



महाराष्ट्र MAHARASHTRA

2021

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या कल्पनासाठी ल्यांगरी मुद्रांक कोर्टी केना ल्यांगरी टपाव करणाऱ्याची जबाबदारी  
मुद्रांक खरेदी केल्यापासून 6 महिन्यांत वापरणे बंधनकारक आहे

अनु.क. 73548 नि.  
 मु.शु. रक्कम - 100/- Affidavit  
 दस्तावा प्रकार -  
 दस्त बोंबणी करणे वा नसणे काय? होय/नाही -  
 मिळकतीचे प्रकार -  
 मुद्रांक विकत घेतल्याचे जास - Pune Institute of Business Management  
 पत्ता - Geet. H.O. 6057/1, Mukatwadi, Kol Pirangde Pune  
 दुसऱ्या पक्षकाराचे जास -  
 हस्ती व्यवहारीचे नांव व पत्ता - Somnath Inager, Pirangde

वरिष्ठ कोषागार अधिकारी  
 पुणे  
 31 JAN 2022  
 मथम मुद्रांक लिपीक  
 कोषागार पुणे करिता

नितीन एच. गांधी (परवाना नं. 2209048)  
 शां. नं. 29, केदार एम्पायर,  
 कर्वेरोड, पुणे-30 फोन-24843828 हस्ती/मुद्रांक विकत घेणाऱ्याची

MEMORANDUM OF UNDERSTANDING

BETWEEN

Asutosh College, Kolkata

AND

Pune Institute of Business Management, Pune

The MOU is entered into on 3<sup>rd</sup> February 2022 by and between **Asutosh College**, situated at 92, Shyamaprasad Mukherjee Road, Kolkata-700026, West Bengal and **Pune Institute of Business Management**, situated at Gut No. 605/1 Lavasa Road, Pirangut, Tal - Mulshi, Paud Road, Pune – 412115, Maharashtra.

The aforesaid institutions are hereinafter referred to individually as institute and collectively as institutes.

### **The objective of the MOU:**

#### **I. Faculty Development Programme**

The above institutions shall actively cooperate to drive, explore and participate in several opportunities which may arise for academic and research work through the faculty development program. Faculty development program details will be shared separately by PIBM Pune. These faculty development programs will enable the faculty to enhance their efficacy to train students practically which will ensure employability of the students. These faculty development programs will be held virtually by PIBM and will be free of cost. Upon completion, the participating faculty of Asutosh College will be getting a certificate from National Skill Development Corporation.

#### **II. Student Development Programme**

Students will be provided 5-10 hours of free recorded classes on to skills that are demanded by the companies and also required to enhance their employability, clearing it the students receive a participation certification by National Skill Development Corporation. Post the recorded courses, the students can go further with paid live interactive courses and certificates will be provided again by NSDC. Asutosh College need to share Prior calendar for 3 months with activities needed with topic and timing for smooth process.

#### **III. Joint Research Activities:**

The above institutions shall actively cooperate to drive, explore and participate in the joint research project, collaborative industry training in India and abroad, distance teaching and so forth to promote research, industry knowledge enterprise and creation and enterprise training. To enhance the cooperation future research areas will be jointly explored for mutual benefits. Both the Institutions will be conducting National and International Conferences and will encourage faculty participation in these conferences. PIBM Pune has associations with various industries and International Institutions for consultation and research work. PIBM Pune will provide the opportunity to the partnering Institution to conduct consultation and research at the national and international level.

#### IV. Student Skilling and Awareness on NEST (National Employability Skills Test):

- i. PIBM invites all your final year students for a Nationwide Placement drive, which is a government initiative under NSDC (National Skill Development Corporation). The students will have to appear for NEST (National Employability Skills Test) to participate in the placement drive. Structure of the NEST would include:
  - a. Aptitude
  - b. Logical Reasoning
  - c. Verbal Ability
  - d. Domain Knowledge (Technical/Non-Technical)
- ii. Students of Asutosh College will be provided training for employability skills required in the industry at the national and international level. Students will be trained for 15 to 40 hours through Skill Centre name **Asutosh – PIBM Skill Centre** at Asutosh College, depending upon the skills decided by Asutosh College, however, the training program is still optional where the students will be paying directly to PIBM. Students can be trained on employability skills such as sales forecasting, financial statement analysis, MS Excel, Power Bi, content writing and digital marketing and many more skills with mutual consultation.
- iii. Awareness program will be conducted by both the Institutions for students to create an understanding of future job roles and skills required in the industry. The details of the student skilling and awareness program will be shared separately by PIBM Pune. Few understanding onto NEST are as follows:
  - Final year under graduate students of all Departments of Asutosh College will appear for virtual NEST exam of PIBM and on qualifying with requisite marks PIBM shall provide them with three placement opportunities for getting interviewed by recruiting companies.
  - Once interaction with all final year students is completed, it will either be done by Asutosh College's Management or through virtual interactive session conducted by Pune Institute of Business Management on to "Post Covid Career Opportunities & Importance of NEST". A link will be shared with all the students where they need to enroll with all correct information including graduation stream. After the registration process is over PIBM Pune will schedule the test on virtual platform.
  - Pune Institute of Business Management agrees to provide three job interview opportunities with recruiting companies to the students who qualify NEST exam with 70% marks in each of the four respective sets consisting of Verbal Ability, Quantitative Aptitude, Logical Reasoning and Domain Knowledge.
  - 50% marks till the completed semester (4<sup>th</sup> semester or 2<sup>nd</sup> Year) is the minimum criteria to appear for NEST and students completed Graduation with 50 % marks is preferred (If students are in touch with Asutosh college and if College management want them to be included) Students with backlog/ Supplementary test can sit for the Test for practice but can only start sitting for placement once all paper cleared. The registration for NEST is absolutely free of cost. Students qualified in NEST need to submit soft copy of mark sheet of

