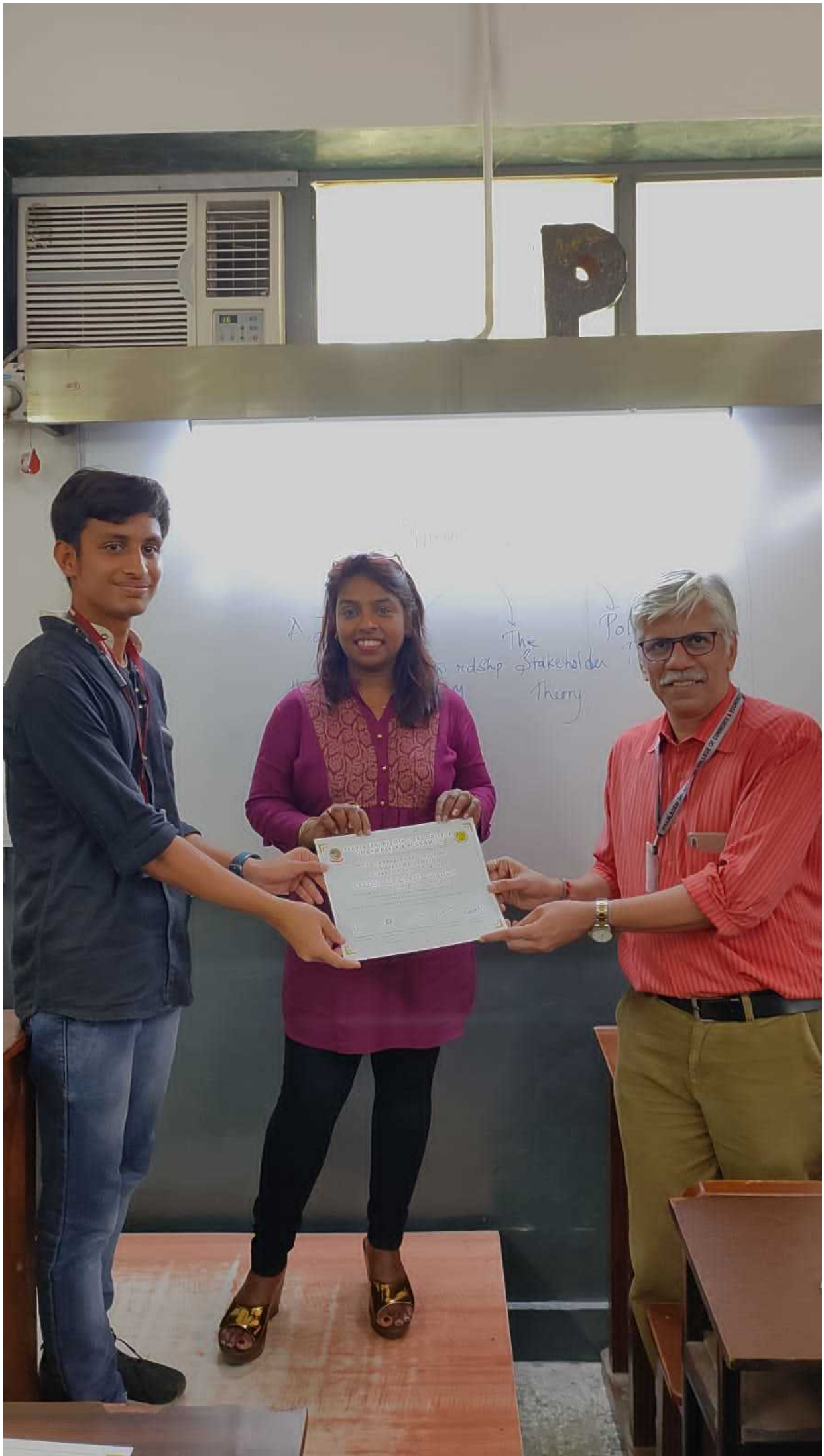


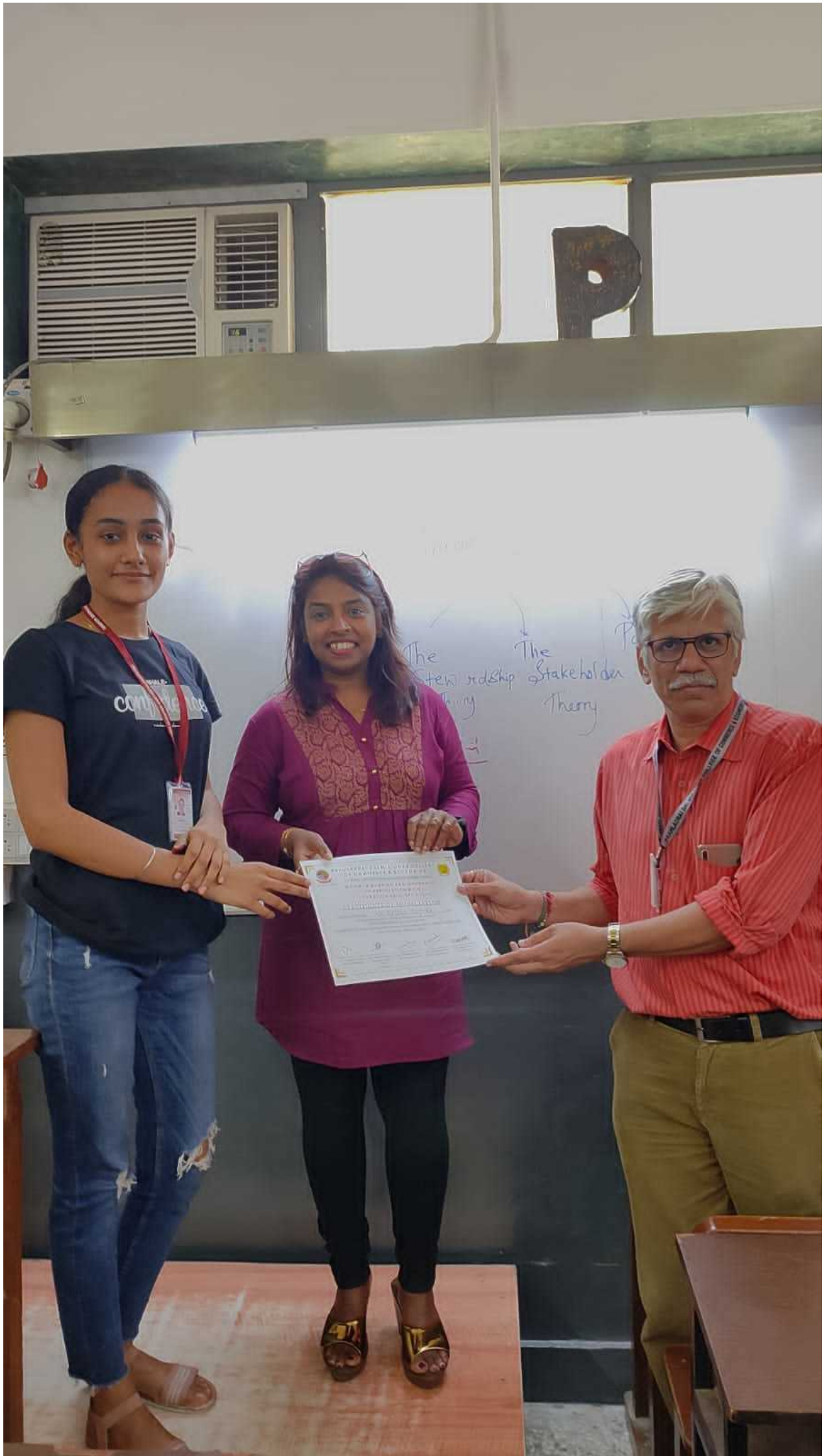


