



गोवा GOA

Sr. No. 22955 Place of vend MAPUSA. Date 04/1/2022 A 584457

Value of stamp paper 100/-

Name of Purchaser GOA MANAGEMENT ASSOCIATION

Residing at Porvorim, son / wife of

Signature of vendor
L No. 22 (R.R.P. Dessai)

Signature of Purchaser

MEMORANDUM OF UNDERSTANDING

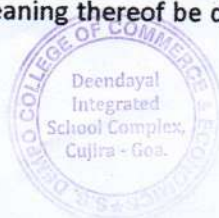
THIS MEMORANDUM OF UNDERSTANDING IS MADE AT PANAJI, GOA ON THIS 06 DAY OF JANUARY OF THE YEAR TWO THOUSAND AND TWENTY TWO (06/01/2022)

BETWEEN

GOA MANAGEMENT ASSOCIATION, a charitable trust registered under the Societies Registration Act 1860 having its registered office/office at OS 10, Facility Block, Sapana Gardens, CHOGM Road, Porvorim, Goa, represented in this Memorandum of Understanding by its Chairman, Mr. Amin Ladak, major in age, Indian National, hereinafter referred to as "First Party" (which expression shall unless it be repugnant to the context or meaning thereof be deemed to mean and include its successor and assigns) of the ONE PART

AND

S S DEMPO COLLEGE OF COMMERCE AND ECONOMICS registered under the Dempo Charities Trust registered on 31 August 1965, having its registered office/office at Dempo House, Campal, represented in this Memorandum of Understanding by its Principal, Dr. Radhika Nayak, major in age, Indian National, hereinafter referred to as "Second Party" (which expression shall unless it be repugnant to the context or meaning thereof be deemed to mean and include its successor and assigns) of the OTHER PART



WHEREAS:

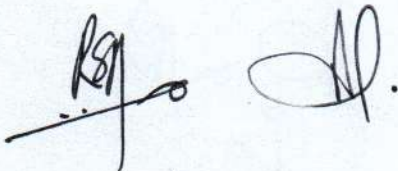
1. the First Party conducting various management development programmes, workshops, seminars, lectures on various topics related to development of professional management and provides guidance to students of management institutions & also organize programmes for the benefit of the industries from time to time.
2. the First Party proposes to conduct Certified Manager Program.

GMA Certified Manager Programme (CMP) is designed to enhance the managerial and leadership skills, designed to meet the needs of organizations, wanting to develop managers & encourage talent, and of individuals, seeking to push their potential and take up higher roles.

3. the First Party will conduct Classes on Saturday and Sunday every week and requires premises to conduct the same;
4. the Second Party is into education field and is the owner in title and possession of the premises namely **S S Dempo College of Commerce and Economics at Cujira, Bambolim, Goa.**
5. the First Party has approached the Second Party to permit them to conduct their Classes on Saturday and Sunday every week in the class rooms;
6. the Second Party has consented to the First Party conducting their classes on Saturday and Sunday every week in the class rooms for such period, subject to and based on such understandings between the Parties herein as more particularly appearing herein after.

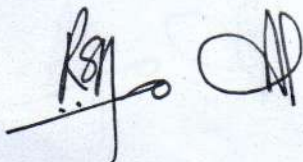
NOW THEREFORE THIS MEMORANDUM OF UNDERSTANDING WITNESSETH AND THE PARTIES HERETO UNDERSTAND AS FOLLOWS

1. The Second Party shall allow the First Party to conduct their classes on Saturday and Sunday every week in the class rooms namely bearing, situated on the Ground Floor / First Floor for a period of one year starting from January 2022 and ending on 31st/December 2022 (herein after referred to as the "Term").
2. The First Party shall take all requisite statutory permissions or permissions as may be required from the concerned authority/government authority/entities/bodies to conduct their Courses on the aforementioned days in the class rooms during the Term
3. The First Party shall depute their own teachers at their own expense to conduct the classes in the class rooms and shall be solely responsible for their conduct during their deputation. Payment of salaries/remunerations of such teachers shall be the sole responsibility of the First Party. The First Party shall be responsible to comply with all statutory requirements as regards the appointment, deputation, employment, etc. of the teachers. The teachers shall carry identity documents issued by the First Party during their deputation.
4. The First Party shall solely responsible to ensure that only the students admitted for the program attend the classes in the class rooms. The First Party shall be responsible



to comply with all statutory requirements for conducting the classes for the students including taking requisite consents of the parents or legal guardians if any as may be required under applicable laws. The First Party shall be solely responsible for the conduct of the students attending the classes. The admitted students shall carry their identity documents issued by the First Party during their attendance at the class rooms.

5. The First Party shall be solely responsible to provide to the teachers and the students the requisite study and related materials required for conducting the classes at the classrooms.
6. The deputed teachers and admitted students of the First Party attending the class rooms shall be required to follow the rules and regulations as prescribed by the Second Party from time to time and the First Party shall be solely responsible to ensure compliance of the same.
7. The Second Party confirms that the said class rooms are constructed have the requisite provisions for access generally suitable for the purpose of conducting the classes as envisaged by the First Party;
8. The First Party shall adequately represent Second Party as the venue partner in this initiative and print the Logo of the Second Party on important correspondence material and certificates.
9. Parties shall appoint supervisors to handle the day to day conduct of the classes at the class rooms and to co-ordinate with each other for the smooth functioning of the same. Any issues, concerns or modalities of the working as envisaged in this Memorandum shall be discussed, evolved and resolved by the Parties through such supervisors at the first instance. Parties shall share the contact details of such appointed supervisors
10. All other aspects not covered in the above shall be resolved through discussion and as per mutual understanding and put in writing as an Amendment to this Memorandum of Understanding, which shall be signed and sealed by the Authorised Representatives of this Parties herein
11. Either Party may terminate this Memorandum of Understanding by giving a notice of 3 months in writing and without assigning any reasons.
12. Upon termination, the obligations of each Party to the other Party under this Memorandum shall cease to exists and the Parties.
13. The Parties hereby indemnify each other and its officers, employees, agents and agree to keep each other indemnified: a) against each and all loss or damages, actions, proceedings etc. as either of the Parties may face or incur directly or indirectly due to any act or omission of the other Party regarding compliance of any law, rules, regulations of the concerned government authority, body or department for the time being in force and applicable to the concerned Parties; b) against all losses or damages, which either of the Parties may face or incur directly or indirectly due to any violation of any provision of this Memorandum of Understanding by the other Party; c) against any loss or damage suffered by either Party on account of any misrepresentation as regards its activities as envisaged in this Memorandum of Understanding and d) against all actions, claims, losses and damages that may be



incurred or suffered by either Party on account of any claim lodged by the other Party or its assignee or its successors or its agent/representative or any other person/organization/entity claiming under the other Party including all costs, charges and expenses that may be incurred or suffered by either Party due to any dispute, claim or action regarding or originating out of the other Party's activities as envisaged in this Memorandum of Understanding, initiated by any individual(including employees) or organization or other statutory body or competent authority.

14. If the performance of duties and obligations by the Parties under this Memorandum of Understanding is prevented, delayed, restricted or interfered with by or due to any act of God including but not limited to fire, flood, war, Pandemic, Epidemic, governmental directions or orders by civil or military authority, terrorism, enactment or amendment of any law or rules and regulations made effective whether by State or Central Government or by any regulatory authority, which are beyond the reasonable control of such Party and not of its own making and amounting to force majeure, such Party, upon promptly giving written notice of such force majeure event to the other Party, by any mode of recorded delivery, shall be excused from such performance to the extent of such prevention, delay, restriction or interference, provided that the non performing Party shall use all reasonable effort to prevent, avoid, remedy, and or remove the cause for such non-performance and shall continue performance hereunder once force majeure ceases. Promptly after receipt of the above referred notice, the Parties shall consult and decide how to respond to such force majeure event, based on the degree to which the force majeure event shall influence the performance of this Memorandum of Understanding. If the force majeure event continues beyond a period of 30 days so as to fail the very purpose of this Memorandum, then upon mutual discussion and agreement in writing between the Parties hereto, this Memorandum shall be terminated.
15. All notices required to be served by either Party upon each other, under this Memorandum of Understanding, shall be in writing, and shall be deemed to be properly, sufficiently and effectually served if dispatched by hand delivery, pre-paid registered post acknowledgement due or by any other recognised means of recorded delivery, to the addresses of the Parties hereto first herein before mentioned or to such other addresses of the Parties as informed by the Parties in writing from time to time.
16. In the event of any controversy, dispute or difference arising out of or in connection with or in relation to any term of this Memorandum of Understanding, both Parties shall endeavor to settle such dispute or difference by negotiation inter se within 15(fifteen) days, or such extended time as may be mutually agreed, failing which, such dispute or difference shall be referred to a sole arbitrator appointed jointly by the Parties herein. The place of arbitration shall be at Panaji, Goa and the language of arbitration shall be English. The arbitration shall be in accordance with the Arbitration and Conciliation Act, 1996 or any statutory modification or re-enactment thereof. The award of the Arbitrator shall be final and binding on the Parties
17. It is agreed by the Parties herein that this Memorandum of Understanding shall be governed by the laws of India and the courts of competent jurisdiction at Panaji, Goa shall have exclusive jurisdiction regarding any issue arising out of the arbitration process above and with respect to enforcement of awards, all in accordance with the Arbitration and Conciliation Act, 1996.



