



30/05/2021

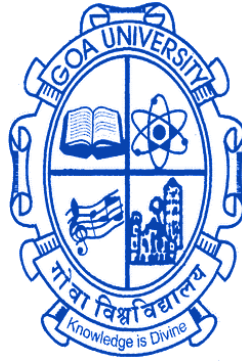
SUMMER INTERNSHIP

Project Report



Prepared by:

**KETAN GURUDAS MALIK
MBA FINANCE 1932
GOA BUSINESS SCHOOL
GOA UNIVERSITY**



GOA UNIVERSITY

By

Malik Ketan Gurudas

Roll No: - 1932

Under Guidance Of

Prof. Nilesh Borde

YEAR 2020 -2021

MBA - Part II

Final Internship Report

At

Goa Business School

Goa University

ACKNOWLEDGEMENT

I would like to express my gratitude to all the people who guided and assisted me in the forming this report. To all my Professors who showed a great amount of support and help during my internship term, my humble gratitude to them.

I would like to mention **Professor Dr. Nilesh Borde** who gave me the opportunity and great exposure to be a Finance intern for Goa Business School. He also motivated and assisted me in a tremendous way in various activities. Special thanks to Mr. Amrut Shet who took out precious time from his work to assist me in various tasks. To Assistant Professor Suraj Velip who assisted me, oversaw and guided our every step in executing the Admission process.

Some of the credits here go to my dear friends and my classmates who also showed great support during my internship term.

DECLARATION

“I, the undersigned **Malik Ketan Gurudas**, do hereby declare that the Final Internship Report has been composed by me during the period from January 27, 2021 to May 15, 2021 under the guidance of Prof. Nilesh Borde (Mentor), towards partial fulfilment of the degree of MBA and that no part thereof has previously formed the basis for the award of any degree or diploma or any other similar title in Goa University or elsewhere”

Date: 30/05/2021

Place: Goa University

Malik Ketan Gurudas

Roll No.: 1932

MBA Part-II (Finance)



गोंय विद्यापीठ

ताळगांव पठार,

गोंय - ४०३ २०६

फोन : +९१-८६६९६०९०४८

फॅक्स : +९१-८३२-२४५९९८४/२४५२८८९

Goa University

Taleigao Plateau, Goa - 403206

Tel : +91-8669609048

Fax : +091-832-2451184/2452889

E-mail : registrar@unigoa.ac.in

Website : www.unigoa.ac.in



(Accredited by NAAC with Grade 'A')

May 30, 2021

TO WHO IT MAY CONCERN

This is to certify that **Shri. Malik Ketan Gurudas** has undergone Internship Training with us (GoaBusiness School) from January 27, 2021 to May 15, 2021.

During his Internship with us, we found him sincere, honest and hardworking.

Professor Nilesh Borde

Programme Director (MBA),

Goa Business School,

Goa University.

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Goa Business School

Organisation Profile

Goa Business School is established by the merger of departments that can deliver better together. The departments that are merged in the Goa Business School are Masters in Commerce, Masters in Computer Application, M.A. Economics, Masters in Business Administration, Integrated Masters in Business Administration, Masters in Business Administration - Financial Services (2011) and Executive Masters in Business Administration. The Department of Economics has a legacy of a part of Centre for Post-Graduate Instruction and Research (CPIR) that gave birth to the University. The Department of Computer Science and Technology was established with initial financial assistance from DOE/UGC under the Manpower Development Scheme. The amalgamation would allow the faculty and research students to discover new synergies that remained hidden within department silos, rebrand and showcase our strengths in research and teaching in these areas together. The students passing out from these departments have been absorbed in the industry within India and abroad in the past.

While the amalgamation is with the defined objectives, we cannot forget the contributions that are made individually by the departments. Therefore, the Number of publications made are 610 (1986 - 2018) and the number of thesis 109 (1993 - 2018) which indicate the strength of these disciplines together. The academic programs of each of these would evolve over a period of time with the synergy in the near future that provides challenging opportunities to the students passing out of the Goa Business School.

The school has established good contacts with the industry and business enterprises in and outside Goa for corporate internship and placement services. The programs provide comprehensive knowledge and practice covering various aspects needed in the industry. Goa University has thus become one of the select universities.

INDUSTRY PROFILE

India holds an important place in the global education industry. India has one of the largest networks of higher education institutions in the world. However, there is still a lot of potential for further development in the education system. Moreover, the aim of the Government to raise its current gross enrolment ratio to 30% by 2020 will also boost the growth of distance education in India.

India's education sector offers a great opportunity with approximately 29% of India's population in the age group of 0 to 14 years. Education sector in India is expected to reach US\$ 180 billion in FY20. India's higher education segment is expected to increase to Rs. 2,44,824 crores (US\$ 35.03 billion) by 2025. India was ranked 34 among the 100 countries in English Proficiency Index 2019. Increasing internet penetration is expected to help in education delivery. As of December 2019, internet penetration in India reached 54.29%.

India has over 250 million school going students, more than any other country. It also has one of the largest networks of higher education institutions in the world. Number of colleges and universities in India reached 39,931 and 993, respectively, in FY19. India had 37.4 million students enrolled in higher education in 2018-19. Gross Enrolment Ratio in higher education reached 26.3% in FY19.