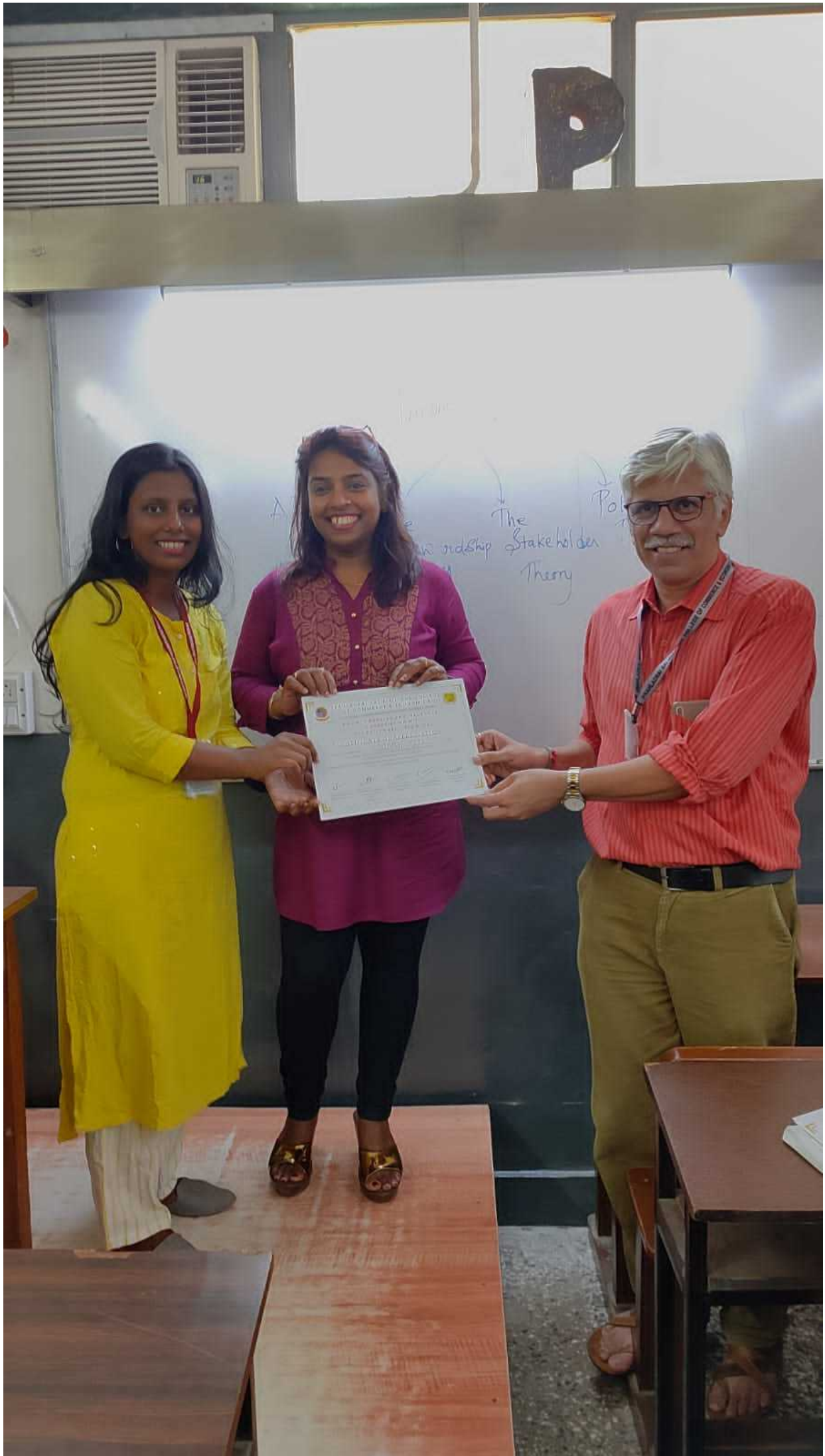


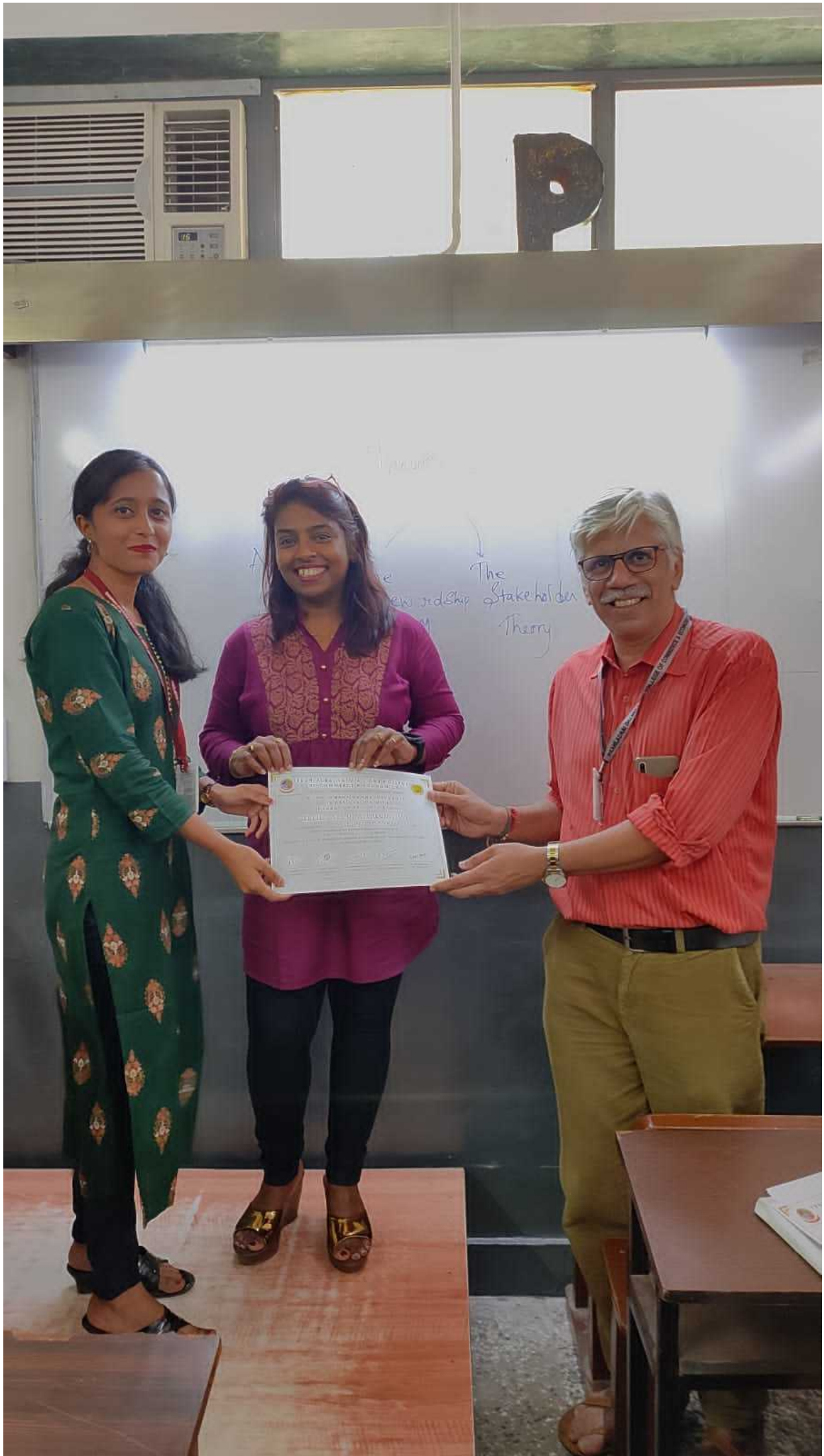










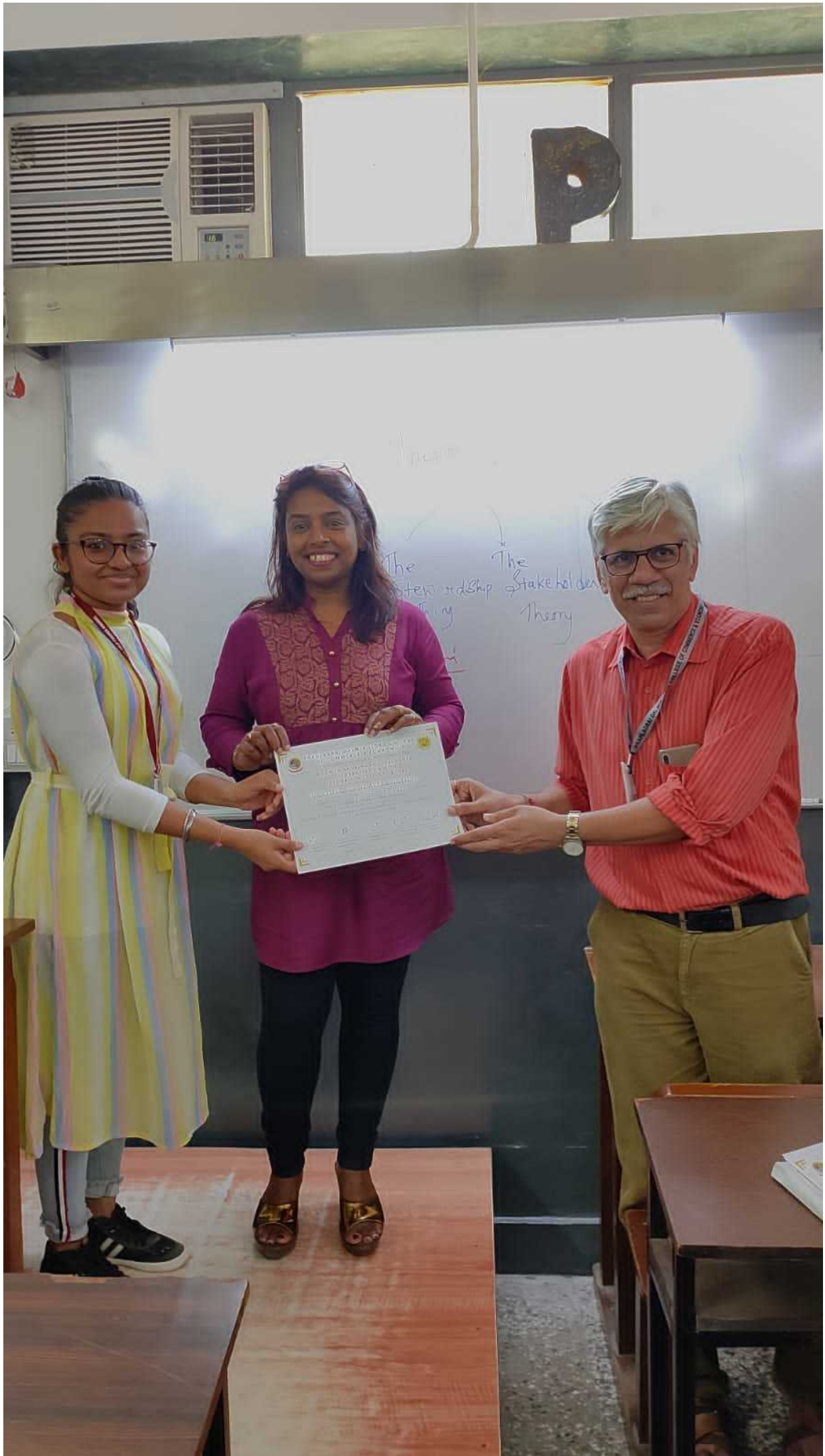


