

2015

PROJECT REPORT
ON
'TRAINING AND DEVELOPMENT'
AT



THE MISSION HOSPITAL, DURGAPUR

SUBMITTED BY:

DEVI MUKHERJEE

DR. B.C. ROY ENGINEERING COLLEGE,
DURGAPUR.

Date: 10.10.2015

TO WHOM IT MAY CONCERN

This is to certify that **Ms Devi Mukherjee**, a student of MBA (HRM) from **Dr B.C.Roy Engineering College, Durgapur** has done her internship and submitted a project report on **“Training and Development”** at The Mission Hospital, Durgapur.

We wish her success in her future endeavors.

For The Mission Hospital



Authorized Signatory



**RECRUITMENT AND SELECTION OF SALES
OFFICER AT HEINZ INDIA PVT. LTD.**



**SUMMER INTERNSHIP PROGRAMME AT:
HEINZ INDIA PVT. LTD. 49/2 PURNA DAS ROAD, GOLPARK, GARIHAT,
KOLKATA - 700029, WEST BENGAL.**



**BY: KHUSHBOO SEEHRA
BRANCH: MBA (HUMAN RESOURCE MANAGEMENT)
COLLEGE ROLL: 1404018
UNIVERSITY ROLL: 12000914004
REGISTRATION NUMBER: 141200710004
COLLEGE: DR. B.C ROY ENGINEERING COLLEGE,
DURGAPUR - 6**

Heinz India



Date: : 01/07/2015

Heinz India Private Limited
Affiliate of H. J. Heinz Company

Kolkata Branch :
Heinz India Private Limited
2nd Floor, 49/2, Purna Das Road,
Kolkata - 700 029
Tel. Off. : +91-33-4400 5555
Fax Off : +91-33-4400 5551
Website : www.heinz.co.in

To Whomsoever It May Concern

This is to certify that Miss. Khushboo Seehra, of Dr. B C Roy Engineering College, Khushboo Seehra has done a learning stint with Heinz India, in the Sales function.

The project was titled as "RECRUITMENT AND SELECTION". The duration of the project was from 01/04/2015 to 30/06/2015.

Her conduct during the internship period was good. We wish her all the best for all her futures endeavors.

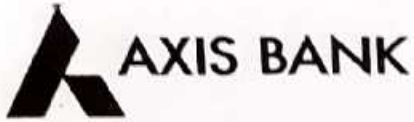
Bibha Sahe

DEPUTY MANAGER – HUMAN RESOURCES

**PROJECT STUDY REPORT
ON
TRAINING UNDERTAKEN AT**



**TITLED
EXPECTATION OF BANKING PRODUCTS AND SERVICES
FROM CUSTOMERS AT RURAL AREA
SUBMITTED IN PARTIAL FULFILMENT FOR THE DEGREE
OF
MASTERS IN BUSINESS ADMINISTRATION
DR. B.C.ROY. ENGINEERING COLLEGE
BY
NIRAJ KHANUJA**



Axisb//PAH/Gen/05/2015-16

Dated - Sep 10, 2015

Panagarh

To whomsoever it may concern

This is to certify that Shri NIRAJ KHANUJA, S/o Shri Harbans Khanuja, residing at Panagarh Bazar, Opposite Old B.D. Office, G.T.Road, Burdwan, West Bengal, Pin-713148 has successfully completed his eight weeks summer internship program related to his ongoing MBA course from Dr. B.C.Roy Engineering College, Durgapur.

The program was conducted during the period from 15th June,2015 to 8th August,2015.

We wish him all the best in the days to come.



Susanta Maji
Asst. Vice President & Branchhead
Axis Bank Ltd.
Panagarh Branch

A
PROJECT STUDY REPORT
ON
TRAINING UNDERTAKEN AT



TITLED
"COMPARATIVE ANALYSIS OF PRODUCTS AND
SERVICES OF AXIS BANK WITH ITS COMPETITORS"

SUBMITTED BY

PRIYANKA HALDER
ROLL NO- 12000914006
(MBA-2014-16)

Submitted in partial fulfilment of the requirements of
summer internship program under the guidance of