In 2020-21, there were 9,700 total AICTE approved institutes. Of the total, there were 4,100 undergraduate, 4,951 postgraduate and 4,514 diploma courses in AICTE approved institutes.

Education sector in India remains to be a strategic priority for the Government. The Government has allowed 100% Foreign Direct Investment (FDI) in the education sector through the automatic route since 2002. Total FDI inflow in India's education sector stood at US\$ 3.24 billion between April 2000 to March 2020 according to the data released by Department for Promotion of Industry and Internal Trade (DPIIT). In India, the edtech market is expected to reach ~US\$ 3.5 billion by 2022; received investments worth ~US\$ 1.5 billion in the first nine months of 2020, against US\$ 409 million in entire 2019.

INDUSTRY & COMPANY ANALYSIS

1. PEST ANALYSIS

The PEST Analysis speaks about the education industry in India.

Political Factors

- 100% FDI (automatic route) is allowed in the Indian education sector.
- Revitalizing Infrastructure and Systems in Education (RISE) by 2022 was announced in Union Budget 2018-19 with an outlay of Rs. 1 trillion (US\$ 15.44 billion) for four years.
- US universities visited India for the first US-India Knowledge Exchange (USIKE) and encourage collaborative research and innovation in various fields.
- EU-funded scholarships to Indian students increased 15 per cent in 2017.

Economic Factors

- Huge demand supply gap with an additional requirement of 2 lakh schools, 35,000 colleges, 700 universities and 40 million seats in the vocational training centers.
- Between April 2000 - March 2019, inflow of Rs. 18,500 crores in foreign direct investment (FDI) in the education sector.
- Rs. 14.3 lakh crore is needed by the government to achieve its target of 30 per cent GER (Gross enrolment Ratio) for the higher education by 2020.
- In private equity and venture capital funding, education industries companies to attract Rs. 35.8 billion (US\$ 500 million) by end of 2019.

Social Factors

- Largest population in the world of about 50 crores in the age bracket of 5-24 years present huge opportunities.
- India has over 25 crores school going students, more than any other country.
- Large English-Speaking population allows easy delivery of educational products. India was ranked 28 out of 88 countries in English Proficiency Index 2018.

Technological Factors

- Internet penetration in India reached 36 per cent. Increasing internet penetration will help in education delivery.
- Market size of digital publishing for education sector in India has increased at a CAGR of 5.29 per cent year-on-year to Rs. 35 crores in 2017 from Rs. 30 crores in 2014.
- The Government of India is taking the initiative to encourage colleges to offer online courses in rural areas to ensure education for all.

2. *PORTER'S FIVE FORCES ANALYSIS*

Using Porters Five Forces analysis gives us in depth analysis of Goa University, GoaBusiness School.

Threat of Entry

HIGH

- Over 350 universities and over 7,000 colleges have opened up over the past decade and many of these institute have low establishment cost and resources readily available.
- Multiple private institutes are set up due to rising demands in various skills. These institutes offer similar courses or hybrid courses that meets students demands with even similar fees.

Threat of Substitute

HIGH

- There are over 40,000 colleges and universities in India offering similar courses to thatof master's program in a university that steal away the demand for higher education (e.g. HR subjects taught for students pursuing arts, Advertising subjects for Mass Communication student etc.).
- Companies incorporating in-house MBA programs or others online courses so that employees don't leave the firm to do a full-time master's program.

Bargaining Power of Suppliers

MEDIUM

- The search of **faculty of high caliber** in demand as the number of institutes opened up. The quality of faculty reflects on the brand name. Goa Business School does not have the highest reputation nor the worst, it is in the middle as the job opportunities, infrastructure and other facilities compensate for the rest.
- Due to the publications, consulting work and other criteria's, Goa University on an overall scale ranks high.

Bargaining Power of Buyers **HIGH**

- The urge for students to earn at a young age hinders their goal to study further.
- Students prefer institutes that are flexible in the course structure. Also, the fees of these new institutes are similar to Goa Business School.

Competitive Rivalry **LOW**

- In Goa, there are only two institutes teaching MBA program, where there is limited competition due to the vast differences the two institutes have.

3. SWOT ANALYSIS

Strength

- Has been operating for a long time, 30+ years of teaching MBA programme, thus a huge alumni base.
- Umbrella brand of Goa University offering 7 different courses pertaining to management studies making it one stop education hub for corporates.
- Well experienced faculty inhouse of which some professors have over 20+ years of teaching & research experience and visiting guest lecturers by Indian industrialist, working practitioners and professors from various other top Indian and foreign universities.
- Offering German Exchange and study Japan Program.
- Education hub to many international student – Iran, Indonesia Etc.
- Huge Campus with all necessary amenities – Smart Classrooms, Playground, Stadiums, Health Centre, Bank, Post Office etc.
- 93rd in overall ranking in India among 993 universities Pan India.