18. Recitals shall form part of this Memorandum of Understanding.
19. In this Memorandum of Understanding, unless the context otherwise requires, any references to words importing singular shall include the plural and vice versa, words importing a gender include every gender and references to persons include bodies corporate and unincorporated.
20. This Memorandum of Understanding and the contents hereof supersede each and all agreements, arrangements, understandings, letters, correspondences, representations etc. between the Parties hereto with respect to the subject matter herein.
21. Failure to enforce compliance with any term or condition of this Memorandum of Understanding shall not constitute a waiver of such term or condition of this Memorandum of Understanding or the right to subsequently enforce such term or condition in the future. No waiver, by either Party, of any provision of this Memorandum of Understanding shall, in any event, become effective unless the same shall be in writing and such waiver shall be effective only in the specific instance described and for the purpose that the waiver is given.
22. If any part or any provision of this Memorandum of Understanding is or becomes illegal, invalid or unenforceable, that part or provision shall be ineffective to the extent of such invalidity or unenforceability only, without in any way affecting the validity or enforceability of the remaining parts of said provision or the remaining provisions of this Memorandum of Understanding. The Parties hereby agree to attempt to substitute for any invalid or unenforceable provision with a valid or enforceable provision, which achieves to the greatest extent possible the economic, legal and commercial objectives of the invalid or unenforceable provision.
23. The cost towards the stamp duty and registration fees/charges (if applicable)/notarial fees/charges in respect of execution and registration/notary of this Memorandum of Understanding and the legal costs for all documents and writings related/incidental to the same including Advocate fees, shall be borne by the Parties hereto in equal shares.
24. This Memorandum of Understanding shall be executed in two counterparts, one for each of the Parties, each of which shall be deemed to be an original, but all such counterparts shall together constitute one and the same Memorandum of Understanding



IN WITNESS WHEREOF THE PARTIES HAVE HEREUNTO SET AND SUBSCRIBED THEIR RESPECTIVE HANDS THE DAY, MONTH AND YEAR FIRST HEREINABOVE WRITTEN.

SIGNED AND DELIVERED

by the within named First Party through its authorised representative

Mr. Amin Ladak, Chairman, Executive Committee
Goa Management Association

Amin Ladak
06/01/2022

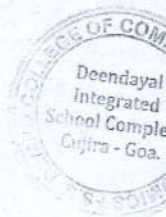


SIGNED AND DELIVERED

by the within named Second Party through its authorised representative

Dr. Radhika Nayak, Principal
S. S. Dempo College of Commerce & Economics

Dr. Radhika Nayak
06/01/2022



In the presence of:

1. Arusa Mesquita Embroha
06/01/2022

DR ARUSA MESQUITA EMBRONHA

2. Dr. Sardas R. Khoyjuvelkar

Sardas

IN WITNESS WHEREOF THE PARTIES HAVE HEREUNTO SET AND SUBSCRIBED THEIR RESPECTIVE HANDS THE DAY, MONTH AND YEAR FIRST HEREINABOVE WRITTEN.

SIGNED AND DELIVERED

by the within named First Party through its authorised representative

Mr. Amin Ladak, Chairman, Executive Committee
Goa Management Association

(Amin Ladak)
06/01/22



SIGNED AND DELIVERED

by the within named Second Party through its authorised representative

Dr. Radhika Nayak, Principal
S. S. Dempo College of Commerce & Economics

(Dr. Radhika Nayak)
06/01/2022



In the presence of:

1. Aruna Mesquita e Noronha
06/01/2022
DR ARUNA MESQUITA e NORONHA

2. Dr. Sardas R. Khoyjuekar

Sardas

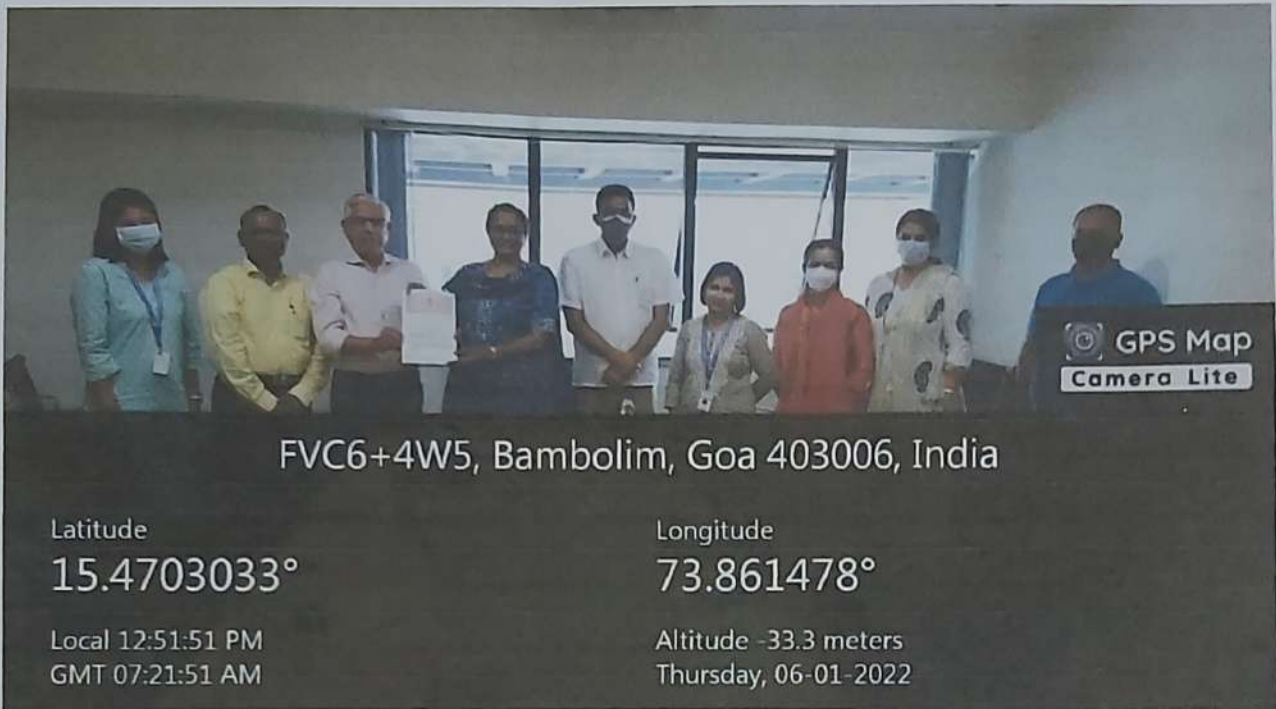
DCT's

S. S. Dempo College of Commerce and Economics, Cujira, Goa

AY 2021 - 2022

Report on provision of classrooms for conduct of classes

The DCT's S. S. Dempo College of Commerce & Economics has signed an MoU with the Goa Management Association (GMA) on 06th January, 2022. As per the MoU was signed with GMA, S. S. Dempo College has been providing classroom G10 on every Saturday and Sunday for conducting Management Development Program, workshops, seminars and lectures.

