

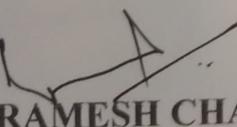
P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**CONSUMER SATISFACTION AT RAVI FOODS PVT. LTD.**" is a bonafide work of **SRI VASANTHI.M** (Roll No. 202701) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration by Krishna University.

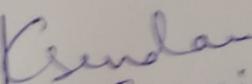

Mr. K.V.RAMESH CHANDRA

(Project guide)


Mr. K.V.RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)


Internal Examiner


External Examiner



Project Completion Certificate

Date: 30-04-23

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **SRI VASANTHI.M** (202701) studying **BBA** at **P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA**, has done the project on "**CONSUMER SATISFACTION**" at our organization from 01-02-2023 to 30-04-2023

During this period, she was found very hard working and dedicated towards her work and she is relieved from her internship with effect from 30-04-2023.

Best Regards,



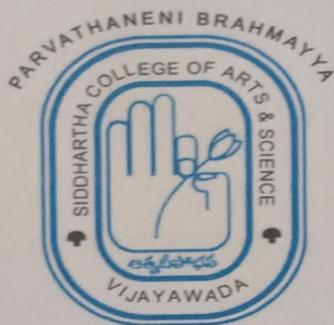
RAVI FOODS PVT. LTD. UNIT-II

rgd. Office : 7-4-112/1, Madhuban Colony Road, Kattedan, Hyderabad - 500 0077, (INDIA) Tel : +91-40-24362777, Fax : +91-40-24361528.
email : info@dukesindia.com website : www.dukesindia.com
CIN : U15412TG1988PTC009309

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION

CERTIFICATE



This is to certify that this project work entitled "**A STUDY ON RECRUITMENT AND SELECTION AT THE QUALITY HOTEL DV MANOR, VIJAYAWADA**" is a bonafide work of **M. SINDHU SREE** (Roll No. 202702) submitted to the department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

Mr. K.V. RAMESH CHANDRA

(Project Guide)

Mr. K.V. RAMESH CHANDRA

(DY.HOD, Department Business Administration)

INTERNAL EXAMINER

EXTERNAL EXAMINER



TO WHOMSOEVER IT MAY CONCERN

D V MANOR

This is to certify that Ms.M.Sindhu Sree,(Roll No.202702) student of B.B.A from P.B.Siddhartha College of Arts & Science had successfully completed her project work entitled "**Recruitment & Selection' In Quality Hotel D.V.Manor, Vijayawada** from 01st February 2023 to 30th April,2023 towards partial fulfillment for the award of B.B.A.Degree.

She has completed her project work on time and has planned with a lot of initiative and zeal

For Quality Hotel D.V.Manor
VIGNESH ENTERPRISES(HOTEL DIVISON)



M.G. Road, VIJAYAWADA - 520 010. (A.P) INDIA.

Phone:+91-866-663 4455 Fax : 2483170. email. : info@hoteldvmanor.com

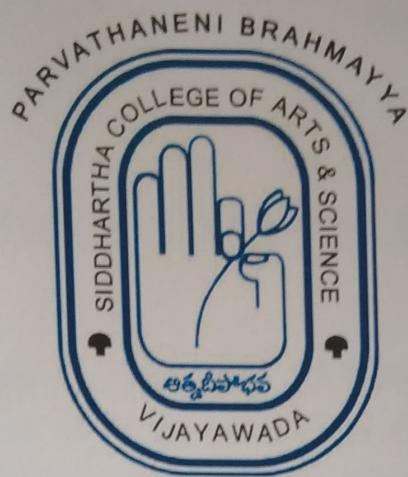
Promoted by : Vignesh Enterprises (Hotels Division)

Member Choice Hospitality (India) Pvt. Ltd., Master Franchisee of Choice Hotels International, U.S.A.
www.hoteldvmanor.com

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled “**A STUDY ON PRODUCT STRATEGY AND CUSTOMER PREFERENCES AT VISION COMPUTERS VIJAYAWADA**” is a bonafide work of **N. PAVAN KUMAR** (Roll No. 202703) submitted to the department of Business Administration in partial fulfilment of requirement for the award of Degree of “Bachelor of Business Administration” by Krishna University.

K.V. RAMESH
CHANDRA
(Project Guide)

Mr. K.V. RAMESH CHANDRA

(Project Guide)

(DY. HOD, Department Business Administration)

[INTERNAL EXAMINER]

[EXTERNAL EXAMINER]



Vision Computers

"Software Training & Project Hub"

Reg.No: AP-06-84-13-073342

Date: 15-05-2023

TO WHOM SO EVER IT MAY CONCERN

This is to certify that **Mr. N. PAVAN KUMAR (202703)** S/o **N.PURNAYYA** student of **P.B. Siddhartha College of arts & science, Vijayawada** has successfully completed his internship in "**Product strategy and customer preferences**" in **marketing** department at **Vision Computers, Vijayawada** from 01-02-2023 to 30-04-2023.

During this period, he was found very hard working and dedicated towards his work and he is relieved from his internship.

The **internship** was completed to our satisfaction and he showed keen interest and was dedicated to the internship during above period. We place our appreciation for his best efforts.

We wish all the best in his future endeavors.



P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

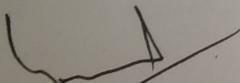
VIJAYAWADA-10

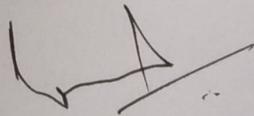
DEPARTMENT OF BUSINESS ADMINISTRATION



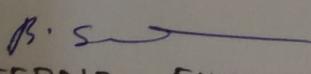
CERTIFICATE

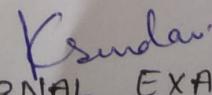
This is to certify that this project work entitled "**A STUDY ON ISSUES AND CHALLENGES IN CUSTOMER SERVICE MANAGEMENT AT THE SAI SWARANA AUTOMOBILES PVT. LTD, VIJAYAWADA**" is a bonafide work of **G. DURGA BHAVANI** (Roll No. 202704) submitted to the department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.


K.V. Ramesh Chandra
(Project Guide)


Mr. K.V. RAMESH CHANDRA
(Project Guide)

(DY. HOD, Department Business Administration)


INTERNAL EXAMINER


EXTERNAL EXAMINER

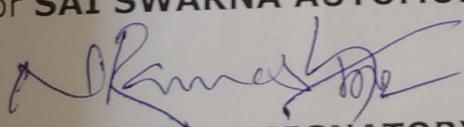
May 10, 2023

TO WHOM SO EVER IT MAY CONCERN

This is to certify that **Ms.G.Durga Bhavani** bearing Roll No.202704 from **Parvathaneni Brahmayya Siddhartha College of Arts & Science**, Siddhartha Nagar, Vijayawada - 520 010 has been completed Internship with us for 3 months i.e., from 01/02/2023 to 30/04/2023 at **M/s.Sai Swarna Automobiles Pvt.Ltd.** (Hyundai Range of Cars Division), Ramavarappadu, Vijayawada Rural.

During her tenure (Working Period), we found her a Sincere, Honest, Hardworking, Dedicated Student with a Professional Attitude and Good Job Knowledge. We have further noticed that all Works been completed on time.

Thanking you,

Yours Truly,
for **SAI SWARNA AUTOMOBILES** LTD.,

(AUTHORIZED SIGNATORY)
GROUP HR MANAGER – CORPORATE



P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**A REPORT ON WORKING CAPITAL MANAGEMENT AT RAVI FOODS PVT. LTD.**" is a bonafide work of **ROHITH KUMAR (Roll No. 202705)** submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration by Krishna University.

Mr. K VIJAY
Ulegowda 26/5/13

(Project guide)

[Signature]
Mr. K.V.RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

B.S.
[INTERNAL EXAMINER]

Kundan
[EXTERNAL EXAMINER]



Project Completion Certificate

Date: 30-04-23

TO WHOM SOEVER IT MAY CONCERN

This is to certify that ROHITH KUMAR.B (202705) studying BBA at P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA, has done the project on “WORKING CAPITAL MANAGEMENT” at our organization from 01-02-2023 to 30-04-2023

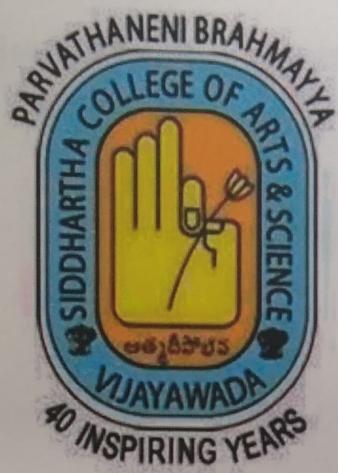
During this period, he was found very hard working and dedicated towards his work and he is relieved from his internship with effect from 30-04-2023.

Best Regards,



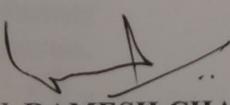
RAVI FOODS PVT. LTD. UNIT-II

P.B SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10
DEPARTMENT OF BUSINESS ADMINISTRATION

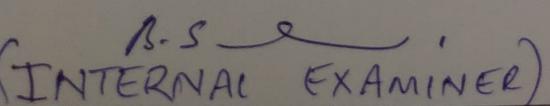


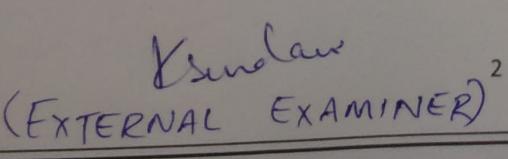
CERTIFICATE

This is to certify that this project work entitled "SALES AND DISTRIBUTION MANAGEMENT AT Sunrise Industries(India)" is a bonafide work of **BOMMISETTY JASWANTH BABU**(Roll No. 202708) submitted to the department of business administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University


Mr. K. V. RAMESH CHANDRA
(Project Guide)


Mr. K. V. RAMESH CHANDRA
(Head of Dept. Of Business Administration)


(INTERNAL EXAMINER)


(EXTERNAL EXAMINER)²

SUNRISE INDUSTRIES

Mfrs. of: ELECTRICAL METAL BOXES

Plot No. 94, Ground Floor, ALEAP Industrial Estate, Gannavaram Mandal, Surampally,
VIJAYAWADA RURAL, Krishna Dist.

Project Completion Certificate

Date: 6th May 2023

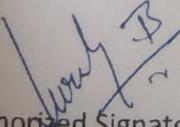
TO WHOM SOEVER IT MAY CONCERN

This is to certify that **Mr. Bommisetty Jaswanth Babu** (202708) studying BBA at P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA, has done the project on "**Sales and Distribution Management**" at our organization from **01-02-2023 to 06-05-2023**.

