"Education for Knowledge, Science and Culture" -Shiksahnmaharshi Dr. Bapuji Salunkhe<br>Vivekanand College, Kolhapur (Autonomous) Internal Quality Assurance Cell 2020-2021

## Quality Initiatives/ Activities Report

## Department of B.Sc. Computer Science (Entire)

One Page Report: Workshop on Digital Marketing

| 1. | Name of the Department | B.Sc. Computer Science (Entire) |
| :--- | :--- | :--- |
| $\mathbf{2 .}$ | Name of the Activity | Workshop on Digital Marketing |
| $\mathbf{3 .}$ | Date/Duration | 3rd March 2020 |
| $\mathbf{4 .}$ | Aims/ Objectives | To develop cohesive market strategies and execute <br> effective digital marketing campaigns. <br> To execute online marketing initiatives, run search and <br> display advertising campaigns, and optimize <br> performance to drive results. |
| $\mathbf{5 .}$ | Number of Beneficiaries | 48 |
| $\mathbf{6 .}$ | Expenditure and Findings | Nil |
| $\mathbf{7 .}$ | Brief Description | The department of B.Sc. Computer Science (Entire) has <br> organized the workshop on Digital Marketing at <br> department. Total 39 participants have taken the benefit <br> from this workshop. The resource person for this workshop <br> was Mr. Kush Bhardwaj. He Explored various aspects such <br> as website building and optimization, content strategy <br> development, social media utilization, advertising tactics, <br> lead conversion and nurturing, as well as tracking and <br> monitoring performance through hands on. He explained <br> real-life case examples to understand the nuances of <br> creating search and display advertisements using the Google <br> Ads platform. |
| $\mathbf{8 .}$ | Outcomes | Participants have gained a deep understanding of how <br> the internet has transformed the way brands engage <br> with consumers. |
| Participants learnt the step-by-step process of creating |  |  |
| and implementing digital marketing plans. Explore |  |  |
| various aspects such as website building and |  |  |
| optimization |  |  |

The Coordinators of the Professional Programmes of B.C.A. (Mr. Sunny S. Kale) and B.C.S. (Mrs. Pallavi Desai ) are hereby informed that their departments have together been allocated Rs. 75000 to organize National Seminar/Conference in this academic year. You are directed to jointly plan and conduct a National Seminar/Conference before 20 March, 2020. Please take note and do the needful.

$$
\begin{aligned}
& \text { (Dr.S.Y.Hongekar) } \\
& \text { PRINCIPAL } \\
& \text { Yivekanand College } \\
& \text { Kolhapure }
\end{aligned}
$$

Notice Received


## B.C.S Dept.

Vivekanand college,
Date: 14/2/2020
To,
The Principal,
Vivekanand college,
Kolhapur (Autonomous).

Subject: Permission to organize one day national workshop on "Digital Marketing".

Respected Sir,
With reference to the letter with inward no. 1880/2019-20 regarding organization of national workshop,we, B.C.S Dept with B.C.A request your permission to organize one day national workshop on "Digital marketing". The workshop may be scheduled on 3rd March, 2020. Thanking you.

Your sincerely

(Miss. Pallavi M. Dessai) Head Dept. of B.Sc. Comp. Sci. (Entire) Vivekanand College, Kolhapur.

# ZONAL CHAMPIONSHIP <br> Workshop Partner with Kshitij IIT Kharagpur 

011-49095855

## Confirmation Letter

Sub: Confirmation letter for Training
Centre Dear Sir/Ma'am,
This is to bring under your kind notice that our college confirms as a Training Centre \& training will be held in our campus.

College Name: Topic Name: Dates/Month:


This is a confirmation that our college will be the Training Centre for technical training as mentioned above and provide the infrastructure support as required for the Session and registration charges are $1750 \mathrm{lNR} /-$ student.