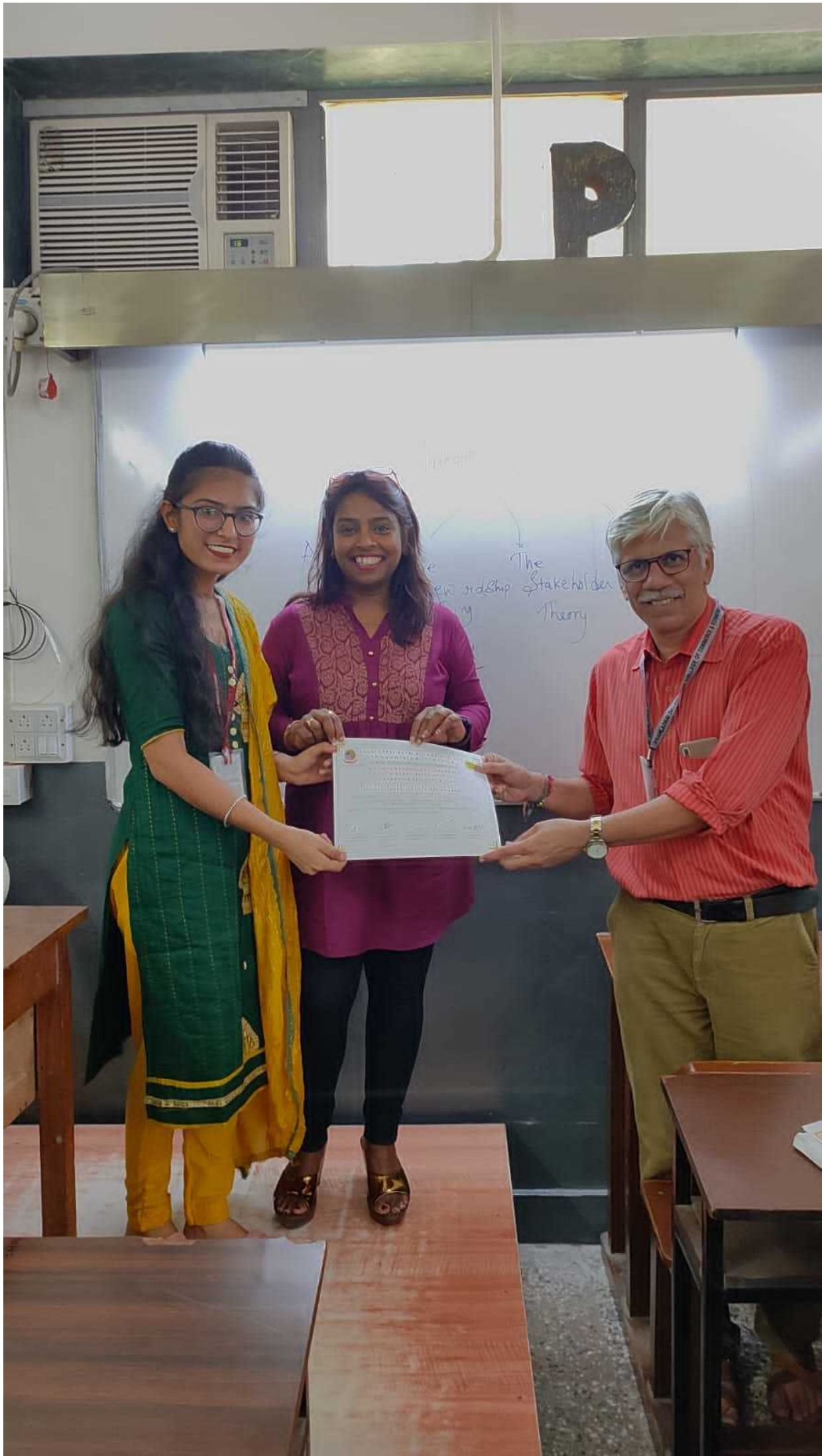


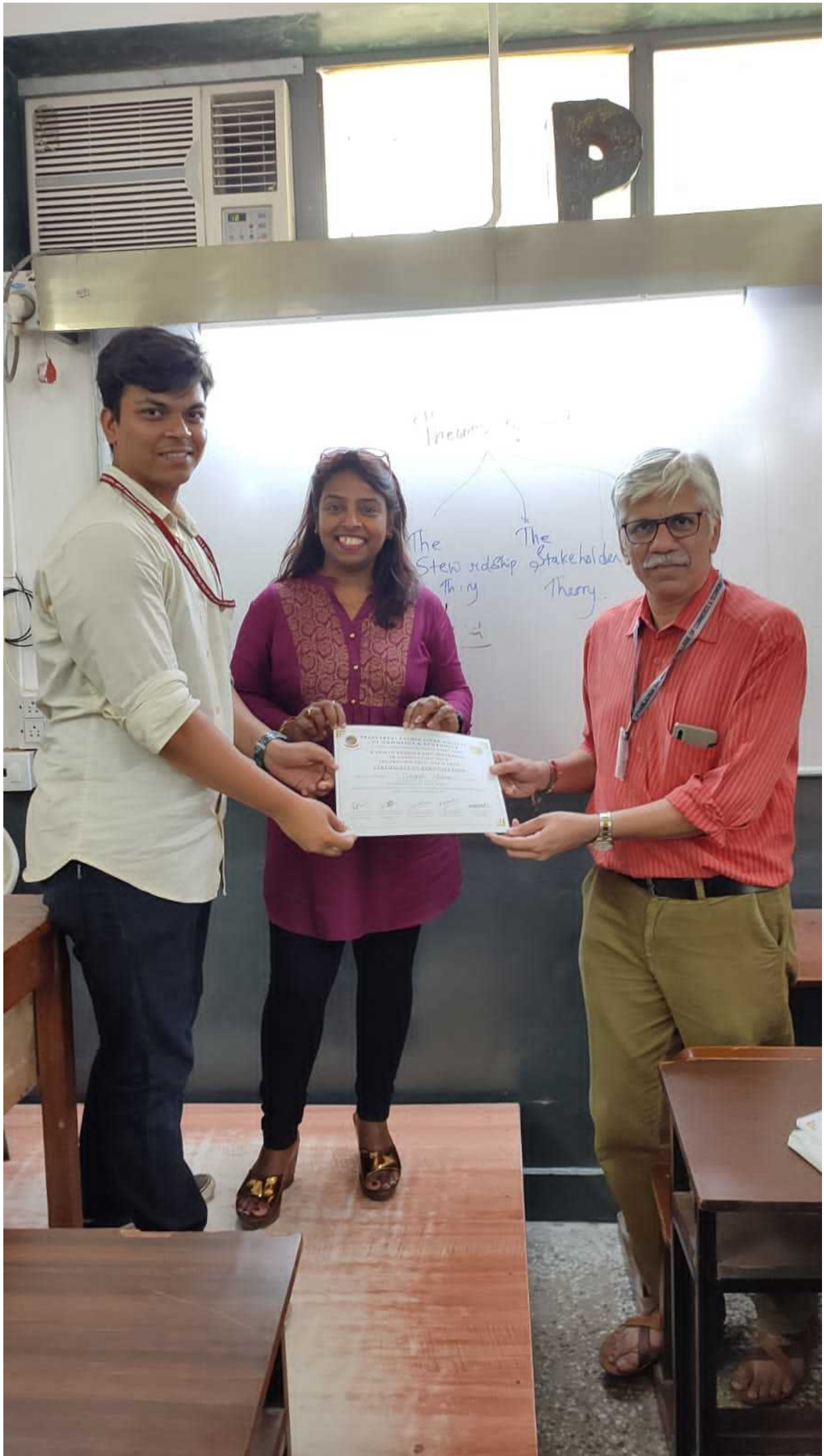
GOVERNMENT OF KARNATAKA
DEPARTMENT OF HIGHER EDUCATION
BANGALORE
INSTITUTE OF MANAGEMENT STUDIES
BANGALORE
FOR THE PROJECT TITLED
"THE STAKEHOLDER THEORY"
DURING THE PERIOD FROM 15/08/2022 TO 15/08/2023
AWARDED TO THE INSTITUTE OF MANAGEMENT STUDIES
BANGALORE
BY THE DEPARTMENT OF HIGHER EDUCATION
BANGALORE