During this period, he was found very hard working and dedicated towards his work and he is relieved from internship with effect from 06-05-2023.

Best Regards,

Mr. B Suresh
Founder & Partner
Sunrise Industries.


Authorized Signatory

For SUNRISE INDUSTRIES

PARTNER

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "A STUDY ON CUSTOMER SATISFACTION IN QUALITY HOTEL DV MANOR, VIJAYAWADA" is a bonafide work of B.USHA (Roll No. 202709) submitted to the department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

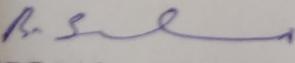

K.V. Rameshchandra
(Project Guide)

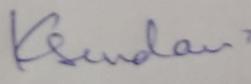


Mr. K.V. RAMESH CHANDRA

(Project Guide)

(DY. HOD, Department Business Administration)


INTERNAL EXAMINER


EXTERNAL EXAMINER



TO WHOMSOEVER IT MAY CONCERN

D V MANOR

This is to certify that Ms.B.Usha,(Roll No.202709) student of B.B.A from P.B.Siddhartha College of Arts & Science had successfully completed her project work entitled "**Customer Satisfaction' In Quality Hotel D.V.Manor**, Vijayawada from 01st February 2023 to 30th April,2023 towards partial fulfillment for the award of B.B.A.Degree.

She has completed her project work on time and has planned with a lot of initiative and zeal

For Quality Hotel D.V.Manor
VIGNESH ENTERPRISES(HOTEL DIVISON)



M.G. Road, VIJAYAWADA - 520 010. (A.P) INDIA.

Phone:+91-866-663 4455 Fax : 2483170. email. : info@hoteldvmanor.com

Promoted by : Vignesh Enterprises (Hotels Division)

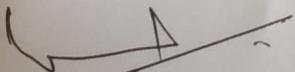
Member Choice Hospitality (India) Pvt. Ltd., Master Franchisee of Choice Hotels International, U.S.A.
www.hoteldvmanor.com

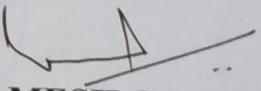
P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10
DEPARTMENT OF BUSINESS ADMINISTRATION



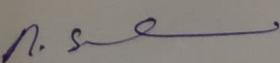
CERTIFICATE

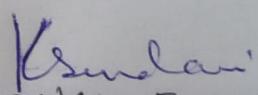
This is to certify that this project work entitled "**A STUDY ON CUSTOMER SATISFACTION AT SAI SWARANA AUTOMOBILES PVT. LTD, VIJAYAWADA**" is a bonafide work of **M. SRIKANTH SWAMY** (Roll No. 202710) submitted to the department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.


K.V. Rameshchandra
Project Guide


Mr. K.V. RAMESH CHANDRA

(Project Guide)
(DY. HOD, Department Business Administration)


[INTERNAL EXAMINER]


[EXTERNAL EXAMINER]

May 10, 2023

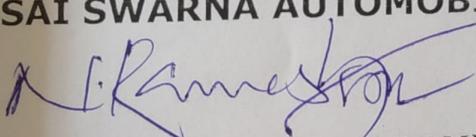
TO WHOM SO EVER IT MAY CONCERN

This is to certify that **Mr.M.Srikanth Swamy** bearing Roll No.202710 from **Parvathaneni Brahmayya Siddhartha College of Arts & Science**, Siddhartha Nagar, Vijayawada - 520 010 has been completed Internship with us for 3 months i.e., from 01/02/2023 to 30/04/2023 at **M/s.Sai Swarna Automobiles Pvt.Ltd.** (Hyundai Range of Cars Division), Ramavarappadu, Vijayawada Rural.

During his tenure (Working Period), we found him a Sincere, Honest, Hardworking, Dedicated Student with a Professional Attitude and Good Job Knowledge. We have further noticed that all Works been completed on time.

Thanking you,

Yours Truly,
for **SAI SWARNA AUTOMOBILES PVT.LTD.**,


(AUTHORIZED SIGNATORY)

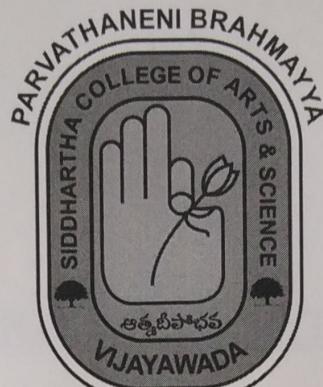
GROUP HR MANAGER – CORPORATE



P.B SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

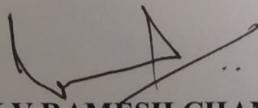
DEPARTMENT OF BUSINESS ADMINISTRATION



Since 1975

CERTIFICATE

This is to certify that this project work entitled "SALES AND DISTRIBUTION MANAGEMENT AT J K FENNER (INDIA) LTD." is a bonafide work of **JULURU AKSHIT KUMAR** (Roll No.202711) submitted to the Department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.



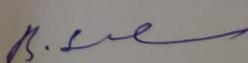
Mr. K.V RAMESH CHANDRA

(Project Guide)

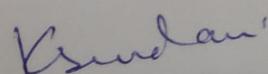


Mr. K. V. RAMESH CHANDRA

(Head of Dept. Of Business Administration)



(INTERNAL EXAMINER)



(EXTERNAL EXAMINER)

Date: 08.05.2023

TO WHOM SO EVER IT MAY CONCERN

This is to certify that JULURU AKSHIT KUMAR, [202711] studying III BBA at P.B SIDDHARTHA COLLEGE OF ARTS AND SCIENCES, VIJAYAWADA has done the project on "SALES AND DISTRIBUTION MANAGEMENT" at our organisation J K FENNER from 01.02.2023 to 06.05.2023.

During this period, he was found very hard working and dedicated towards his work. And he is relieved from his internship with effect from 06.05.2023.

Best Regards,

J K FENNER (INDIA) LTD
Mr. Mallikarjun Reddy
AUTHORIZED SIGNATORY



P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION

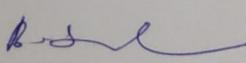


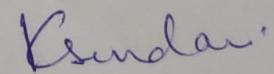
CERTIFICATE

This is to certify that this project work entitled "**A STUDY OF TRAINING AND DEVELOPMENT IN RAHUL ENTERPRISES , VIJAYAWADA**" is a bonafide work of **G.PHANINDRA** (Roll No. 202712) submitted to the department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.


K.V. RAMESH
CHANDRA
(PROJECT GUIDE)


Mr. K.V. RAMESH CHANDRA
(Project Guide)
(DY. HOD, Department Business Administration)


[INTERNAL EXAMINER]


[EXTERNAL EXAMINER]

DATE-30-04-2023

TO WHOM SOEVER IT MAY CONCERN

This is to certify that G.PHANINDRA (202712) studying BBA at P.B.SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA has done the project on "A STUDY OF TRAINING AND DEVELOPMENT" at our organisation from 01.02.2023 to 30.04.2023.

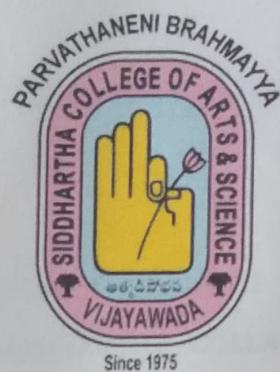
During this period he was found very hard working and dedicated towards his work. And he is relieved from his Internship with effect from 30.04.2023.

Thanking you,

Yours truly,
RAHUL ENTERPRISES.



P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10
DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "A REPORT ON CUSTOMER SATISFACTION AT VARUN MOTORS PVT. LTD." is a bonafide work of K.SATYA VATHI (Roll No. 202714) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

Mr. K.V. RAMESH CHANDRA

(Project Guide)

Mr. K. V. RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

B. S. S.
INTERNAL EXAMINER

K. Sundar
EXTERNAL EXAMINER



VARUN MOTORS PVT. LTD.

AUTHORISED DEALERS FOR MARUTI
Dealer Code : 2603 for 26

MARUTI SUZUKI

Way of Life!

GSTIN : 37AABCV2471Q1ZR

Ref No: - VMPL\HR\PROJECT COMPLETION\2023-01

Date: 09th MAY 2023

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms. KALIDINDI SATYA VATHI (202714)** studing **BBA** of **PARVATHANENI BRAHMAYYA SIDDHARTHA COLLAGE OF ARTS & SCIENCE, VIJAYAWADA**. She successfully completed her PROJECT WORK on CUSTOMER SATISFACTION in our MARKETING Department under the guidance of Mr. DHANIKONDA NAGA RAJU (ASSISTANT MANAGER – SALES)

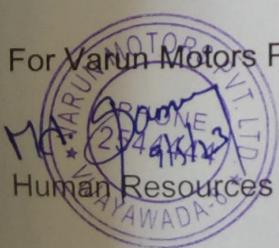
Duration : from – 1st FEB 2023

To – 30th APRIL 2023

During the period she was found very hard working and dedicated towards her work and she is relieved from her internship with effect from 30th APRIL 2023

We wish Ms. KALIDINDI SATYA VATHI all the best in her future endeavors.

For Varun Motors Pvt Ltd



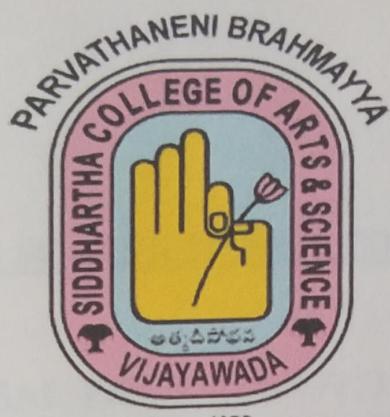
AN ISO :9001 CERTIFIED COMPANY

Number : U50100AP1993PTC016615

48-17-4/1, Ring Road, Vijayawada - 520 008. Ph : 0866-254 4444, 2547676

PB SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA - 10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to Certify that this Project Work Entitled **A STUDY ON PROCUREMENT AND DISTRIBUTION CHANNELS AT KRISHNA DISTRICT COOPERATIVE MARKETING SOCIETY LTD.** is a bonafide work of **E SAI PAVAN (202715)** Submitted to the Department of Business Administration in Partial Fulfilment of Requirement for the Award of Degree of " Bachelor Of Business Administration" by Krishna University.