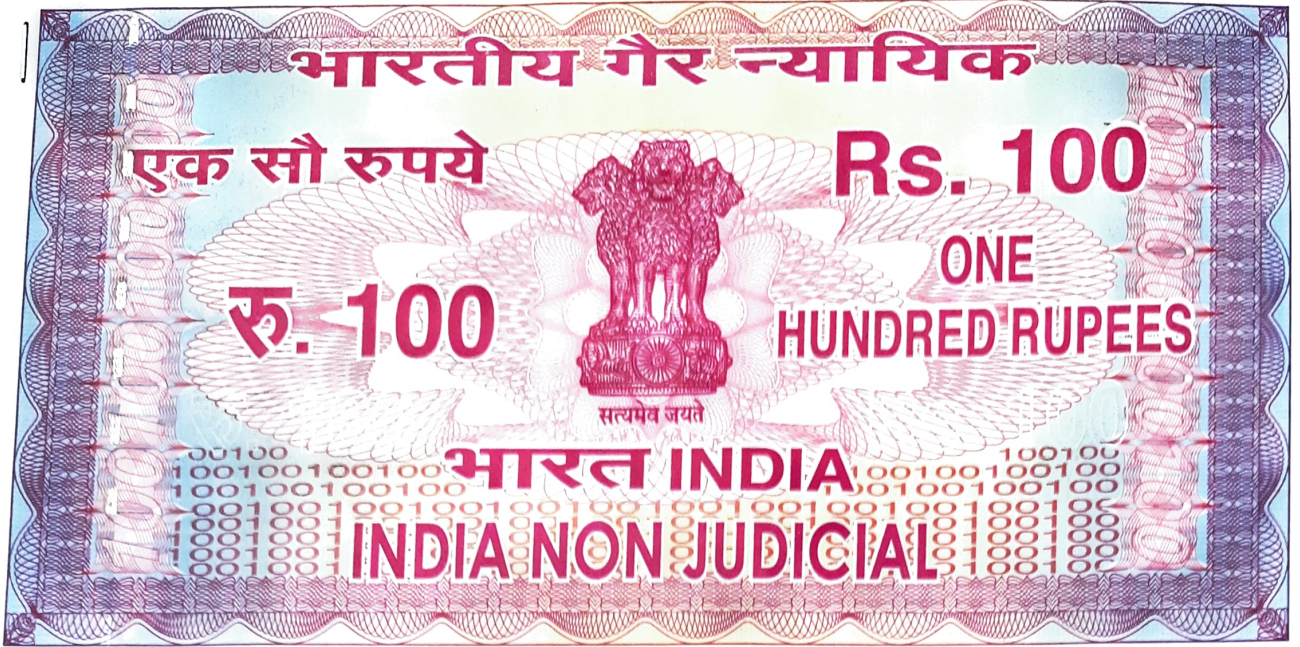


Asst. Prof. Vishal Rane
Coordinator, Dempo Centre for Skill Development

Dr. Radhika S. Nayak

PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.





गोवा GOA

Serial No. 67 Value Rs. 100/-
Name of Purchaser S.S. Dempo College
Resident of Panaji
Place of Vendor Panaji
Licence No.: AC/SI/P/VEN/102/2003
Sign. of Vendor Sign. of Purchaser

A 276711

AGREEMENT OF COLLABORATION BETWEEN


**DCT'S S. S. DEMPO COLLEGE OF COMMERCE AND ECONOMICS, GOA AND
ITAPPZGLOBAL TECHNOLOGIES LLP, GOA**

The following scheme of collaboration has been agreed upon between the above referred parties for the purpose of providing services by, DCT's S S. DEMPO COLLEGE OF COMMERCE AND ECONOMICS, GOA, hereafter referred to as the PARTNER 1; and ITAPPZGLOBAL TECHNOLOGIES LLP, GOA hereafter referred to as the PARTNER 2.

1. Services for which collaboration has been agreed upon:
To conduct Digital Marketing Certificate Course Classes in college campus
2. Event Frequency:
One year from the date of signing this agreement
3. Nature of Collaboration:
Partnership
4. Obligations of the PARTNER 1 – DCT's S. S. DEMPO COLLEGE OF COMMERCE AND ECONOMICS, GOA
 - a. Deliverables
 - i. To provide computer lab to conduct the Digital Marketing Course Classes (Lab timings 02:30 p.m. to 04:30 p.m. on college working days)
 - ii. To promote the Digital Marketing Course in college campus.
 - iii. To provide housekeeping and sanitization in used computer lab.
 - iv. To provide college auditorium for distribution of certificates.
5. Obligations of PARTNER 2 – ITAPPZGLOBAL TECHNOLOGIES LLP, GOA
 - a. Deliverables
 - i. To conduct regular classes for the enrolled students of Digital Marketing Course.
 - ii. To maintain regular attendance of all students enrolled for Digital Marketing Course conducted in college campus.
 - v. To conduct classes for Digital Marketing Courses in computer lab (Lab timings 02:30 p.m. to 04:30 p.m. on college working days)
 - iii. All Promotional, Marketing and Certificates materials conducted in college campus will carry the Dempo College Logo along with the Dempo College Skill Centre Logo.
 - iv. ITAPPZGLOBAL TECHNOLOGIES LLP, GOA will be solely responsible to maintain the computer lab and all the equipment's during the usage.
6. A payment of Rs. 12, 000.- per month will be paid to the PARTNER 1 – DCT's S. S. DEMPO COLLEGE OF COMMERCE AND ECONOMICS, GOA by PARTNER 2 – ITAPPZGLOBAL TECHNOLOGIES LLP, GOA for utility services provided by the college such as Housekeeping, Use of furniture's, Water, Electricity etc.

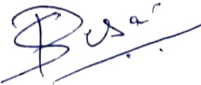


7. No other monetary or non-monetary obligations are involved between either of the parties to the arrangement of this scheme of collaboration.


Dr. Radhika S. Nayak
PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.



DCT's S. S. DEMPO COLLEGE OF COMMERCE AND ECONOMICS, CUJIRA,
GOA.


Ms. Sneha Desai



Director,
ITAPPZGLOBAL TECHNOLOGIES LLP, GOA

Date: 11/12/2021

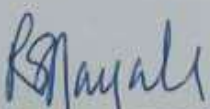
Place: Cujira, Bambolim - Goa

DCT's S.S. DEMPO COLLEGE OF COMMERCE AND ECONOMICS
DEPARTMENT OF EVENT MANAGEMENT
REPORT OF THE CERTIFICATE COURSE ON "DIGITAL MARKETING"
08th to 16th November, 2021.

A certificate course on "Digital Marketing" held from 08th to 16th November, 2021 was organised by the Department of Event Management, DCT's S. S. Dempo College of Commerce and Economics and Dempo Centre for Skill Development for Event Management students. The main objective of the course was to provide knowledge on Digital Marketing, Google Search Engin, Web Crawlers, Web Design, Graphic Design and Photoshop, Online Campaign Planning for Events, Product Photoshoot, Digital Marketing Techniques, Rich Snippet, Google Indexing, Google Analytics, Google Tag Manager, Google Ads, Facebook & Instagram Ads. The workshop was attended by 18 students from PG Event Management and Certificate Course. The workshop was conducted by Ms. Sneha Desai, Director, ITAPPZGLOBAL TECHNOLOGIES LLP, Goa.




Resources person Ms. Sneha Desai conducting the workshop


Prof. Radhika S. Nayak

PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.



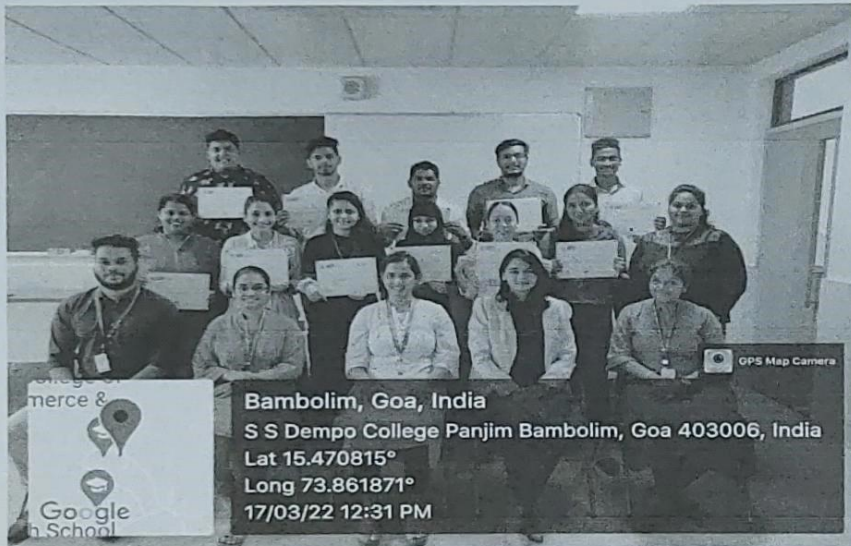

Asst. Prof. Vishal Rane
Programme Coordinator
PGDM – Event Management

DCT's S. S. Dempo College of Commerce & Economics, Cujira, Goa

Post Graduate Department of Commerce, in collaboration with Dempo Centre for Skill
Development

Report on 30 hours Digital Marketing Certificate Course

A 30 hour certificate course in digital marketing was organized for 16 Part II students of Business Management specialization of M.Com. from 5th to 12th March 2022 by the Post Graduate Department of Commerce and Dempo Centre for Skill Development. The resource person was Ms. Sneha Desai, Director, ITAPPZGLOBAL TECHNOLOGIES LLP, Goa. The course covered new and emerging dimensions of the digital world.



