

INVERTIS UNIVERSITY FACULTY OF MANAGEMENT

Department of Management

19 Jan 2021

CIRCULAR

VALUE ADDED COUR\$E SALES FORCE MANAGEMENT- NB-011 MBA II SEMESTER

Student of MBA 1st are hereby informed that value added course " SALES FORGE MANAGEMENT " is scheduled from 01 February 2021 in your respective classroom, Academic Block-III.

Schedule:

 Time Slot: 03:00 PM to 05:00 PM Key Speaker: Dr. Upasana Gupta

Duration: 2 hrs

Program Overview:

To expand the knowledge of sustainability across various organizations, industries and practices; including business, consulting, environmental, and social and governance (ESG), and energy sectors.

Dr. Subho Chattopadhyay

tment of Management (MRA)

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Invertis University, Bareilly Faculty of Management Session 2020-21 Value Added Course Sales Force Management- MB-011

Course Aim:

 This course cover a full range of issues facing sales leaders today: recruiting, training, compensating and retaining talent; managing the sales force structure in a changing environment; creating new and innovative go-to-market approaches; engaging customers across multiple channels; utilizing analytics in making sales decisions and leading change

Course Objectives:

- To know application customization for system administration of sales data
- · To learn the preparation of high-value reports for business entities
- · To understand the configuring workflow automation procedures of the organization
- To explore the working on the security of the Salesforce environment

Course Outcome:

By the end of this mini course, students will be able to:

- To know application customization for system administration of sales data
- · To learn the preparation of high-value reports for business entities
- To understand the configuring workflow automation procedures of the organization
- To explore the working on the security of the Sales force environment

Course Content:

- Sales Force Selection and Recruitment .
- · Sales force Motivation and Evaluation
- Overview of the job design and recruitment processes
- Understanding job analysis, a job description and a job qualifications statement
- · The Role of Training in Sales Force Development
- Key decisions involved in sales training as well as the emerging trends in sales training
- Motivating the Sales Force
- Five different theories of motivation and show how these work in sales situations
- Use of rewards and incentives as part of a motivation program
- · Discussion on various sources for recruiting sales people

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INVERTIS UNIVERSITY BAREILLY

SALES FORCE MANAGEMENT

Organised by:-

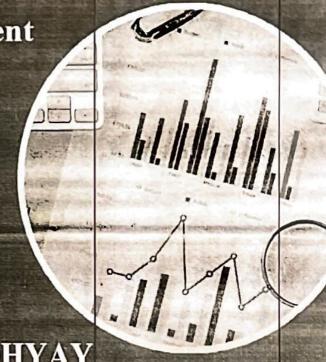
Department of Management

PROGRAM: MBA II

KEY SPEAKER: DR. UPASANA GUPTA

HOD:

DR. SUBHO CHATTOPADHYAY



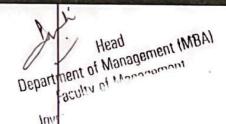


03:00 PM TO 05:00 PM



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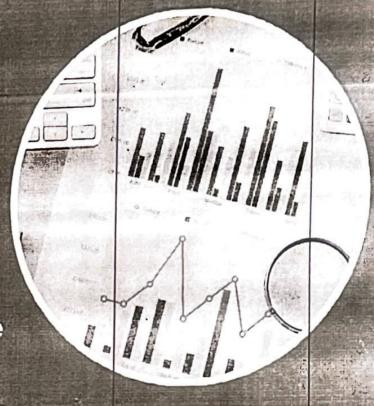




INVERTIS UNIVERSITY BAREILLY

SALES FORCE MANAGEMENT

Program Overview:
To expand the knowledge
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and social and governance
(ESG), and energy sectors