Mr. K.V.RAMESH CHANDRA
(Project Guide)

Mr. K.V.RAMESH CHANDRA
(Dy. Head of Dept. of Business Administration)

R. S.
[INTERNAL EXAMINER]

Kundan
[EXTERNAL EXAMINER]

GST.NO.37AAABT2461L1Z8

Cell : 9848557497 (BM)

9440263505 (Manager)

e-mail : krishnadcms@gmail.com



THE KRISHNA DISTRICT CO-OPERATIVE MARKETING SOCIETY LTD.,

REGD.NO.G 2996

D.No.29-22-8, Peesapati Vari Street, Suryaraopet, Vijayawada-520002.

.V.D.V. PRASADA RAO, B.Com., PGDCRS

Business Manager

Date :

Project Completion Certificate

Date: 06-05-2023

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **E. SAI PAVAN** (202715) studying **BBA** at **P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA**, has done the project on "**PROCUREMENT AND DISTRIBUTION CHANNELS IN KRISHNA DISTRICT CO-OPERATIVE MARKETING SOCIETY**" at our organization from 01-02-2023 to 06-05-2023

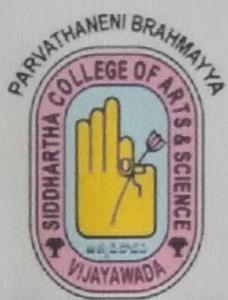
During this period, he was found very hard working and dedicated towards his work and he is relieved from internship with effect from 06-05-2023.

Best Regards,

K.D.C.M.S. LTD., VIJAYAWADA.

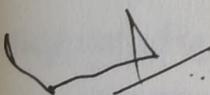
**P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-IO**

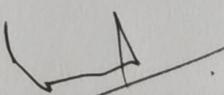
DEPARTMENT OF BUSINESS ADMINISTRATION

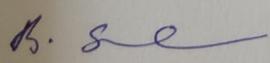


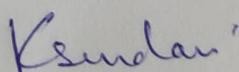
CERTIFICATE

This is to certify that this project work entitled "**CUSTOMER SATISFACTION**" AT RUPA SRI SWATHI COMMUNICATIONS. is a bonafide work of **TATIKONDA.MANOBHIRAM** (ROLL No. 202716) submitted to the Department Of Business Administration in partial fulfillment Of requirement for the award Of Degree Of "Bachelor Of Business Administration" by Krishna University.


**MR. K V. RAMESH
CHANDRA
(Project Guide)**


**MR. K V. RAMESH
CHANDRA
(DY. HOD, Department
Business Administration)**


Internal Examiner


External Examiner

Rupasri swathi communications

Gandhi center main road, gampalagudem ,NTR District 521403

GSTIN :37AFUPV7852G2ZG

Phone: 9948008147

Email: satyam.vasa@gmail.com

TO WHOM SO EVER IT MAY CONCERN

This is to certify that **T.MANOBHIRAM (202716)** studying III BBA at **P.B.SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA** has done the project on "CUSTOMER SATISFACTION" at our organization from 01.02.2023 to 30.04.2023.

During this period he was found very hard working and dedicated towards his work. And he is relieved from his Internship with effect from 30.04.2023

Best regards,

FOR

RUPASRI SWATHI COMMUNICATIONS

V. Satyam

Rupasri swathi communications

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "CUSTOMER SATISFACTION AT LEMON TREE PREMIER" is a bonafide work of K.MARY PRASANTHI (Roll No. 202717) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration by Krishna University.

Mr. K.V. RAMESH CHANDRA

(Project guide)

Mr. K.V. RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

INTERNAL EXAMINER

EXTERNAL EXAMINER

Date: 03-05-2023

TO WHOM SO EVER IT MAY CONCERN

This is to Certify that **Ms. K. Mary Prasanthi D/o K. Suguna Rao** of **P. B. Siddhartha College of Arts & Science, Vijayawada** has Successfully completed her internship in **“Customer Satisfaction”** in Sales & Marketing Department at Lemon Tree Premier, Vijayawada from 01-02-2023 to 30-04-2023.

During this period, she was found very hard working and dedicated towards her work and she is relieved from her internship with effect from 30-04-2023

For Lemon Tree Premier, Vijayawada.
(A Unit of Laila Hotels and Resorts)


B Raju
Assistant HR- Manager

Lemon Tree Premier, Vijayawada
Opp. Sub Collector Office, MG Road, Vijayawada, Andhra Pradesh - 520 002, India
T +91 866 691 9999 | E hi.pvj@lemontreehotels.com

(A unit of Laila Hotels & Resorts Private Limited | CIN:U55101AP2001PTC038022)
Regd Office: Door No. 27-37-1, Canal Guest House Site, Opp. Sub Collector Office, MG Road Krishna District,
Vijayawada, Andhra Pradesh - 520002, India

Central Reservations: +91 9911 701 701 | lemontrreehotels.com

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



Since 1975

CERTIFICATE

This is to certify that this project work entitled "sales management strategies at Kishore agencies. is a bonafide work of K RAHUL BABU (R011 No. 202718) submitted to the Department Of Business Administration in partial fulfillment Of requirement for the award Of Degree Of "Bachelor Of Business Administration" by Krishna University.

K. RAMESH CHANDRA

(Project Guide)

MR. K.V. RAMESH CHANDRA

(Dy. Head Of Dept. Of Business Administration)

B. S. S.

K. S. S.

[INTERNAL EXAMINER]

[EXTERNAL EXAMINER]



Kishore agencies

GSTIN:37AUKPT32952L12W
32-13-53/8/D,gummadivari Street, journalist colony, Vijayawada

Email: Kishoreagencies@gmail.com
Phone : +91 9014751100

Date: 07.05.2023

TO WHOM SO EVER IT MAY CONCERN

This is certify that KOLAKALURI RAHUL BABU ,[202718] studying III BBA at P.B SIDDHARTHA COLLEGE OF ARTS AND SCIENCES , VIJAYAWADA has done the project on **sales management strategies** at our organisation, Kishore agencies from 01.02.2023 to 06.05.2023.

During this period he was found very hard working and dedicated towards his work and he is relieved from his internship with effect from 06.05.2023.



KISHORE AGENCIES MSME

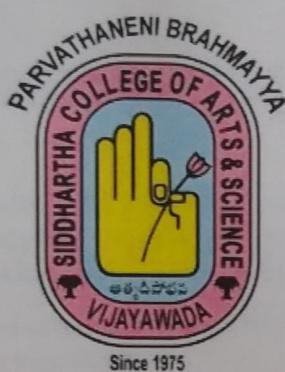
HUBS:

Reg.: 54-17-12, Loyola College Road, 5 Route Road, Varalakshmi Nagar, Vijayawada – 520008.

PHONE: +91 834-0000-839 | EMAIL: director.kishoreagencies@gmail.com

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA - 10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**STUDY ON CUSTOMER SATISFACTION**" AT CHALAM THERMOPACK INDUSTRY is a bonafied work of **B. MURALI KRISHNA (202719)** submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

K.V. Ramesh Chandra
(Project Guide)

Mr. K.V. Ramesh Chandra
(Dy. Head of the Dept of
Business Administration)

Ree.
[Internal Examiner]

Kundan
[External Examiner]

ST No : 37914684488

CHALAM THERMOPACK INDUSTRY

(Manufacturing of Corrugated Boxes & Thermo Cool Sheets)

Plot No : 151, Block No : B9, 2nd Cross, 4th Road, J. Auto Nagar, Vijayawada -7, Tel & Fax : 0866-2542492, Cell : +91-9440173213

Add : Plot No : 127 to 129 & 132 to 134 Industrial Park, Auto Nagar, Nuzvid, Krishna Dist., A.P. Pin : 521201. Cell +91-9246596777

Email : chalamtpi@gmail.com

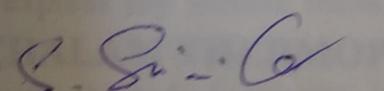
Date : 08.05.2023

TO WHOM SO EVER IT MAY CONCERN

This is to certify that B MURALI KRISHNA. (202719) studying IIIrd BBA at P.B SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA has done the project on CUSTOMER SATISFACTION at our organisation Chalam Thermo Pack Industry from 01.02.2023 to 06.05.2023.

During this period he was found very hard working and dedicated towards his work and he is relieved from his Internship with effect from 06.05.2023.

Best Regards,


CHALAM THERMO PACK INDUSTRY.


P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**RETAIL MANAGEMENT**"
AT SRI VAMSI MEDICALS PVT.LTD. is a bonafide work of **VAMSI .CH**
(R011 No. 202720) submitted to the Department Of Business Administration in
partial fulfillment Of requirement for the award Of Degree Of "Bachelor Of
Business Administration" by Krishna University.

K.V. RAMESH CHANDRA

(project guide)

MR. K.V. RAMESH CHANDRA

(Dy. Head Of Dept. Of Business administration)

R. S. S.
[INTERNAL EXAMINER]

K. S. S.
[EXTERNAL EXAMINER]

SRI VAMSI MEDICALS

GSTIN:37AONPK0033N1ZM

Pedavutapalli, Unguturu, 521286.

Email: srivamsimedicals1@gmail.com
Phone : +91 91332 27416

Date: 08.05.2023

TO WHOM SO EVER IT MAY CONCERN

This is certify that **CHEBATHINA VAMSI , [202720]** studying **III BBA** at **P.B SIDDHARTHA COLLEGE OF ARTS AND SCIENCES , VIJAYAWADA** has done the project on **RETAIL MANAGEMENT** at our organisation **SRI VAMSI MEDICALS** from 01.02.2023 to 06.05.2023.

During this period he was found very hard working and dedicated towards his work and he is relieved from his internship with effect from 06.05.2023.

Best regards,

CH. Suresh

Sri Vamsi medicals

SRI VAMSI MEDICALS

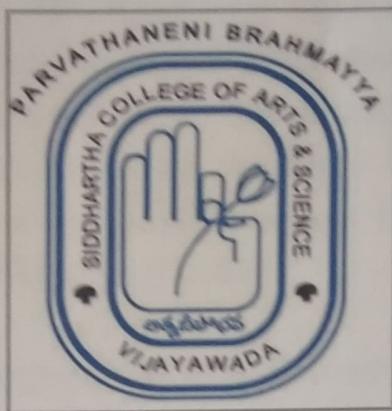
Beside Dr. PSIMS HOSPITAL

Peddavutapalli

Krishna (Dt.) Cell-91332274 .

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "A SURVEY ON BUSINESS DEVELOPMENT STRATEGY AT DAWNLIGHT BUSINESS SERVICES (APLIFY)." is a bonafide work of B. NAVEEN SAI (Roll No. 202721) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration by Krishna University.