We are appointing one faculty and two student coordinator to coordinate the entire event at our campus. Name and Contact Numbers of the coordinator are given below:

| Name | Coordinator | Number | Email ID |
| :--- | :--- | :--- | :--- |
| Rajes R.Mane | Faculty Coordinator | 9890822720 | rajmane zee gmat a |
| Vaibhavi K. Patil | Student Coordinator | 8421806869 | valibhaviukpegy |
| Rajes YadaU | Student Coordinator | 8.551060206 |  |

Yours sincerely
Makeintern.com


College Authority
Name: Pallavi M.D. Designation: HOP Head Dept. of B.Sc: Comp. Sci. Entire, Vivekanand College, Kolhapur.

## One Day National Workshop for faculty on Digital Marketing

One day national workshop for faculty on digital marketing has been organized by B.Se. (Computer Science Entire) and B.C.A dept in association with Kshitij IIT Kharagpur on $3^{\text {rd }}$ March 2020 at 9.00 . All the committees are as follows:

1) Organizing Committee

2) Brochure and Invitation Committee

| Miss Pallavi M. Dessai |  |
| :--- | :---: |
| Mr. Rajesh R. Mane | Qromana |

3) Finance Committee

| Mrs. Neeta N. Bargale | P次 |
| :--- | :---: |
| Mr. Rajesh R. Mane | Romo- |
| Mr. Vijay Pujari | Vani |

4) Publicity Committee

| Miss Pallavi M. Dessai | Mr. Rajesh R. Mane |
| :--- | :---: |
| Ms. Vaishali D. Patil |  |

5) Registration, Certificate and Fcedback Committec

| Mr. Abhijit Kadam | shin |
| :--- | :---: |
| Ms. Radhika M. Patil | Redhi |
| Mrs. Megha Patil |  |

6) Local arrangement, Accommodation Committee

| Mr. Rajesh R. Mane | permou |
| :--- | :---: |
| Mr. R.S.Sawant | Ret |

## 7) Food Committee

| Ms. Vaishali C. Dalvi | Calui. |
| :--- | :--- |
| Mr. Namdev P. Mote |  |

8) Technical Committee

| Mr. Vikram Ghatage | Qhatage |
| :--- | :---: |
| Mr. Sandeep Pawar | ars |

9) Stationary Committec

| Mr. Rajesh R. Mane | ares |
| :--- | :---: |
| Mr. Abhijit Kadam |  |

10) Inaugration Committee

| Mr. Rajesh R. Mane | semer |
| :--- | :---: |
| Ms. Vaishali D. Patil |  |
| Miss Samiksha Pharakate <br> (Anchoring) |  |

11) Decoration Committee

| Ms. Nadiya D. Patel | 中 Nodic |
| :--- | :---: |
| Mrs. Megha Patil |  |

## HEAD

2130, 'E' Tarabai Park, Kolhapur, Dist, Kolhapur-416 003
Affiliated to Shivaji University, Kolhapur (M.S.)

NIRF Ranking - $1^{\text {" }}$ in Shivaji University, $5^{\text {th }}$ in Maharashtra and $58^{\text {th }}$ in India
Ph. : 0231-2658612, 2658840 Fax : 0231-2658840 Resi.: 0231-2653962 Website : www.vivekanandcollege.org E-mail : info@vivekanandcollege.org


## Invitation

Date-29/02/2020

To,
Dr. R. V. Kulkarni,
Head of the Dept. M.C.A
CSIBER Kolhapur.

Respected Sir,
We are honored and pleased to invite you as a chief guest for Inauguration function of the one day national work shop on "Digital Marketing" organized by Department of B.Sc. (CS Entire) and Department of BCA Vivekanand College Kolhapur (Autonomous), on Tuesday, 03 March 2020 at 10.00 am . It would be such a huge privilege to have you with us at this special occasion.

We genuinely hope that you honor us with your presence. Please accept our invitation and grace the event.

