



महाराष्ट्र MAHARASHTRA

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प्रधान मुद्रांक कार्यालय, मुंबई.
प.मु.वि.क्र. १०००००७
- 7 NOV 2023
सक्षम अधिकारी

श्री. जे. पी. वाईकर

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding is executed on 6th FEB 2024.

BETWEEN

THE TRAINING COMPANY,
OFFICE ADDRESS: 5TH FLOOR, AKRUTI TRADE CENTRE, MIDC, ANDHERI EAST, MUMBAI

REPRESENTED BY ITS AUTHORIZED SIGNATORY
MR. WICKY DAVID – CEO & FOUNDER

PROJECTS SUBJECT TO THE AVAILABILITY OF FUNDS WITH THE PARTIES. THE DETAILS OF FUNDS ALLOCATED TO SUCH ACTIVITIES AS ENUMERATED WITHIN THE PRESENT MOU SHALL BE AGREED UPON IN A SEPARATE AGREEMENT LEGALLY BINDING ON EACH PARTY.

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जोडपत्र-9 /Annexure-I

फक्त प्रतिज्ञापत्रासाठी/Only for Affidavit

मुद्रांक विक्री नोंद वही अनु. क्रमांक/दिनांक
Sales Register Serial No/Date:

मुद्रांक विकत घेणाऱ्याचे नांव व राहिवारी पत्ता व सही
Stamp Purchaser's Name/Place of
Residence & Signature

श्री राजन गणपत शिंदे परवान्धारक मुद्रांक विक्रे

पत्रांना क्रमांक एल.एस.सी.-८०९०००७

जि. हेमु क्लासिक इमारत, जे.के.विहार हॉटेलच्या बाजूला

एल.आय.सी. कार्यालयाच्या गाणे, एस.सी.रोड,

मालाड (पश्चिम), मुंबई-४०० ०६४.

न्या कारणासाठी ज्यांनी मुद्रांक खरेदी केला त्यांची त्याच कारणासाठी

मुद्रांक खरेदी केल्यापासून ६ महिन्यात वापरणे बंधनकारक आहे

Tel.: 28807359 / Mob.: 9820141066

PROF. (DR.) DIGAMBAR N. GANJEWAR
PRINCIPAL
PRAHLADRAI DALMIA LIONS COLLEGE OF
COMMERCE & ECONOMICS
SUNDER NAGAR, MALAD (W),
MUMBAI - 400 064.

23/10/2023
23/10/2023
23/10/2023

ESTD: 1984

AND

INSTITUTE NAME: PRAHLADRAI DALMIA LIONS COLLEGE
OFFICE ADDRESS: SUNDER NAGAR, SWAMI VIVEKANANDA RD, MALAD WEST, MUMBAI, MAHARASHTRA
400064

REPRESENTED BY ITS AUTHORIZED SIGNATORY

- I) PROF. DR. D.N.GANJEWAR, PRINCIPAL.**
- II) DR. MADHAVI NIGHOSKAR,**

WHEREAS,

- 1. RECOGNIZING THE IMPORTANCE OF SKILL-BASED EDUCATION FOR STUDENTS SUCH AS SOFT SKILLS, COMMUNICATION SKILLS, LIFE SKILLS, FINANCIAL LITERACY, PROFESSIONALISM TRAINING PROGRAMS.**
- 2. DESIRING TO ENHANCE BILATERAL COOPERATION IN HIGHER EDUCATION, PROJECTS, RESEARCH, AND TRAINING IN ACCORDANCE WITH THE LAWS OF THE GOVERNMENT OF INDIA.**

ARTICLE 1 – OBJECTIVES

THE OBJECTIVE OF THIS MOU IS TO PROMOTE MUTUAL COOPERATION IN EDUCATION, TRAINING, AND PROJECTS ON A RECIPROCAL BASIS FOR THE ADVANTAGE OF KNOWLEDGE AND INTELLECTUAL DEVELOPMENT.

