Research, Innovation, Incubation & IPR Cell in collaboration with IIC and MSSU:

Organises

"Workshop on effective sales and marketing strategies for Entrepreneurs/startups"

Mr.Vishal Bhojani

Investment Banking professional Enterpreneur / Trainer & Coach

Speaker





10th January 2025

10/30 am onwards

Venue: Room No - 502







(Arts | Commerce | Science)

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Affiliated to University of Mumbai [College Code-1664 [DO Certified 9001; 20] 5 [Hindi Linguistic Minority institution

Report on Workshop: "Effective Sales and Marketing Strategies for Entrepreneurs/Start-ups"

Date: 10th January 2025 Speaker: Mr. Vishal Bhojani Time: 10:30 AM onwards

Venue: 502, New building SLRTDC Campus

Introduction

Shree L.R. Tiwari Degree College of Arts, Commerce, and Science, in collaboration with MSSU, organized a workshop titled "Effective Sales and Marketing Strategies for Entrepreneurs/Start-ups" on 10th January 2025. Hosted by the college's Research, Innovation, Incubation, and IPR Cell, the event took place in Room No. 502, New Building, starting at 10:30 AM. The session was led by Mr. Vishal Bhojani, an accomplished Investment Banking Professional, Entrepreneur, Trainer, and Coach. The workshop aimed to equip budding entrepreneurs and start-up enthusiasts with practical knowledge and innovative strategies in sales and marketing.

Objectives

- 1. To provide participants with insights into effective sales techniques tailored for startups.
- 2. To discuss innovative marketing strategies that align with modern business dynamics.
- 3. To enhance participants' understanding of customer-centric approaches in entrepreneurship.
- 4. To motivate start-up founders to develop and implement actionable business strategies.

Outcomes

- 1. Participants gained a deeper understanding of crafting sales pitches that resonate with target audiences.
- 2. The workshop enabled attendees to design marketing campaigns leveraging digital tools and platforms.
- 3. Attendees learned to identify and address common challenges in start-up sales and marketing.



4. Networking opportunities were facilitated, encouraging collaboration among participants for mutual growth.

Conclusion

The workshop successfully bridged theoretical knowledge with practical applications, empowering participants to navigate the competitive landscape of sales and marketing effectively. Mr. Vishal Bhojani's dynamic approach and real-world insights inspired attendees to embrace innovation and customer-oriented strategies in their entrepreneurial ventures. The session concluded with an interactive Q&A segment, leaving the audience motivated and well-informed about their entrepreneurial journey.

Dr. Jinal Mehta

IIC Convenor

Dr. Vaishali Kothiya

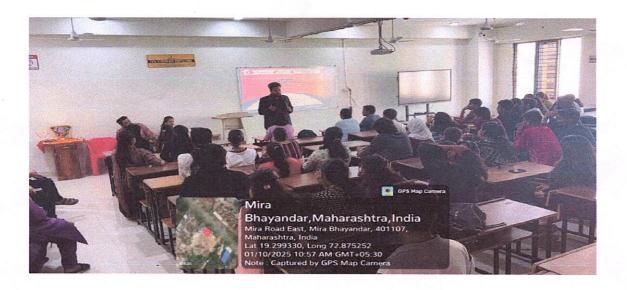
Dean - Research, Innovation,

Incubation & IPR Cell

Dr. Sanjay Mishra

L/C PAGE PAGE College of Arts, Comm. & Sci.











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Name of the Event: Workshop On effective Sales & Marketing Strateging Name of the Department/Committee/Cell/Club: Research & IIC
Name of the Department/Committee/Cell/Club: Research & IIC
Name of the Speakery Vishal Bhoyani Date: 10 01 24

Sr.	Name of the Students	Class	Signature
No.			
1.	Amirah Alvi	SY D.S	Smira
2.	Loya Basas	34 . D . S	Loya 5aga
3.	Witesh Shulla	5 V. Brown	Mulle
4.	Melvey Shrower.	FY'B'Com	Molios
5.	Anbit Pandey (38)	54 D5	Tound ex
6.	Yogech Mishra (SI)	SYDS "	4
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10.	Maywesh Kundu (59)	SY. BM8	Dayus,
11.	Sharing Shail-la	SY. DS	Slan
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16.	Neteta Tiwari	SY.DS	Detiter
17.	Aparna Tiwani	QY · DS	Apaira
18.	Alka Puber	54.83	Alka
19.	Nashra Alidi	FYDS	Dashra
20.	Shikha Shukla	FYDS	Shirter
21.	Saloni Singh	FY BS C DS	Town inte
22.	Janvi Vatari	FY BSC OS	Austra
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Name of the Event: Workshop on office	tive Sales & Marketing Streetegies
Name of the Department/Committee/Cell/Club:	Reservech & ITC
Name of the Speaker: Vishal Bhojani	Date: 10 01 24