Regards,

(Miss. P. M. Desai)
Convener

(Dr.-F. Y. Hongekar)
PRINCIPAL
Vivekanand College Kohapur

## Overview

A professional with years of experience in Digital Marketing, Entrepreneurship, E-Commerce and creativity trainer transforming people, brands and processes. If creating a culture of innovation in your organization is on your agenda, or you want to train your idea-champions feel free to exchange ideas with him.

He is a serial entrepreneur he currently runs digital marketing agency known as Huphe. He is consultant to lot of Indian and International startups. Over his career span he has worked with startups to MNC's. Some of notable clients he has worked with are Coca Cola, Mahindra Life spaces, UBM India, Reliance Securities \& Cybertech etc

He is an experienced Marketer with insightful experience In Digital Marketing, E commerce and web analytics. Proven abilities in Project Management, Account Management, Strategic Brand management, Lead generation and customer acquisition. Strong capability to create and execute new marketing campaigns from the ground up. Proven history in measuring results using ROI models and KPIs.

## Core Competencies

- Online Marketing
- Social Media
- Marketing Strategy
- Email Marketing
- Digital Marketing
- Business Development
- Facebook
- Microsoft Office
- SEM See
- PPC
- Lead Generation
- Direct Marketing
- CRM
- Business Strategy
- Microsoft Excel
- Online Advertising
- E-commerce
- Advertising Marketing Communications
- Google Analytics
- Web Analytics
- Facebook Fan Page Creation



## Associate ADS (Campaign Management) <br> Exponential-e

## Description:

- Managing online ads \& branding of the companies client.
- Finalizing behavioral \& Client online targeting to get converted users.
- Regular contact with various internal \& external stake holder of the campaign.
- Understanding Global marketing trend, reporting \& applying on Ad campaigns.
- Implementing various "Online Print (Ad's)" techniques to make banner attractive.
- Digital Campaigns, Loyalty Campaigns, Engagement Campaigns, Banner Engagement.


## Role \& Responsibilities

- Optimized online Ads, Online Reputation Management \& branding of various clients in US, UK \& India. (AT\&T, Mazda, Disney, Nestle, Kia, Nissan, etc.)
- Desired analysis of target customèr \& clients with required creative \& ads content finalizing.
- Resolved over all clients issues related to data, targeting, results \& third party discrepancy.
- Optimizing the campaign in various ways to get converted results with given duration.
- Regular contact with Account \& Marketing Head of versatile businesses in India \& Abroad.
- Editing java codes \& creative to set the campaign live \& finalizing to get customer attraction.
- Rich media engagement, Loyalty \& Engagement based campaign, ORM \& BehavioraI scanning.

Making and Monitoring social profiling and views with blogs, forums \& various social media channel.

## BDE

## Bajaj Finance Ltd

## India

## Description:

- Generated leads in auto sales \& financial negotiations. (Collateral /non collateral loans.)
- Evaluate reports and documents prepared by subordinates.
- Handled the tasks of preparing quotations for different products.
- Responsible for the entire sales from prospecting up to closing.


## Role \& Responsibilities:

- Sharpened negotiation skills \& customer orientation approach.
- Developed a number of strategies to integrate information, payment and products.
- Boosted sales revenue by $56 \%$ in 12 months.
- Developed/Negotiated loyalty program under promotional sales period.


## Organizing Committee

Our Inspiration
Prin. Dr. S.Y.Hongekar (Organizing Secretary) Dr. Kailas Patil (I.Q.A.C. Co ordinator) Prof. Dr. M.M. Karanjkar (Dean- Science Faculty) Prof. Mrs. R. Y. Patil (Dean- Professional courses) Mr. Rajesh R. Mane
Ms. Vaishali D. Patil
Mr. Namdev P. Mote
Mr. R.S.Sawant
Ms. Vaishali C. Dalvi
Mrs. Megha Patil
Mrs. Neeta N. Bargale
Ms. Radhika M. Patil Ms. Nadiya D. Patel

## How to Reach Kolhapur

* Ujalaiwadi Airport is 10 km from the main city of Kolhapur.
* There are number of Trains that leaves Dadar, Mumbai, Solapur, Bangalore etc. for Kolhapur.
* Kolhapur can be reached easily from Mumbai, Goa, Solapur and other places ....