Resource Person Ms. Sneha Desai along with the students and faculty of the PG department of Commerce

Asst. Prof. Namrata S. Wagle

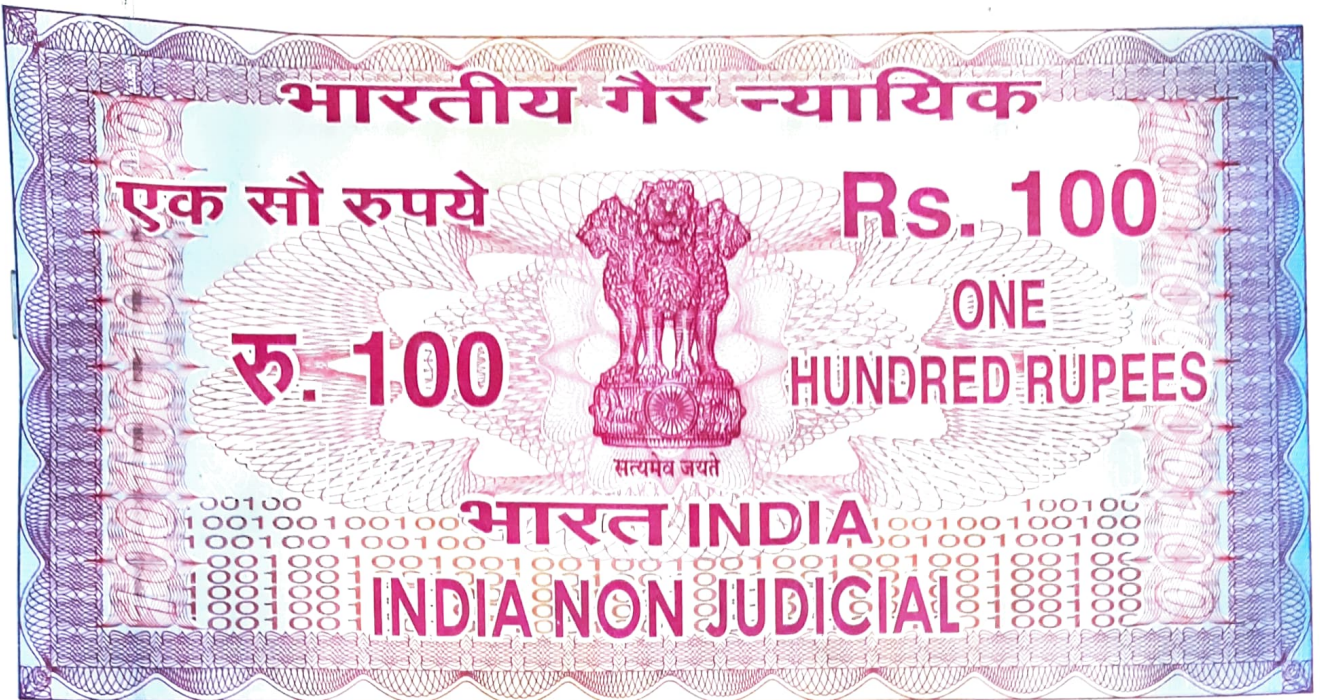
Course Co-ordinator

MCom Program



Dr. Radhika S. Nayak

PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.



गोवा GOA

Date 20/04/22 Serial No. 6560

A 477626

Discrp. of stamps NSS Value 100/-

Name of Purchaser S.S. DEMPO COLLEGE

Residence RAMBOLIM

Sign. of Purchaser.....

Vendor : Casa Naik Panaji Goa

LIC No 1/88 dtd : 26/2/1988

INDUSTRY – INSTITUTE COLLABORATION INITIATIVE

MEMORANDUM OF UNDERSTANDING

BETWEEN

Make it Happen Thematic Trails Pvt Ltd

AND

DCT'S S.S. DEMPO COLLEGE OF COMMERCE AND ECONOMICS

The Memorandum of Understanding is entered into between

Make it Happen Thematic Trails Pvt Ltd

and

**DCT's S.S Dempo College of Commerce and Economics, P.G. Department of Tourism
Studies**

Make it Happen Thematic Trails Pvt Ltd a Company registered under the Indian Companies Act 1956, having its registered address at Solar Costa Campos, H.No C-1/143, Dr Cunha Gonsalves Road, Panjim – Goa – 403001, bearing CIN U74999GA2017PTC013294 Permanent Account No AALCM2197E, operating under the brand name Make It Happen, is based in Panjim and is an Experiential travel company that specializes in designing community led local experiences such as Heritage Walks, Village Saunters, Art Experiences, Culinary experiences, Virtual Experiences, and Interactive film. Apart from their operations in Goa, they have partnered with Diu Smart City Limited to offer Heritage Walks in Diu. They see tourism as a platform to nurture and showcase local talent and would like to contribute in capacity building and skill development of students.

S.S. Dempo College of Commerce and Economics, a Premiere Commerce and Management Institution, Reaccredited by NAAC at 'A' grade with a CGPA of 3.30 is the only college in Goa to offer the Master's of Tourism and Travel Management Programme with CBCS optional subjects in Aviation Management, General Tourism Management, Hospitality and Heritage Management. The Department also mentors the DEM-IATA Authorised Training Center which is the only Licensed IATA Authorized Training Center in Goa to conduct classroom courses from



the year 2014: 1) Foundation in Travel and Tourism 2) Travel and Tourism Consultant. It is a pioneer in the education system and has a potential towards academic excellence.

Make It Happen and **S.S. Dempo College of Commerce and Economics**, agree to:

1. Collaborate to develop MTTM Syllabus to keep it current with the **Make It Happen** requirement of skilled professionals.
2. Provide Internship for MTTM/IATA Students for six weeks as per the subject specification.
3. Collaborate on placement week, provide venue to conduct recruitment drive as per the graduation dates of the MTTM/IATA students and registered students and alumni of the institution from other departments in partnership with **SSDC Placement Cell**.
4. Invite **Make It Happen** operations/HR office bearers to adjudicate the internship presentations of MTTM Students at S.S. Dempo College of Commerce and Economics.
5. Invite **Make It Happen** operations/HR office bearers to deliver industry specific workshops on Start-ups, Innovation and entrepreneurships.
6. Conduct industry visit and familiarization with **Make It Happen** operations in select **Make It Happen** locations in Goa in collaboration with Institution Innovation Council (IIC).
7. Jointly organize operational talks on online/offline mode for MTTM/IATA students.
8. S.S. Dempo College Management will invite **Make It Happen** staff for the MTTM/IATA graduation ceremonies, industry related dialogues and seminars conducted at the college premises or in other venues. Intimation about the same will be provided one month in advance.



9. S.S. Dempo College will also provide space to **Make It Happen** to display their brochures and standees at MTTM/IATA DEM ATC related events.
10. S.S. Dempo College will display the company logo of **Make It Happen** on the official MTTM department website, brochures, poster, prospectus, flyers and leaflets as an industry partner.
11. S.S. Dempo College to conduct case studies, operations research and provide suggestions for improvement of processes, industry implications in **Make It Happen** and publish significant findings in Operations Journals with consent of **Make It Happen** management

Make It Happen and S.S. Dempo College of Commerce and Economics further agree that:

They will work towards the details agreed upon, but this MOU does not impose any binding legal obligations on either organization, but for the overall development of academics and capacity building of the tourism industry.

Validity:

The term of the agreement is for one year (**2022-23**) and shall renew automatically for successive years based on mutual agreement.

Point of Contact for the execution of MoU:

The officially authorized point of contact from S.S. Dempo College of Commerce and Economics, will be Dr. Cheryl Venan Dias, Programme Coordinator MTTM/IATA, email ID: Cheryl.venandias@dempocollege.edu.in, Mobile: 7757002102 and 7738287005



The officially authorized point of contact from **Make It Happen** for all correspondence will be Maria Victor, Founder & CEO, email: maria@makeithappen.co.in, mobile no: +91 9741911408

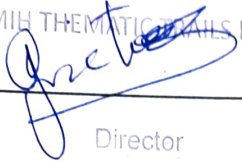
Make It Happen

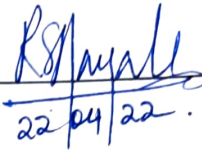
DCT's S.S. Dempo College of

Commerce and Economics

Panaji, Goa

Cujira, Goa

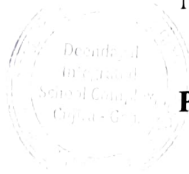
For MIH THEMATIC TRAINS PVT. LTD.
By: 
Director

By: 
22/04/22

Name: Mrs. Maria Victor

Name: Dr. Radhika S. Nayak

Founder, CEO



Principal

PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.