PROF. ABHIJIT ROY (INTERNAL GUIDER)
DR. B.C.ROY. ENGINEERING COLLEGE

&

MR. KOUSHIK MUKHERJEE (EXTERNAL GUIDER)
OPERATION HEAD,
AXIS BANK LTD, DURGAPUR

AXIS BANK


October 5, 2015

TO WHOMSOEVER IT MAY CONCERN

This is to inform that Ms. Priyanka Halder, student of MBA from Dr. B.C.Roy Engineering College, Durgapur has completed her internship at Axis Bank. She had worked on project titled "COMPARATIVE ANALYSIS OF PRODUCTS AND SERVICES OF AXIS BANK WITH ITS COMPETITORS", understanding gaps in the process and suggesting measures to enhance relationship with Customers, to further strengthen Axis Bank's presence in the market" under guidance of Mr. Koushik Mukherjee. The internship was completed during the period 15-06-2015 to 08-08-2015

We wish Ms. Priyanka Halder a successful career ahead.

For Axis Bank Ltd.


Authorised Signatory
Sr Mgr & Branch Operations Head
Koushik Mukherjee



A PROJECT REPORT ON CUSTOMER SATISFACTION



SHOPPERS STOP LIMITED, DURGAPUR

Submitted By:

Priyanka Paul

Roll No. – 12000914007

Registration No. – 141200710007 of 2014-2015

Master of Business Administration (MBA)

WEST BENGAL UNIVERSITY OF TECHNOLOGY

Submitted to:



FACULTY OF MANAGEMENT STUDIES

DR. B.C. ROY ENGINEERING COLLEGE

FULJHORE, DURGAPUR – 713206

SESSION – 2014-16

Date: 25th November 2015

To Whom it may Concern

This is to certify that Ms. Priyanka Paul has successfully completed her summer internship project with Shoppers Stop Limited- Junction Mall, Durgapur from the period of June –August 2015.

She has performed well in the assignment given. We wish success in her all future endeavors.

For Shoppers Stop Limited

Srijoni Roy
Srijoni Roy

Customer Care Associate & Unit HR Head
SHOPPERS STOP LTD.

SHOPPERS' STOP LIMITED

Srijoni Roy
Customer Care Associate
And Unit HR Head

Shoppers Stop Limited

Mouza - Fendapur, P. No - 34, City Center, Junction, Durgapur-713016, T + 0343 2542800

Registered & Service Office - Eureka Towers, B-Wing, 9th Floor, Mindspace, Link Road, Malad West, Mumbai 400064

T + 022 42497000, F + 022 28808677, E-mail us at customercare@shoppersstop.com

Customer Helpline T + 022 66486648, Toll Free No., T + 1 800 201 6648 (9 am to 9 pm)

**PROJECT STUDY REPORT
ON TRAINING UNDERTAKEN AT**



TITLED

**THE PROMOTIONAL ACTIVITIES OF BHARAT COKING COAL LIMITED & ITS
SCOPE IN FUTURE — A SAMPLE STUDY**

SUBMITTED IN PARTIAL FULFILMENT FOR THE DEGREE OF

MASTERS IN BUSINESS ADMINISTRATION

**DR. B. C. ROY ENGINEERING COLLEGE,
DURGAPUR**

BY

RAKESH KUMAR MANDAL

बी.सी.सी.एल.
एक मिनी रत्न कंपनी
मानव संसाधन विकास विभाग
Human Resource Development Department
कल्याण भवन, जगजीवन नगर, धनबाद -826003
Kalyan Bhawan, Jagjivan Nagar,
Dhanbad, Jharkhand - 826003
दूरभाष/फैक्स/ 0328 - 2203363
ईमेल: gmhrd@bccl.gov.in



भारत कोकिंग कोल लिमिटेड
एक मिनी रत्न कंपनी
A Mini Ratna Company
Bharat Coking Coal Limited
(A Subsidiary of Coal India Ltd)
Regd. Off.: Koyla Bhawan, Koyla Nagar
कोयला भवन कोयला नगर, धनबाद -826005
CIN: U16101JH1972GO1000919

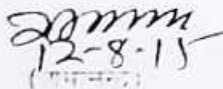
संदर्भ: बी.सी.सी.एल./मु.महा.प्र.(मा.स.वि.)/VT-677/2015/1560