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	-		YASH UPADHYAY	2020-21	MBA IYear	P	P	P	P	P	P	0	A	P	A	P	P	P	0	9	0	0	0	0	5
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	11	2020103013	KHUSHI VAISH	2020-21	MBA IYear	P	67	P	P	B	P	P	P	P	P	P	P	P	0	0	P	D	P	0	FI
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	15	2020103018	MANU HARSHVARDHAN	2020-21	MBA IYear	P	P	P	P	P	P	P	P	A	P	0	P	A	P	P	A	P	P	P	P
	16	2020103019	SANSKAR AMIT	2020-21	MBA IYear	P	17	P	P	P	P	P	P	P	17	P	P	P	A	P	P	P	0	F	P
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	18	2020103021	NISHANT SISHODIYA	2020-21	MBA IYear	P	P	P	P	P	A	P	P	P	12	P	P	6	B	P	P	A	4	P	P
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	21	2020103024	IALADH KUMAR	2020-21	MBA IYear	P	P	A	P	P	P	P	P.	A	P	P	P	P	P	P	P	P	F	A	P
_	-		TANYA ARORA	2020-21	MBA IYear	P	0	A	P	A	P	K	P	F	P	P	F	b.	P	P	F	C	F	P	P
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$\overline{}$	-	2020103032			MBA IYear	P	P.	P	P	P	P	D	P	P	9	P	P	A	P	P	P	P	A	P	I'P
_	-	2020103033			MBA IYear	P	17	P	H	P	P	4	P	P	P	P	A	P	P	P	f	P	P	P	#U/
_	-		SHRUTI MAHESHWARI	_	MBA IYear	V	P	P	P	P	P	P	P	A	P	A	P	P	P	1	P	P	P	P	8
$\overline{}$	-	2020103035			MBA IYear	P	P	+	P	P	P	6	+	P	P	P	P	P	P	P	K	P	12	B	F
_	-		DIYA BHARADWAJ		MBA IYear	P	1	1	1	1	P	17	P	P	P	P	.P	+	P	H	1	P	P	P	P
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_	-		SHRISTEE AGARWAL		MBA IYear	9	-	P		A	P	9	7	17	5	F	P	P	P	P	-6	P	P	1-	P
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_	-		MOHD TUAHA SIDDQUI	-	MBA IYear	0	0	P	P	0	P	P	0	P	14	P	P	P	+	P	1	F	1	P	P
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4	7 2020103054	KAVITA KANOJIA	2020-21	MBA IYear	P	10	IP	IP	P	IB	IP	IP	TA	P	TO	IP	P	TP	IP	TA	IP	10	10	IPI
4	8 2020103055	GARGI MEHROTRA	2020-21	MBA IYear	P	0	P	P	B	D	P	P	0	P	0	0	0	P	0	10.	0	10	10	P
4	9 2020103056	UTKARSH UPADHYAY	2020-21	MBA IYear	P	P	B	P	P	P	P	A	P	11	P	P	0	P	0	P	P	0	P	P
S	0 2020103057	ISHITA SHARMA	2020-21	MBA IYear	P	P	10	P	A	P	0	P	P	0	P	B	P	0	P	0	0	A	0	P
5	1 2020103058	ANUJ KUMAR GANGWAR	2020-21	MBA IYear	P	P	A	P	P	P	P	P	P	P	0	P	P	P	A	P	B	P	P	P
5	2 2020103059	SIDDHARTH SAXENA	2020-21	MBA IYear	10	P	P	0	9	P	P	19	P	A	P	P	0	P	P	P	P	P	P	P
5	3 2020103060	BUSHRA	2020-21	MBA IYear	10	P	P	0	P	P	P	P	P	P	P	A	P	B	P	D	P	P	P	P
5	4 2020103061	ISHIKA JAISWAL	2020-21	MBA IYear	P	1 8	7	P	P	D	P	P	P	P	19	P	P	12	P	P	A	P	B	P
5	5 2020103062	PUSHPENDRA YADAV	2020-21	MBA IYear	P	P	A	P	P	P	P	P	P	A	P	P	P	P	A	P	P	P	A	P
5	6 2020103063	ARCHIT PATHAK	The second second	MBA IYear	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P	0	P	P	P
5	7 2020103064	DEEPANSHI AGARWAL	2020-21	MBA IYear	P	P	P	P	P	P	P	P.	A	P	P	P	P	P	0	P	P	P	fì	P
5	8 2020103065	UZMA KHURSHID	2020-21	MBA IYear	P	P	P	A	P	P	0	P	P	P	H	P	P	P	P	0	P	P	P	P
5	9 2020103066	DANISH KHAN	_	MBA IYear	P	P	P	P	P	H	P	P	P	P	P	P	P	P	P	P	H	F	P	P
6	2020103067	BALBIR SINGH BISHT	2020-21	MBA IYear	P	A	P	P	P	A	P	P	P	P	P	P	P	A	P	P	P	P	P	P
6	2020103068	FAISAL MALIK	2020-21	MBA IYear	P	P	A	P	P	P	P	A	P	P	P	A	P	A	P	P	P	P	P	10
62	2020103069	SHAGUN CHAUHAN	2020-21	MBA IYear	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	B	P
63	2020103070	PALAK AGARWAL	2020-21	MBA IYear	P	1	P	P	B	P	P	P	P	A	P	P	P	P	P	P	0	P	P	P
_	2020103071		2020-21	MBA IYear	P	P	P	P	0	P	A	P	P	D	A	P	P	0	P	P	P	0	P	P
65	2020103072	TAFSEER AHMAD	2020-21	MBA IYear	17	P	A	P	4	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P
66	2020103073	KARAN NEHALANI	2020-21	MBA IYear	P	H	P	P	P	P	A	P	P	P	10	P	P	A	P	P	P	+	P	P
	2020103074			MBA IYear	P	P	P	P	B	P	P	P	P	P	A	P	P	P	P	1	4	P	P	P
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Invertis University
Sareilly



