Chh. Shahu Institute of Business Education & Research Trust's

V.P. INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH, SANGLI

Affiliated to the Shivaji University, Kolhapur and Accredited by NAAC



Master of Business Administration (MBA) (CBCS)

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1. INTRODUCTION

Chh. Shahu Institute of Business Education and Research (SIBER) Kolhapur, the most prestigious B-School of SW. Maharashtra is unique in many respects. Firstly, the Institute was established way back in 1970s when only the Founder Chairman Dr. A.D. Shinde because of his vision and foresight could visualize the importance of management education in the years to follow. Secondly the Institute is fully committed to the cause of education in management and allied areas. Finally and most importantly, SIBER is the only B-School which has been conferred with the most coveted status of on Autonomous Institute by Shivaji University, Kolhapur, with the concurrence of the Government of Maharashtra and the University Grants Commission, New Delhi. All this speaks volumes of the achievements of the Institute and also reflects on its potential for excellence.

It was after soaring new heights and successfully running of SIBER that the Trust realised the long felt need of starting yet another Management Institute in the adjacent District of Sangli which finally culminated in the setting up of the V.P. Institute of Management Studies & Research (VPIMSR) in Sangli in 1984 affiliated to the Shivaji University, Kolhapur. The establishment of VPIMSR proved a blessing in disguise for the rural youth of this area because it is the only Institute which caters to the specific needs of the students coming from the countryside and of those from the less privileged classes who cannot afford to join the ostentatious B-Schools in cities for pursuing their academic goals. VPIMSR will enable the students of this area to venture into the ever expanding dynamic world of business and come out with flying colours in life.

A distinct feature of the VP. Institute is that it is the only one which has been granted permanent affiliation by Shivaji University, Kolhapur to conduct the MBA Programme. The Institute gives an opportunity to the students to expose their latent talents and to excel in whatever they choose the study.

Vision:

- To foster ideas, courage determinations and to promote equal opportunities in higher education to the student community.
- To educate and prepare student community for professional excellence in an everchanging complex business globe.

Mission:

 By adopting variety of modern pedagogies to facilitate the students in understanding, developing, interaction and applying core and specialized concepts and practices and to prepare students academically up-dated and professionally capable to accept and face the future challenges of market needs in the field of information technology, industrial automation and various functional areas of management.

2. BASIC INFORMATION OF THE COURSE

This course would provide the graduates in different faculties and also the diploma holder, the conceptual and practical knowledge of Direct and Indirect Taxes and would enable them to obtain meaningful prospects and career in the field of Tax Consultation.

I. OBJECTIVES

The main objective of this course is to prepare the executives and managers for top level and middle level management in public cooperative and private sector organizations. Also to prepare students for taking startups and self employment. The emphasis will therefore, be on developing a role perception of managerial level personnel in the Indian context by exposing them to a wide range of relevant areas, sufficiently in depth so that they may gain the confidence to interact with people at all levels and develop managerial skills for translating polices into action effectively.

Program Specific Outcomes

At the end of MBA program student should take of either of following.

- 1. Managerial decision making through the application of knowledge of management discipline
- 2. Set up business enterprise and manage diversified growth of entrepreneurship. Program Outcomes:

At the end of MBA program students should be with following abilities. Recognize the functioning of business opportunities involvement of business enterprises and exploring the entrepreneurial opportunities.

- 1. Develop incubation center and entrepreneurship development center for students who intent to take up start up or grow existing business.
- 2. Develop skills on analyzing the business data application of relevant analysis and problem solving.
- 3. Demonstrate a global outlook with the ability to identify aspects of the global business and cross cultural understanding
- 4. Identify the contemporary social problems, exploring the opportunities for social entrepreneurship, designing business solutions and demonstrate ethical standards in organizational decision making.
- 5. Develop effective and oral communication especially in business applications, with the use of appropriate technology.
- 6. Collaborate and lead terms across organizational boundaries and demonstrate leadership qualities, maximize the uses of diverse skill of term members in the related context.