Weakness

- Outdatedness of syllabus and curriculum, no industry focused specializations.
- Inhouse product cannibalization – MBA FS pulling on the MBA crowd via the faulty admission test procedure.
- Complications in operations between inhouse departments.
- General negative attitude of Goan's towards Goa University.
- Low brand awareness

Opportunities

- Going online in terms of lecture / course delivery – having a distance learning segment
- Earn while you learn scheme that benefits the students and university in brand awareness or projects assistance.

Threat

- Private Autonomous entities like GIMS, Chowgule's, Symbiosis Pune and B-Schools all over India.
- Distant Learning and Open State/National Entities like SCDL, IGNOU
- Emergence of international school bringing in modern curriculum and private Indian players taking a more collaborative or franchisee type of approach with the international entities. – GIMS, Bits PILANI, SP Jain Global Management.
- Online education technology companies taking over Indian Market – UDEMY

Project Questions

1. How a Organization is set-up & and what are the requirements of GFR 2017 in Goa University?
2. What are the rules and regulations of Medical Allowance & Medical Reimbursement in Goa University?
3. How the Social media cost should be kept zero?
4. What would be Admission Process Cash flows of the Organization for next 5 Years?
5. How Financial Control is carried out in the Organization?

Project Objective

1. To study what are the requirements of GFR 2017 for educational Institute.
2. To Study the benefits of Medical Allowance & Medical Reimbursement.
3. To Aware GBS-MBA Admissions criteria in age group 18-28 at zero direct cost.
4. To Study a 5-year Admission Process Cash flow of the Goa Business School (MBA) considering Scenarios.
5. To study Goa University budget and the financial control mechanism carried out in Goa Business School.

Methodology

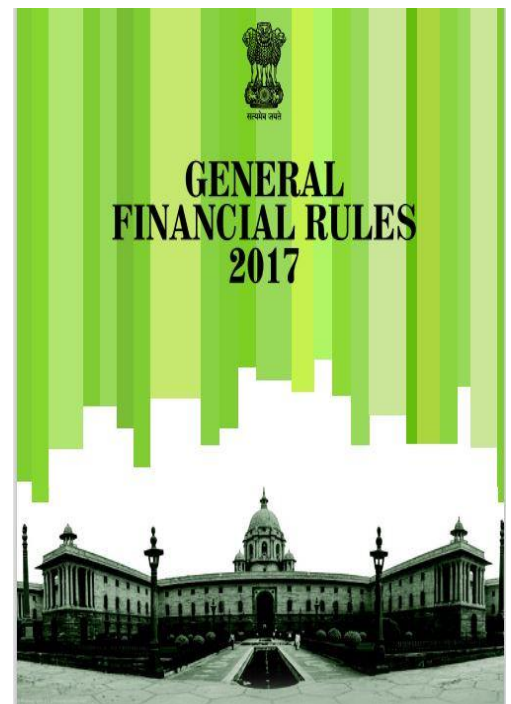
Most of the study is based on Primary Data. Secondary data is collected from Books, Articles, and Websites.

Tools Used

Microsoft Excel was used to do analysis such as Scenario & Sensitivity.

❖ Project Objective

- **Objective 1: To study what are the requirements of GFR 2017 for educational Institute.**
- General Financial Rules (GFRs) are a compilation of rules and orders of Government of India to be followed by all while dealing with matters involving public finances.
- The aim of any rule is to provide a framework within which an organization manages its business in a financially prudent manner without compromising its flexibility to deal with varied situations. (*Cases- Loss of flexibility*).



Aims:

- The GFRs 2005 have been very comprehensively reviewed with the aim of promoting simplicity and transparency (v/s confidentiality) Cases in the Government financial system and procedures.
- It is expected that the new GFRs 2017 will enable an improved, efficient and effective framework of fiscal management while providing the necessary flexibility to facilitate timely delivery of services.

Business Environment:

- Government has made many innovative changes in the way it conducts its business.
- Reforms like removal of distinction in non-plan and plan expenditure, merger of Railway Budget with General Budget, focusing on outcomes through an improved Outcome Budget document, all needed to be reflected in the GFRs.
- Increased focus on Public Finance Management System (PFMS), reliance on the Direct Benefit Transfer (DBT) Scheme to ensure efficient delivery of entitlements,
- Introduction of new e-sites like Central Public Procurement Portal, Government e-Marketing (GeM).

General System of Financial Management:

- All moneys received by or on behalf of the Government either as dues of Government or for deposit, remittance or otherwise, shall be brought into Government Account **without delay**, in accordance with such general or special rules as may be issued
- Rule 12-Amounts due to Government shall not be left outstanding without sufficient reasons.
- ***CASE -Collection of House Rent by Municipalities/Advances***
- Where such amounts appear to be irrecoverable, the orders of the competent authority shall be obtained for their adjustment.

Budget:

- The budget shall contain the following: -
- (i) Estimates of all revenues expected to be raised during the financial year to which the budget relates;
- (ii) Estimates of all expenditure for each programme, scheme and project in that financial year;
- (iii) Estimates of all interest and debt servicing charges and any repayments on loans in that financial year;
- (iv) Any other information as may be prescribed.
- Rush of expenditure, particularly in the closing months of the Financial year, shall be regarded as a breach of financial propriety and shall be avoided. The Departments shall ensure adherence to the stipulated Monthly Expenditure Plan and the guidelines issued
- Monthly expenditure returns

Procedures:

- Demand for goods shall not be divided into small quantities to make piecemeal purchases to avoid procurement through L-1 Buying
- Purchase of goods up to the value of Rs. 25,000 only on each occasion may be made without inviting quotations or bids on the basis of a certificate
- Purchase of goods costing above Rs. 25,000 and upto Rs.2,50,000/- Purchase Committee.