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr./Ms. TANY	A ARORA
of Program MBA Year/Semester	
for successfully completing a value added c	ourse
SALES FORCE MANAGEMEN	
offered by Department of MANAGEMENT	
during 01 February 2021-01 March 2021	
SC 1918AI	()
Head of the Department C	ourse Coordinator
Head of the Department Registration C	R
Invertis	Dean Academics Faculty of Management



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	is award	ed to Mr./Ms.	AHSAN KE	IAN	**
of Program			ter 1	ISEMESTE	R
for successfully	comple	ting a value a	dded cour GEMENT	se	
offered by Depar					
during 01 Febr	uary 20	21-01 March	n 2021		

Head of the Department

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Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	s awarde	d to Mr./Ms	ASHUTOSH VERMA							
of Program	MBA	Year/Semeste	er <u>II SEMESTER</u>							
for successfully completing a value added course										
SALES FORCE MANAGEMENT										
offered by Department of MANAGEMENT										
during 01 February 2021-01 March 2021										
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Head of the Department

Course Coordinator

Paculty of Management
Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is' awarded	to Mr./Ms: PRAT	TEEK AGRAWAL
		Year/Semester	
	completi	ng a value added ORCE MANAGEME	course
offered by Depa	rtment of_	MANAGEMEN	T
during 01 Febr	uary 202	1-01 March 202	
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Head of the Department

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	d to Mr./Ms.	ARUN K	UMAR JHA .						
of Program	MBA	_Year/Semest	er _	II SEMESTER						
for successfully	complet	ing a value ac	dded cou	irse						
SALES FORCE MANAGEMENT										
offered by Department of MANAGEMENT										
during 01 Feb	ruary 202	21-01 March	2021							

Head of the Department

Gueral University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	s award	ed to Mr./Ms.	SAMEER SA	RDANA						
of Program										
for successfully										
SALES FORCE MANAGEMENT										
offered by Department of MANAGEMENT										
during 01 February 2021-01 March 2021										
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Head of the Department

Registrar Inversity

Course Coordinator

Faculty of Management
Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is award	ed to Mr./Ms. SA	ANDEEP KAUR
of Program	MBA	Year/Semester	II SEMESTER
for successfully	comple	ting a value adde	ed course
offered by Depa	rtment o	f MANAGEMI	ENT
during 01 Feb	cuary.20	21-01 March 2	021

Head of the Department

Registrant Priversity

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	d to Mr./Ms. YA	SH UPADHYAY
of Program	MBA	Year/Semester	II SLIMESTER
for successfully	complet	ing a value added	d course
offered by Depar			
during 01 Febr	mary 202	21-01 March 20	21
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Head of the Department

Registrar University

Course Coordinator

Faculty of Management
Invoice University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr./Ms. NISHA YAI of Program MBA Year/Semester II	SLIMILSTEIN
for successfully completing a value added cours SALES FORCE MANAGEMENT	se
offered by Department of MANAGEMENT during 01 February 2021-01 March 2021	

Registrat University Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to M	Ar./Ms. SHUBHAM	
of Program MBA Year,	/Semester II SEMESTER	
for successfully completing a		
offered by Department of A	MANAGEMENT	
during 01 February 2021-01		

Head of the Department

Department of Market Barelly Department

Department of Market Barelly Department

Department of Market Barelly Department

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms. RAD	HIKA SINGH
of Program	MBA	Year/Semester	II SEMESTER
for successfully	completin	g a value added	course
	SALES FO	DRCE MANAGEME	NT
offered by Depai	rtment of	MANAGEMENT	
during 01 Febr	uary 2021	-01 March 202	1

Head of the Department

Registrar Invertis University Bareilly Course Coordinator

Faculty of Management
Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded t	to Mr./Ms.	SWATI	MEENA	*
of Program	MBA Y	lear/Semes	ter _	II SEWES IE	R
for successfully	completing	RCE MANA	dded co	urse	
offered by Depa	artment of	MANAG	EMENT		
during 01 Feb	ruary 2021	-01 Marc	h 2021		•

Head of Manager Department

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Faculty of Manager Department

Exercis University, Bareing

Registrar Invertis University Bareitly Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to M	r./Ms. ALINA PARVEZ	
of Program MBA Year/		
for successfully completing a v		
SALES FORCE	MANAGEMENT	_
offered by Department of M	IANAGEMENT	
during 01 February 2021-01	March 2021	•
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Head of the Department

Registrar Invertis University Saroitly

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded t	o Mr./Ms. ALMA	AN KHAN
	ear/Semester	
for successfully completing		
SALES FO	RCE MANAGEME	NT
offered by Department of	MANAGEMENT	T. T
during 01 February 2021	-01 March 202	1