Make It Happen

DCT's S.S. Dempo College of

Panjim

Commerce and Economics

Goa

Cujira, Goa


Phone:00-91- 9741 911408

Phone:00-91-9422439876

Dated: 22.04.2022

Witness:

1 Dr Aruna Mesquita e Noronha



2 Vishal Rane



DCT's
S. S. Dempo College of Commerce & Economics
Cujira, Bambolim – Goa

Report

Talk of Career Opportunities in Tourism Industry

Date: 19 May 2022

Venue: S.S Dempo College of Commerce and Economics, Cujira.

Guest Speakers: B-live, Soul Travelling and Make it Happen.

Dempo Explorers Yuva Tourism Club and Career Guidance and Placement Cell had organised a Talk on Career Opportunities in Tourism Industry for students of S. S Dempo College of Commerce and Economics. Industry Personnel from Goan Tourism Business had an interaction session with the students. They told students about the career opportunities available in the tourism industry and enlightened students about different tourism products offered by Goa and opportunities to market these products to the right customer.



Dempo Charities Trust's
S. S. Dempo College Of Commerce & Economics
Cujira, Bambolim – Goa

DEMPO EXPLORERS YUVA TOURISM CLUB
IN ASSOCIATION WITH
CAREER GUIDANCE AND PLACEMENT CELL

Organizes

"TALK ON CAREER OPPORTUNITIES IN TOURISM INDUSTRY"



Asst. Prof. Yash B. Prabhugaonkar
Faculty Coordinator

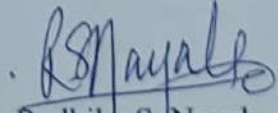
19th May 2022

Dr. Radhika S. Nayak
Principal




Yash B Prabhugaonkar



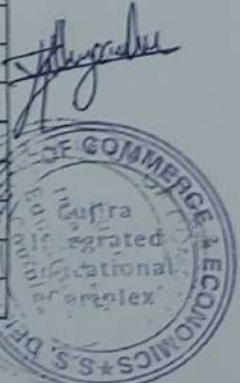

Dr. Radhika S Nayak
PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.

DCT's
S.S. Dempo College of Commerce and Economics

F.Y. B. Com

Attendance Sheet

Name	Division	Roll Number	Signature
Ramkesh Shiradkar	B	C21-235	<i>[Signature]</i>
Devesh Meshi	B	C21-234	<i>[Signature]</i>
Tranay Desai	B	C21-255	<i>[Signature]</i>
Ajesh Patil	B	C21-209	<i>[Signature]</i>
Siddhant Naik	B	C21-238	<i>[Signature]</i>
Niraj Naik	B	C21-229	<i>[Signature]</i>
Pankaj A. Mulaykar	B	C21-222	<i>[Signature]</i>
Ch. Konkase	A	C21-130	<i>[Signature]</i>
Manoj Patil	A	C21-158	<i>[Signature]</i>
Jay Patil	A	C21-118	<i>[Signature]</i>
Manoj Naik	A	C21-114	<i>[Signature]</i>
Sushruti Naik	A	C21-141	<i>[Signature]</i>
Jayanta de braganca	A	C21-120	<i>[Signature]</i>
Sinikka Dias Sapico	A	C21-142	<i>[Signature]</i>
RESERVA LIFERANCA COROICAO SEQUENA	A	C21-131	<i>[Signature]</i>
Rishabh Patil	A	C21-121	<i>[Signature]</i>
Ananta Mishra	A	C21-105	<i>[Signature]</i>
Shubham	A	C21-143	<i>[Signature]</i>
Chaitanya	A	C21-153	<i>[Signature]</i>
Manjili R. Gulatkar	A	C21-124	<i>[Signature]</i>
Namita Advaitkar	A	C21-129	<i>[Signature]</i>
Kalpaj & Ganekar	B	C21-222	<i>[Signature]</i>
Chaitali Dadas	B	C21-212	<i>[Signature]</i>
Chandani Wadgaonkar	B	C21-211	<i>[Signature]</i>
Arjun Arastkar	B	C21-213	<i>[Signature]</i>
Dhanashree Kulkarni	A	C21-113	<i>[Signature]</i>
Vishruti Arundekar	B	C21-252	<i>[Signature]</i>
Manoj Patilkar	A	C21-144	<i>[Signature]</i>
Sampada Kulkarni	A	C21-140	<i>[Signature]</i>
Sonia Raikar	A	C21-150	<i>[Signature]</i>
Stacy Fernandes	A	C21-151	<i>[Signature]</i>
Tanuj Kulkarni	A	C21-155	<i>[Signature]</i>
Arjun Kulkarni	A	C21-133	<i>[Signature]</i>
Veena Kulkarni	A	C21-156	<i>[Signature]</i>
Trishna Murganekar	A	C21-154	<i>[Signature]</i>
Manoj Mankar	B	C21-215	<i>[Signature]</i>
Manoj Mankar	B	C21-205	<i>[Signature]</i>
Manoj A.P. Chandelkar	A	C21-101	<i>[Signature]</i>
Manoj Patilkar	B	C21-225	<i>[Signature]</i>
Manoj Patilkar	B	C21-254	<i>[Signature]</i>
Manoj Patilkar	B	C21-226	<i>[Signature]</i>
Manoj Patilkar	B	C21-227	<i>[Signature]</i>
Manoj Patilkar	B	C21-217	<i>[Signature]</i>
Manoj Patilkar	B	C21-220	<i>[Signature]</i>
Manoj Patilkar	B	C21-250	<i>[Signature]</i>
Manoj Patilkar	B	C21-218	<i>[Signature]</i>



DCT's

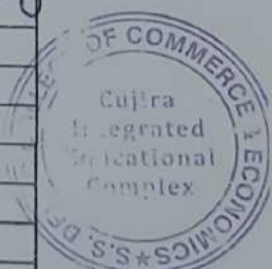
S.S. Dempo College of Commerce and Economics

EY Blom

Attendance Sheet

Name	Division	Roll Number	Signature
Trishma Karanpalkar	R	21-221	[Signature]
Rohit Anand	R	21-225	[Signature]
Soami Gupta	R	21-245	[Signature]
Priya Kulkarni	R	21-223	[Signature]
Sushant T. Karbentkar	R	21-252	[Signature]
Sakshi Mane	B	21-268	[Signature]
Abhi Mantale	B	21-207	[Signature]
Ashi Ti	B	21-203	[Signature]
Aganv Gauns	B	21-219	[Signature]
Smit Naik	R	21-226	[Signature]
Mayur M. Gauns	B	21-228	[Signature]
GURUSH HANURKAR	B	21-253	[Signature]
Arush Naik	B	21-210	[Signature]
Karan Kavlekar	B	21-224	[Signature]
Sansk Shrivastava	B	21-240	[Signature]
Arush Naik	B	21-234	[Signature]
Arush Naik	B	21-231	[Signature]
Smit Shrivastava	B	21-249	[Signature]
Tanya Gauns	R	21-256	[Signature]
Arush Naik	B	21-222	[Signature]
Sanyasa Patil	B	21-242	[Signature]
Aurora Fernandez	B	21-246	[Signature]
Arush Nabhalke	B	21-201	[Signature]
Sushant Fadnis	A	21-152	[Signature]
Arush Naik	A	21-151	[Signature]
Arush Naik	B		
Kamuksha Kulkarni	A	21-123	[Signature]
Arush Naik	B	21-239	[Signature]

[Handwritten Signature]



DCT's
S.S. Dempo College of Commerce and Economics

BBA F4

Attendance Sheet

Name	Division	Roll Number	Signature
Velhona Ferrero	B	D-21-214	[Signature]
Annapurna Sarkar	B	D-21-240	[Signature]
Priscilla Goswami	B	D-21-216	[Signature]
Shruti Mantalkar	B	D-21-221	[Signature]
Aamina Khan	B	D-21-219	[Signature]
Muhammad Sheikh	B	D-21-243	[Signature]
Leann Colaco	B	D-21-208	[Signature]
Allyssa Andrade	B	D-21-202	[Signature]
Siddhant Prasad Desai	B	D-21-251	[Signature]
Yuvraj Desai	C	D-21-311	[Signature]
Atharva Nair	A	D-21-128	[Signature]
Trishita Surandis	A	D-21-111	[Signature]
Vidika Karkal	A	D-21-152	[Signature]
Samudh Kor	A	D-21-149	[Signature]
Wahana Diksha	A	D-21-130	[Signature]
Nadia Dehberon	B	D-21-210	[Signature]