II. DURATION OF THE COURSE:

Two-Year Full Time

III. INTAKE OF STUDENTS: 60

IV. ELIGIBILITY FOR ADMISSION:

In order to secure admission to first year of two-year full time MBA course, the candidate should fulfill the following eligibility criteria:

- Passed with minimum of 50 % marks in aggregate (45% in case of candidates of backward class categories belonging to Maharashtra State only) in any Bachelor's degree of minimum of three years duration in any discipline recognized by the UGC.
- Candidate should appear for the Common Entrance Test (MH-CET), conducted by the competent Authority of Maharashtra State for the MBA Admission.

Medium of instruction:-The medium of instruction shall be English only.

4. STRUCTURE OF THE COURSE:

60:20:20 with CBCS

MBA Part - I Semester-I

Paper No.	Course Code	Subjects	Weekly	Internal Marks	Uni. Exam		Total Marks
					Written	Online /Written MCQ	
1	CC 101	Indian Ethos & Management Concepts	4	20	60	20	100
2	CC102	Management Accounting	4	20	60	20	100
3	CC 103	Managerial Economics	4	20	60	20	100
4	CC 104	Information Technology for Management	4	20	60	20	100
5	CC 105	Legal and Business Environment	4	10 0	-	-	100
6	CC 106	Organizational Behaviour	4	20	60	20	100
7	SECC 107	Soft Skill Development (Internal)	4	20	60	20	100
8	SECC 108	Optional – A* (Internal)	2	50			50
		Total	3	28 0	300	120	700

MBA Part-I Semester-II

S

Paper No.	Course Code	Subjects	Weekly	Internal Marks	Uni. Exam		Total Mark	
					Written	Online/ Written MCQ		
9	CC 201	Marketing Management	4	20	60	20	100	
10	CC 202	Financial Management	4	20	60	20	100	
11	CC 203	Human Resource Management	4	20	60	20	100	
12	CC 204	Operations Management	4	20	60	20	100	
13	CC 205	Management Information System	4	20	60	20	100	
14	CC 206	Research Methodology	4	20	60	20	100	
15	AECC 207	Managerial Skills for Effectiveness (Internal)	4	100	-	-	100	
	SECC 208	Optional – B* (Internal)	2	50			50	
		Total	30	280	300	120	700	

MBA. Part-II Semester-III

Paper No.	Course Code	Subjects	Weekly	Internal Marks	Uni. Exam		Total Marks
					Written	Online /Written MCQ	
17	CC 301	Strategic and Change Management	4	20	60	20	100
18	CC 302	Business Intelligence and Analytics	4	20	60	20	100
19	AECC 303	Project Report & Viva- Voce	4	50	50		100
20	DSC 304	Elective I- Paper-I	4	20	60	20	100
21	DSC 305	Elective-I Paper-II	4	20	60	20	100
22	DSC 306	Elective-II Paper-I	4	20	60	20	100
23	DSC 307	Elective-II Paper-II	4	20	60	20	100
24	SECC 308	Optional - C* (Internal)	2	50			50
		Total	30	230	350	120	700

MBA. Part-II Semester-IV

Paper No.	Course Code	Subjects	Weekly	Internal Marks	Uni. Exam		Total Marks
					Written	Online /Written MCQ	
25	CC 401	Innovation and Entrepreneurship	4	20	60	20	100
26	CC 402	Startups and New Venture (Internal)	4	100	-	-	100
27	SECC 403	Employability Skill (Internal)	4	100	-	1	100
28	DSE 404	Elective I- Paper-III	4	20	60	20	100
29	DSE 405	Elective-I Paper-IV	4	20	60	20	100
30	DSE 406	Elective II- Paper-III	4	20	60	20	100
31	DSE 407	Elective-II Paper-IV	4	20	60	20	100
32	SECC 408	Optional - D* (Internal)	2	50			50
		Total	30	280	300	120	700

28 Heads, Total Marks – 2800 One theory lecture duration is 60 minutes. 112 credits program. 7 full time faculties as per revised AICTE directions

Sr	Existing Electives**	Sr	Additional Electives Offered**
1	Marketing Management	8	Hospitality Management
2	Human Resource Management	9	Entrepreneurship Development
3	Financial Management	1	International Business
4	Production Management		
5	IT & System Management		
6	Agriculture Business Management		
7	Textile Management		