Head of the Department

Registrar Invertis University Bareilly Course Coordinator

Faculty of Management
Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	d to Mr./Ms.	SHRUTIN	MAHESHWARI
of Program	MBA	Year/Semes	ter	II SEMESTER
for successfully	complet		dded cou	
offered by Depa	rtment of	MANAG	EMENT	
during 01 Feb				

Head of the Department

Investigation Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	ed to Mr./Ms.	SIDDHI GUI	PTA
of Program	MBA	Year/Semest	er II	SEMESTER
for successfully	complet	ting a value ac	lded cours	e
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offered by Depa	rtment of	MANAGE	MENT	
during 01 Febr	ruary 20	21-01 March	2021	
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Head of the Department

Department of Market Department

Department of Market Department

Merris University Department

Registrar Invertis University Bareilly Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate of Program	is awarded MBA	to Mr./Ms. Year/Semest	DIYA BI	HARADWAJ II SEMESTER	
for successfully	completin	ng a value ad	ded co	urse	
offered by Depa	artment of_	MANAGE	MENT		
during 01 Feb					

Head of white Department

Registration University

Course Coordinator

Paculty of Management
Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms. SON	IAM RAJPUT
of Program		Year/Semester	II SEMESTER
for successfully	completin	ng a value added	course
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offered by Depa	artment of_	MANAGEMEN	NT
during 01 Feb	ruary 202	1-01 March 20	21

Head of well and the partment

Registrar Invertis University Bareilly Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

during 01 Febr	uary 2023	1-01 March	1 2021	
offered by Depa	rtment of_	MANAGI	EMENT	
for successfully		orce Mana		
of Program_				
This Certificate	is awarded	to Mr./Ms.	SHRIST	EEAGARWAL

Head of the Department

Bareilly

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	s award	ed to Mr./Ms. MAA	NSI VISHNOI
of Program	MBA	Year/Semester	II SEMESTER
for successfully	comple	ting a value added FORCE MANAGEME	course
		fMANAGEMENT	
during 01 Febr	uary 20	21-01 March 202	1

Head of Magagament HMBA!

Department Faculty of Markersity, Barrell Department

Invertis University, Barrell Department

nvertis University
Bareilly

Course Coordinator

Faculty of Management Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate of Program		ed to Mr./Ms. <u>HEM.</u> Year/Semester	
	comple	ting a value added FORCE MANAGEME	course
offered by Depa	Parallel San Control of the Control	f MANAGEMENT	
during 01 Febr	uary 20	21-01 March 202	1

Head of the Department

Registrat University
Invertis University
Bareilly

Course Coordinator

Faculty of Management Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr./Ms. RAVINDRA KUMAR KHADKA

of Program MBA Year/Semester II SEMESTER
for successfully completing a value added course

SALES FORCE MANAGEMENT

offered by Department of MANAGEMENT during 01 February 2021-01 March 2021

ead of the Department

Course Coordinator

Faculty of Management
Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms.	KARTIK SAXENA	
of Program	MBA	Year/Semeste	er II SEMESTER	
for successfully	completin	ng a value ad	ded course	
	SALES F	ORCE MANAG	SEMENT	
offered by Depai				
during 01 Febr	uary 202	1-01 March	2021	
*81				

Head of the Department

Invents University

Course Coordinator

faculty of Management Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	d to Mr./Ms. MOH	HD TUAHA SIDDQUI	
of Program	MBA	Year/Semester	II SEMESTER	
for successfully	complet	ing a value added	course	
	SÄLES	FORCE MANAGEME	INT	
offered by Depa	artment of	MANAGEMEN	T	
during 01 Feb	ruary 202	21-01 March 202	21	
bea.	ont (MBA)			-

Head of Management In

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	d to Mr./Ms. A	NUBHAV MISHRA
of Program	MBA	_Year/Semester	II SEMESTER
for successfully	complet	ing a value add	led course
	SALES	FORCE MANAGI	EMENT
offered by Depa	rtment of	MANAGEN	MENT
during 01 Febr	uary 202	21-01 March	2021

Head of the Department

egicital University
Invertis University
Bareilly

Course Coordinator

Faculty of Management
Invertis University, Bareilly (UP)

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CERTIFICATE OF VALUE ADDED COURSE

This Certificate of Program	s awarded MBA	to Mr./Ms. ABHI Year/Semester	SHEK SINGH II SEMESTER
for successfully	completing SALES FO	g a value added ORCE MANAGEMEI	course
offered by Depar	rtment of	MANAGEMENT	
during 01 Febr	uary 2021	-01 March 202	1

Head of the pentility of the partment

Registrat University Inversity

Course Coordinator

Dean Academics
Faculty of Management
Invertis University Raman



CERTIFICATE OF VALUE ADDED COURSE

of Program	WRY A	o Mr./Ms. MAN ear/Semester	II SEMESTER
for successfully	SALES FO	RCE MANAGEME	course
offered by Depar	tment of	MANAGEMEN	T
during 01 Febr	uary 2021	-01 March 202	21