V. Mr. Rajani

Mrs. V.G.V. RAJANI

(Project guide)

K. V. Ramesh Chandra

Mr. K.V. RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

B. S. S.
[INTERNAL EXAMINED]

K. S. S.
[EXTERNAL EXAMINED]

Date: 02.05.2023

CERTIFICATE

This is to certify that **Mr. Bandaaru Naveen Sai**, a student of BBA, having Roll No. 202721, from Parvathaneni Brahmayya Siddhartha College of Arts & Science, Vijayawada, has successfully completed Internship Training Program/ Project Work on the topic "**A Study on Business Development Strategy**" at Dawnlight Business Services Private Limited, Vijayawada from **01.02.2023** to **30.04.2023**.

Through-out the program, his overall conduct and attitude towards work was satisfactory. He was hardworking, punctual and committed in carrying out his assessments.

We wish him all the best for his future endeavours.



Flat No. 105, Anirudh Enclave, Rajula Bazar, Ramavarappadu, Vijayawada, Krishna (Dist), Andhra Pradesh - 521108



+91 9205454579



www.aplify.in



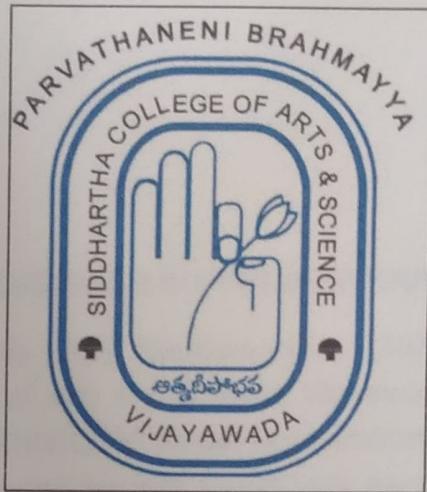
info@aplify.in



CIN NO. U72900AP2021PTC119598

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**CONSUMER BUYING BEHAVIOUR IN K. K. S. ORGANICS**" is a bonafide work of **GADDAM TARUN (Roll No. 202722)** submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration by Krishna University.

V.G.V.Rajani
Mrs. V.G.V.RAJANI

(Project guide)

K.V.Ramesh Chandra
Mr. K.V.RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

R. S. S.
INTERNAL EXAMINEE

K. S. S.
EXTERNAL EXAMINEE

K. K. S. ORGANICS

Admn Office & Factory : B6, Industrial Estate, Patancheru - 502 319, Sangareddy Dist. Telangana.

Date.....
Date: 06/05/2023

To

The Head of Department Parvathaneni Brahmya Siddhartha College of Arts & Science.

Siddhartha Nagar,

Vijayawada – 502010.

Respected sir,

Sub: Project work on “CUSTOMER BUYING BEHAVIOUR”

This is to certify that Gaddam.Tarun (202722) Studying BBA at P.B.Siddhartha College of Arts and Science, Vijayawada. Has done project on “CUSTOMER BUYING BEHAVIOUR” At our organization from 01.02.2023 to 06th 05.2023 during this period he was found very hard working and dedicated towards his work. And he is relieved from 6th May 2023.

Student name

Reg No.

Gaddam Tarun

202722

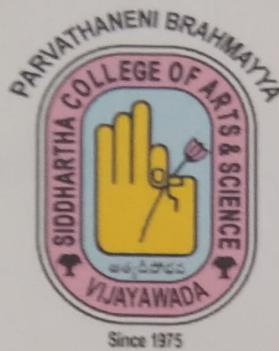
Thanking you,

For KKS Organics

T. Siva Reddy
Manager,



P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE
(AUTONOMOUS)
Vijayawada – 520010



DEPARTMENT OF ("BACHELOR OF BUSINESS ADMINISTRATION")
CERTIFICATE

This is certified that this is a project work entitled "A STUDY ON JOB SATISFACTION WITH REFERENCE TO GOLDMEDAL ELECTRICALS PVT.LTD. is a bonafide work of **HARSHITHA KOTTAMASU**(202725) for the partial fulfillment of the requirement for the award of the Bachelor of Business Administration degree as part of the curriculum during the academic year 2021 – 2022.

Date:

N. G. S. Rajani
Lecturer in charge:

A. S. S.
Examiner (Internal)

Head of the Department:

K. S. S.
External Examiner

Date: 08-05-2023

To

K.V.RAMESH CHANDRA
Head of the Department,
P.B. Siddhartha College of Arts & Science,
Vijayawada

Dear Sir,

Sub: Completion of Project work.

We are pleased to inform you that Ms. Harshitha Kottamasu (Roll no:202725) III BBA(General) student of your college has completed her project work in HR department on the topic "A study on Job satisfaction of employees" for the period from 01-02-2023 to 06-05-2023 in our organization. And she is relieved from her internship with effect from 06-05-2023.

During her tenure with us we found her sincere and hardworking.

Regards,

For GOLDMEDAL ELECTRICALS PVT. LTD.

AI4/14/1
DIRECTOR



P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10
DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**A REPORT ON RECRUITMENT AND SELECTION AT FORTUNE MURALI PARK, VIJAYAWADA**" is a bonafide work of **MUNAGALA VINAY** (Roll No. 202726) submitted to the department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

Mrs. V.G.V. Rajani
Mrs. V.G.V. RAJANI
(Project Guide)

Mr. K.V. Ramesh Chandra
Mr. K.V. RAMESH CHANDRA
(DY. HOD, Department Business Administration)

B. S. S.
[INTERNAL EXAMINER]

K. S. S.
[EXTERNAL EXAMINER]

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **M.VINAY (202726)** studying BBA at **P.B.SIDDHARTHA COLLEGE OF ARTS AND SCIENCES, VIJAYAWADA** has done the project on "**RECRUITMENT AND SELECTION**" at our organisation from **01.02.2023 to 30.04.2023**.

During this period he was found very hard working and dedicated towards his work. And he is relieved from his Internship with effect from **30.04.2023**.



H. S. Shekhar

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**TRAINING AND DEVELOPMENT AT LEMON TREE PREMIER**" is a bonafide work of **N.SUSHMA CHANDANA**(Roll No. 202717) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration by Krishna University.

V.G.Rajani

Ms.V.G.V.RAJANI

(Project guide)

[Signature]

Mr. K.V.RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

R. S. S.
INTERNAL EXAMINER

K. Kundan
EXTERNAL EXAMINER

Date: 03-05-2023

TO WHOM SO EVER IT MAY CONCERN

This is to Certify that **Ms. N. Sushma Chandana D/o N. Naresh** of **P. B. Siddhartha College of Arts & Science, Vijayawada** has Successfully completed her internship in "**A Study on Training & Development**" in Human Resources Department at Lemon Tree Premier, Vijayawada from 01-02-2023 to 30-04-2023.

During this period, she was found very hard working and dedicated towards her work and she is relieved from her internship with effect from 30-04-2023

**For Lemon Tree Premier, Vijayawada.
(A Unit of Laila Hotels and Resorts)**

B Raju
Assistant HR- Manager



The seal is circular with the text "LEMON TREE PREMIER" at the top and "VIJAYAWADA" at the bottom, separated by stars. There is a handwritten signature "B Raju" over the seal.

Lemon Tree Premier, Vijayawada

Opp. Sub Collector Office, MG Road, Vijayawada, Andhra Pradesh - 520 002, India

T +91 866 691 9999 | E hi.pvj@lemontreehotels.com

(A unit of Laila Hotels & Resorts Private Limited | CIN:U55101AP2001PTC038022)
Regd Office: Door No. 27-37-1, Canal Guest House Site, Opp. Sub Collector Office, MG Road Krishna District, Vijayawada, Andhra Pradesh - 520002, India

Central Reservations: +91 9911 701 701 | lemontrreehotels.com

**P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10**

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**CUSTOMER SATISFACTION" AT FRIENDLY COMMUNICATIONS.**" is a bonafide work of **VASA.KRISHNA SAI CHARAN GUPTHA** (ROLL No. 202729) submitted to the Department Of Business Administration in partial fulfillment Of requirement for the award Of Degree Of "Bachelor Of Business Administration" by Krishna University.

Mrs. V.G.V. Rajani
Mrs. V.G.V. RAJANI
(Project Guide)

Ramesh Chandra
**MR. K V. RAMESH
CHANDRA
(DY. HOD, Department
Business Administration)**

B. S. S.
[INTERNAL EXAMINER]

K. S. S.
[EXTERNAL EXAMINER]

FRIENDLY COMMUNICATIONS

Main road gandhi center, Airtel office opposite,gampalagudem, 521403.

Phone:9666447805

Email:pagadala847@gmail.com

GSTIN :37ENEPP4949A1ZU

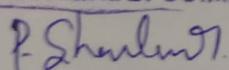
TO WHOM SO EVER IT MAY CONCERN

This is to certify that **V.KRISHNA SAI CHARAN GUPTHA (202729)** studying **III BBA** at **P.B.SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA** has done the project on **"CUSTOMER SATISFACTION"** at our organization from 01.02.2023 to 30.04.2023.

During this period he was found very hard working and dedicated towards his work. And he is relieved from his Internship with effect from 30.04.2023

Best regards,

For: FRIENDLY COMMUNICATIONS

 P. Sharanya Proprietor

Friendly communications

P B SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA – 10
DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled – “**STUDY OF LEAD GENERATION MANAGEMENT**” at **LI BLOCKS PVT LTD** is a bonafide work of **BHARGAVI.K** (202731) submitted to the Department of Business Administration impartial fulfillment of requirement for the award of degree of “**Bachelor of Business Administration**” by Krishna University.

V.G.V. Rajani
Mrs. V.G.V. RAJANI

(Project Guide)

Mr. K.V. RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

P.S. Ch
INTERNAL EXAMINER

K. Gundeti
EXTERNAL EXAMINER



Date: 08Th May 2023

To

K.V RAMESH CHANDRA
Head of the Department,
P.B Siddhartha College of Arts & Science,
Vijayawada.

Dear Sir,

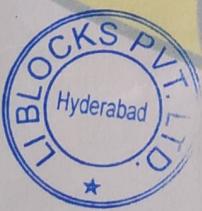
Sub: **Completion of Project work.**

We are pleased to inform you that Ms. K. Bhargavi (Roll No: 202731) III BBA student of your college has completed her project work in functional area "**Marketing**" on the topic "**Lead generation management**" for the period from **01-feb-2023 to 06-may-2023** in Our organization.