दिनांक: 12.08.2015

प्रमाण पत्र

प्रमाणित किया जाता है कि श्री राकेश कुमार मंडल, क्रमांक-12000914008, एम.बी.ए. विपणन विषय के डॉ. बी.सी. रॉय इंजीनियरिंग कॉलेज दुर्गापुर, पश्चिम बंगाल के छात्र ने विषय "द प्रमोशनल एक्टिविटीज ऑफ बी.सी.सी.एल.एण्ड इट्स स्कोप इन फ्यूचर-ए सेम्पल स्टडी" पर विक्रय एवं विपणन विभाग, कोयला भवन मुख्यालय, भारत कोकिंग कोल लिमिटेड, धनबाद में आयोजित छः सप्ताह का निःशुल्क औद्योगिक व्यवहारिक प्रशिक्षण दिनांक 26.06.2015 से 06.08.2015 तक सफलता पूर्वक पूर्ण किया।

मैं इनके उज्ज्वल भविष्य की कामना करता हूँ।


12-8-15

अधिकारी (उत्खनन)
अधिकारी (उत्खनन)
मानव संसाधन विकास विभाग
कल्याण भवन, धनबाद

A PROJECT WORK ON WELFARE FACILITIES PROVIDED TO
THE EMPLOYEES OF DURGAPUR STEEL PLANT-
DURGAPUR.



सेल SAIL

SUBMITTED BY-ROSHNI BASU.

ACADEMIC SESSION-2014-2016.

COMPANY GUIDE-GAUTAM SAHA.

FACULTY GUIDE-DR.BASUDEV BANERJEE.

NAME OF THE COMPANY-DURGAPUR STEEL PLANT.

DR.B C ROY ENGINEERING

COLLEGE,DURGAPUR.FULHOR,DURGAPUR-713206.

Sl. No. : 2015/8680



स्टील अथॉरिटी ऑफ इण्डिया लिमिटेड
STEEL AUTHORITY OF INDIA LIMITED
दुर्गापुर इस्पात संयंत्र
DURGAPUR STEEL PLANT



मानव संसाधन विकास केन्द्र
CENTRE FOR HUMAN RESOURCE DEVELOPMENT

This is to certify that

Mr./Ms. ROSHNI BASU a student / trainee

of DR. B.C.ROY ENGINEERING COLLEGE, DURGAPUR

has undergone vacation training in HUMAN RESOURCE MANAGEMENT

from 08-Jun-2015 to 19-Jun-2015 in the
undermentioned departments.

Departments :

CENTRE FOR HRD
PERSONNEL DEPARTMENT

NOTE :

Total No. of days attended 11 Days

Reeta Banerjee
Reeta Banerjee
General Manager(HRD)
महा प्रबंधक (म. सं. वि.)
General Manager (HRD)
मानव संसाधन विकास केन्द्र
C. H. R. D.

दुर्गापुर इस्पात संयंत्र/CHRD

Project Report

on

"Study the prevalent pricing mechanism of 'coal tar partially distilled' at marketing department, Durgapur Steel Plant and develop an effective pricing mechanism for the above mention product"
submitted in requirement of partial fulfilment

of

Master in Business Administration

by

SANDIP SINHA

MBA (Marketing)

College Roll no.:- 1404009

University Roll no.:- 12000914011

Registration no:- 141200710011

Dr. B. C. Roy Engineering College

Durgapur



SI No : 2015/8643



स्टील अथॉरिटी ऑफ इण्डिया लिमिटेड
STEEL AUTHORITY OF INDIA LIMITED
दुर्गापुर इस्पात संयंत्र
DURGAPUR STEEL PLANT

मानव संसाधन विकास केन्द्र
CENTRE FOR HUMAN RESOURCE DEVELOPMENT

This is to certify that

Mr./Ms. SANDIP SINHA a student / trainee
of DR. B.C.ROY ENGINEERING COLLEGE, DURGAPUR
.....
MBA - MARKETING
has undergone vacation training in
from 15-Jun-2015 to 07-Aug-2015 in the
undermentioned departments.

Departments :
CENTRE FOR HRD
MARKETING
S & B MILL
MERCHANT MILL
W & A PLANT
CMD & ASD
PPCD

NOTE :

*He has completed a project report on 'Study the prevalent Pricing Mechanism of Coal Tar Partially Distilled at Marketing Deptt. DSP and Develop an Effective Pricing Mechanism for the mention Product'.
40 Days*

P Shaw
Dy. General Manager(HRD)

Total No. of days attended.....