Head of the Department

Registral University
Bareilly

Course Coordinator

Paculty of Management

Liniversity, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate of Program_	WRY)	Year/Semester	II SEMESTER
ior successfully	completing SALES FO	RCE MANAGEME	course
offered by Depa	rtment of	MANAGEMENT	
during 01 Febr	uary 2021	-01 March 202	1
A	NA MARIA		,

Head of the Department



Course Coordinator





CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms.	SANSKE	RUTIAMIT	
of Program	MBA	Year/Semes	ter	II SEMESTE	R
for successfully	completin	g a value a	dded co	urse	
	SALES FO	DRCE MANA	GEMENT		
offered by Depa	rtment of	MANAGI	EMENT		
during 01 Febr					

Head of the Department

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	s awarded	to Mr./Ms. NISH	ANT SISHODIYA	•
		Year/Semester		
for successfully		ng a value added ORCE MANAGEME		
offered by Depai	rtment of_	MANAGEMENT	T	
during 01 Febr	uary 202	1-01 March 202	1	

Head of the Department

Invertis University
Barelly

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

inis Certificate is awarded	to Mr./Ms.	PRABHKEERT MALHOTRA
of Program MBA	Year/Semeste	er <u>II SEMESTER</u>
for successfully completing	ng a value ad	ded course
SALES F	ORCE MANAG	EMENT
offered by Department of_	MANAGE	MENT
during 01 February 202	1-01 March	2021'
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Head of the Department

Registrar University

Station.

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded	to Mr./Ms. SEIA	L GUPTA
of Program MBA		
for successfully completi	ng a value added FORCE MANAGEME	
offered by Department of		
during 01 February 202	1-01 March 202	1 .
144.		

Head of the Department

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	s awarded	to Mr./Ms. JALA	ADH KUMAR-	
of Frogram	MDA	Year/Semester	II CEMECTED	?
for successfully	completin	ng a value added	COurce	
off 1 1 D	SALES	ORCE MANAGEME	NT	
offered by Depar	tment of	MANAGEMEN	T	
during 01 Febr	uary 202	1-01 March 202	21	•
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Head of the Department

Registral University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	ed to Mr./Ms.	PUSHPENDRA YADAV	7
of Program	MBA	Year/Semeste	er <u>II SEMESTER</u>	1
for successfully	complet	FORCE MANAG	ded course	
offered by Depar				
during 01 Febr	uary 20	21-01 March	2021	

Head of the Mend Bareilly It ment
Department of Management IMBAI
Department of Management IMBAI
Faculty of Management IMBAI
Invertis University, Bareilly It ment

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr./Ms. ARCHI	T PATHAK .
Of Program MBA Year/Semester	II SEMESTER
for successfully completing a value added co	ourse
SALES FORCE MANAGEMEN	T
offered by Department of MANAGEMENT	
during 01 February 2021-01 March 2021	

Head of the Pagement MBAI

Department of More Barein retment

Invertis University, Barein retment

day University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr./Ms. <u>DEEPANSHI AGARWAL</u> of Program <u>MBA</u> Year/Semester <u>II SEMESTER</u> for successfully completing a value added course	
SALES FORCE MANAGEMENT offered by Department of MANAGEMENT during 01 February 2021-01 March 2021	-

Head of the Department

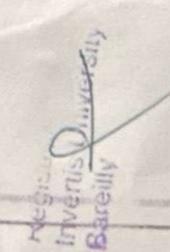
Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms. UZM	A KHURSHID
of Program	MBA Y	lear/Semester	II SEMESTER
for successfully	completing	a value added	course
	SALES FO	RCE MANAGEME	NT
offered by Depai	rtment of	MANAGEMEN'	THERMAN
during 01 Febr	uary 2021	-01 March 202	1
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Head of the Department of Faculty of Faculty



Course Coordinator



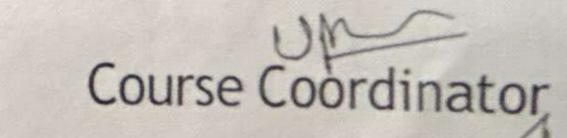
CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms. DAN	NISH KHAN
of Program	MBA	Year/Semester	II SEMESTER
for successfully	completin	ig a value added	course
	SALES F	ORCE MANAGEME	ENT
offered by Depai	rtment of_	MANAGEMEN	IT
during 01 Febr	uary 2021	L-01 March 202	21

Head of the and ement MBAI

Department of Many Bailing Thement

Department of Many Bailing Thement





CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms.	BALBIR	SINGH BISHT	
of Program	MBA)	ear/Semes	ter	II SEMESTER	
for successfully	completing SALES FC	RCE MANA	dded cor	Irco	
offered by Depai	rtment of	MANAGI	EMENT		
during 01 Febr	uary 2021	-01 March	2021		