During her tenure with us we found her sincere and hardworking.

Yours Sincerely

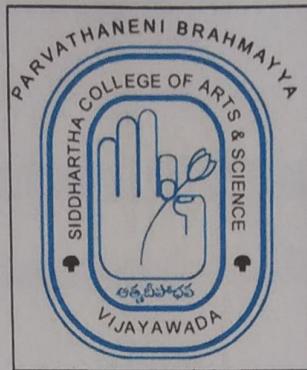
Authorized Signatory



LI Blocks Pvt Ltd

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**A SURVEY ON SALES STRATEGIES AT SWACCH FOODS PRIVATE LIMITED.**" is a bonafide work of **K. VIJAYESWARA KRISHNA SWAMY (Roll No. 202732)** submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration by Krishna University.

Mrs. V. G. V. Rajani
Mrs. V. G. V. RAJANI

(Project guide)

Mr. K. V. Ramesh Chandra
Mr. K. V. RAMESH CHANDRA

(Dy. Head of Dept. Business Administration)

B. S. S.
[INTERNAL EXAMINER]

K. S. S.
[EXTERNAL EXAMINER]



Door No: 40 – 5 – 8, Tikkle Road,
Mogalrajpuram, Vijayawada – 10 .

+ 91 9334686868
swacchfoods@gmail.com



CERTIFICATE OF INTERNSHIP

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. K. Vijayesara Krishna Swamy** of **Parvathaneni Brahmayya Siddhartha College of Arts & Science** as completed his Internship with us from **February 1st 2023** to **April 30th 2023**. During the course of Internship, he has completed the project **Sales Strategies** under the guidance of **B. Manjusha**.

During the Course of Internship we found him to be hardworking diligent and sincere.

And he is relieved from his internship with effect from 30-04-2023.

We wish him the best in his future endeavours.

Regards,

Dharani Krishna Kantheti
Managing Partner

Signature: D.K.K

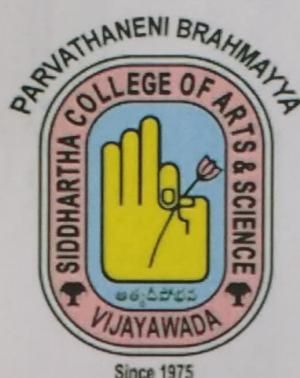
Stamp:



**P.B SIDDHARTHA COLLEGE OF ARTS & SCIENCE
(AUTONOMOUS)**

VIJAYAWADA - 520010

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "A REPORT ON TRAINING & DEVELOPMENT: A VITAL INSTRUMENT TO BOOST EMPLOYEES' PERFORMANCE" is a bonafide work of **SAHAJ S TEWANI** (Roll No. 202733) submitted to the Department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

V. G. V. Rajani
Mrs. V.G.V RAJANI

(Project Guide)

K. V. Ramesh Chandra
Mr. K. V. RAMESH CHANDRA

(Head of Dept. Of Business Administration)

B. S. S.
INTERNAL EXAMINER

K. S. S.
EXTERNAL EXAMINER



Reliance Retail

Date 04.05.2023

CERTIFICATE OF INTERNSHIP

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms. Sahaj Tewani** of **Parvathaneni Brahmayya Siddhartha College of Arts & Science** has completed her internship with us from **February 01, 2023 to April 28, 2023**. During the course of her internship, she has successfully completed the project **Benchmarking Digitalization of Campus Hiring** under the guidance of **Ms. Pramilaa Salian**.

During the course of internship, we found her to be hard working, diligent and sincere.



Reference code 50133654

We wish her the best in all her future endeavours.

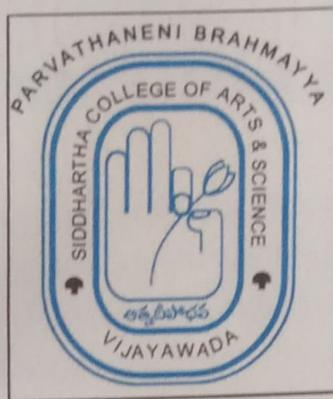
Ms. Chitra Padmanabhan

HR Head

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**A SURVEY ON OMNICHANNEL MARKETING AT DESCASA HOME DÉCOR ONLINE PRIVATE LIMITED.**" is a bonafide work of **GAUTHAM BHANDARI (Roll No. 202734)** submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration by Krishna University.

V.G.V.Rajani
Mrs. V.G.V.RAJANI
(Project Guide)

Mr. K.V.RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

B.S.L.
[INTERNAL EXAMINER]

Kundan
[EXTERNAL EXAMINER]

Descasa Home Décor Online Private Limited

CIN - U52300KA2012PTC063451

Project Completion Certificate

Date: 06-05-23

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **GAUTHAM BHANDARI** (202734) studying **BBA** at **P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA**, has done the project on "**OMNICHANNEL MARKETING**" at our organization from 01-02-2023 to 06-05-2023

During this period, he was found very hard working and dedicated towards his work and he is relieved from internship with effect from 06-05-2023.

Best Regards,

For Descasa Home Décor Online Private Limited



ABHISHEK PACHISIA

Director

P B SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA – 10
DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this Project Work entitled — **A REPORT ON MARKETING STRATEGIES AT OAKYA SOLUTIONS PVT. LTD.** is a bonafide work of **PRIYAL JAIN (202735)** submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of **“Bachelor of Business Administration”** by Krishna University.

v.G.v.Rajani

Mrs. V.G.V. RAJANI
(Project Guide)

K.V.Ramesh Chandra

Mr. K.V.RAMESH CHANDRA
(Dy. Head of Dept. of Business Administration)

B. S. S.

INTERNAL EXAMINER

K. S. S.

EXTERNAL EXAMINER



OAKYA SOLUTIONS PRIVATE LIMITED

Date: 06-05-23

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **PRIYAL JAIN** (202735) studying **BBA** at **P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA**, has done the project on "**MARKETING STRATEGIES**" at our organization from 01-02-2023 to 06-05-2023

During this period, she was found very hard working and dedicated towards her work and she is relieved from her internship with effect from 06-05-2023.

Best Regards,



59-2-1/1, BEHIND AMMA KALYANA MANDAPAM, 1ST LANE, ASHOK NAGAR, VIJAYAWADA

KRISHNA - 520010, ANDHRA PRADESH - INDIA

CIN: U72900AP2020PTC116907

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISITRATION



CERTIFICATE

This is to certify that this project work entitled "**CONSUMER PERCEPTION AND PRODUCT PREFERENCE**" at **SWARN SRI GOLD & DIAMOND PVT.LTD.** is a bonafide work of **JASHRAJ**,(Regd. No. 202737) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.


V. G. V. RAJANI

(Project Guide)



Mr. K.V. RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)


[INTERNAL EXAMINER]


[EXTERNAL EXAMINER]



SWARN SRI
GOLD & DIAMONDS PVT LTD

TO WHOM SOEVER IT MAY CONCERN

I am writing to certify that Jashraj Hundia (202737) studying BBA at P.B SIDDARTHA COLLEGE OF ARTS & SCIENCE, VUAYAWDA has done the project on consumer perception and product preference at our organization from 1st february 2023 to 6th may 2023.

During this period he was found very hard working and dedicated towards his work and he is relieved from his internship with effect from 6th may 2023

Best regards,



SWARN SRI GOLD & DIAMONDS PVT LTD

VIJAYAWADA | HYDERABAD

139-9-32, Near Balaji Temple, Balaji Temple Lane, Labbipet, Topaz Building, Ground Floor, Punjagutta Officers Colony, M.G. Road, Vijayawada-520010. | A.P. | India. | Punjagutta, Hyderabad-500082. | T.S. | India.

0866-2474133, 2475133 | info@swarnsr.com | www.swarnsr.com

9393891000 | www.facebook.com/swarnsrigoldanddiamonds

**P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
(AUTONOMOUS)
VIJAYAWADA-10**

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "CUSTOMER BUYING BEHAVIOUR WITH SPECIAL REFERENCE TO PADMAJA MOTORS PVT. LTD." is a bonafide work of **ZEHARA FATHIMA SHAIK**(Roll No. 202739) submitted to the Department of Business Administration in partial fulfilment of the requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

V.G. Rajini

Mrs. V.G.V.RAJINI

(Project guide)

K. V. Ramesh Chandra

Mr. K. V. RAMESH CHANDRA

(Head of Dept. of Business Administration)

R. S.
INTERNAL EXAMINER

K. Sundar
EXTERNAL EXAMINER

CERTIFICATE OF PROJECT COMPLETION

This is to certify that Ms. ZEHARA FATHIMA SHAIK (Roll. No.202739) studying BBA, at P.B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, Vijayawada, has successfully completed her project on the topic "CUSTOMER BUYING BEHAVIOUR" at our organisation during the period of 01.02.2023 to 06.05.2023.

During her tenure with us, we found her sincere and hardworking and she is relieved from her internship with effect from 06.05.2023

We wish her all the best for her future endeavours.

Yours Sincerely,

Z. Zehara Shy
16/5/23
Authorized Signatory



PADMAJA MOTORS PRIVATE LIMITED

M.G. Road, Labbipet, VIJAYAWADA - 520 010

TIN : 37240194445 Phone : 0866 -2474060, 2476818

E-mail : pccmgroad@gmail.com

P.B. SIDDHARTHA COLLEGE OF ARTS &
SCIENCE VIJAYAWADA-10
DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**EMPLOYEE JOB SATISFACTION**" AT **PADMAJA MOTORS PVT LTD.**" is a bonafide work of **A. SATYA** (Roll No-202740) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

V.G.V. Rajani

Mrs. V.G.V RAJANI

(Project guide)

K. V. Ramesh Chandra

Mr. K. V. RAMESH CHANDRA
(Head of Dept. of Business Administration)

Asst.
INTERNAL EXAMINER

K. S. Chandan
EXTERNAL EXAMINER

CERTIFICATE OF PROJECT COMPLETION

This is to certify that **Ms. SATYA.AKULA (Roll. No.202740)** studying BBA, at **P.B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, Vijayawada**, has successfully completed her project on the topic **"EMPLOYEE JOB SATISFACTION"** at our organisation during the period **of 01.02.2023 to 06.05.2023**.

During her tenure with us, we found her sincere and hardworking and she is relieved from her internship with effect from **06.05.2023**

We wish her all the best for her future endeavours.