ARTICLE 2 – SCOPE OF COOPERATION

- I. FACULTY/ RESEARCH EXCHANGE**
FACILITATE THE EXCHANGE OF FACULTY MEMBERS AND RESEARCHERS FOR SHARING KNOWLEDGE AND EXPERIENCES.
- II. STUDENT EXCHANGE**
FACILITATE SUMMER VISITS OF STUDENTS FOR INDUSTRIAL VISITS AND DEPLOYING THE STUDENTS FOR VARIOUS TRAININGS, INTERNSHIPS (PAID/UNPAID), AND APPRENTICESHIPS IN ORDER TO PROVIDE SUITABLE EXPERIENCE TO INCREASE THEIR EMPLOYABILITY.
- III. TEACHING / LEARNING ACTIVITY**
PROMOTE TEACHING AND LEARNING ACTIVITIES THROUGH GUEST LECTURES, VISITING FACULTIES, AND ARRANGING ACTIVITIES FOR THE BENEFIT OF THE STUDENTS.
- IV. CONFERENCE/ TRAINING**
ENCOURAGE PARTICIPATION OF FACULTY MEMBERS AND STUDENTS AT ACADEMIC AND EDUCATIONAL CONFERENCES, WORKSHOPS, SYMPOSIUMS, TRAINING COURSES, EXHIBITIONS, AND OTHER ACTIVITIES RELATED TO THE OBJECTIVE OF THIS MOU ON AN INTRODUCTORY BASIS.
- V. SOCIAL AND CULTURAL LEARNING**
THE TWO ORGANIZATIONS AGREE TO INVITE EACH OTHER TO THEIR SOCIAL AND CULTURAL EVENTS SO THAT THE HOST ORGANIZATION CAN EXCHANGE THEIR ACTIVITIES WITH THE VISITING ORGANIZATIONS.

ARTICLE 3 – IMPLEMENTATION

THE PARTIES SHALL IMPLEMENT THE MOU THROUGH SPECIFIC ARRANGEMENTS, PROGRAMS, AND/OR PROJECTS SUBJECT TO THE AVAILABILITY OF FUNDS WITH THE PARTIES. THE DETAILS OF FUNDS ALLOCATED TO SUCH ACTIVITIES AS ENUMERATED WITHIN THE PRESENT MOU SHALL BE AGREED UPON IN A SEPARATE AGREEMENT LEGALLY BINDING ON EACH PARTY.



ARTICLE 4 – FUNDING

THE COST OF COOPERATIVE ACTIVITIES UNDER THE MOU SHALL BE DETERMINED BY THE PARTIES UNDER A SEPARATE AGREEMENT AND SHALL BE SUBJECT TO THE AVAILABILITY OF FUNDS.

ARTICLE 5 – ACADEMIC PROGRAMS

THE ACTIVITIES CONDUCTED UNDER THE PRESENT MOU SHALL BE ADMINISTERED WITHIN THE AMBIT OF ACADEMIC AND INDUSTRY CODE OF CONDUCT IN RESPECTIVE DEGREE, DIPLOMA PROGRAMS, AND POLICIES IN BUSINESS/INDUSTRIAL INSTITUTIONS. HOWEVER, ANY AMENDMENT AND CUSTOMIZATION OF THE MOU TO MEET REGULAR COMPLIANCES SHALL BE DONE WITH MUTUAL CONSENT OF BOTH THE PARTIES IN WRITING.

ARTICLE 6 – SUSPENSION

EACH PARTY RESERVES THE RIGHT TO SUSPEND OR TERMINATE THE PRESENT MOU FOR REASONS INCLUDING, BUT NOT LIMITED TO, SECURITY, PUBLIC ORDER, OR PUBLIC HEALTH. TO TEMPORARILY SUSPEND, EITHER IN WHOLE OR IN PART, THE IMPLEMENTATION OF THIS MOU, EACH PARTY SHOULD PROVIDE A 60-DAY ADVANCE NOTIFICATION. TERMINATION SHALL BE EFFECTIVE SIXTY (60) DAYS AFTER NOTIFICATION HAS BEEN GIVEN TO THE OTHER PARTY.