A PROJECT REPORT ON

**A STUDY OF PRICING AND SALES STRATEGY OF
SECONDARY PRODUCTS AND ALSO TO COMPARE THE
DIFFERENT PRICES OF CCT PRODUCTS IN VARIOUS SAIL
PLANTS**



सेल SAIL

CONDUCTED AT

DURGAPUR STEEL PLANT, DURGAPUR

Submitted by

SAURAV DEY

Roll NO.-12000914012

Under the Supervision of

Mr. Nelay Kumar Bhattacharya

In the partial fulfilment for the award of degree of

MASTER IN BUSINESS ADMINISTRATION



Dr. B.C. ROY ENGINEERING COLLEGE, DURGAPUR

FACULTY OF MANAGEMENT STUDIES

SESSION-2014-2016

Sl. No. :
2015/8642



स्टील अथॉरिटी ऑफ इण्डिया लिमिटेड
STEEL AUTHORITY OF INDIA LIMITED
दुर्गापुर इस्पात संयंत्र
DURGAPUR STEEL PLANT

7.08.2015

मानव संसाधन विकास केन्द्र
CENTRE FOR HUMAN RESOURCE DEVELOPMENT

This is to certify that

Mr./Ms. SAURAV DEY a student / trainee
of DR. B.C. ROY ENGINEERING COLLEGE, DURGAPUR
.....
MBA - MARKETING
has undergone vacation training in
from 15-Jun-2015 to 07-Aug-2015 in the
undermentioned departments.

Departments :
CENTRE FOR HRD
MARKETING
B & S MILL
MERCHANT MILL
W & A PLANT
CND & RD
EPCO

Handwritten signature
Dy. General Manager (HRD)

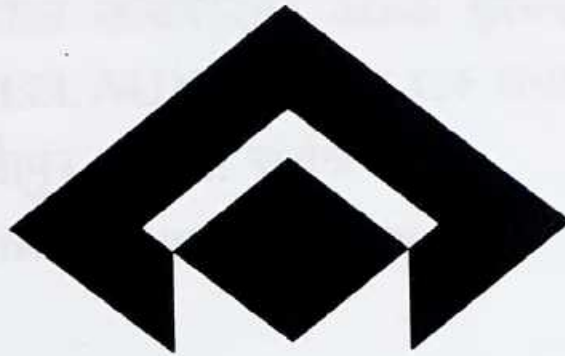
NOTE :

He has completed a project report on 'Study on the Pricing and Sales Strategy of Secondary Product and to Compare different Market Price of CCT among Steel Plants of SAIL.'

P Shaw
Dy. General Manager(HRD)

39 Days

Total No. of days attended.....



सेल SAIL

DURGAPUR STEEL PLANT

A PROJECT REPORT

ON

**“STUDY THE PREVALENT PRICING MECHANISM OF ‘BENZENE’ AT
MEREKETING DEPARTMENT, DURGAPUR STEEL PLANT AND
DEVELOP AN EFFECTIVE PRICING MECHANISM FOR THE ABOVE
MENTION PRODUCT”**

BY

SOMNATH MANDAL (2014-16)

DR. B.C. ROY ENGINEERING COLLEGE, DURGAPUR

JEMUA ROAD, FULJHORE, DURGAPUR-713206



FMS

**FACULTY OF MANAGEMENT STUDIES
DR. B.C. ROY ENGINEERING COLLEGE**

Creating extraordinary success with ordinary people

Sl. No. :

2015/8641



स्टील अथॉरिटी ऑफ इण्डिया लिमिटेड
STEEL AUTHORITY OF INDIA LIMITED
दुर्गापुर इस्पात संयंत्र
DURGAPUR STEEL PLANT

7 08 2015

मानव संसाधन विकास केन्द्र
CENTRE FOR HUMAN RESOURCE DEVELOPMENT

This is to certify that

Mr./Ms. SOMNATH MANDAL a student / trainee

of DR. B.C.ROY ENGINEERING COLLEGE, DURGAPUR

has undergone vacation training in MBA - MARKETING

from 15-Jun-2015 to 07-Aug-2015 in the

undermentioned departments.

