



# TECHNOSERVE

BUSINESS SOLUTIONS TO POVERTY

This document constitutes a Memorandum of Understanding (MoU) between **Ashwattha Advisors Private Limited (AAPL)** and **Patuck Gala College of Commerce and Management**.

## Background

**Ashwattha Advisors Private Limited (AAPL)**, which is a wholly-owned subsidiary of TechnoServe Inc. is conducting a “**Campus to Corporate Careers (C2C) Program**” for enhancement of employability and workplace skills for deserving youth.

1. In this connection, AAPL intends to be associated and work closely with **Patuck Gala College of Commerce and Management** to conduct employability training and career counseling sessions for the final year college students. This will include activities through the year, till students are placed 10-12 months after their final year examinations. Features of the program are as follows:
2. 80 hour program including Personal effectiveness (goal setting, interpersonal relationships), Personal Finance, Professional effectiveness (how to choose right career option, how to apply for job, tools-CVs, cover letter- etc.), Business communication (effective communication with co-workers and customers), Career Readiness (orienting students to jobs matching their skill sets and exposure to a career path) and Work Readiness (Professionalism, Work Ethics, Email Etiquettes, Workplace dynamics – etc.)
3. 80 hours of training will be delivered in class and few hours of additional training will be available to students on TechnoServe’s proprietary online learning platform. The program also includes individual student counselling during the program, post training, pre-placement and also post placements.
4. There is no cost for students to attend the above mentioned training.
5. Each training batch size will be a maximum of 50 students. Sessions of duration 2 hours each to be conducted 5 days per week. Trainings to be conducted for 2 or more batches in one day through one TechnoServe trainer.
6. Counselling support is available on training days for providing career guidance to students who are enrolled in this program.
7. Students will be provided a certificate on successful completion of course with minimum attendance criteria of 90%.
8. Students will be further supported in job linkages and placements from the time of training completion till they are placed i.e. 6-10 months after their training is complete.
9. College is expected to support the successful training and placements of all students, should they take up this service with TechnoServe.

## For this purpose, AAPL requires support of the college in the following areas:

1. Facilitating discussions and engagement with the 2019 current third year degree students and 2018 graduates wherever feasible. This involves the following:
  - a. Assistance in batch scheduling with ongoing final year classes.
  - b. Support in allocating batches (of 45-50 students approximately) per trainer for optimum utilization of resources and training effectiveness.





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2. Infrastructure support for the following:
  - a. Training facility (a training room where 50 students could be trained). Training methodology requires some space in the middle of the room for conducting student activities.
  - b. Space for the career counsellor/ trainer who would be available in college on days of training.
  - c. Availability of classroom to conduct refresher sessions as and when required.
  - d. Projector and speakers on need basis which are required to conduct few video based sessions.
  - e. Require college support to conduct a Parent engagement session in the college premises.
  - f. Provide 100-200 students for training whom TechnoServe will screen.

Upon a request by AAPL for this support, **Patuck Gala College of Commerce and Management** has agreed to support and provide the appropriate assistance to AAPL, as mentioned below. Based on the above, this MOU lays out immediate next steps to be taken by both parties.

### **AAPL agrees to -**

1. Conduct Orientation sessions to make students are aware about the program and register their interest.
2. Engage with students and form batches based on selection criteria for conducting the training program.
3. Conduct the Campus to Corporate Careers Program in College premises.
4. Provide career counselling support to students enrolled in this program.
5. Facilitate further linkages with vocational training partners and employers for interested students.
6. Bi-weekly placement reports and monthly placement reports of students linked to job opportunities will be provided to the college once placement activities commence.
7. Helpline facility will be provided to the students to address their queries during training, post training and post placement.

### **Patuck Gala College of Commerce and Management agrees to –**

1. Make classroom(s) available to train students in batches of 45-50, which should be ideal to cover 2 batches per day. If more students express interest for this period, we may create another batch after this batch. The classroom should be equipped with board and AV system when required.
2. Make table space available for career counseling.
3. Providing one contact point who could be approached for any support (student engagement) related to this program.
4. This MOU is neither a contract, nor is it legally binding in any way, nor does it commit any financial expenditure from or for either party.

Signed:



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Name: Punjit Gupta  
Country Director,  
TechnoServe

17 / 07 / 2019

*[Handwritten signature: Meeta]*

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Name: Dr. Meeta Parhade  
Principal,  
**Patuck Gala College of Commerce and  
Management**

17 / 07 / 2019

# Patuck–Gala College of Commerce & Management

## REPORT OF MoU WITH ASHWATTHA ADVISORS PRIVATE LIMITED (AAPL)

Academic Year: 2019-20

Name of the Department: Placement & Career Guidance Cell

<b>Name of the Activity:</b> Campus to Corporate Training Program			
<b>Date of MoU</b>	<b>Faculty In-charge</b>	<b>Other Faculty Members</b>	<b>Co-ordinator of MoU at the Collaborating Institution</b>
October 4, 2019 – October 3, 2020	Renita Vazirani	Byshi Panikar Sana Ansari Prashant Kokane	Urmi Sethia - Trainer
<b>Duration of MoU</b>	<b>Venue</b>	<b>Activity</b>	
1 Year	Conference Room	Certificate course on Campus to Corporate Careers Program (C2C) November 21, 2019 – January 13, 2020	

### About the MoU

<b>Topic of the Activity</b>	Campus to Corporate Training Program
<b>Objectives of the MoU</b>	<ul style="list-style-type: none"> <li>To groom students to be eligible candidates during job hunting</li> <li>To provide Placement support services to the students</li> <li>To orient students of the needs of the corporate world, hence, making them corporate ready.</li> </ul>
<b>Methodology</b>	<ul style="list-style-type: none"> <li>Orientations are conducted by the trainer in which students are explained about the modules that will be taught to them during the program</li> <li>Interested students are then screened through an one-to-one interview</li> <li>Place on campus is allocated to the participants and the training program commences</li> <li>Lecture and activity sessions form the methodology of the program</li> <li>Students are taken for job fairs</li> </ul>
<b>Outcomes of the MoU</b>	<ul style="list-style-type: none"> <li>Students get placement during job fairs</li> <li>Students who do not want to avail of the placement service are still ready to enter the corporate</li> <li>The training program also helps students who wish to pursue higher studies and have to go through GD/PI</li> </ul>



*[Signature]*  
I/c Principal

Patuck - Gala College of  
Commerce & Management  
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