Services:

- Consultants-Preparation of Terms of Reference (TOR)
- Least cost or nomination
- Type of service

Inventory Records:

- Separate accounts shall be kept for
- (a) Fixed Assets such as plant, machinery, equipment, furniture, fixtures etc. BUILDING?
- (b) Consumables such as office stationery
- (c) Library books
- (d) Assets of historical/artistic value held by museum/government departments
- PHYSICAL VERIFICATION ONCE A YEAR

Disposal:

- The form of the stock accounts mentioned above shall be determined with reference to the nature of the goods and departments
- Sale of Scrap above 2 lakhs by bids /auction
- Below 2 lakhs- decided by the departments
- Powers of write off : recovery is exhausted and chances of recovery of the assets is low.

Objective 2: To Study the benefits of Medical Allowance & Medical Reimbursement.



- **What is Medical Allowance?**

- Medical allowance is a fixed allowance paid to the employees of a Organization irrespective of whether they submit the bills to substantiate the expenditure or not.
- Under the IT Act 1961, medical allowance is not categorized as an allowance which bears exemption. Medical allowance is, therefore, a fixed pay provided by an employer every month, which is fully taxable.

- **What is Medical Reimbursement?**

- Medical reimbursement is a payment made to employees against specific medical bills submitted by them, subject to entitlement.
- If employees want to claim tax benefit, they should submit bills for the corresponding amount under medical reimbursement.
- Employees can claim a tax benefit (Section 80D) of **up to Rs. 15,000** under medical reimbursement (payments for bills or supporting documents).
- If bills regarding medical reimbursement are not submitted on time by an employee, 30% of Rs. 15,000 will then become the taxable amount.

- **Medical Reimbursement Rules**

- No tax is levied on medical reimbursement up to Rs. 15,000 if all bills are furnished by an employee to his or her employer as per clause (b) of Section 17 (2) of the IT Act, 1961.
- The amount of Rs.15,000 is, therefore, the cumulative exemption provided in a financial year for expenses incurred by an employee during medical treatment of self or any of his family members. Family for the purpose of reimbursement include spouse and children (dependent or independent,

single or married) or parents and siblings (wholly or mainly dependent) of an employee.

- As per clause (VI) of Section 17 (2) of the IT Act, 1961, medical expenditure incurred by an employee or any of his family member outside India is fully tax exempt. There are no restrictions in terms of allopathic, homeopathic or other forms of treatment to claim exemption.
- Medical reimbursement is not taxable if the treatment of an employee or his family member is undertaken in any of the following hospitals:
- Hospital maintained by Employer
- Hospital maintained by Central Government/ State Government/ Local Authorities
- Hospital approved by government
- Hospital approved by the Chief Commissioner of Income Tax.

Objective 3: To Aware GBS-MBA Admissions criteria in age group 18-28 at zero direct cost.

- We have organised online seminars to different colleges to aware MBA course at GBS and inform students about admissions criteria.
- We have reach around 10,000 students through social media platforms like Instagram, Facebook and Twitter.
- We have also contacted many students via telephonic conversation, specially those students who have registered for MBA admissions last couple of years and not taken admissions due to personal reasons.
- We were continuously updating different circulars, notifications and entrance exams information through social media at zero direct cost.

The screenshot shows a Google Meet window with a Microsoft PowerPoint presentation titled "Revised Goa Business School 2021 - Microsoft PowerPoint" displayed in the center. The presentation slide is titled "When and How to Apply !" and contains the following information:

- MBA Admissions 2021
- Eligibility: CMAT or XAT
- LAST DATE TO APPLY: APRIL 30
- Selection Criteria table:

| Selection Criteria | | | |
|--------------------|------------------|--------------------|-----------------|
| Entrance Score | Group Discussion | Personal Interview | Work Experience |
| 60% | 15% | 15% | 10% |

- Apply for MBA Admissions on following link: <https://cutt.ly/zlibCM7>
- Visit website for notifications - OR - follow us on Social Media (www.unigoa.ac.in)

The bottom of the slide features the text "GOA BUSINESS SCHOOL 2021". The Meet interface shows "Suraj Velip is presenting" and a list of participants including Nigel Barreto, Suraj Pavto Velip, Steffi Dias, Iara lobo, Sahil Khanapurkar, Raheel Saiyeed, Ketan Malik, Sufiya Tonse, and Ruelle Mattos. The bottom toolbar includes icons for "Meeting details", "Raise hand", "Turn on captions", and "Suraj Velip is presenting".