Departments :

CENTRE FOR HRD
MARKETING
S & S MILL
MERCHANT MILL
W & A PLANT
CMD & OSD
P P C D

15/8/15

NOTE :

He has completed a project report on 'Study the Prevalent Pricing Mechanism of 'BENZENE' at Marketing Department, DSP and Develop an Effective Pricing Mechanism for the above Mention Product'.

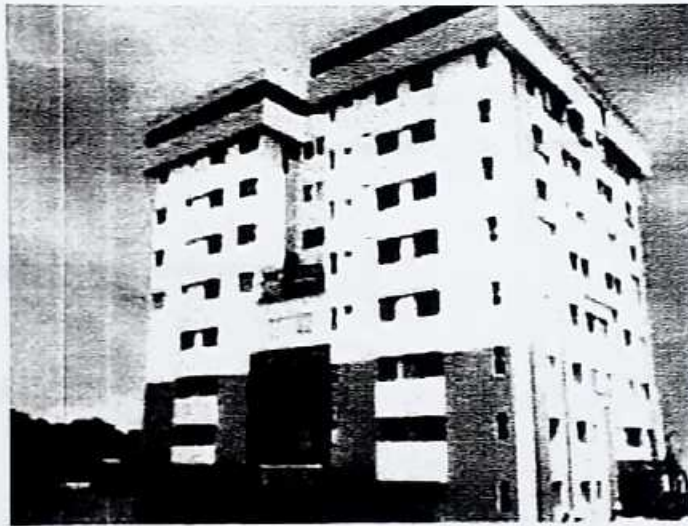
40 Days

P Shaw
Dy. General Manager(HRD)

Total No. of days attended.....

PROJECT REPORT
ON
CUSTOMER SATISFICATION

AT



“THE MISSION HOSPITAL”

SUBMITTED BY:

SOURAV NANDI

DR.B.C.ROY ENGINEERING COLLEGE

DURGAPUR

Date: 06.10.2015

TO WHOM IT MAY CONCERN

This is to certify that **Mr Sourav Nandi**, a student of MBA (Marketing) from **Dr B.C.Roy Engineering College, Durgapur** has done his internship and submitted a project report on "Customer Satisfaction of IP Patients" at The Mission Hospital, Durgapur.

We wish him success in his future endeavors.

For The Mission Hospital



Authorized Signatory

ORGANISATION STRUCTURE OF ALLOY STEEL PLANT

NAME: Subhadeep Dikshit

College: Dr.B.C.Roy Engineering College

Course:MBA Specialization:Human Resource



No.: 2015/770

स्टील अथॉरिटी ऑफ इण्डिया लिमिटेड
STEEL AUTHORITY OF INDIA LIMITED
मिश्र इम्पात संयंत्र
ALLOY STEELS PLANT

मानव संसाधन विकास केन्द्र
HUMAN RESOURCE DEVELOPMENT CENTRE

This is to certify that

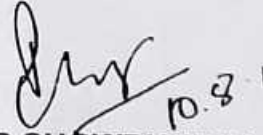
Mr. SUBHADEEP DIKSHIT student
of DR. B. C. ROY ENGINEERING COLLEGE, DURGAPUR has undergone vacation
training in ASP in the discipline of HUMAN RESOURCE
from 15-Jun-2015 to 01-Aug-2015 in the undermentioned department(s) :

Department(s) :
GM WORKS
SHIPPING
P & A
HRD

Performance : Very Good

Conduct : Very Good

Total No. of days attended 42 days

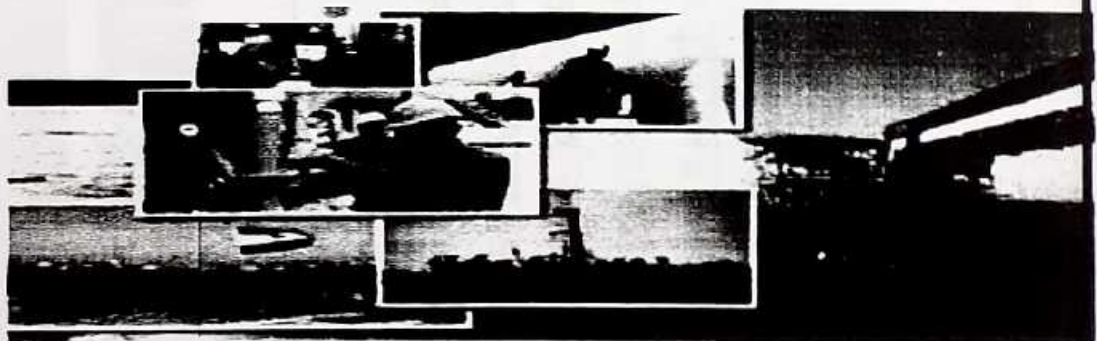

(P P CHOWDHURY)
A G M (HRD)
P P Chowdhury
Asst. General Manager (HRD)
Alloy Steels Plant