Yours Sincerely,

J. Akula *16/5/23*
Authorized Signatory



PADMAJA MOTORS PRIVATE LIMITED

M.G. Road, Labbipet, VIJAYAWADA - 520 010

TIN : 37240194445 Phone : 0866 -2474060, 2476818

E-mail : pccmgroad@gmail.com

P. B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "A REPORT ON HR TRAINING AND DEVELOPMENT AT SWACCH FOODS, VIJAYAWADA." is a bonafide work of **E.SAI KIRAN** (Roll No. 202741) submitted to the Department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

V. G. V. Rajani

V. G. V. RAJANI

(Project Guide)

K. V. Ramesh Chandra

Mr. K.V.RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

B. S. I.
[INTERNAL EXAMINER]

Kundan
[EXTERNAL EXAMINER]



Door No: 40 – 5 – 8, Tikkle Road,
Mogalrajpuram, Vijayawada – 10.

+ 91 9334686868
swacchfoods@gmail.com



CERTIFICATE OF INTERNSHIP

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. Erri Sai Kiran** of **Parvathaneni Brahmayya Siddhartha College of Arts & Science** as completed his Internship with us from **February 1st 2023** to **April 30th 2023**. During the course of Internship, he has completed the project **HR Training and Development** under the guidance of **B. Manjusha**.

During the Course of Internship we found him to be hardworking diligent and sincere.

And he is relieved from his internship with effect from 30-04-2023.

We wish him the best in his future endeavours.

Regards,

Dharani Krishna Kantheti

Managing Partner

Signature: D.K.K

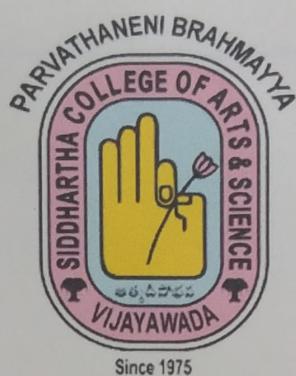
Stamp:



P B SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA – 10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**A STUDY OF CONCEPTUAL FRAMEWORK ON HRM**" AT **OAKYA SOLUTIONS PVT LTD.** is a bonafide work of **Aavantika Jain (202743)** submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

Chennai 26/5/23
Mr. K. VIJAY
(Project Guide)

Mr. K.V.RAMESH CHANDRA
(Dy. Head of Dept. of Business Administration)

R.S
INTERNAL EXAMINER

Kundan
EXTERNAL EXAMINER



OAKYA SOLUTIONS PRIVATE LIMITED

Date: 06-05-23

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **AAVANTIKA JAIN** (202743) studying **BBA** at **P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA**, has done the project on "**CONCEPTUAL FRAMEWORK ON HRM**" at our organization from 01-02-2023 to 06-05-2023

During this period, she was found very hard working and dedicated towards her work and she is relieved from her internship with effect from 30-04-2023.

Best Regards,

V. Ravu

59-2-1/1, BEHIND AMMA KALYANA MANDAPAM, 1ST LANE, ASHOK NAGAR, VIJAYAWADA
KRISHNA - 520010, ANDHRA PRADESH - INDIA

CIN: U72900AP2020PTC116907

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is certified that this is a project work entitled "A STUDY ON JOB SATISFACTION WITH REFERENCE TO LI BLOCKS PVT.LTD. is a bonofide work of **A. BABY JWALITHA(202744)** for the partial fulfillment of the requirement for the award of the Bachelor of Business Administration degree by Krishna university

Chennai 26/5/23
Mr. K. VIJAY
(Project guide)

[Signature]
Mr. K.V. RAMESH CHANDRA
(Head of Dept.of Business Administration)

B. S. S.
INTERNAL EXAMINER

K. S. S.
EXTERNAL EXAMINER



Date: 08th May 2023

To

K.V RAMESH CHANDRA
Head of the Department,
P.B Siddhartha College of Arts & Science,
Vijayawada.

Dear Sir,

Sub: Completion of Project work.

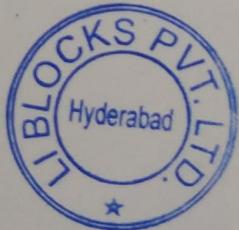
We are pleased to inform you that Ms. A Baby Jwalitha (Roll No: 202744) III BBA student of your college has completed her project work in functional area on "Human Resources" on the topic " Job Satisfaction" for the period from 01-feb-2023 to 06-may-2023 in Our organization.

During her tenure with us we found her sincere and hardworking.

Yours Sincerely


Authorized Signatory

LI Blocks Pvt Ltd



DEPARTMENT OF BUSINESS ADMINISTRATION
P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
(AUTONOMOUS)
VIJAYAWADA-520010



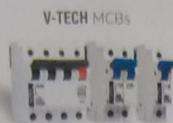
This is to certify that this project work entitled "**A REPORT ON CUSTOMER SATISFACTION**" WITH REFERENCE TO "**VIMAL ELECTRICALS**" is a bonafide work of **BHUMIKA. P. KUHAD (202746)** submitted to the Department of Business Administration in partial fulfilment of requirement for the award of Degree of "**Bachelor of Business Administration**" by Krishna University.

Copy made 28/5/23
Mr. K. VIJAY
(Project Guide)

Mr. K.V. RAMESH CHANDRA
(Head of Dept. Of Business Administration)

B. S. S.
(INTERNAL EXAMINER)

K. S. S.
(EXTERNAL EXAMINER)



Date: 06-05-2023

To,
K.V. RAMESH CHANDRA
Head of the Department
P.B. Siddhartha College of Arts & Science
Vijayawada

Dear Sir,

Sub: Completion of Project work.

We are pleased to inform you that Ms. Bhumika. P. Kuhad (Roll.no: 202746) III BBA (General) student of your college has completed her project work in Marketing Department on the topic “A study on Customer Satisfaction” for the period from 01-02-2023 to 06-05-2023 in our organisation.

And she is relieved from her internship with effect from 06-05-2023

During her tenure with us we found her sincere and hardworking.

Best Regards,



For VIMAL ELECTRICALS

Sanjay K. S.
PROPRIETOR

SOLANKI INDUSTRIES PVT.LTD.

22/180, Motilal Nagar-1
MOREGAON(W), MUMBAI-104, INDIA
E-mail: info@vimalswitches.com
www.vimalswitches.com

VIMAL ELECTRICALS (SC)

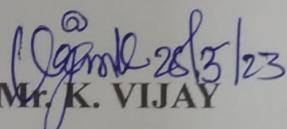
#11-63-31, Brahmin Street
Vijayawada-520 001, Andhra Pradesh, INDIA
E-mail: vimalelectricals1977@gmail.com
www.vimalswitches.com

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10
DEPARTMENT OF BUSINESS ADMINISTRATION

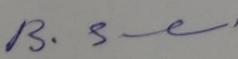


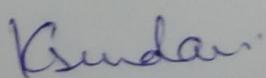
CERTIFICATE

This is certified that this is a project work entitled "**A STUDY ON MARKETING STRATEGY WITH REFERENCE TO GOLDMEDAL ELECTRICALS**", is a bonafide work of **VARSHA. A. JAIN (202747)** for the partial fulfilment of the requirement for the award of the Bachelor of Business Administration degree by Krishna University.


Mr. K. VIJAY
(Project Guide)


Mr. K. V. RAMESH CHANDRA
(Head of Dept. Of Business Administration)


B. S. S.
(INTERNAL EXAMINER)


K. S. S.
(EXTERNAL EXAMINER)

GOLDMEDAL ELECTRICALS PRIVATE LIMITED

A-301, Kemp plaza, Chincholi Bunder Road, Above Bank of Baroda, Malad (W) Mumbai-400064

Date: 06-05-2023

To
K.V.RAMESH CHANDRA
Head of the Department,
P.B. Siddhartha College of Arts & Science
Vijayawada

Dear Sir,

Sub: Completion of Project work.

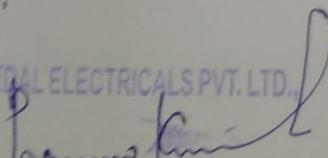
We are pleased to inform you that Ms. Varsha A Jain (Roll no: 202747) III BBA (General) student of your college has completed her project work in Marketing department on the topic "A study on Marketing Strategies" for the period from 01-02-2023 to 06-05-2023 in our organization.

And she is relieved from her internship with effect from 06-05-2023.

During her tenure with us we found her sincere and hardworking.

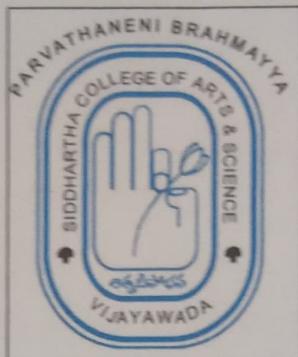
Regards,

For GOLDMEDAL ELECTRICALS PVT. LTD.


P. K. Dhanbarse
DIRECTOR



P B SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA – 10
DEPARTMENT OF BUSINESS ADMINISTRATION



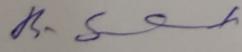
CERTIFICATE

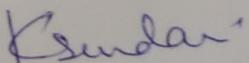
This is to certify that this project work entitled **A REPORT ON EMPLOYEE SATISFACTION AT JR JEWELLERS PVT. LTD.** Is a bonafide work of **AARAV (202748)** submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of Bachelor of Business Administration by Krishna University.

Mr. K. VIJAY
(Project Guide)


Mr. K.V. RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)


[INTERNAL EXAMINER]


[EXTERNAL EXAMINER]

lo. : 37074266252

Sri Nakoda parshwanthaya Namah
Sri Nakoda Bhairavaya Namah

DINESH KUMAR JAIN
Cell : 93952 74515



J.R. Jewellers Pvt. Ltd.,

91.6 KDM JEWELLERS & ORDER SUPPLIERS

E-mail : jrjewellers@gmail.com

Shop No. 18, Vijay Commercial Complex, J.D. Hospital Road, Governorpet, Vijayawada - 2

Ph. : 0866-2574514

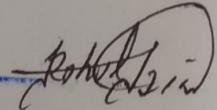
Project Completion Certificate

Date: 30-04-23

TO WHOM SOEVER IT MAY CONCERN

This is to certify that AARAV (202748) studying BBA at P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA, has done the project on "EMPLOYEE SATISFACTION" at our organization from 01-02-2023 to 30-04-2023

During this period, he was found very hard working and dedicated towards his work and he is relieved from internship with effect from 30-04-2023.