Posts

goabusinessschool



GOA UNIVERSITY
GOA BUSINESS SCHOOL
TALIGAD PLATEAU GOA

MBA ADMISSIONS

MASTERS IN BUSINESS ADMINISTRATION
ADMISSIONS FOR BATCH 2021-2023

2 YEARS DEGREE PROGRAM | FEES (2021-2023): Rs 2,70,000/-

SPECIALIZATIONS IN HUMAN RESOURCE / MARKETING / FINANCE

HOSTEL FACILITIES | INTERNATIONAL EXCHANGE PROGRAM

Admissions for new Batch will open soon.
Track update about admission and other details on Goa University website www.unigoa.ac.in

CONTACT US: SURAJ VELIP (ADMISSIONS COORDINATOR)
866 960 9280 | goabusinessschool@gmail.com

View Insights

Promote



Liked by kgm_goa and 115 others

goabusinessschool Admission for new Batch will open soon.

28 January 11:17 AM

IMPORTANT

NTA has extended the date of CMAT registration in online mode on the official website cmat.nta.nic.in from January 22 to January 30. Candidates planning to take MBA admissions 2021-23 at @goabusinessschool can apply for NTA CMAT exam. Registration link in bio.

EXTENDED

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Goa University

Education

www.unigoa.ac.in/

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#PLATEAUNI...



Awards



16 February 11:45 AM

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TALIGAD PLATEAU GOA, INDIA

Goa University
Taligad Plateau, 403206
Goa, India

NOTIFICATION OF MBA PROGRAMS - GOA BUSINESS SCHOOL
BATCH 2021-2023

Admission: The admission to MBA is based on CMAT conducted by NTA or MAT conducted by KJ Somaiya and work experience, group discussions and personal interview.

How to Apply: Candidates need to fill the application form with all required details and upload required documents on the official website of the University Website. An application fee of Rs.5000/- (Rupees Five thousand only) for General Category candidates, Rs.5000/- (Rupees Five thousand only) for SC/ST category candidates of Goa and other category candidates are exempted from the payment of application fee. Application deadline is 30th April 2021 and incomplete applications will not be considered for selection.

Objective: The programmes provide education to prepare students for a career in management. The programmes are also involved in creating and disseminating knowledge on management through research and consulting in the services and manufacturing sectors.

Major Facilities/Features:
Case Study method of teaching/learning type, Formal credit courses in soft skills/contemporary issues, 100% continuous assessment, Work placed oriented study with placement, Online journal submission, Online faculty and corporate orientation, Online orientation through Career Management, Learning Regular Internship with industries, Industry internships, Mock interviews by executives, Faculty including visiting faculty with Multidisciplinary background, Exchange program with Germany, Germany scholarship for students, Opportunity to opt for courses from other disciplines, Interim, outdoor facilities and Book Bank.

Number of seats available for MBA Programme and Reservations:

| Total | SC | ST | OBC | PHD | DM | Ex-Service | General | EWG |
|-------|----|----|-----|-----|----|------------|---------|-----|
| 75 | 2 | 3 | 20 | 3 | 2 | 1 | 35 | 2 |

Faculty Members:

| Name | Subject |
|-----------------------|--|
| M. S. Deyanand | Marketing, Tourism, Product Management |
| Purna Haggit Desai | Finance |
| Nishant Bhande | Strategy, Finance |
| R. Narayan | Human Resource Management, Marketing |
| Tej Kankar | Marketing |
| Mr. Seta Velip | Finance |
| Mr. Piyush Kumar Nair | Finance |

16 February 11:22 AM

CMAT 2021 examination has postponed to last week of March or early April 2021.

Online registration and submission of Applications date also extended to 25 February 2021. Registration link in Bio.

REGISTER HERE

16 February 11:22 AM

CMAT 2021 examination has postponed to last week of March or early April 2021.

Online registration and submission of Applications date also extended to 25 February 2021. Registration link in Bio.

goabusinessschool

View Professional Dashboard



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Goa Business School

College & University

Hurry Up: Apply for MBA Admissions

Last date: 30/04/2021, Link cutt.ly/zlbcM7

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Admissions



#OutsideThe...



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Av



16 February 11:22 AM

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Goa University
Education

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<http://www.unigoa.ac.in/>

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Education

1 December 2020 4:27 PM

goauniversityofficial

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TALIGAD PLATEAU GOA

MBA ADMISSIONS

MASTERS IN BUSINESS ADMINISTRATION
ADMISSIONS FOR BATCH 2021-2023

2 YEARS DEGREE PROGRAM | FEES (2021-2023): Rs 2,70,000/-

SPECIALIZATIONS IN HUMAN RESOURCE / MARKETING / FINANCE

HOSTEL FACILITIES | INTERNATIONAL EXCHANGE PROGRAM

Admissions for new Batch will open soon.
Track update about admission and other details on Goa University website www.unigoa.ac.in

CONTACT US: SURAJ VELIP (ADMISSIONS COORDINATOR)
866 960 9280 | goabusinessschool@gmail.com

@goabusinessschool

For admissions
CMAT/ XAT

Scores are considered
(Both exams registration has started)

Objective 4: To Study a 5-year Admission Process Cash flow of the Goa Business School (MBA) considering Scenarios.