A
Summer Internship Programme
on
ACCOUNTING PROCEDURES OF PUBLIC SECTOR
UNDERTAKINGS- a case study of ONGC, Silchar

DURING SUMMER INTERNSHIP PROGRAMME AT:

OIL & NATURAL GAS CORPORATION LIMITED (ONGC)
CACHAR FORWARD BASE, SRIKONA
SILCHAR-7880026, (ASSAM)

India's
energy
anchor



SUBMITTED BY- SUDESHNA SAHA

ROLL NO- 141200710016

MBA 3rd SEMESTER

GUIDED BY:-

INTERNAL GUIDE: PROF. ABHIJEET ROY

EXTERNAL GUIDE: MRITYUNJAY BISWAS
ACADEMIC YEAR-2014-2016

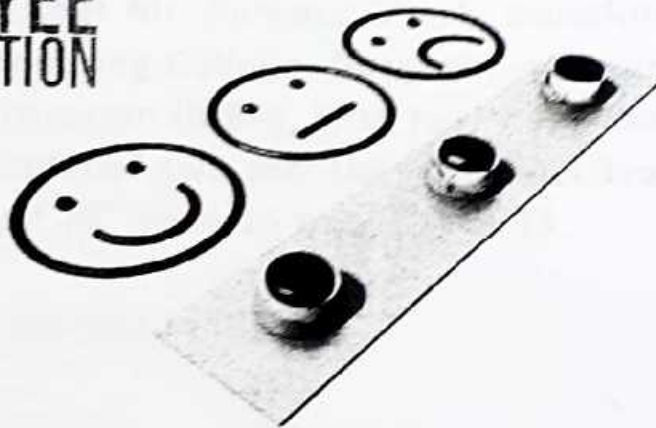
2015

**THE SUPREME
INDUSTRIES
LTD.**

Supreme
People who know plastics best

SUDIPTA GHOSH, MBA [H.R.]

**EMPLOYEE
SATISFACTION**



A STUDY OF EMPLOYEE SATISFACTION



DR. B.C. ROY ENGINEERING COLLEGE, DURGAPUR

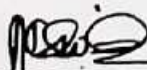
Date: 15/09/15

TO WHOM SO EVER IT MAY CONCERN

This is to certify that Mr. Sudipta Ghosh, bonafide student of Dr. B.C Roy Engineering College, Durgapur pursuing Master of Business Administration (MBA), First Year have undergone and successfully completed two months Industrial Training in our organization w.e.f 18th June 15 to 17th Aug'15.

We wish him all success in life.

For The Supreme Industries Limited,



P.K SWAIN
(SR. GENERAL MANAGER)



A SUMMER INTERNSHIP PROJECT REPORT
ON
CUSTOMER REQUIREMENT AND SATISFACTION
AT



Submitted by:

WASIM RAJA

Roll No.-12000914020

Registration No.- 140200710020

WEST BENGAL UNIVERSITY OF TECHNOLOGY



Dr. B.C. Roy Engineering College

Faculty of Management studies

Master In Business Administration

SESSION-2014-2016

Date: 06.10.2015

TO WHOM IT MAY CONCERN

This is to certify that **Mr Wasim Raja**, a student of MBA (Marketing) from **Dr B.C.Roy Engineering College , Durgapur** has done his internship and submitted a project report on "Customer Requirement and Satisfaction" at The Mission Hospital, Durgapur.

We wish him success in his future endeavors.