Sr.	Optional A Paper - VIII	Sr.	Optional B Paper - XVI
Ι	Chh. Shivaji Maharaj -The Management Guru	Ι	Total Quality Management
II	Computerized Accounting	II	Negotiation Skills
III	Personality Development	III	Taxation
IV	Business Models	IV	E-Business
V	Constitution of India	V	Computer Applications for Business
VI	Creativity and Innovation	VI	Behavioural Finance
Sr.	Optional C Paper - XXIV	Sr.	Optional D Paper - XXXII
Ι	Corporate Social Responsibility	Ι	Corporate Finance
II	ERP/SAP	II	B2B Marketing
III	Business Analytics	III	Econometrics
IV	Labour Laws	IV	Organizational Development
V	Marketing Research	V	Sports Management
VI	Customer Relationship Management	VI	Logistic and Supply Chain Management

^{*} Optional papers are **TWO** unit credit courses which are assessed internally by respective institute. Optional courses are to be imparted by industrial experts, practitioners, consultants and professionals from business. Student has to opt for any one optional course offered per

internal course and no university examination would be held for the same. **THIRTY** (30) hours of pedagogy excluding tutorials and examination would be the duration of one optional course. The evaluation of optional course is to be done by institute. Optional course is natured as internal course and no university examination would be held for the same. Institute has to design the examination of optional papers. The performance of student in optional course out of 50 marks has to be send to university with rest internal marks.

**The electives selected by minimum 15 students will be taught by a faculty in a class. Rest of the students will prepare themselves for their selected module. However faculty will counsel them and complete their internal work as per module requirement. In case of electives selected less than 15 students, it is at the discretion of Head of the Institution to decide on the teaching and practical instructions.

Note: Bifurcation of 100 marks at University exam marks and Internal Marks:

Total	100 Marks
duration)	
Examination (2 hours	
University Theory	60 marks
examination:	
University Objective type	20 Marks
assignments is mandatory.	
Submission of practical	
practical assignments.	
nature of submission of	
respective faculty regarding	
It is the discretion to	
assignment)	
(2.5 Marks to each practical	
assignments given in syllabus	
Internal - Four (4) practical	10 Marks
Internal - Mid - term test**	10 Marks
Internal - Mid - term test*	10 Marks

Faculty should motivate students for Seminars/Group Discussion/Mini Projects/Research work/Consultation along with Faculty.

I. Scheme of Teaching and Examination:

a) Scheme of Teaching

This is a full time master degree programme. The curriculum of this course is two years divided into four semesters. The teaching for Semester I and III is conducted from 1st August to 15th November (for 14 weeks) and teaching for Semester II, and IV is conducted from 1st January to15th April (for 14 weeks).

There will be an end of semester University examination in December and May for all the semesters. In addition there will be internal examinations for each paper conducted by the respective Institute.

b) Scheme of Examination and Evaluation:

Proposed from Academic Year 2019-2020

University written examination:	60Marks
University Objective type examination:	20Marks
Concurrent Institutional Evaluation:	20Marks
Practical:	10 marks
Midterm open book examination:	20Marks

Question papers and answer papers should be only in English language.

- 1. University examination shall be of 60 marks written and 20 marks online/written examination multiple choice objective type, for each subject.
- 2. The nature of university examination question paper shall be as follows.

Nature of Question paper and Scheme of marking Nature of Question Paper: 60 Marks (For MBA-I and MBA II for compulsory papers only)

(Note- Question No. 1 and 4 are compulsory. Attempt any one from Question No 2 and 3)

Q.1 Case Study 20 marks

Case Study, Exercise example, quantitative problems.

- Q.2 Decision making related Question/exercise/problem/case let/ etc. 20 marks Questions or exercise problems to check the decision making ability of student on the basis of contents of syllabus. This question is based on the practical's given in the syllabus under respective modules.
- Q.3 a) }Descriptive answer question

b) } Descriptive answer question

20 marks

Q.4 Short notes (any four out of six)

20 marks

Online/written Objective type examination: 20 Marks

20 objective type multiple answer would be asked to students online/written. Every question would have four multiple choice answers of which one answer is to be marked.

In the paper of Managerial Economics, Financial Management, Operations Management, Management Accounting, Research Methodology, Business Intelligence and Analytics, exercise example will also be asked. Besides this the specialization area viz. Financial Management, IT & System Management, exercise example will also be asked.