Hon.Shri.Chandrakant (Dada) Patil
State President BJP Maharashtra,
President, Shri Swami Vivekanand Shikshan Sanstha, Kolhapur.

Hon. Prin. Abhaykumar Salunkhe
Chairman, Shri Swami Vivekanand Shikshan Sanstha, Kolhapur.

Hon. Prin. Mrs. Shubhangi Gavade
Secretary, Shri Swami Vivekanand Shikshan Sanstha, Kolhapur.
Venue :
B.C.S. department biotechmology building

Vivekanand College, Kolhapur.

## To,


$\square$



From : Dr. S. Y. Hongekar, Principal,
OLLEGE Xivekanand College, Kolhapur.
里STD ${ }^{\circ}$ (Autonomous) - 416003.
UNE Contact (0231) 2658612
"Education for Knowledge, Science and Culture" - Shikshanmaharshi Dr. Bapuji Salunkhe


Shri Swami Vivekanand Shikshan Sanstha's VIVEKANAND COLLEGE, KOLHAPUR (Autonomous)
(NAAC Accredited 'A' with-CGPA 3.24 in 3rd cycle. College with Potential for Excellence )
Website :www.vivekanandcollege.org
One Day National Workshop on
Digital Marketing 3rd March, 2020


VIVEKANAND COLLEGE KOLHAPUR
(Autonomous)
In association with makeintern and Kshitij IT Kharagpur

# "Dissemination of Education for Knowledge, Science \& Culture" <br> -Shikshanmaharshi Dr. Bapuji Salunkhe 



## Shri Swami Vivekanand Shikshan Sanstha's VIVEKANAND COLLEGE, KOLHAPUR

B.Sc. Comp Scl.(Entire) and B.C.A. Department Jointly organize

## One Day National Workshop on Digital Marketing

## Sanstha Prayer

Welcome \& Introduction

Chief Guest Speech

Key-Note Speaker

Chairperson Speech

Thanks Giving
Anchoring
: From Cassette
: Miss Pallavi M. Dessai.
Convener B.C.S. Dept. Vivekanand College, Kolhapur.
: Dr. R. V. Kulkarni
H.O.D., M.C.A. Dept. CSIBER, Kolhapur:
: Mr. Khush Bhardwaj.
AVP Digital Consultant/Head Mymoney, Mantra and StartUp
: Mr. S.M. Ruikar
Acting Principle Vivekanand College, Kolhapur.
: Miss. Nadiya Patel
: Samiksha Pharakate.

Venue :- B.C.S. Department, Biotechnology Building, Vivekanand College
Date :-03/02/2020
Time :- Moring 10:00 P.M.


Shri Swami Vivekanand Shikshan Sanstha's
Vivekanand College (Autonomons), Kothapur
Department of B.Se (CS Entire) \& B.C.A
"National Workshop on Digital Marketing - 2020"
Date M yrch $3^{\text {red }}, 2020$ Day:- Tuesday
Registration List



## Head

Shri Vijaysinha Yadav Arts \& Science College, Peth Vadgaon, Dist Kolhapur

Vivekanand college VIVEKANAND COLLEGE

Vivkanand college kothapur
Vivekanand college, kolhapur

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Dept of B.Sc. Comp. Sa. (Erwe)

Shei Swami Vivekanand Shikshan Sanstha's
Vivekanand College (Autonomous), Kolhapur
Department of B.Sc (CS Entire) \& B.C.A
"National Workshop on Digital Marketing - 2020"
Date:- March $3^{\text {rd }}, 2020$