Best Regards,



P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

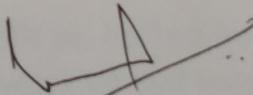
DEPARTMENT OF BUSINESS ADMINISTRATION

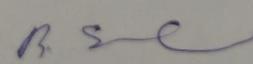


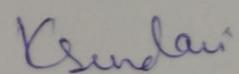
CERTIFICATE

This is certified that this is a project work entitled "**A STUDY ON CUSTOMER SATISFACTION WITH REFERENCE TO SAMRAJYA THE SILVER KINGDOM**" is a bonafide work of **DARSHAN.JAIN (202749)** for the partial fulfilment of the requirement for the award of the Bachelor of Business Administration degree by Krishna University.

Mr. K. VIJAY
(Project Guide)


Mr. K.V. RAMESH CHANDRA
(Head of Dept. Of Business Administration)


B.S.C.
(INTERNAL EXAMINER)


K. Suresh
(EXTERNAL EXAMINER)

Date: 23/05/2023

TO WHOM IT MAY CONCERN

This is to certify that Mr Darshan Jain, Roll No: 202749 a student of the Parvathaneni Brahmaya Siddhartha college of Arts & Science- Vijayawada has completed a internship in the field of Marketing Management from 1/02/2023- 30/04/2023 under the guidance of Mr Nagaraju Jalli.

His internship activities include familiarization with all the departments, their operations and process along with a management overview involved in the production process of the organization.

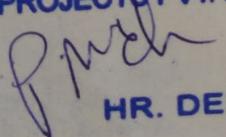
During the period of her/ his internship program with us, he had been exposed to different processes and was found diligent, hardworking and inquisitive.

We wish him every success in his life and career.

For Truline Projects Private Limited.

Authorised Signature

For TRULINE PROJECTS PVT. LTD.

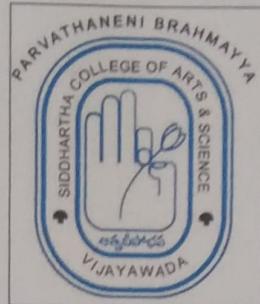


P. N. Reddy

HR. DEPT.



P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10
DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**A STUDY ON CUSTOMER SATISFACTION**" WITH REFERENCE TO **RAJ ELECTRICALS** is a bonafide work of **DIYA GUPTA (Roll No. 202750)** submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration by Krishna University.

Ugpal 28/5/23
Mr. K VIJAY
(Project guide)

Mr. K.V.RAMESH CHANDRA
(Dy. Head of Dept. of Business Administration)

B. E
(INTERNAL EXAMINER)

Ksundari
(EXTERNAL EXAMINER)

Project Completion Certificate

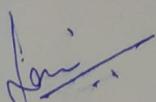
Date: 06-05-23

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **DIYA GUPTA** (202750) studying **BBA** at **P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA**, has done the project on "**CUSTOMER SATISFACTION**" at our organization from 01-02-2023 to 06-05-2023

During this period, she was found very hard working and dedicated towards her work and she is relieved from internship with effect from 06-05-2023.

Best Regards,



TIN : 28760146930

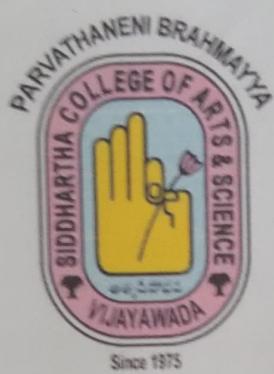
CST NO. VJ1-04-02-5491 / 21-10-96

AN ISO 9001-2000 CERTIFIED COMPANY

P.B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "AN EMPIRICAL STUDY ON EMPLOYEE WELFARE SCHEMES AT VTPS." is a bonafide work of D. KUNDANA SREE (Roll No. 202751) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

Mr. K. VIJAY

(Project guide)

Mr. K. V. RAMESH CHANDRA

(Head of Dept. of Business Administration)

R. S.
INTERNAL EXAMINER

Kundan
EXTERNAL EXAMINER



ISO-9001:2000
UNIT

**Dr. Narala Tata Rao Thermal
Power Station**
ANDHRA PRADESH
POWER GENERATION CORPORATION LTD.
IBRAHIMPATNAM, KRISHNA (Dt.), (Andhra Pradesh)
Phone No. : 0866 - 2882203 Fax: 0866 - 2882365
e-Mail : vjwcevtps@sancharnet.in

Certificate of Project Completion

This is to certify that Ms. D. KUNDANA SREE bearing Roll.No.202751, BBA, Final year student of P.B. Siddhartha College of Arts & Science, Vijayawada, NTR District - 521 002 has successfully completed her project on **"An Empirical Study on Welfare Schemes"** with reference to Dr. NTPS as part of the academic curriculum in our organization.

She has done the project during the period of **01.02.2023 to 30.04.2023** under the guidance of U. Sreenivasa Rao, General Manager (HR) in Dr. NTPS, Ibrahimpatnam.

Her performance is satisfactory during the above period.

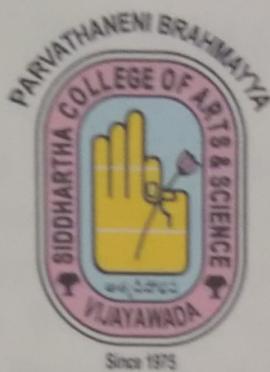
We wish all the best in her future endeavors.


GENERAL MANAGER (HR)
Dr. NTPS, APGENCO. LTD.,
IBRAHIMPATNAM-521 456.

DEPARTMENT CERTIFICATE

P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE
(AUTONOMOUS)

Vijayawada – 520010



DEPARTMENT OF ("BACHELOR OF BUSINESS ADMINISTRATION") CERTIFICATE

This is certified that this is a project work entitled "A STUDY ON CONSUMER BEHAVIOUR" with reference to the Aplify is a bonfide work Of A. RAKESH BABU (202752) for the partial fulfillment of the requirement for the award of the Bachelor of Business Administration degree as part of the curriculum during the academic year 2022 - 2023.

Mr. K. VIJAY
(Project Guide)

Mr. K.V. RAMESH CHANDRA
(Head of the Dept. of Business Administration)

Examiner

R. S. C.
INTERNAL EXAMINER

K. S. S. C.
EXTERNAL EXAMINER

Date: 02.05.2023

CERTIFICATE

This is to certify that **Mr. Areti Rakesh Babu**, a student of BBA, having Roll No. 202752, from Parvathaneni Brahmayya Siddhartha College of Arts & Science, Vijayawada, has successfully completed Internship Training Program/ Project Work on the topic "**A Study on Consumer Behaviour**" at Dawnlight Business Services Private Limited, Vijayawada from **01.02.2023** to **30.04.2023**.

Through-out the program, his overall conduct and attitude towards work was satisfactory. He was hardworking, punctual and committed in carrying out his assessments.

We wish him all the best for his future endeavours.



Flat No. 105, Anirudh Enclave, Rajula Bazar, Ramavarappadu, Vijayawada, Krishna (Dist), Andhra Pradesh - 521108



+91 9205454579



www.aplify.in



info@aplify.in



CIN NO. U72900AP2021PTC119598

P B SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA – 10

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled “**A STUDY OF MARKETING MIX**” AT **ISIKA PHARMA PVT LTD.** is a bonafide work of **Aaryan Jain** (202753) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of “Bachelor of Business Administration” by Krishna University.

202753
Mr. K. VIJAY

(Project Guide)

✓
Mr. K.V.RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

R. S
INTERNAL EXAMINER

K. S
EXTERNAL EXAMINER



Date:06May2023

SUBJECT:COMPLETIONOFINTERNSHIPPROGRAM2023

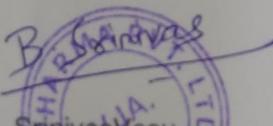
RespectedSir,

//To Whom so ever it may concern//

This is to certify that AARYAN JAIN (202753) studying BBA at P.B.SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, Vijayawada has completed the project on **Marketing Mix** at our organisation from 01-02-2023 to 06-05-2023. During this period he was found very hardworking and dedicated towards his work and he is relieved from his internship from 06-05-2023.

Best Regards

ThankYou.


Srinivas Vasu
(SeniorH.RManager)
IsikaMarketing(Pharma)

040-24655886

isikapharma@gmail.com

www.isikapharma.co



m

P B SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA – 10
DEPARTMENT OF BUSINESS ADMINISTRATION



Since 1975

CERTIFICATE

This is to certify that this project work entitled “THEORETICAL CONCEPTS OF MARKETING STRATEGIES EMPLOYED AT VIHAN MARKETING PVT LTD.” is a bonafide work of Thamik Jain (202755) submitted to the Department of Business Administration in partial fulfilment of requirement for the award of Degree of “Bachelor of Business Administration” by Krishna University.

Mr. K. VIJAY
(Project Guide)

Mr. K.V. RAMESH CHANDRA
(Dy. Head of Dept. of Business Administration)

R. S.
INTERNAL EXAMINER

K. Sundar
EXTERNAL EXAMINER

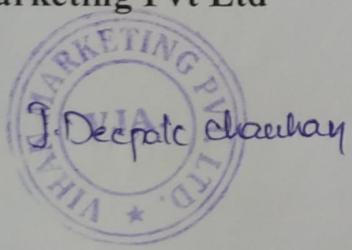
Date-10-5-2023

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **THAMIK JAIN** (202755) studying **BBA** at **P. B. SIDDHARTH COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA**, has done the project on **MARKETING STRATEGIES EMPLOYED BY VIHAN MARKETING**" at our organization from 01-02-2023 to 10-05-2023

During this period, he was found very hard working and dedicated towards his work and he is relieved from his internship with effect from 10-05-2023.

Best regards,
For Vihan Marketing Pvt Ltd



Deepak Chauhan
Director

12

P.B SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10
DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE REPORT - ANALYSIS OF

This is to certify that this project work entitled "**A REPORT ON CONSUMER INVESTMENT BEHAVIOUR BASED ON CUSTOMER PROFILE AND PRODUCT PREFERENCES**" is a bonafide work of ROHIT

LAKHWANI (Roll No. 202756) submitted to the department of business administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University

ness
e of
(K. V. Ramaiah
Chandru)

Mr. K. VIJAY

Project Guide

(Project Guide)

Mr. K. V. RAMESH CHANDRA

(Head of Dept. Of Business Administration)

15. S. S. S.
INTERNAL EXAMINER

Kender
EXTERNAL EXAMINER

7-14-34,3rd Floor ,Shop no: 305,Balaji jewel World,Rajagopalachari road,
overnorpet,VIJAYAWADA-520 002. Email :abhi.chajed123@gmail.com

07/05/23

Ref :-

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Mr. ROHIT LAKHWANI** has done his internship with our esteemed organization for the month of 01/02/2023 to 06/05/2023.