AND OPEN BOOK Examination from Academic Year 2020-2021

Nature of Question Paper: 60 Marks (Only For MBA-II Sem –III and MBA-II Sem-IV Elective papers.)

(Note- Question number one is compulsory and Attempt any two questions from Q.No. 2 to Q.No. 4)

Q.1 Case Study 20 mark

Case Study, Exercise example, quantitative problems.

Decision making related Question/exercise/problem/case let/ etc. 20 marks

Questions or exercise problems to check the decision making ability of student on the basis of contents of syllabus. This question is based on the practical's given in the syllabus under respective modules.

Decision making related Question/exercise/problem/case let/ etc. 20 marks

Decision making related Question/exercise/problem/case let/ etc. 20 marks

The objective type multiple choice online/written examinations of courses and the project Viva- Voce would be undertaken before the written final examination of Shivaji University, Kolhapur.

II. Standard of Passing:

There would be single head of passing. For university written examination, university online/written objective type examination and institution internal evaluation 50% of total marks have to be secured by student per course. No class will be awarded to any part of examination.

III. Passing Rules:

- 1. For admission to M.B.A. Part-II, a candidate must have cleared all papers of Sem-I and Sem- II or atleast 12 papers of Sem-I and Sem-II combine.
- 2. The students who have completed first semester are allowed to continue for second Semester and students who have completed 3rd Semester are allowed to continue for IV Semester as per above rule.
- **3.** Students have to complete MBA program within 2+4 years from the date of admission.

IV. Project Report:

Every student should go for in-plant training after the Semester- II examination. In -Plant training duration is of 50 days. The detailed description to undergo the project report is given in syllabus.

Credit system implementation: As per the University norms Credit Grade Points:

SR.No.	Marks Obtained out of 100	Numerical Grade (grade Point)	CGPA	Letter Grade
1	Absent	0 (Zero)		
2	0-49	0 (Zero)	0.0 - 4.99	F(Fail)
3	50-55	5	5.00-5.49	С
4	56-60	6	5.50-6.49	В
5	61-70	7	6.50-7.49	B+
6	71-80	8	7.50-8.49	Α
7	81-90	9	8.50-9.49	A+
8	91-100	10	9.50- 10.00	O (Outstanding)

- 1. Marks obtained > = 0.5 shall be rounded off to next higher digit.
- 2. The SGPA & CGPA shall be rounded off to 2 decimal points.

4. Fees Structure

The structure of fees for the DBM course is determined by Shivaji University, Kolhapur. The Institute is governed by the directives of the University and therefore the fees charged are in accordance to the norms laid down by the University, which are as follows:

Sr.No.	Particulars	MBA-I	MBA-II
1	Development fee	10315	8818
2	Tuition fees	89685	88182
	(A) Total	100000	97000
	Other Fees	10000	27.000
1	Admission/Form	50	50
2	Computer fee	0	0
3	Gym.fee	0	0
4	I Card	25	25
5	Library fee	0	0
6	Study material	0	0
7	Term fee	0	0
8	Allumni Asso.fees	500	500
	(B) Total	575	575
2	Agrani College	50	50
3	Aptkalin Nidhi	10	10
4	Ashwedmedh	24	24
6	E-facilities	50	50
7	Eligibility fee	100	0
8	Env.studies fee	0	0
11	Insurance fee	284	50
13	P.G.Registration	60	0
14	Pro-rata/SAF	36	36
20	Youth festival	55	55
21	Self-Finance Unit	10	10
22	Exm.fee	1310	1310
	(C) Other Fees	1989	1595
	TO ALTE (A.D. C)	103564	00450
	Total Fees (A+B+C)	102564	99170
	Library Deposits	2000	500

University Eligibility fees and Examination fees will be charged separately as per the directives of Shivaji University, Kolhapur.