ARTICLE 7 – CONFIDENTIALITY AND INTELLECTUAL PROPERTY RIGHTS

THE PARTIES SHALL ENSURE THAT EDUCATIONAL DATA, INFORMATION, AND INTELLECTUAL PROPERTY RIGHTS MUTUALLY PROVIDED AND DEVELOPED UNDER THIS MOU SHALL NOT BE TRANSFERRED OR SUPPLIED TO A THIRD PARTY WITHOUT THE PRIOR WRITTEN CONSENT OF THE OTHER PARTY. THE PARTIES AGREE TO SIGN A SEPARATE NON-DISCLOSURE AGREEMENT (NDA) WITH EACH OTHER UPON THE EXECUTION OF THIS MOU. SEPARATE NDA IS MANDATORY AND NON-NEGOTIABLE.

ARTICLE 8 – SETTLEMENT OF DISPUTES

IN THE EVENT OF ANY DISPUTE ARISING FROM THE IMPLEMENTATION OF THE PROVISIONS OF THIS MOU, THE PARTIES SHALL FIRST SEEK AMICABLE RESOLUTION THROUGH NEGOTIATIONS FACILITATED BY SIGNATORIES. IF NEGOTIATIONS PROVE UNSUCCESSFUL, THE PARTIES MAY THEN EXPLORE ALTERNATIVE REMEDIES AS NECESSARY

ARTICLE 9 – AMENDMENT

THE MOU MAY BE REVIEWED AND AMENDED AT ANY TIME IN WRITING ONLY BY MUTUAL CONSENT OF THE PARTIES.

ARTICLE 10 - TERM AND TERMINATION

- I. THIS MOU SHALL BE EFFECTIVE FOR A PERIOD OF 3 (THREE) YEARS AND WILL AUTOMATICALLY BE RENEWED AFTER 3 (THREE) YEARS UNLESS SPECIFICALLY REVOKED OR TERMINATED. UNLESS OTHERWISE AGREED BY THE PARTIES, THE TERMINATION OF THIS MOU SHALL NOT AFFECT THE VALIDITY AND DURATION OF ANY ARRANGEMENTS, PROGRAMS, ACTIVITIES, OR PROJECTS MADE UNDER THIS MOU BEFORE THE TERMINATION UNTIL THE COMPLETION OF SUCH ARRANGEMENTS, PROGRAMS, ACTIVITIES, OR PROJECTS.
- II. THE INSTITUTION SHALL NOT INVITE/ ORGANIZE/ CONDUCT TRAINING/ COACHING AND MENTORING PROGRAMS ON INTERVIEW PREPARATION [SOFT SKILLS/ HARD SKILLS/ TECHNICAL/ NON TECHNICAL] (REF. LIST OF PROGRAMS DELIVERED BY THE TRAINING COMPANY) FROM ANY OTHER PERSON/ PARTY WHETHER INTERNAL OR EXTERNAL AT ANY GIVEN COST/ PERIOD FOR THE SAME SET OF STUDENTS ENROLLED WITH/ FOR THIS MOU.



ARTICLE 11 – PROGRAM MODULE TO BE COVERED

1. TELE PHONE ETIQUETTE

HOW TO GET DATA | HOW TO MAKE COLD CALL | HOW TO SEEK REFERENCES | HOW TO MAKE WARM CALL | HOW TO ATTEND CALLS FROM CONSULTANTS | HOW TO ATTEND CALLS FROM HIRING MANAGER | HOW TO FOLLOW UP

2. EMAIL ETIQUETTE

HOW TO GET EMAIL ADDRESS | HOW TO WRITE EMAILS SEEKING JOB | HOW TO SEND CV | HOW TO RESPOND TO JOB OPPORTUNITY VIA EMAIL | HOW TO ACCEPT JOB OFFER WITH/ WITHOUT NEGOTIATION | HOW TO REJECT JOB OFFER AND KEEP RELATION HEALTHY

3. HAND MADE CV PREPARATION

WHAT IS RESUME, CV, PORTFOLIO, BIO DATA | WHICH IS DOCUMENT IS CORRECT FOR YOU? | WHAT IS ATS RESUME/ CV? | HOW TO MAKE AN ATS COMPLIANT RESUME/ CV? | HOW TO CUSTOMIZE PORTFOLIO IN ACCORDANCE TO JOB OPENING?