For The Mission Hospital



Authorized Signatory

PROJECT REPORT
ON
EMPLOYEES TRAINING AND DEVELOPMENT AT
"SHOPPERS STOP", DURGAPUR

SHOPPERS STOP
START SOMETHING NEW

BY

PRIYA

ROLL NO: 1404014

REGISTRATION: 12000914021

OF

2014 - 2016

SUBMITTED TO



DR. B.C. ROY ENGINEERING COLLEGE

Faculty of Management Education, Durgapur

Jemua road, fuljihore, Durgapur-713206

**Affiliated to Maulana Abul Kalam Azad University of
Technology**

Date: 09th November 2015

To Whom It may Concern

This is to certify that Ms. Priya Mahanta has successfully completed her summer internship project with Shoppers Stop Limited- Junction Mall, Durgapur from the period of June –August 2015.

She has performed well in the assignment given. We wish success in her all future endeavors.

For Shoppers Stop Limited

Srijoni Roy

Srijoni Roy

SHOPPERS STOP LIMITED

Customer Care Associate

Customer Care Associate Head

SHOPPERS STOP LTD.

Shopper's Stop Limited

Mouza - Faridpur, I.I. No. - 75, City Center, Junction, Durgapur-713216. T + 0343 2542800

Registered & Service Office - Eureka Towers, B-Wing, 9th Floor, Mindspace, Link Road, Malad West, Mumbai 400064

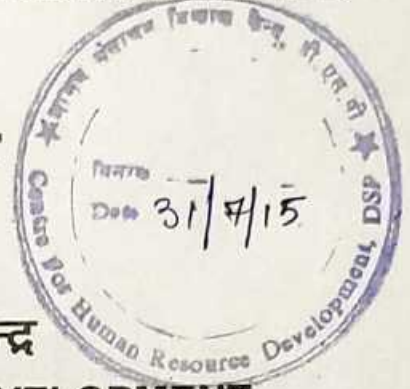
T + 022 42497000, F + 022 28808877. E-mail us at customercare@shoppersstop.com

Customer Helpline T + 022 66486648. Toll Free No. : T + 1 800 209 6648 (9 am to 9 pm)

Sl. No. : 2015/8711



स्टील अथॉरिटी ऑफ इण्डिया लिमिटेड
STEEL AUTHORITY OF INDIA LIMITED
दुर्गापुर इस्पात संयंत्र
DURGAPUR STEEL PLANT



मानव संसाधन विकास केन्द्र
CENTRE FOR HUMAN RESOURCE DEVELOPMENT

This is to certify that

Mr./Ms. SANCHITA ROY a student / trainee

of DR. B.C. ROY ENGINEERING COLLEGE, DURGAPUR

has undergone vacation training in HUMAN RESOURCE MANAGEMENT

from 15-Jun-2015 to 31-Jul-2015 in the
undermentioned departments.

Departments :

CENTRE FOR HRD
PERSONNEL DEPARTMENT

NOTE :

*She has completed a project report on "
Motivations Schemes Being Provided To The
Employees " in DSP, SAIL.*

36 Days

Total No. of days attended.....

Reeta Banerjee
Reeta Banerjee
General Manager(HRD)

महो प्रबंधक (क. सं. वि.)
General Manager (HRD)

मानव संसाधन विकास केन्द्र
C. H. R. D.

दुर्गापुर इस्पात संयंत्र/DURGAPUR STEEL PLANT

Sl. No. : 2015/8710



स्टील अथॉरिटी ऑफ इण्डिया लिमिटेड
STEEL AUTHORITY OF INDIA LIMITED
दुर्गापुर इस्पात संयंत्र
DURGAPUR STEEL PLANT



मानव संसाधन विकास केन्द्र
CENTRE FOR HUMAN RESOURCE DEVELOPMENT

This is to certify that

Mr./Ms. SUKANYA ROY a student / trainee
of DR. B.C. ROY ENGINEERING COLLEGE, DURGAPUR
has undergone vacation training in HUMAN RESOURCE MANAGEMENT
from 15-Jun-2015 to 31-Jul-2015 in the
undermentioned departments.

Departments :

CENTRE FOR HRD
PERSONNEL DEPARTMENT

NOTE :

She has completed a project report on "Welfare Schemes Being Provided To The Employees" in DSP, SAIL.

36 Days

Total No. of days attended.....

Reeta Banerjee
Reeta Banerjee
General Manager(HRD)

महा प्रबंधक (व्य. सं. वि.)
General Manager (HRD)
मानव संसाधन विकास केन्द्र
C. H. R. D.

दुर्गापुर इस्पात संयंत्र/DURGAPUR