5. Details of Infrastructural facilities

a) **Library**: Well staged central library for all departments with J-Gate and EBSCO e-journal

b) Computing:

• Name of the Internet Provider : Airtel

Available Bandwidth : 155 Mbps Landline and Leased

Line & Wi-Fi

Class Rooms : Class rooms are equipped with

ICT facility

• Laboratories : 3 Computer Labs with recent

configurations

c) Support structures

1. ICT enabled classrooms.

- 2. Seminar hall equipped with Video conferencing facility
- 3. State of art computing facilities.
- 4. Language lab with multimedia facility.
- 5. Library with offline and online resources.
- 6. Auditorium hall for co-curricular activities
- 7. Moodle and Fedena software system.

d) Teaching-Learning methods

- Seminar method
- Case study method
- Group discussion method
- Lectures were organized via video conferencing in seminar hall
- Mini projects (Individual and group based projects) in individual subjects
- Research paper publication in conference/seminars/journals
- Guest lectures
- Remedial classes for slow learners
- Cash prize test for improving employability skills
- BEC (Business English Communication) classes for all students (The fees are borne by the Institute.)
- Foundation classes for freshers.
- Inter and Intro-collegiate competitions.

Book bank scheme for meritorious and economically poor students.

6. Other Facilities

a) Industrial interaction/Visit

With prior permission of Principal, the placement cell along with the students visits the industries, to observe and understand their work culture and to knowde partmental communication procedure.

b) Career Counseling

Placement officer provides guidance to the students on various issues pertaining to competitive examinations such as structure of examination, guidance for preparation of examination, personal interviews at regular intervals through formal as well as informal interaction with them. The students are trained for interviews by conduction of activities like Field work, Mini Project, Role play, Debates, Mock interview, Group discussion, General and technical aptitude test setc.

रॅगींग -

सन १९९९ महाराष्ट्र शासन राजपत्र अधिनियम क्रमांक ३३ नुसार महाराष्ट्र राज्यात शैक्षणिक संस्थामध्ये रॅगींग करण्याची मनाई करण्यात आली आहे. शासनाचे पत्रानुसार रॅगींग (शारीरिक व मानसिक छळ) केलेले कोणी आढळल्यास त्यास दोन वर्षे कारावासाची शिक्षा व दहा हजार रुपयापर्यंत द्रव्यदंडाची शिक्षा होण्यास पात्र असेल. रॅगींग अपराध सिध्दापराधी ठरलेल्या कोणत्याही विद्यार्थ्यास संस्थेतून काढून टाकणेत येईल व काढून टाकल्याच्या दिवसापासून ५ वर्षाच्या कालावधीपर्यंत कोणत्याही इतर संस्थेत प्रवेश देता येणार नाही

c) Scholarship/Fee Concession

The Institute follows the norms set by the Government for scholarship toSC/ST/OBC/Women/Economically Weaker sections/ Differently abled/Minority community and other.

Besides Government scholarship, the Institute contributes 50% and 20% of tuitionfees of the girl students of DBM and the students of BBA/BCA program respectively, who are deprived from any other kind of scholarship.

7. GENERAL INSTRUCTIONS

- Candidate should carefully read, before being admitted, the prospectus issued by the Institute as well as the relevant University publications. The rules contained in the course as well as those made by the Institute and changes made therein, from time to time, shall be binding on the candidate and on his / her guardians.
- Candidates are admitted to the course, subject to the rules of Shivaji University. Kolhapur as tothe eligibility, grant of terms etc.
- The fees prescribed by the University for the course must be paid at the time of admission. Failure to do so shall result in cancellation of admission.
- If a candidate is entitled to any Government Scholarship or Freeship, the amount of such scholarship or freeship will be paid to him / her only when it is actually received by the Institute from the appropriate authorities.
- For the grant of two terms and for eligibility to fill in the University Examination Form of the course, candidate must attend at least 80% of the lectures for the course as laid down by the University.
- No candidate shall be considered to have pursued course of study unless he / she is certified by the Principal to have attended at least 80% of the lectures and satisfactorily completed all the tutorials, seminars and internal work as laid down by the University.
- Every candidate must attend the classes regularly and complete his / her class work, tutorials. seminars and assignments within the stipulated period. Attendance for periodical test and surprise tests conducted from time to time is compulsory.
- All the submissions with respect to the internal marks have to be done in the allotted time only. Late submissions are not allowed.
- The students will be exposed to the business world through constant liaison and interaction with the industry and faculty of leading Management Institutes.