Head of the and ment (MBA)

Department of Manager Dartment

Faculty of Manager Darilly 10 Properties University, Bareilly 10 Properties University, Bareilly

2.30 Triverile University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is award	ed to Mr./Ms. FAI	SAL MALIK
		Year/Semester	
for successfully		ting a value added	
	SALES	FORCE MANAGEM	ENT
offered by Depa	rtment o	f MANAGEME	NT
during 01 Febi	ruary 20	21-01 March 20	21

Head of the Department

Requester University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is award	ed to Mr./Ms. SHAC	GUN CHAUHAN
of Program	MBA	Year/Semester	II SEMESTER
for successfully	comple	eting a value added	course
	SALE	S FORCE MANAGEME	NT
offered by Depa	rtment	of MANAGEMENT	
during 01 Febr	uary 20	021-01 March 202	1 .

Head of the Hode partiment

Department of Management MBA1

Department MBA1

Depar

Registral Inventis University Bareilly

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

for successfully completing a value added course SALES FORCE MANAGEMENT offered by Department of MANAGEMENT during 01 February 2021-01 March 2021	of Program		to Mr./Ms. PALA Year/Semester	
	for successfully			
during Of February 2021-01 March 2021	offered by Depar	rtment of	MANAGEMENT	T
during Of reducity 2021-01 March. 2021	during 01 Febr	uary 202	1-01 March. 202	1 .

Head of the Department MBA

Balgistrar University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	ed to Mr./N	Is. ANK	T BISHT
				II SEMESTER
for successfully	comple	ting a value	added	course
	SALES	FORCE MA	NAGEME	NT
offered by Depa	artment o	fMANA	AGEMEN	T
during 01 Feb	ruary 20	21-01 Ma	rch 202	1

Head of the Department of Manager timent

Department of Manager timent

Faculty of Manager Barreilly

Faculty

Fac

Redistrar Invertis University garelly Course Coordinator

Faculty of Management Invertis University, Bareilly (UP)

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CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is award	ed to Mr./Ms. TAF	FSEER AHMAD
of Program	MBA	Year/Semester	II SEMESTER
for successfully	comple	ting a value added	l course
	SALES	FORCE MANAGEM	ENT
offered by Depa	irtment o	f MANAGEMEN	VT TV
during 01 Feb	ruary 20	21-01 March 20	21

Head of the Department

Department of Management (U)

Faculty of Management (U)

Invertis University, Bareilly (U)

Invertis University, Bareilly (U)

Registrat Invertis University Bareilly Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

awarded to	Mr./Ms.	KARAN N	EHALANI	
				R
			rse	
SALES FOR	RCE MANA	GEMENT		
ment of	MANAGE	EMENT		
arv 2021-	01 March	2021		
	ompleting SALES FOR ment of	was year/Semest completing a value at SALES FORCE MANA ment of MANAGI	MBA Year/Semester completing a value added court SALES FORCE MANAGEMENT ment of MANAGEMENT	

Head of the Desperant MBAI

Department of Man Bareilly Ement

Invertis University, Bareilly Ement

Registrar Moderatis University Course Coordinator Sareilly



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	ed to Mr./Ms. JAS	PAL SINGH.
of Program	MBA	Year/Semester	II SEMESTER
for successfully	comple	ting a value added	course
	SALES	FORCE MANAGEM	ENI
offered by Depa	rtment o	f MANAGEMEN	NTT
during 01 Febr	uary 20	21-01 March 20	21

Head of the Department

Registrat Invertis University Bareilly Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded to	Mr./Ms. SH	ALINI YADAV
of Program	MBA Y	ear/Semester	II SEMESTER
for successfully	completing	a value adde	d course
	SALES FOI	RCE MANAGEN	MENT
offered by Depa	rtment of	MANAGEME	NT
during 01 Febr	uary 2021-	01 March 20	21 '

Head of the Department of Management Department of Management of Managem

Registrar University
Invertis University
Sareilly

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr./Ms. SAMANNA	
of Program MBA Year/Semester II	SEMESTER
for successfully completing a value added cours	se
SALES FORCE MANAGEMENT	
offered by Department of MANAGEMENT	
during 01 February 2021-01 March 2021	

Head of the Department

Department of Managarity Barevilly Barevil

Registrar Invertis University gareilly Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	s awarde	ed to Mr./Ms.	ABDUL S.	ABOOR -	
of Program	MBA	Year/Semeste	er	II SEMESTER	
for successfully	complet	FORCE MANAC	ded cou	rse	
offered by Depar	The second second second				
during 01 Febr	uary 20	21-01 March	2021		

Head of the Department MBAI

Department of Manage Parailly of Manage Barailly of Managers III Barailly Department