[Handwritten Signature]



DCT's
S. S. Dempo College of Commerce & Economics
Cujira, Bambolim – Goa

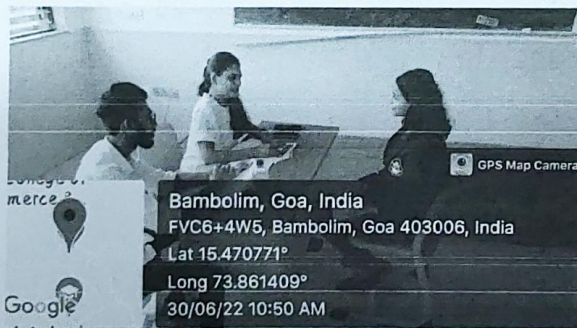
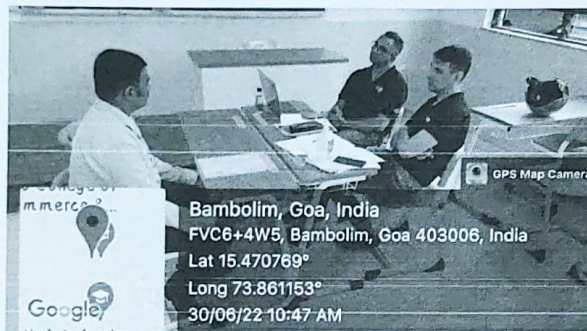
Campus Placement Drive

Associated MOU: Untraced Paths Travellers LLP; B:Live; Make it Happen

Date: 30 June 2022

Venue: S.S Dempo College of Commerce and Economics, Cujira. (online)

The Department of Tourism Studies and the college Career Guidance and Placement cell organised a Campus Placement Drive for final-year students at S. S. Dempo College of Commerce and Economics. Business firms from the tourism industry in Goa having an MOU with our institute were invited to participate in this placement drive.



Yash B Prabhugaonkar



Dr. Radhika S Nayak

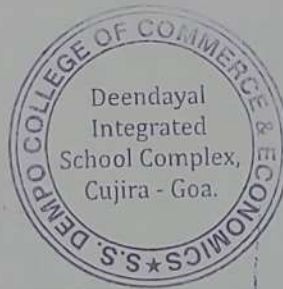
PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.

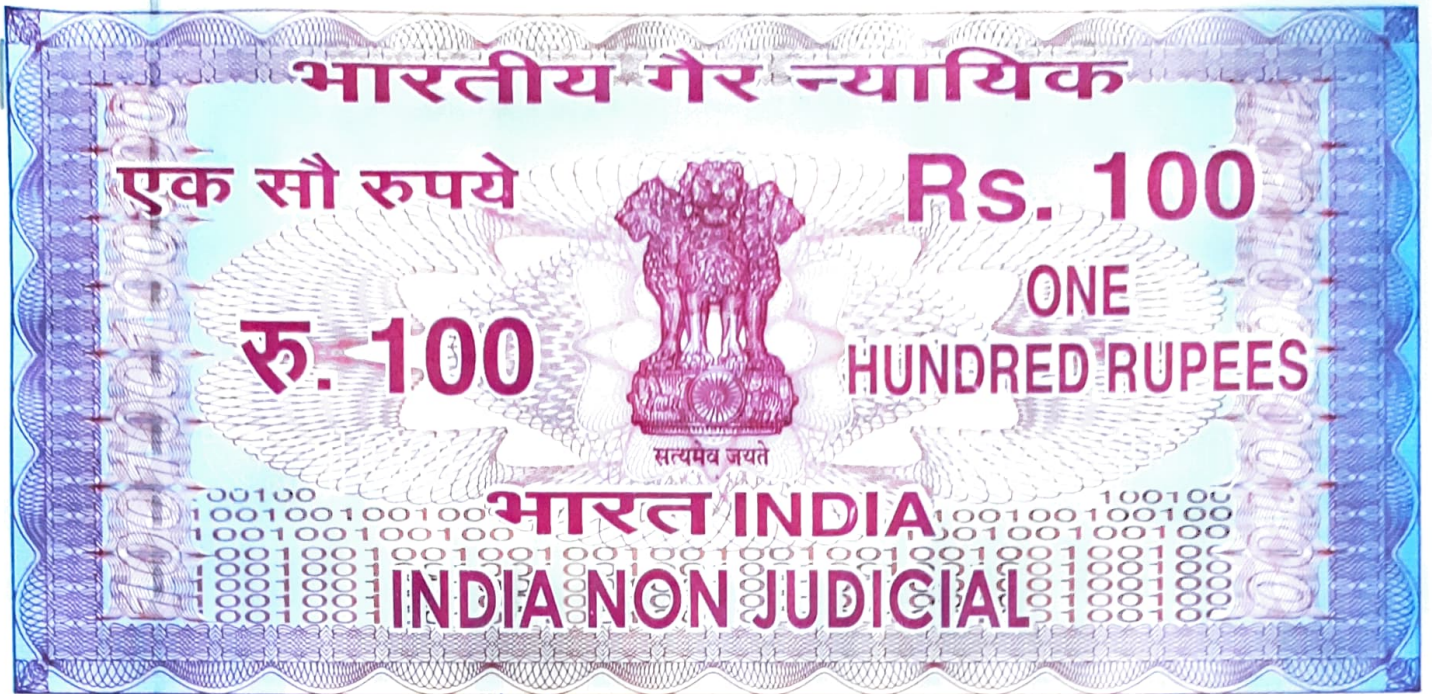
The Following Students were shortlisted for the campus placement drive

Sr No	Name and Number of the Student	Course	Company
1	Aditi Sharma, 9284150354	B.Com. (Hons)	Soul Travelling
2	Akhil Baiju 8381099688	MTTM	Soul Travelling
3	Tanaya Tulaskar 9130354425	MTTM	Soul Travelling
4	Sadiya Shaikh, 7798708122	MTTM	Soul Travelling
5	Leroy Anthony Pereira, 8668384917	BBA	B:live
6	Naina Narvekar, 9284893449	BBA	B:live
7	Aman Nirban, 9881237886	B.Com. (Hons)	B:live
8	Harish Soni, 7720876801	BBA	B:live
9	Saish Kunde, 9158824521	BBA	B:live
10	Umeshwar Gaundar, 9284320297	M.Com.	B:live
11	Antonia Cota, 9096999658	B.Com. (Hons)	Make it Happen
12	Shara Naique, 9637946866	B.Com. (Hons)	Make it Happen
13	Abigail Fernandes, 7887450312	B.Com. (Hons)	Make it Happen
14	Jenisha Dias, 954535378	B.Com. (Hons)	Make it Happen
15	Aziel Mendonca, 9011182893	B.Com. (Hons)	Make it Happen
16	Daylane Vaz, 7798610182	B.Com. (Hons)	Make it Happen

Mr. Yash B Prabhugaonkar

Assistant Professor





गोवा GOA

Date 20/04/22. Serial No. 6554.....

A 477625

Discrp. of stamps... N.S. Value... 100/-

Name of Purchaser... S.S. DEMPO COLLEGE

Residence... BAMBOLIM.....

Sign. of Purchaser.....

Vendor : Casa Naik Panaji Goa

LIC No 1/88 dtd : 26/2/1988

INDUSTRY – INSTITUTE COLLABORATION INITIATIVE

MEMORANDUM OF UNDERSTANDING

BETWEEN

B:live

AND

DCT'S S.S. DEMPO COLLEGE OF COMMERCE AND ECONOMICS

The Memorandum of Understanding is entered into between

B:live

and

**DCT's S.S Dempo College of Commerce and Economics, P.G. Department of Tourism
Studies**

B:Live is India's first Electric Vehicle Experience Platform started in 2018 with a vision to 'Accelerate Adoption of EVs for a Sustainable Future'.

B:Live has 2 business verticals – B:Live EBike Tours (www.blive.co.in), which has grown its presence to 15 cities across 9 states with over 15000 engaged customers and B:Live EV Store (www.store.blive.co.in), which offers a seamless platform for EV buyers to experience and own an electric vehicle.