Cash Forecast Statement

Cash Flow is the movement of the money in and out of an organization. It includes expenditure and income of an organization. Forecasting is done for next 5 years. It is important to do forecasting in order to ensure that there is growth in the business.

| Admission Applications: | | | | | | |
|--------------------------------|-----------------------|-----------------------|-------------------------|--------------------------|-------------------------|---------------------|
| Year | Approved Forms | Rejected Forms | Payment Not Done | Only Registration | Total Paid Forms | Revenue (Rs) |
| 2017-18 | 74 | 0 | 0 | 0 | 74 | 74,000 |
| 2018-19 | 97 | 0 | 0 | 0 | 97 | 97,000 |
| 2019-20 | 81 | 0 | 19 | 82 | 81 | 81,000 |
| 2020-21 | 78 | 10 | 10 | 43 | 88 | 88,000 |
| 2021-22* | 90 | 15 | 27 | 107 | 105 | 1,05,000 |

Sensitivity Analysis

Sensitivity analysis is done by considering scenarios and the effect on the NPV

Scenario: -1

In this scenario we go pessimistic considering that there is 10% decrease in the sales assuming that there is another Organization consuming student on the same date. There can also be a decrease in sale due to weather conditions.

| Admission Applications: | | | | | | |
|--------------------------------|-----------------------|-----------------------|-------------------------|--------------------------|-------------------------|---------------------|
| Year | Approved Forms | Rejected Forms | Payment Not Done | Only Registration | Total Paid Forms | Revenue (Rs) |
| 2017-18 | 74 | 0 | 0 | 0 | 74 | 74,000 |
| 2018-19 | 97 | 0 | 0 | 0 | 97 | 97,000 |
| 2019-20 | 81 | 0 | 19 | 82 | 81 | 81,000 |
| 2020-21 | 78 | 10 | 10 | 43 | 88 | 88,000 |
| 2021-22* | 90 | 15 | 27 | 107 | 105 | 1,05,000 |
| 2022-23 | 81 | 14 | 25 | 97 | 95 | 95,000 |
| 2023-24 | 73 | 13 | 23 | 88 | 86 | 86,000 |
| 2024-25 | 66 | 12 | 21 | 80 | 78 | 78,000 |
| 2025-26 | 60 | 11 | 19 | 72 | 71 | 71,000 |
| 2026-27 | 54 | 10 | 18 | 65 | 64 | 64,000 |

Scenario: -2

In this scenario we go optimistic considering that there is 10% increase in the sales assuming that there are no other Organization consuming student on the same date and we expect an increase in the sale and no other factors affecting the event.

| Admission Applications: | | | | | | |
|--------------------------------|-----------------------|-----------------------|-------------------------|--------------------------|-------------------------|---------------------|
| Year | Approved Forms | Rejected Forms | Payment Not Done | Only Registration | Total Paid Forms | Revenue (Rs) |
| 2017-18 | 74 | 0 | 0 | 0 | 74 | 74,000 |
| 2018-19 | 97 | 0 | 0 | 0 | 97 | 97,000 |
| 2019-20 | 81 | 0 | 19 | 82 | 81 | 81,000 |
| 2020-21 | 78 | 10 | 10 | 43 | 88 | 88,000 |
| 2021-22* | 90 | 15 | 27 | 107 | 105 | 1,05,000 |
| 2022-23 | 99 | 17 | 30 | 118 | 116 | 1,16,000 |
| 2023-24 | 109 | 19 | 33 | 130 | 128 | 1,28,000 |
| 2024-25 | 120 | 21 | 37 | 143 | 141 | 1,41,000 |
| 2025-26 | 132 | 24 | 41 | 158 | 156 | 1,56,000 |
| 2026-27 | 146 | 27 | 46 | 174 | 172 | 1,72,000 |

BUDGET ESTIMATES:

The financial estimates of Goa University viz the Revised Budget Estimates have been classified into two categories i.e., Part-I Recurring and Part-II Non-Recurring. The expenditure on all teaching Departments, Administrative Divisions and other departments/ sections of recurring nature are classified under Part-I Recurring. The expenditure on activities like acquisition of assets, constructions etc are included in Part-II Non-Recurring.

Activities based on funds received from University Grants Commission and other Central Govt. & State Govt. Departments and agencies for specific purpose (Part-III).

Amount received/paid towards security deposits from contractors, students, endowments etc and advances paid/ recovered from staff (Part-IV).

REVISED BUDGET ESTIMATES:

The Revised Estimates have been prepared by taking into consideration the actual expenditure (e.g. up to November) and anticipated expenditure for remaining part of financial year (i.e., till 31st March). The activities of the University will be restricted as per the revised provisions in the state budget and internal receipts of the University.