Invertis University Barailly Bar

Bareilly University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate of Program for successfully	WRA	Year/Semester	II CEMECTED
for successfully	SALES FO	DRCE MANAGE	MENT
offered by Depai	rtment of	MANAGEM	FNT
during 01 Febr	uary 2021	-01 March 2	2021

Head of the Department

Department of Management
Faculty of Management
Faculty of Management
Invertis University, Bareilly (UP)
Invertis University, Bareilly (UP)

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	s awarded t	o Mr./Ms. A	SHUTOSH S	INGHAL	
of Program	MBA Y	ear/Semester	11 5	EMESTER	
for successfully	completing SALES FO	a value add	led course		
offered by Depar	tment of	MANAGEN	MENT		
during 01 Febr	uary 2021-	01 March	2021		

Head of the Department

Department of Management (UP)

Paculty of Management (UP)

Invertis University, Bareilly (UP)

Barolly Drivers

Course Coordinator



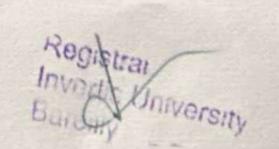
CERTIFICATE OF VALUE ADDED COURSE

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Head of the an Department MBAI

Department of More epitaritment

Invertis University, Barrelli, Barrelli,



Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms. AKAI	NKSHA MEHROTRA
of Program	MBA	Year/Semester	II SEMESTER
for successfully	completin	g a value added	course
	SALES FO	DRCE MANAGEME	NT
offered by Depa		MANAGEMEN	
during 01 Feb	ruary 2021	-01 March 202	1

Head of the Department

Department of Management July Department of Management July Department of Management July Department

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms.	ANU PR	EET KAUR	
of Program	MBA	_Year/Semest	ter _	II SEMESTER	
for successfully	completi	ng a value ac	dded co	urse	-
	SALES	FORCE MANA	GEMENI		
offered by Depair	rtment of_	MANAGE	EMENT		
during 01 Febr	uary 202	1-01 March	1 2021		

Head of the Department MBAI

Department of Management MBAI

Department of MBAI

Department MBAI

Departm

Reference of the Control of the Cont

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms.	YASHIK	A GUPTA
of Program	MBA	_Year/Semest	er _	II SEMESTER
for successfully				
	SALES	FORCE MANA	GEMENT	
offered by Depa	rtment of_	MANAGE	EMENT	
during 01 Febr	ruary 202	1-01 March	1.2021	

Head of the Department Department Paculty of Manage Pareilly Jury Ment Jury Pareilly Jury Manager Jury Pareilly Jury Manager Juniversity, Bareilly Jury Ment

INVERTIGUTION OF THE PARTY

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded t	o Mr./Ms. SHIV	ANGI SAXENA
of Program	MBA Y	ear/Semester	II SEMESTER
for successfully	completing	a value added	course
	SALES FO	RCE MANAGEME	NT
offered by Depai			
during 01 Febr	uary 2021	-01 March 202	1.

Head of the Department of Management MEAN
Department of Management MEAN
Paculty of Management MEAN
Invertis University, Barrelly (U)

Registrar Invertig University Course Coordinator

Invertis University, Bareilly (UP)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms. ANKI	JR GANGWAR
of Program	MBA	Year/Semester	II SEMESTER
for successfully	completin	g a value added	course
	SALES FO	DRCE MANAGEME	NT
offered by Depar	rtment of_	MANAGEMENT	
during 01 Febr	uary 2021	-01 March 202	1

Head of the Department

Department of Management IIII

Department of Management IIII

Faculty of Management IIII

Invertis University, Bareilly IIII

Invertis University, Bareilly IIII

In Driversity

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr./Ms. PRASHANSHA AGARWAL of Program MBA Year/Semester II SEMESTER
for successfully completing a value added course SALES FORCE MANAGEMENT
offered by Department of MANAGEMENT
during 01 February 2021-01 March 2021

Head of the Department Department Department Invertis University of Invertis University Partment

Pagabirar University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded t	o Mr./Ms. RIY	A THUWAL
			II SEMESTER
for successfully		a value added	
	SALES FO	RCE MANAGEM	ENT
offered by Depa	rtment of	MANAGEMEN	VT.
during 01 Feb			
	MARAI		

Head of the Wanggement The Department Department The Linux Property of the Language of the Lan

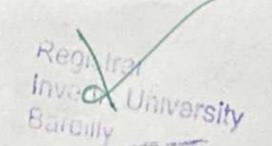
Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	is awarded to	Mr./Ms. KAVI	CA KANOJIA .
of Program	MBA Ye	ar/Semester	II SEMESTER
for successfully	completing	a value added o	course
	SALES FOR	CE MANAGEMEN	IT.
offered by Depai	rtment of	MANAGEMENT	
during 01 Febr	uary 2021-0	1 March 2021	
	MBA		