Since its inception, B:Live has received multiple recognitions from across the EV ecosystem and is set to be a significant player in the fast growing EV industry. B:Live EV store is India's first Multi Brand Electric Vehicle Retail Platform offering EV solutions to individual buyers and businesses. Launched in 2020 as an online marketplace for Electric Vehicles, B:Live is rapidly expanding its presence in the offline virtual B2B market.

S.S. Dempo College of Commerce and Economics, a Premiere Commerce and Management Institution, Reaccredited by NAAC at 'A' grade with a CGPA of 3.30 is the only college in Goa to offer the Master's of Tourism and Travel Management Programme with CBCS optional subjects in Aviation Management, General Tourism Management, Hospitality and Heritage Management. The Department also mentors the DEM-IATA Authorised Training Center which is



the only Licensed IATA Authorized Training Center in Goa to conduct classroom courses from the year 2014: 1) Foundation in Travel and Tourism 2) Travel and Tourism Consultant. It is a pioneer in the education system and has a potential towards academic excellence.

B:Live and S.S. Dempo College of Commerce and Economics, agree to:

1. Collaborate to develop MTTM Syllabus to keep it current with the B:Live requirement of skilled professionals.
2. Provide Internship for MTTM/IATA Students for six weeks as per the subject specification.
3. Collaborate on placement week, provide venue to conduct recruitment drive as per the graduation dates of the MTTM/IATA students and registered students and alumni of the institution from other departments in partnership with SSDC Placement Cell.
4. Invite B:Live operations/HR office bearers to adjudicate the internship presentations of MTTM Students at S.S. Dempo College of Commerce and Economics.
5. Invite B:Live operations/HR office bearers to deliver industry specific workshops on Start-ups, Innovation and entrepreneurship.
6. Conduct industry visit and familiarization with B:Live operations in select b:live locations in Goa in collaboration with Institution Innovation Council (IIC).
7. Jointly organize operational talks on online/offline mode for MTTM/IATA students.
8. S.S. Dempo College Management will invite B:Live staff for the MTTM/IATA graduation ceremonies, industry related dialogues and seminars conducted at the college premises or in other venues. Intimation about the same will be provided one month in advance.



9. S.S. Dempo College will also provide space to B:Live to display their brochures and standees at MTTM/IATA DEM ATC related events.
10. S.S. Dempo College will display the company logo of B:Live on the official MTTM department website, brochures, poster, prospectus, flyers and leaflets as an industry partner.
11. S.S. Dempo College to conduct case studies, operations research and provide suggestions for improvement of processes, industry implications in B:Live and publish significant findings in Operations Journals with consent of b:live management

B:Live and S.S. Dempo College of Commerce and Economics further agree that:

They will work towards the details agreed upon, but this MOU does not impose any binding legal obligations on either organization, but for the overall development of academics and capacity building of the tourism industry.

Validity:

The term of the agreement is for one year (2022-23) and shall renew automatically for successive years based on mutual agreement.

Point of Contact for the execution of MoU:

The officially authorized point of contact from **S.S. Dempo College of Commerce and Economics**, will be Dr. Cheryl Venan Dias, Programme Coordinator MTTM/IATA, email ID: Cheryl.venandias@dempocollege.edu.in, Mobile: 7757002102 and 7738287005.



The officially authorized point of contact from **B:live** for all correspondence will be Mr. Darren Stuart, HR Head from B:Live, email ID: hr@blive.co.in , contact no: 9623702250.

B:Live

DCT's S.S. Dempo College of

Commerce and Economics

Panaji, Goa

Cujira, Goa

By: 

By: 

Name: Mr. Sandeep Mukerjee

Name: Dr. Radhika S. Nayak

Chief Operating Officer

Principal

B:live

DCT's S.S. Dempo College of

Panjim

Commerce and Economics

Goa, India

Cujira, Goa

Phone:00-91-9148446264

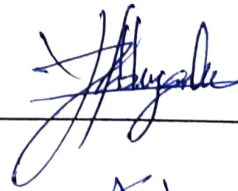

Phone:00-91-9422439876

Dated: 29.04.2022

Witness:

1 Yash B. Prabhygaonkar

2 Saylee Kumbhar



PROFESSOR & PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.



DCT's
S. S. Dempo College of Commerce & Economics
Cujira, Bambolim – Goa

Report

Talk of Career Opportunities in Tourism Industry

Date: 19 May 2022

Venue: S.S Dempo College of Commerce and Economics, Cujira.

Guest Speakers: B-live, Soul Travelling and Make it Happen.

Dempo Explorers Yuva Tourism Club and Career Guidance and Placement Cell had organised a Talk on Career Opportunities in Tourism Industry for students of S. S Dempo College of Commerce and Economics. Industry Personnel from Goan Tourism Business had an interaction session with the students. They told students about the career opportunities available in the tourism industry and enlightened students about different tourism products offered by Goa and opportunities to market these products to the right customer.



Dempo Charities Trust's
S. S. Dempo College Of Commerce & Economics
Cujira, Bambolim – Goa

DEMPO EXPLORERS YUVA TOURISM CLUB
IN ASSOCIATION WITH
CAREER GUIDANCE AND PLACEMENT CELL

Organizes

"TALK ON CAREER OPPORTUNITIES IN TOURISM INDUSTRY"



Asst. Prof. Yash B. Prabhugaonkar
Faculty Coordinator

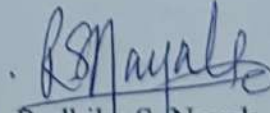
19th May 2022

Dr. Radhika S. Nayak
Principal




Yash B Prabhugaonkar



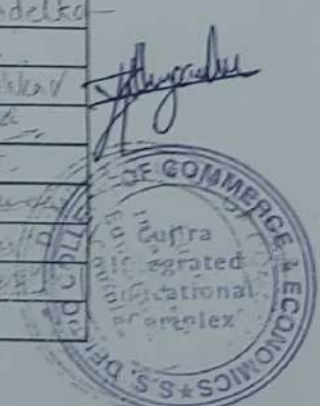

Dr. Radhika S Nayak
PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.

DCT's
S.S. Dempo College of Commerce and Economics

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Attendance Sheet

Name	Division	Roll Number	Signature
Ramkesh Shiradkar	B	C21-235	Ramkesh
Devesh Meshi	B	C21-234	Devesh
Tranay Meshi	B	C21-255	Tranay
Ajmesh Patil	B	C21-209	Ajmesh
Sandeep Naik	B	C21-238	Sandeep
Niraj Naik	B	C21-229	Niraj
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Tanuj Kulkarni	A	C21-155	Tanuj
Arjun Kulkarni	A	C21-133	Arjun
Veena Kulkarni	A	C21-156	Veena
Trishna Murganekar	A	C21-154	Trishna
Trishna Murganekar	E	C21-21E	Trishna
Trishna Murganekar	F	C21-20E	Trishna
Arjun A.P. Chandelkar	A	C21-101	Arjun
Arjun A.P. Chandelkar	B	C21-225	Arjun
Trishna Murganekar	B	C21-254	Trishna
Trishna Murganekar	B	C21-226	Trishna
Trishna Murganekar	B	C21-227	Trishna
Trishna Murganekar	F	C21-217	Trishna
Trishna Murganekar	B	C21-220	Trishna
Trishna Murganekar	B	C21-250	Trishna
Trishna Murganekar	E	C21-218	Trishna



DCT's
S. S. Dempo College of Commerce & Economics
Cujira, Bambolim – Goa

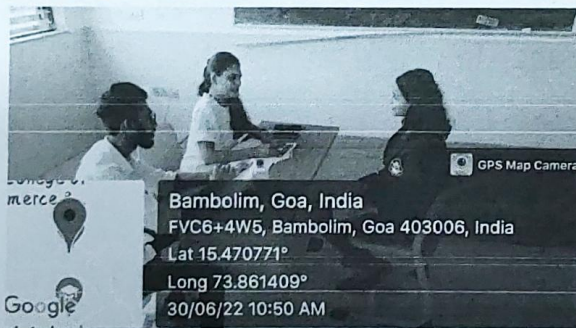
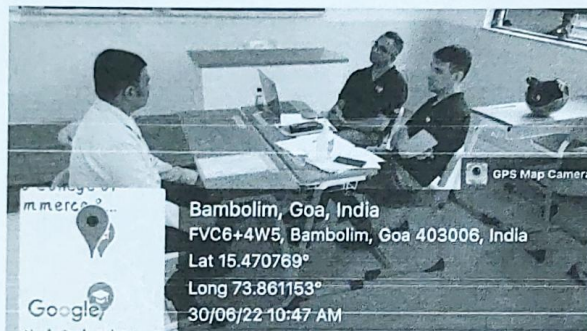
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Yash B Prabhugaonkar