G O A U N I V E R S I T Y

GENERAL FUND

PART - I RECURRING

FINANCIAL ESTIMATES FOR 2019 - 2020

A B S T R A C T

(Rs. in Lakhs)

| Pariculars | Budget Estimates 2018-2019 | Revised Estimates 2018-2019 | Budget Estimates 2019-2020 |
|------------------------------|----------------------------------|-----------------------------------|----------------------------------|
| RECEIPTS: | | | |
| University Receipts | 2067.79 | 2253.56 | 2380.87 |
| Grants Received / Receivable | 7470.15 | 6300.00 | 7241.14 |
| Total | 9537.94 | 8553.56 | 9622.01 |
| EXPENDITURES: | | | |
| Recurring Account | 8256.69 | 7113.14 | 8709.67 |
| Total | 8256.69 | 7113.14 | 8709.67 |

GOA UNIVERSITY
GENERAL FUNDS
PART - II NON RECURRING
FINANCIAL ESTIMATES FOR 2019-2020
ABSTRACT

| (Rs) | | | |
|----------------------------|----------------------------------|-----------------------------------|----------------------------------|
| Particulars | Budget Estimates 2018-2019 | Revised Estimates 2018-2019 | Budget Estimates 2019-2020 |
| RECEIPTS | | | |
| Grants Received/Receivable | -- | -- | -- |
| TOTAL | | | |
| EXPENDITURE | | | |
| Non-Recurring Amount | 126,126,000 | 44,784,000 | 91,234,000 |
| TOTAL | 126,126,000 | 44,784,000 | 91,234,000 |

GOA UNIVERSITY
PART - III
U G C & OTHER EARMARKED FUNDS
ABSTRACT

| Particulars | Revised Estimates 2018-2019 | Budget Estimates 2019-2020 |
|------------------------|--------------------------------|-------------------------------|
| Opening Balance | 1,543,375 | NIL |
| Receipts | 68,623,074 | 62,080,000 |
| Total | 84,056,549 | 62,080,000 |
| Expenditure | 84,056,549 | 62,080,000 |
| Closing Balance | NIL | NIL |

GOA UNIVERSITY

PART-IV

DEBTS, DEPOSITS, LOANS AND ADVANCES

FINANCIAL ESTIMATES FOR 2019-2020

A B S T R A C T

| (Rs. in Lakhs) | | |
|----------------------|-----------------------------------|----------------------------------|
| Particulars | Revised Estimates 2018-2019 | Budget Estimates 2019-2020 |
| Receipts | 260.80 | 283.00 |
| Total | 260.80 | 283.00 |
| Expenditure/Payments | 259.10 | 277.70 |
| Closing Balance | 1.70 | 5.30 |

| Sr. No. | BH | Particulars | Amt. |
|--------------------|-----------|--|-----------------------|
| 1 | S-1(1)(1) | Pay & Allowances | ₹ 8,69,66,000 |
| 2 | S-1(20) | Visiting Lecturers & Contributory Teachers | ₹ 26,22,000 |
| 3 | S-1(3) | Contingencies | ₹ 3,21,000 |
| 4 | S-1(4) | Seminars | ₹ 5,20,000 |
| 5 | S-1(5) | Consumables & Maint. Of Computers, Repairs & Maintenance | ₹ 4,61,000 |
| 6 | S-1(7) | Admission Expenses | ₹ 13,01,000 |
| 7 | S-1(8) | Students Facilities/ Student training Programme | ₹ 2,80,000 |
| 8 | S-1(9) | Industrial Tour and Institutional Tour | ₹ 3,30,000 |
| 9 | | House Keeping for the GBS | ₹ 13,00,000 |
| 10 | S-1(10) | Annual Maint. Service | ₹ 3,30,000 |
| 11 | S-1(11) | Project/ Placement Expenses | ₹ 1,70,000 |
| 12 | S-1 (12) | Faculty Development Expenditure | ₹ 1,60,000 |
| 13 | | Books & Journals | ₹ 26,50,000 |
| 14 | S-1 (13) | Practical | ₹ 6,65,200 |
| 15 | | Computer /Data Base | ₹ 25,00,000 |
| 16 | | Capital Expenditure | ₹ 20,00,000 |
| Grand total | | | ₹ 10,25,76,200 |

Budget Estimate of GBS for 21-22

| Sr. No. | BH | Particulars | Amt. |
|--------------------|-----------|--|-------------------|
| 1 | S-1(1)(1) | Pay & Allowances | ₹ 9,85,00,000.00 |
| 2 | S-1(2) | Visiting Lecturers & Contributory Teachers | ₹ 29,85,000.00 |
| 3 | S-1(3) | Contingencies | ₹ 2,75,000.00 |
| 4 | S-1(4) | Seminars | ₹ 3,00,000.00 |
| 5 | S-1(5) | Consumables & Maint. of Computers, Repairs & Maintenance | ₹ 5,50,000.00 |
| 6 | S-1(6) | Industrial Tour and Institutional Tour | ₹ 3,50,000.00 |
| 7 | S-1(7) | Admission Expenses | ₹ 14,50,000.00 |
| 8 | S-1(8) | Students Facilities/ Student training Programme | ₹ 1,80,000.00 |
| 9 | S-1(9) | House Keeping for the GBS | ₹ 11,50,000.00 |
| 10 | S-1(10) | Annual Maint. Service | ₹ 4,00,000.00 |
| 11 | S-1(11) | Project/ Placement Expenses | ₹ 1,50,000.00 |
| 12 | S-1 (12) | Faculty Development Expenditure | ₹ 6,00,000.00 |
| 13 | S-1 (13) | Hospitality Practicals | ₹ 8,00,000.00 |
| 14 | | Books & Journals | ₹ 23,50,000.00 |
| 15 | | Capital Fund (To be decided) | ₹ 20,00,000.00 |
| Grand total | | | ₹ 11,20,40,000.00 |