Head of the Department



Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	d to Mr./Ms. GAR	GI MEHROTRA
of Program	MBA	_Year/Semester	II SEMESTER
for successfully	completi	ing a value added	course
	SALES	FORCE MANAGEME	NT
		MANAGEMEN	
during 01 Febr	uary 202	21-01 March 202	21

Head of the Department

Registrar Invertis University Bareilly Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr	:/Ms. UTKARSH UPADHYAY
of Program MBA Year/S	
for successfully completing a va	alue added course
SALES FORCE	MANAGEMENT
offered by Department of M.	ANAGEMENT
during 01 February 2021-01 I	March 2021

Head of the Department

Course Coordinator

Tiean Asademics
of Mahagaritha
liversity, Barelly (U)



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded	to Mr./Ms. SHUB	HAM NANDRAIOG
of Program MBA	Year/Semester	II SEMESTER
for successfully completing	ng a value added o	course
SALES F	ORCE MANAGEMEN	IT.
offered by Department of_	MANAGEMENT	
during 01 February 202	1-01 March 2021	

Head of the Department

Invertis University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	s awarded' t	o Mr./Ms.	SONALIV	ARSHNEY
of Program	MBA Y	ear/Semest	er	II SEMESTER
for successfully	completing	a value ac	lded cou	
	SALES FO	RCE MANA	GEMENT	
offered by Depai	rtment of	MANAGE	MENT	
during 01 Febr	uary 2021.	-01 March	2021	
			7	

Head of the Department

Realstrate University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	s awarde	d to Mr./Ms. ANSH	IKA GULATI
of Program	MBA	Year/Semester	II SEMESTER
for successfully	complet	ing a value added	course
	SALES	FORCE MANAGEMEN	VT
offered by Depai	rtment of	MANAGEMENT	
during 01 Febr	uary 20	21-01 March 202	1
· ·	021		

Head of the Department

Registral University

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr./Ms. HARMANPRE	ET KAUR
of Program MBA Year/Semester II SI	EMESTER
for successfully completing a value added course	
SALES FORCE MANAGEMENT	
offered by Department of MANAGEMENT	
during 01 February 2021-01 March 2021.	

Head of the Department

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate i	is awarded	to Mr./Ms.	ISHITA SHAR	MA.
of Program	MBA	Year/Semest	er II SF	MESTER
for successfully	completi	ng a value ad	lded course	
	SALES	FORCE MANAG	GEMENT	
offered by Depar	rtment of	MANAGE	MENT	
during 01 Febr	uary 202	1-01 March	2021	

Head of the appending the Paculty of Money Barella rement Invertis University, Barella rement Invertis University of Management Invertigation University of University of Un

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarde	d to Mr./Ms.	ANUJ K	UMAR GANGV	VAR
of Program	MBA	Year/Semes	ter _	II SEMESTE	R
for successfully	complet	ing a value a	dded co	urse	
	SALES	FORCE MANA	GEMENT		
offered by Depa	irtment of	MANAG	EMENT		
during 01 Feb	ruary 20	21-01 Marcl	h 2021		

Head of the Department

Registren versity

Course Coordinator





CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms.	SIDDHA	RTH SAXENA
of Program				
for successfully completing a value added course				
SALES FORCE MANAGEMENT				
offered by Depa	artment of_	MANAGI	EMENT	
during 01 February 2021-01 March 2021				
	140.			

Head of the appenent MBAI

Department of Mark Bond Artment

Department of Mark Bond Artment

Department of Mark Bond Artment

Registrally arsity

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to Mr./Ms.' BUSH	RA ·
of Program MBA Year/Semester	II SEMESTER
for successfully completing a value added of	course
SALES FORCE MANAGEMEN	VT
offered by Department of MANAGEMENT	
during 01 February 2021-01 March 2021	1 .

Head of the Department of Management Department of Management of Managem

PRESIDENT TOTAL

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate	is awarded	to Mr./Ms. ISHIK	A JAISWAL +
		Year/Semester	
for successfully	completin	g a value added o	course
		ORCE MANAGEMEN	
offered by Depa	rtment of	MANAGEMENT	
during 01 Febr	ruary 2021	-01 March 2023	1

Head of the Department

Department of Man Barellin Barelling

Invertis University, Barelling

Registal Januarsil

Course Coordinator



CERTIFICATE OF VALUE ADDED COURSE

This Certificate is awarded to	Mr./Ms. KHUSHI VAISH	****
of Program MBA Yea	ar/Semester II SEMESTE	R
for successfully completing a	a value added course	
	CE MANAGEMENT	
offered by Department of	MANAGEMENT	
during 01 February 2021-0		
Ne MBAI	(22-	
Head of the Department	Course Coording	ator
Head of the Department Head of the Brandy of Manager Parally	Bareilly	8
allo Fattis Urini	Dean Acade Faculty of Mana	agement