- A very high standard of discipline, regularity and punctuality is expected from the candidates, failure of which will be viewed seriously in judging the performance of a candidate.
- No candidate shall be allowed to appear for the University Examination unless he / she satisfies all the rules and regulations laid down by the University.
- Fees are not refundable on any account except the amounts paid as Library Deposit and Caution Money. Whenever admission of a student is to be cancelled by him / her, the student should intimate to the Principal in writing, with the written consent of his / her guardian.
- The students are required to be in the prescribed dress code on the campus on the stipulated days and when the occasions demand.
- The code of conduct as laid down by the Institute is required to be strictly followed by the students.

SHIVAII UNIVERSITY, KOLHAPUR

Sr.No. 000763



CERTIFICATE

This is to certify that University approval is given to Vasantraodada Patil Institute of Management Studies and Research, Wanleswadi, Tal.Miraj, **Dist.Sangli** to conduct the following courses for the academic year 2019-20.

ENGINEERING FACULTY

M.B.A. Part I & II Permanent Affiliation Intake 60

- एनजीसी/३५९४/एमबीए/७४९७/मशि-३ दि. २१/०७/१९९४ Govt. Recent Approval - PG/Affi./VYJ/5131, Date. 02/08/2005 **University Approval**

A.I.C.T.E. Recent - Westem/1-4259311068/2019/EOA Date 10 April, 2019 Approval

Non Grant Division - 1 Permanent Affiliation M.Com. I & II

- शिक्षणसेयो/म.शा./क्र.यकेएफ/१०८३/६५२(मम्)/(७४९८)विशि-३, Govt. Recent Approval दि.०२/०५/१९८४

PG/Affi./VYJ/5131, Date. 02/08/2005 **University Approval**

- M.Com. Intake 50 Course

Permanent Affiliation Intake 60 D. B. M. Non Grant Division - 1

- शिक्षणसेयो/म.शा./क्र.यकेएफ/१०८३/६५२(मम्)/(७४९८)विशि-३, Govt. Recent Approval

दि.०२/०५/१९८४

PG/Affi./VYJ/5131, Date. 02/08/2005 University Approval

Course - D. B. M. All Syllabus

D. I. T. Non Grant Division - 1 Permanent Affiliation Intake 60

Govt. Recent Approval - यकेएफ/१०८३/६५२(मम्)/(७४९८)विशि-३, दि.०२/०५/१९८४ - PG/Affi./VYJ/5131, Date. 02/08/2005 **University Approval**

Course D. I. T. All Syllabus

B.B.A **Non Grant Division** Intake 80

 क्र.शिविसं-२००६/(२३१/०६)/मशि-३, दि. २१/०६/२००५ Govt. Recent Approval

शिवाजी.वि./संलग्नता/टी-२/विद्यापरिषद बैठक, दिनांक.२४/०५/२०१९. University Recent

Approval Course All Syllabus

B.C.A. **Non Grant Division** Intake 80

 क्र.शिविसं-२००६/(२३१/०६)/मशि-३, दि. २१/०६/२००१ Govt. Recent Approval

शिवाजी.वि./संलग्नता/टी-२/विद्यापरिषद बैठक, दिनां University Approval All Syllabus Course

SHIVAJI UNIVERSITY, KOLHAPUR

Sr.No. 000761



P.G.D.C.A. Non Grant Division

Intake 60

Govt. Recent Approval University Approval Course

- क्र.शिविसं-२००६/(२३१/०६)/मशि-३, दि. २१/०६/२००५

- शिवाजी.वि./संलग्नता/टी-२/विद्यापरिषद बैठक, दिनांक.२४/०५/२०१९.

- P.G.D.C.A. All Syllabus

M.C.A. Part I, II & III

Intake 60

Govt. Recent Approval D.T.E. Approval **University Approval** A.I.C.T.E. Approval

- संकीर्ण-२०१०/८१८८/२०१०/तांशि-४ दि. ३०/०७/२०१० २/एनजीसी/मान्यता/२०१०/२३७४/दि. ०८/११/२०१०

- शिवाजी.वि./संलग्नता/टी-२/विद्यापरिषद बैठक, दिनांक.२४/०५/२०१९.

- Westem/1-3323617026/2017/EOA Date 30 March, 2017

B.B.A. II, B.C.A. II

University Circular Compulsory

SU/BOS/Env.sy1/Dhawan/11594/11125, Dtd.16 March, 2005 पर्यावरणअभ्यास

Place: KOLHAPUR No 5 71 1 Date: - 6 JUN 2019

shivafi University. Kelhapur.