4. COVER LETTER

WHAT IS COVER LETTER? | WHEN TO ATTACH COVER LETTER? | HOW TO DRAFT A COVER LETTER?

5. NETWORK

LINKEDIN | WHATSAPP GROUP | JOB PORTALS

6. LINKEDIN FOR YOU

INTRODUCTION | PROFILE BASICS | EDUCATION AND EXTRACURRICULAR ACTIVITIES | WORK EXPERIENCE | NETWORKING ON LINKEDIN | JOB SEARCHING ON LINKEDIN | BUILDING A PERSONAL BRAND | LINKEDIN FEATURES AND TOOLS FOR STUDENTS | LINKEDIN ETIQUETTE | FINAL STEPS AND NEXT STEPS

7. POWERFUL SELF INTRODUCTION

CREATING A CUSTOMIZED POWERFUL SELF INTRODUCTION FOR YOU | DRAFTING AND PRACTICING INTRODUCTION

8. GROOMING

HOW TO DRESS UP NOT JUST FOR INTERVIEW BUT FOR EVERYDAY WORK | MALE AND FEMALE GROOMING EXPLAINED | GROOMING PRODUCTS AND TECHNIQUES

9. BODY LANGUAGE

HOW TO WALK | HOW TO SIT | CORRECT BODY POSTURE AND HAND GESTURE DURING INTERVIEW | HOW TO APPEAR CONFIDENT AND BUILD GREAT SELF ESTEEM

10. INTERVIEW SET

IN PERSON INTERVIEW | PHONE INTERVIEWS | VIRTUAL INTERVIEWS | PANEL INTERVIEWS | INFORMAL INTERVIEWS

11. TYPES OF INTERVIEW QUESTIONS

BEHAVIORAL QUESTION | COMMUNICATION QUESTION | OPINION QUESTION | PERFORMANCE QUESTION | BRAINTEASERS

12. GURU MANTRA

FAQ | FREAKING ANY QUESTIONS ASKED | PAQ | POSSIBLY ASKED QUESTIONS

13. MOCK INTERVIEW

FACE A MOCK INTERVIEW WITH WICKY | RIGOROUS PRACTICE SESSION | LEARN TO PERFECT YOUR INTERVIEWS



14. ADDITIONAL - TEST SESSIONS OF UPCOMING PROGRAMS TO BE LAUNCHED

IN WITNESS WHEREOF, THE UNDERSIGNED, BEING DULY AUTHORIZED BY THEIR RESPECTIVE ORGANIZATIONS, HAVE SIGNED THIS MOU IN THE CITY OF MUMBAI ON THIS 6th FEB 2024.

PROF. DR. D. N GANJEWAR
PRINCIPAL
(AUTHORIZED SIGNATORY)
PRAHLADRAI DALMIA LIONS COLLEGE

: 
06/02/2024

DR. MADHAVI NIGHOSKAR

(AUTHORIZED SIGNATORY)
PRAHLADRAI DALMIA LIONS COLLEGE

: MM Nighoskar

MR. WICKY DAVID
CHIEF EXECUTIVE OFFICER
(AUTHORIZED SIGNATORY)
THE TRAINING COMPANY

: 
6/feb/24 - Wicky David

PROF. DR. SHIVA PADME
DESIGNATION
(WITNESS 1)

: 

MS. KIRTI SIGTIA
DESIGNATION
(WITNESS 2)

: 