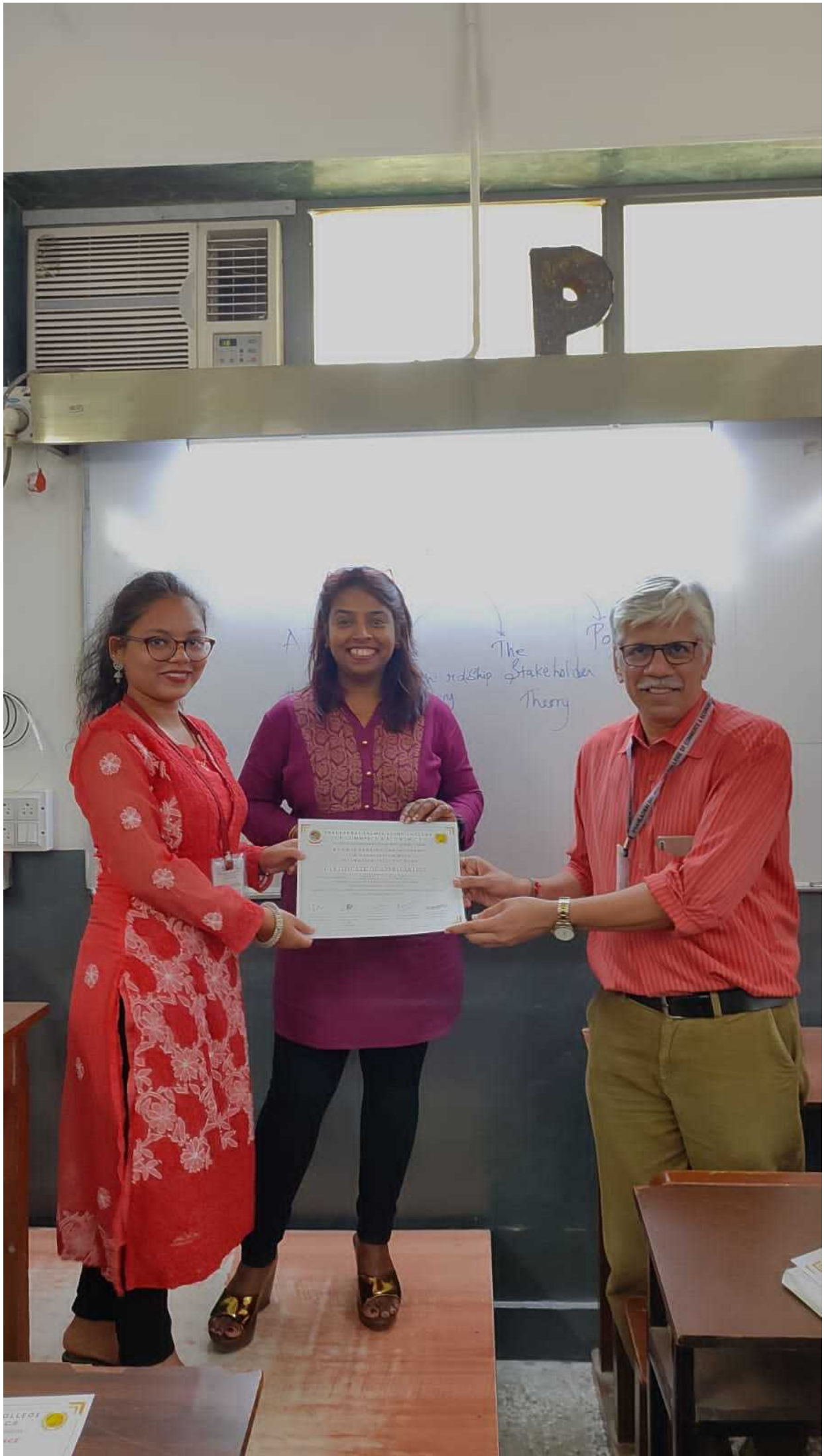
The Stakeholder Theory

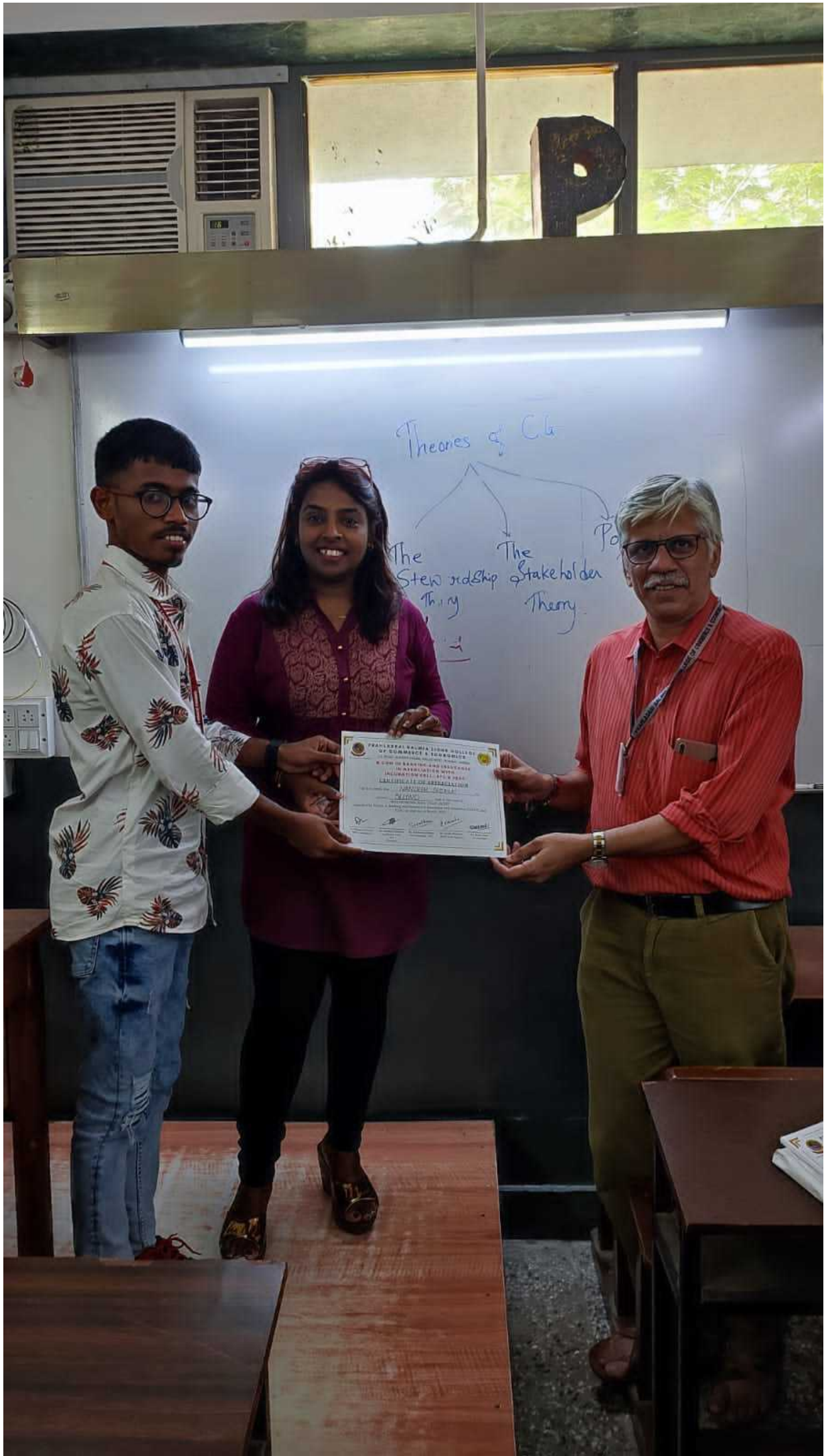
P











NS COLLEGE



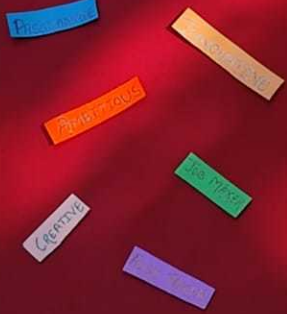
PRAHLADRAI DALMIA LIONS COLLEGE



ENTREPRENEURIAL TALES



2K23



THEME - **PASSION UNBOXED**
DATE - **16 MARCH**
TIME - **1.30 PM**
VENUE - **AUDITORIUM**



PRAHLADRAI DALMIA
LIONS COLLEGE OF
COMMERCE & ECONOMICS
ISO-9001: 2015
CERTIFIED



















PRAHLADRAI DALMIA

NS COLLEGE OF COMMERCE &
NOMICS
15 Certified
of Commerce in
and Insurance
(B.B.I.)
WENURIAL
2K23







PRAHLADARAI DALMIA LIONS COLLEGE



ENTREPRENEURIAL TALES



2K23

THEME -

**PASSION
UNBOXED**

DATE - **16 MARCH**

TIME - **1.30 PM**

VENUE - **AUDITORIUM**



COLLEGE





**PRAHLADRAI DALMIA LIONS COLLEGE OF COMMERCE &
ECONOMICS**

ISO 9001:2015 Certified



**Bachelors of Commerce in
Banking and Insurance
(B.B.I.)**



SCAN TO
FOLLOW US ON
INSTA

@PDLC_BBI

**ENTREPRENEURIAL
TALES 2K23**