X, XII and Graduation (Till second year for graduation appearing student) for verification and hence alignment will begin for job interview.

- Students need to sit for virtual test, result will be declared within 3 weeks from the date of test. Exam will be MCQ basis without negative marking. The students who will qualify with 70% marks will be given three opportunities of interviews with recruiting companies within 2 months by PIBM from the date of NEST result being declared.
- All selected student will be given one point of contact to discuss any queries related to placement/ Job description or any other. Joining to company will definitely be mentioned in JD (Job Description). Equal opportunity will be given to all qualified students depending upon the domain which the students are studying in graduation. For qualified students, PIBM will bear the expenses for scheduling interviews but in case any company asks a student to travel to some other location for further round of interview (If any), then the students need to bear the expense.
- There will be one contact person from Asutosh College identified for coordination and sharing information and one point of contact from Pune Institute of Business Management for all information discussion related to date, notification, announcement, Grievance or any other information related to NEST.
- The students who will not qualify will be intimated by PIBM and Asutosh College about the areas of lacking of respective students and students will be intimated about skill development courses by PIBM (Approved by NSDC) And Asutosh college has no role to play for training student onto those skills training. Student finding the Skill Course important will opt for the course, if not, they may not, and Asutosh College has no role in emphasizing Students for skill course.

#### **V. Placement Opportunities:**

Placement opportunities will be provided to graduate and post graduate students with mutual understanding of both partnering institutions

#### **VI. LMS and Skill Development Portal of PIBM:**

Learning Management System and Skill development portal of PIBM will be shared with partnering Institution with mutual consent.

#### **VII. Future Collaborative Efforts:**

The above organizations will continuously explore the possibilities of enhancement of future collaborations in the areas of students' internship, consulting assignments and other possible areas of collaborations. As per the NEP (National Education Policy) all students need to be trained onto skills and faculties need to undergo various FDP (Faculty Development Program) for skilling themselves with the latest trend so that training students will be more competent and linked with the skill needed by the corporate in current era. Any other points decided mutually will have a separate sheet created which will become part of this MOU.

### **VIII. Tenure and Renewal of the MOU**

- The understanding should initially be for a period of three years and shall be renewed on the mutual consent of both the institutions.

### **IX. Termination of MOU**

- This understanding can be terminated in writing with the mutual consent of both the institutions. And involvement of both head of institute will be must in case of termination.
- Oral and/or implied termination will neither be effected, nor alleged at any point of time by any of the incumbent college under any circumstances whatsoever.

### **X. Arbitration**

- In case of any dispute concerning this understanding, the same shall be tried to be resolved in mediation through the respective representatives of this understanding or any person nominated by them, in their joint mediation.
- All disputes and differences arising out of this understanding, if not settled in mediation, shall be resolved in Arbitration before a sole Arbitrator to be jointly nominated by the parties herein to that effect upon mutual discussion and in terms of the provisions of THE ARBITRATION AND CONCILIATION ACT ,1996 (As amended till date). The proceedings before the arbitrator shall be in English.
- The sole Arbitrator to be nominated by the parties under this agreement shall be a qualified Indian National. Persons having previous experience of adjudication of disputes arising under similar agreements shall be given preference while selecting the Arbitrator.
- The laws of India shall be followed while adjudicating the disputes under this understanding.
- The venue of the Arbitration shall be decided by the parties with mutual consent.

**Effective period of the Memorandum:**

This cooperation agreement shall become effective as soon as the authorized representatives of all sides agree on it. In case that any party wants to terminate the agreement, a written declaration shall be issued in advance one year prior to the termination date. There will be two copies of this memorandum equally valid, one for each party, effective from its dates of signing.

*Taman*  
(Authorized Signatory)

Mr. Raman Preet  
Executive Director

Pune Institute of Business Management, Pune



*[Handwritten Signature]*  
(Authorized Signatory)

Prof. Apurba Ray  
Vice - Principal  
Asutosh College, Kolkata