Cell : 90147 25066 , 93916 96111

He has worked under the guidance of **Mr.ABHISHEK JAIN** (AUTORISED PERSON) and has successfully carried out the project "**ANALYSIS OF INVESTMENT BEHAVIOUR BASED ON CUSTOMER PROFILE AT MOTILAL OSWAL FINANCIAL SERVICES LIMITED**" assigned to him.

Ref :-

We wish her /him all the best in her future endeavors.

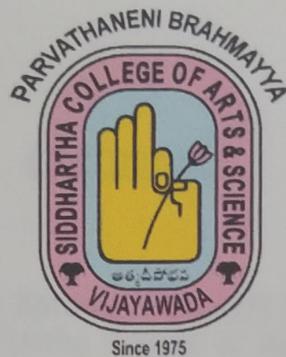
ABHISHEK JAIN



NSE Registration No. AP0297089201
BSE Registration No. AP0104460140547

Ref :-

P B SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA – 10
DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled “**A REPORT ON WORKING CAPITAL MANAGEMENT AT NOVOTEL VIJAYAWADA VARUN**” is a bonafide work of **Ronit Saraogi** (202757) submitted to the Department of Business Administration in partial fulfillment of the requirement for the award of Degree of “Bachelor of Business Administration” by Krishna University.

Mr. K. VIJAY

(Project Guide)

Mr. K. V. RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

INTERNAL EXAMINER

EXTERNAL EXAMINER

JOVOTEU

Novotel Vijayawada Varun

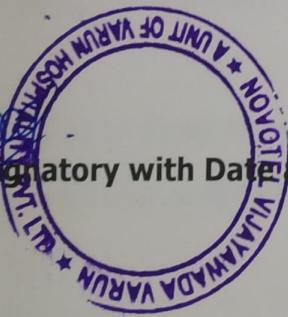
10th May 2023.

CERTIFICATE

This is to certify that **Mr. Ronit Saraogi**, a student of III Year BBA (General) Reg. No: - 202757, P. B. Siddhartha College of Arts and Science (Autonomous), Vijayawada, has successfully completed semester-long Internship on **Analysis of Working Capital Management** at Novotel Vijayawada Varun from **22/02/2023 to 09/05/2023**.

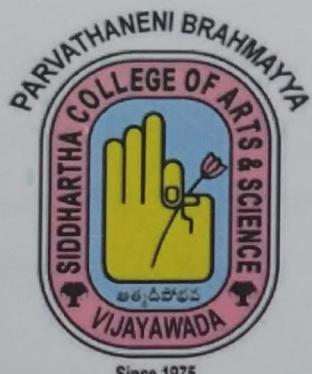
The overall performance of the intern during her internship is found to be Outstanding.

Authorized Signatory with Date and Seal



P.B SIDDHARTHA COLLEGE OF ARTS & SCIENCE
(AUTONOMOUS)
VIJAYAWADA - 520010

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "A REPORT ON BRAND MARKETING AT EMERALD JEWEL INDUSTRY INDIA Ltd" is a bonofide work of **DIYA JAIN (Roll No 202758)** submitted to the Department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

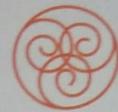
Chapnote 30/5/23
Mr. K. VIJAY
(Project Guide)

Mr. K. V. RAMESH CHANDRA

(Head of Dept. Of Business Administration)

K. S
INTERNAL EXAMINER

Kundan
EXTERNAL EXAMINER



EMERALD

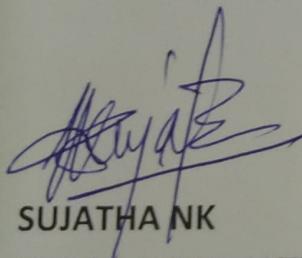
Date : 29th Apr 2023

To Whomsoever It May Concern

This is to certify that Ms. Diya Jain, (TC1528) has successfully completed the internship in **Design & Development (Marketing)** Department, Emerald Jewel Industry India Limited, Coimbatore from the period **13th Feb 2023 to 29th Apr 2023**. During the period of internship with us she was found punctual, hardworking and inquisitive.

We wish her success in all walks of life.

For Emerald Jewel Industry India Limited,



SUJATHA NK

HEAD – HR STRATEGY



merald Jewel Industry India Ltd.

Unit I :
Mettupalayam Road
Rakki Palayam Pirivu
NSN Palayam (Post)
Coimbatore 641 031. India

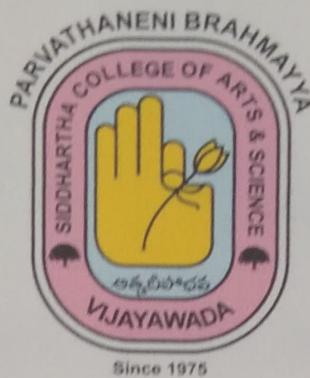
T +91 422 4222000
info@ejindia.com
www.ejindia.com
CIN : U03691TZ2004PLC011255



P. B. SIDDHARTHA COLLEGE OF ARTS & SCIENCE

VIJAYAWADA-520010

DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled "**A STUDY ON CHANNELS OF DISTRIBUTION**" at **VESTAS PHARMACEUTICALS** is a bonafide work of P. VASUDEV (Roll.no: 202760) submitted to the Department of Business Administration in partial fulfilment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

Algoode 29/8/23
Mr. K. VIJAY

(Project Guide)

..
Mr. K. V. RAMESH CHANDHRA

(Dy. Head, Dept. of Business Administration)

P. sene
[INTERNAL EXAMINER]

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[EXTERNAL EXAMINER]

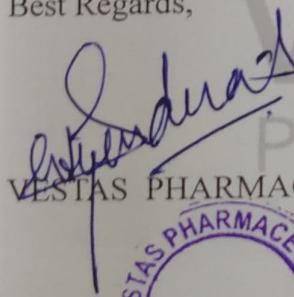
DATE: 08 - 05 - 2023

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **P.VASUDEV(202760)** studying BBA at **P.B.Siddhartha College of Arts & Science**,Vijayawada has done the project on "**CHANNELS OF DISTRIBUTION**" at our organisation from 01-02-2023 TO 06-05-2023.

During this period he was found very hard and dedicated towards his work. And he is relieved from his Internship with effect from 06-05-2023.

Best Regards,


vestas
PHARMACEUTICAL

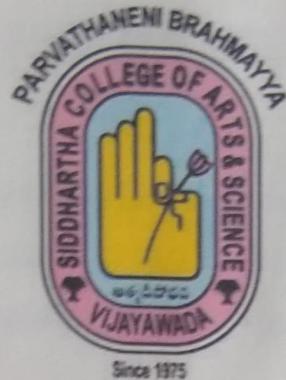
VESTAS PHARMACEUTICALS



DEPARTMENT CERTIFICATE

P. B. SIDDHARTHA COLLEGE OF ARTS AND SCIENCE
(AUTONOMOUS)

Vijayawada - 520010



DEPARTMENT OF ("BACHELOR OF BUSINESS ADMINISTRATION") CERTIFICATE

This is certified that this is a project work entitled "A REPORT ON TRAINING AND DEVELOPMENT" with reference to the Hindustan Coca-Cola Beverages company is a bonfide work of **K.S.GOPINADH (202762)** for the partial fulfillment of the requirement for the award of the Bachelor of Business Administration degree as part of the curriculum during the academic year 2022 - 2023.

Mr. R. VIJAY
(Project Guide)

R. S.
INTERNAL
Examiner

Mr. K.V. RAMESH CHANDRA
(Head of the Dept. of Business Administration)

K. S. RAMESH
EXTERNAL
Examiner

Date: 10-05-2023

To Whom So Ever It May Concern

This is to certify that Mr. K. Shanmukha Gopinadh with ID No. 202762 Pursuing his B.B.A from P B Siddhartha College Of Arts and Science, Vijayawada, Andhra Pradesh has successfully completed his internship in our organization from

1st Feb 2023 to 30th April 2023.

During the Internship period he has learned the following works.

1. Skill Gap analysis
2. Preparation of Training Calendar
3. Training Calendar Execution
4. Feedback of the trainer and training programme

We found that the efforts put in by him for learning during his internship period is satisfactory.

We wish him all the best in his future endeavors.

For Hindustan Coca-Cola Beverages Pvt Ltd,

D. Raghu Ram
Factory HR Manager



P.B.SIDDHARTHA COLLEGE OF ARTS & SCIENCE
VIJAYAWADA-10
DEPARTMENT OF BUSINESS ADMINISTRATION



CERTIFICATE

This is to certify that this project work entitled " CUSTOMER SATISFACTION AT SURYA SEEDS LTD" is a bonafide work of VASIREDDY SUMANA (R180413) submitted to the Department of Business Administration in partial fulfillment of requirement for the award of Degree of "Bachelor of Business Administration" by Krishna University.

Mr. K.V.RAMESH CHANDRA

(Project Guide)

Mr. K.V.RAMESH CHANDRA

(Dy. Head of Dept. of Business Administration)

B. S
INTERNAL EXAMINER

Ksundar
EXTERNAL EXAMINER



SURYA SEEDS[®] LTD.,

GST : 37AAICS1006P1Z4, CIN : U01112AP1995PLC021498

RESEARCHER, DEVELOPER, PRODUCER & MARKETER OF ALL KINDS OF SEEDS

An ISO 9001:2015 Certified Company

Genetic Purity with Best Standard Qualities

Project Completion Certificate

Date: 30-04-2023

TO WHOM SOEVER IT MAY CONCERN

This is to certify that **VASIREDDY SUMANA** (180413) studying **BBA** at **P.B.SIDDHARTHA COLLEGE OF ARTS AND SCIENCE, VIJAYAWADA**, has done the project on "**CUSTOMER SATISFACTION**" at our organization from **01-02-2023 to 30-04-2023**.

During the period she was found very hard working and dedicated towards her work and she is relieved from her internship with effect from **30-04-2023**.

Best Regards,

For **SURYA SEEDS LTD.**

N. Venkateswara
DIRECTOR *30/04/2023*



Regd. Office : D.No. 6-20-10, Sivaraj Arcade, 7/1, Arundelpet, GUNTUR - 522 002, Andhra Pradesh, India

Phone : 0863- 2246761, 2221925, web : www.suryaseeds.in

Andhra Pradesh Office : H.No. 3-50, Abutting NH-44, Yellampet Village, Medchal District - 501 401, Cell : 98481 48905
e-mail : info@suryaseeds.in, satya234bt@gmail.com,

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