## Registration Lis

## Organization/ Institution

$$
\begin{gathered}
\text { SGI } \\
\text { SSILT } \\
\text { BSIET } \\
\text { VCK }
\end{gathered}
$$

Email

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vct
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$V^{\prime} C K$
BSIET

Day:- Tuesday

Telephonel
mobile no. Email Address Sign


# "Education for Knowledge, Science and Culture" 

Shikshanmaharshi Dr. BapujiSalunkhe
Shri Swami Vivekanand Shikshan Sanstha's
Vivekanand College (Autonomous), Kolhapur.
Department of B.Sc (CS Entire) \& B.C.A
"National Workshop on Digital Marketing - 2020"
Date:- March 3 ${ }^{\text {rd }}, 2020$ Day:- Tuesday

## Registration Form

Name: Mrs. SWati $V$ EnKATESA
Designation: $V_{\text {ISITING }}$ FACULTY
Institution: SGII


Rs. 500/- Cash

Signature
Date: $03 / 03 / 2020$

Note: Typed or Photostat copies of registration form can be used for registration

"Education for Knowledge, Science and Culture"
Shikshanmaharshi Dr. BapujiSalunkhe
Shri Swami Vivekanand Shikshan Sanstha's
Vivekanand College (Autonomous), Kolhapur.
Department of B.Sc (CS Entire) \& B.C.A
"National Workshop on Digital Marketing - 2020"
Date:- March $3^{\text {rd }}, 2020$ Day:- Tuesday

## Registration Form

Name: Nagashree Vasudev shanbhag
Designation: Student
Institution: Vivekanand College (Autonomous),
Address: New Shahupuri, Kolhapur
Telephone: 8788311902
E-mail nagashree 2233 @grail com
Rs. 500/Cash
昆
Signature

Note: Typed or Photostat copies of registration form can be used for registration
"Education for Knowledge, Science and Culture"
Shikshanmaharshi Dr. BapujiSalunkhe
Shri Swami Vivekanand Shikshan Sanstha's
Vivekanand College (Autonomous), Kolhapur.
Department of B.Sc (CS Entire) \& B.C.A
"National Workshop on Digital Marketing - 2020"
Date:- March $3^{\text {rd }}, 2020$ Day:- Tuesday

## Registration Form

Name: $\qquad$ Latish Suryavanshi
Designation: $\qquad$
Institution: $\qquad$

|  | R.K Nagar, Kolhapur. |
| :--- | :--- |
| Address: | $7350 \leq 52244$ |
| Telephone: $\quad$ Sairajsuryavanshi22@ gmail.com |  |
| Email: $\quad$ Sash |  |
| Rs. 500/- | Cash |

Date: $3-3-20$

Note: Typed or Photostat copies of registration form can be used for registration

"Education for Knowledge, Science and Culture"
Shikshanmaharshi Dr. BapujiSalunkhe
Shri Swami Vivekanand Shikshan Sanstha's
Vivekanand College (Autonomous), Kolhapur.
Department of B.Sc (CS Entire) \& B.C.A
"National Workshop on Digital Marketing - 2020"
Date:- March $3^{\text {rd }} \mathbf{~} \mathbf{2 0 2 0}$
Day:- Tuesday
Workshop Feedback Form
Name : $\qquad$
Name of college:
Please help us make this workshop better next year by filling out this short questionnaire.

| Sr. <br> No. | Questions | Excellent | Very <br> Good | Good | Poor |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 1. | Please rate your overall satisfaction with <br> the format of the workshop |  |  | $\sim$ |  |
| 2. | Please rate your overall satisfaction with <br> the reception |  | $V$ |  |  |
| 3. | Please rate your overall satisfaction with <br> the invited talks |  |  |  |  |
| 4. | Please rate your overall satisfaction <br> about tea, breakfast and lunch |  | $\checkmark$ |  |  |

Please provide any comments you have on workshop topics, speakers or general suggestions regarding the workshop:

"Education for Knowledge, Science and Culture"
Shikshanmaharshi Dr. BapujiSalunkhe
Shri Swami Vivekanand Shikshan Sanstha's
Vivekanand College (Autonomous), Kolhapur.
Department of B.Sc (CS Entire) \& B.C.A
"National Workshop on Digital Marketing - 2020"
Date:- March $3^{\text {rid }}, 2020$
Day:- Tuesday

please help us make this workshop better next year by filling out this short questionnaire.

| Sr . No. | Questions | Excellent | Very Good | Good | Poor |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1. | Please rate your overall satisfaction with the format of the workshop |  |  |  |  |
| 2. | Please rate your overall satisfaction with the reception | $V$ |  |  |  |
| 3. | Please rate your overall satisfaction with the invited talks | $V$ |  |  |  |
| 4. | Please rate your overall satisfaction about tea, breakfast and lunch |  |  |  |  |

Please provide any comments you have on workshop topics, speakers or general suggestions regarding the workshop:
 at IIT Kharagpur

## Zonal Championship

## In association partners with Kshitij IIT Kharagpur

## $\mathfrak{C}$ certificate of $\mathfrak{A p p r e c}$ anion

Presented To

Mr. Rajesh R. Mane<br>(Sub Coordinator)

For Leading, Guiding \& Managing Zonal Center Program on
Digital Marketing conducted by
Vivekanand College (Autonomous) Kolhapur
in collaboration with Zonal Championship at Kshitij IIT Kharagpur Event held on
$3^{\text {rd }}$ March 2020


## खूरा भारद्वाज : विवेकानंद महाविद्यालयात डिजिटल मार्केटिंग कार्यराळा उत्साहात

## व्यवसायवाठीसाठी डिजीटल मार्केटिंग आवश्यक

लोकमत न्यूज नेटवर्क
कोल्हापूर : आजच्या स्पर्धात्मक युगात आपला व्यवसाय वाढवायचा असेल तर डिजिटल मार्केटिंग आवश्यक आहे, असे मत आय.आय.टी. खरगपूर येथील ट्रेनर खूश भारद्वाज यांनी केले

विवेकानंद कॉलेज (स्वायत्त) व मेक इन टर्न, क्षितीज आय.आय.टो. खरगपूर यांच्या संयुक्त विद्यमाने आयोजित डिजिटल मार्केटिंग या विषयावरील एकदिवसीय कार्यशाकेत ते बोलत होते. अध्यक्षस्थानी प्रा. एस. एम. रुईकर होते. सायबर इन्स्टिट्यूटचे


विवेकानंद कॉलेज व मेक इन टर्न क्षितीज आय.आय.टी. खरगपूर यांच्या कार्यशाक्केत खूरा भारद्वाज यांनी मार्गदर्शन केले.

डॉ. आर. व्ही. कुलकर्णी प्रमुख उपस्थित होते

या कार्यशाकेत त्यांनी
डिजिटल मार्केटिंगविषयी मार्गदर्शन करताना व्यवसायासंदर्भात

वाय.
होनगेकर
यांच्या मार्गदर्शनाखाली बी. एस्सी. कॉम्य्युटर सायन्स (एंटायर) व बी.सी.ए विभांगाने केले. सदर कार्यशाकेत देशभरातील

विविध
महाविद्यालयांतील प्राध्यापक आणि विद्यार्थी सहभागी झाले होते. बी.सी.एस. विभागप्रमुख प्रा.पल्लवी देसाई यांनी स्वागत केले. प्रा. नादिया पटेल यांनी आभार मानले. प्रा. समीक्षा फराकटे यांनी सूत्रसंचालन केले यावेळी बी. एस्सी. कॉम्प्युटर सायन्स व बी.सी.ए. विभागातील सर्व प्राध्यापक, कर्मचारी व विद्यार्थी, विद्यार्थिनी उपस्थित होत्या.

लोकमन दि $5 / 312020$.