Note:

1. Capital fund is needed as a corpus fund to replace equipment of the Hospitality programme as it is already 8 Years old. A Separate Corpus fund needs to be established for that.
2. The library fund for books & Journals can be integrated into the Library funds of the University
3. Separate BH of S-1(12) for the Faculty Development fund proposed as we have new faculty members who need to be trained in the management Discipline through FDPs Such as the ones organised by IIMs.
4. Separate BH S-1(13) is needed for practical of Hospitality Programme (IMBA) for food production Etc.

| | | | | | | | | | | | | *in Lakhs |
|-------------------|---------|--------|---------|---------|---------|---------------------|---------|---------|---------|---------|--------------------------------|--|
| Course | 2020-21 | | | | | 2021-22 (Estimated) | | | | | 2020-21 (Total of all the yrs) | 2021-22 (Estimated) (Total of all the yrs) |
| | PART 1 | PART 2 | PAR T 3 | PAR T 4 | PAR T 5 | PAR T 1 | PAR T 2 | PAR T 3 | PAR T 4 | PAR T 5 | | |
| | Amt. | Amt. | Amt. | Amt. | Amt. | Amt. | Amt. | Amt. | Amt. | Amt. | Amt. | Amt. |
| MBA | 76.17 | 56.18 | - | - | - | 98.33 | 78.23 | - | - | - | 132.35 | 176.56 |
| M.com | 6.64 | 5.56 | - | - | - | 6.64 | 5.56 | - | - | - | 12.21 | 12.21 |
| MBA(FS) | 57.44 | 54.96 | - | - | - | 78.66 | 58.99 | - | - | - | 112.40 | 137.66 |
| IMBA | 18.01 | 29.89 | 25.74 | 12.45 | 15.78 | 27.02 | 18.31 | 31.39 | 27.03 | 13.08 | 101.87 | 116.82 |
| Eco | 7.97 | 3.38 | - | - | - | 7.97 | 6.33 | - | - | - | 11.35 | 14.30 |
| MCA | 31.70 | 24.86 | 21.64 | - | - | 33.29 | 31.43 | 26.11 | - | - | 78.21 | 90.82 |
| I_Msc | 0.69 | - | - | - | - | 5.45 | 0.64 | - | - | - | 0.69 | 6.08 |
| E. MBA | 24.11 | - | - | - | - | 60.10 | - | - | - | - | 24.11 | 60.10 |
| GBS total Receipt | | | | | | | | | | | 473.19 | 614.55 |

| Marketing Budget for GBS | | | | | |
|--------------------------|-----------|-------------------|-----------------------|--|------------------------|
| Sr. No. | Platform | Action Plan | Duration | Potential Effect | Amount (GST Inclusive) |
| 1 | Instagram | Boosting of post | 26st Feb - 12th April | Will Reach 13,000 - 34,000 people in Goa from age group of 18 - 28 years | ₹ 7,200.00 |
| 2 | Facebook | Boosting of post | 26st Feb - 26th Mar | Will Reach 13,000 - 34,000 people in Goa from age group of 18 - 28 years | ₹ 6,000.00 |
| 3 | Instagram | Boosting of video | 23th Apr - 30th Apr | Will Reach 13,000 - 34,000 people in Goa from age group of 18 - 28 years | ₹ 14,650.00 |
| 4 | Facebook | Boosting of video | 23th Apr - 30th Apr | 17,000 - 50,000 people in Goa from age group of 18 - 28 years | ₹ 14,650.00 |
| | | | | TOTAL | ₹ 42,500.00 |

Contributions to the Organization:

- Arrange seminar and solve queries of students for taking admission in GBS at zero cost (Online/Telephonic).
- Social media accounts handle for 1 year
- Coordinated and solve doubts of MBA Aspirants.
- MBA applications increased by 20% (88 to 105).
- Harmonic communication with students and professors for placement and internship process.
- Fomento Lecture Series and Masterclass posters.

Learnings Derived:

It has been a great experience working in Goa University, it helped me gain knowledge about admission process, budget and also helped me understand the importance of team work where proper flow of communications with the team, coordination with the young MBA aspirants and other officials. After working in Goa University, it helped understand their different rules and regulations and how important it is to consider the advertisement cost, and also benefits for increasing awareness in society. During the tenure it also helped me enhancing my communication skills and leadership skills.

Recommendations to the Organisation:

- Goa University should do its budget in excel instead of word or pdf format, since its easy to understand. On word format simply number of pages increases and budget looks so big.
- To increase number of MBA Applications thus to increase applications revenues, GBS should work on campus placements activities. From last 2 years' experience at GBS, I have found that many students go to other colleges/ Universities where there is good campus placements.
- Billing process is very slow, to fasten this process and to decrease queuing time of files, University should train their employees in SAP or any other such softwares.
- Awareness on medical reimbursement is required to University staff, since many employees are unaware about this policy.
- Social media platforms are underutilized if university use these platforms efficiently then advertisement cost can be minimized.

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