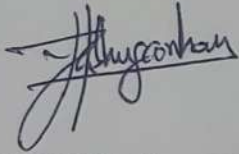


Dr. Radhika S Nayak

PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
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Mr. Yash B Prabhugaonkar

Assistant Professor





गोवा GOA

Serial No 3378 Place of Vendor Panaji Date 30/11/22
Value of Stamp Paper 10000
Name of Purchaser S.S. Dempo College
Residence _____ Name of Father _____
Purpose _____ Transacting Parties : _____

A 540605

✓
Sign of Stamp Vendor _____ Sign of Purchaser _____
Mangala N. Karapurkar
License No AC/STP/VEN/747/E9

INDUSTRY – INSTITUTE COLLABORATION INITIATIVE

MEMORANDUM OF UNDERSTANDING

BETWEEN

OPEN DESTINATION INFOTECH PVT LTD

AND

DCT'S S.S. DEMPO COLLEGE OF COMMERCE AND ECONOMICS

[Handwritten Signature]

[Handwritten Mark]

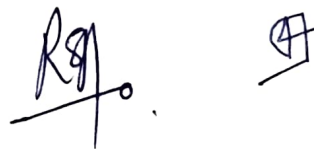
The Memorandum of Understanding is entered into between

OPEN DESTINATION INFOTECH PVT LTD

**and DCT's S.S Dempo College of Commerce and Economics, P.G. Department of Tourism
Studies (MTTM)**

Open Destination Infotech Pvt Ltd is located in Panjim: Open Destinations is an established travel technology player and one of the world's leading providers of Travel Technology with more than 20 years' real-world experience and 400+ travel tech experts, solving the biggest technological issues that tour and rail operators face. Over 10,000 travel professionals log in to use our technology every single day. They choose us because our technology is richer, more complete and more customer centric than any other in the marketplace. Our large and dedicated team of travel industry professionals provide a Business Support Service solution that truly enables travel sellers to free up resources to focus on creating great new travel products, selling to their customers and generating revenues.

S.S. Dempo College of Commerce and Economics, is the only college in Goa to offer the Master's of Tourism and Travel Management (MTTM) Programme and along with this the Department also mentors the DEM-ATC which is the only IATA Authorized Training Center in Goa to conduct classroom courses: 1) Foundation in Travel and Tourism 2) Travel and Tourism Consultant. It is a pioneer in the education system and has a potential towards academic excellence.



Open Destination Infotech Pvt Ltd and S.S. Dempo College of Commerce and Economics.
agree to:

1. Collaborate to develop MTTM Syllabus to keep it current with the Open Destination Infotech Pvt Ltd requirement of skilled professionals.
2. Provide Internship for MTTM/IATA Students for six weeks as per the subject specification.
3. Collaborate on placement week, provide venue to conduct recruitment drive as per the graduation dates of the MTTM/IATA students and registered students and alumni of the institution from other departments in partnership with SSDC Placement Cell.
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6. Conduct industry visit and familiarization with Open Destination Infotech Pvt Ltd operations in select Open Destinations Infotech Pvt Ltd locations in Goa in collaboration with Institution Innovation Council (IIC).
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8. S.S. Dempo College Management will invite Open Destination Infotech Pvt Ltd staff for the MTTM/IATA graduation ceremonies, industry related dialogues and seminars conducted at the college premises or in other venues. Intimation about the same will be provided one month in advance.

9. S.S. Dempo College will also provide space to Open Destination Infotech Pvt Ltd to display their brochures and standees at MTTM/IATA DEM ATC related events.
10. S.S. Dempo College will display the company logo of Open Destination Infotech Pvt Ltd on the official MTTM department website, brochures, poster, prospectus, flyers and leaflets as an industry partner.
11. S.S. Dempo College to conduct case studies, operations research and provide suggestions for improvement of processes, industry implications in Open Destination Infotech Pvt Ltd and publish significant findings in Operations Journals with consent of Open Destination Infotech Pvt Ltd management

Open Destination Infotech Pvt Ltd and S.S. Dempo College of Commerce and Economics further agree that:

They will work towards the details agreed upon, but this MOU does not impose any binding legal obligations on either organization, but for the overall development of academics and capacity building of the tourism industry.

Validity:

The term of the agreement is for one year (2022-23) and shall renew automatically for successive years based on mutual agreement.

Point of Contact for the execution of MoU:



The officially authorized point of contact from S.S. Dempo College of Commerce and Economics, will be Dr. Cheryl Venan Dias, Programme Coordinator MTTM/IATA, email ID: Cheryl.venandias@dempocollege.edu.in, Mobile: 7757002102 and 7738287005

The officially authorized point of contact from Open Destination Infotech Pvt Ltd for all correspondence will be Kirk Duarte, Sr. HR / Admin Executive, email ID: kduarte@opendestinations.com , hr@opendestinations.com , Mobile: 7507391337.

Open Destination Infotech Pvt Ltd

Panaji, Goa

By:  _____

Name: Mr. Isle Fernandes

Human Resources

Open Destination Infotech Pvt Ltd


Casa Del Sol,
Building No III, 3rd Floor
Miramar Panjim, Goa

Phone:00-91-9607910285

DCT's S.S. Dempo College of

Commerce and Economics

Cujira, Goa

By:  _____
29/06/22

Name: Dr. Radhika S. Nayak

Principal

PROFESSOR and PRINCIPAL
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.

DCT's S.S. Dempo College of

Commerce and Economics

Bambolim (Opp) GMC

Cujira, Goa



Phone:00-91-9422439876

Dated:

Witness:

1. Jash B. Prabhygaonkar Jashygaonkar
2. DR ARUNA MESQUITA e NORONHA Aruna

ASJ

ASJ

DCT's

S.S. Dempo College of Commerce and Economics, Cujira, Goa

P.G. Department of Tourism Studies (MTTM)

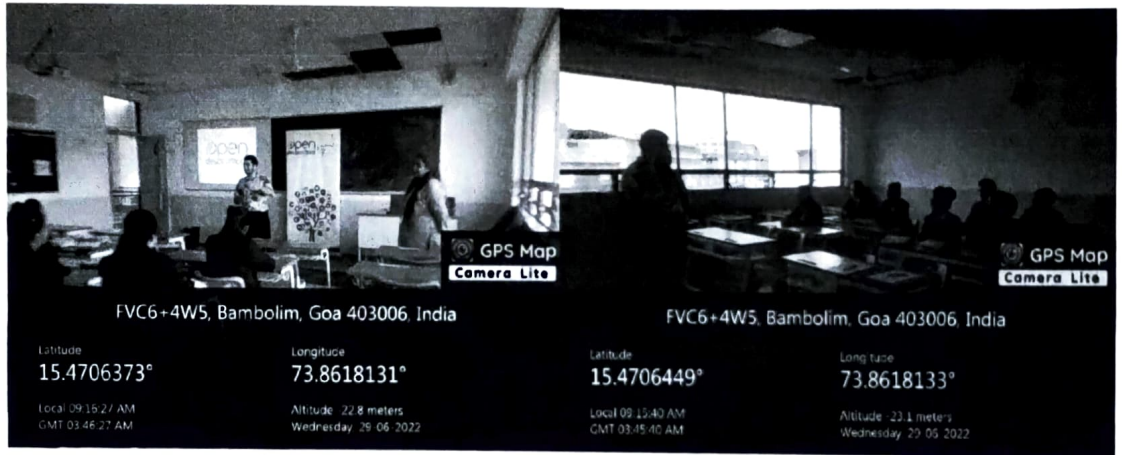
MTTM Placement Report for AY 2021-22

Associated MoU: **Open Destinations Infotech Pvt. Ltd.**

The P.G. students of DCTs, S.S. Dempo College of Commerce and Economics, Master of Tourism and Travel Management (MTTM) under the guidance of Dr. Cheryl Venan Dias and Asst. Prof. Yash Prabhugaonkar Placement Cell I/c, organised a placement drive on 29th June 2022 for eight students who had Galileo GDS Expertise. The HR Orientation talk was organised and the students had three rounds of interview. Written, Group Discussion and Personnel Round. The fourth operational interview was held at the ODL Facility in Panjim and three students were successfully placed through this placement drive.

The names of the student shortlisted and offered employment were:

1. Giteshwari Gawane
2. Akhil Baiju
3. Tanaya Tulaskar



Dr. Cheryl Venan Dias
Programme Coordinator -MTTM



PRINCIPAL AND PROFESSOR
S.S. DEMPO COLLEGE OF
COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.