Sr.	Name of the Students	Class	Signature
No.			
1.	Divyanshu Rai	SYBMS	
2.	Nishand Pander	11	N Dran
3.	Aminesh Mistry	FYBMIS	- ANT
4.	Bhoomi Mishra	FYBMS	· phos
5.	Akhil Kunder	FYBMS	
6.	Sagar Nevendra Singh Kathait	FYDS	
7.	Khan Jbrahim PRSHAD	F.Y.D.S	
8.	Pagnee Sanjay Yadar	P.408	Bongnes-
9.	Paratik Chambe	I.V.DS	Jostik,
10.	Surroy Rodriques	FoyoDS	Luney
11.	Prancet Duivedi	F.y.DS	Pot
12.	Sushil Pandey	F.Y.DS	Sulle
13.	ROHIT SUTHAR	F. Y. D.S	Lefit
14.	Ninad Vaity	FYDS	N'NAP VAITY
15.	Shoungaa Chaubey	FYDS	Shorryus
16.	Sandrit. R. Desai	F.Y.B.S	Souchit
17. 18.	lovikshit Vaity	f.Y.D.S.	Parikshit
19.	Suhar. Shaylesh. Gail wad	fy.ps	Sacillad
20.	Kishi Singh	F.Y.BMS	
21.	Anvesha Vehwakarma.	E.VBMS	1
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23.	BHOOM! Tiwali	FYBMS	1000
24.	Prablochan Kaur	FYBMS	P. Low.
25.			
25.			





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Feedback Analysis for Workshop on effective sales and marketing strategies for entrepreneurs/ Startups"

Research, Innovation, Incubation and IPR Cell of Shree L.R. Tiwari Degree College of Arts, Commerce & Science in collaboration with IIC and MSSU organized a session on "Workshop on effective sales and marketing strategies for entrepreneurs/ Startups". The primary objective of this session is to equip entrepreneurs and startups with practical sales and marketing strategies to effectively target customers, build strong brand identities, and drive business growth. We value your feedback and invite you to share your thoughts and experiences to help us improve future events. Please take a moment to complete this feedback form.

Details are as follows:

Date: 10th January,2025

Time: 10.30 AM onward

Speaker: Mr. Vishal Bhojani (Investment Banking professional/ Entrepreneur/ Trainer &

coach)

Mode: Offline

Q.1. Please rate your satisfaction with this session

Please rate your satisfaction with this session

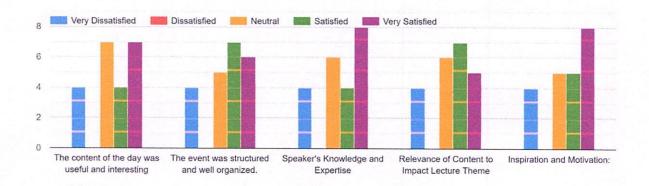


Figure 1.1

Inferences:

The session titled "Workshop on effective sales and marketing strategies for entrepreneurs/ Startups" organized by the Research, Innovation, Incubation, and IPR Cell of Shree L.R. Tiwari Degree College of Arts, Commerce & Science, in collaboration with IIC and MSSU received overwhelmingly positive feedback. Participants were highly satisfied with the event's structure and organization, praising the seamless coordination. The speaker's knowledge and expertise were rated as excellent, with content that was both relevant to the

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session theme and highly engaging. Attendees found the session to be inspirational and motivating, encouraging them to pursue their innovative ideas with confidence and determination. Overall, the session successfully met its objective of fostering innovation and resilience among participants.

Q. 2 How would you rate the diversity and expertise of the Speaker person Scale: 1 to 5 or Excellent to Poor)

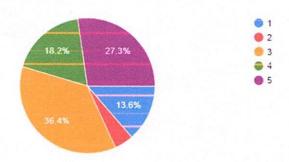


Figure 1.2

Inferences:

The feedback on the diversity and expertise of the speaker revealed varied ratings from the participants. A total of 13.6% of respondents rated the speaker as excellent with a score of 1, indicating a high level of satisfaction. Meanwhile, 4.5% gave a rating of 2, suggesting a slightly lower but still positive impression. The majority, 36.4%, awarded a rating of 3, reflecting a moderate level of satisfaction with the speaker's expertise and diversity. Additionally, 18.2% provided a rating of 4, indicating room for improvement, while 27.3% assigned the lowest rating of 5, signifying the need for significant enhancement in the speaker's performance. These results highlight a diverse range of perceptions among participants.

Q. 3. Was the workshop content relevant to your needs as an entrepreneur/startup?

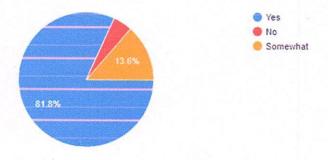


Figure 1.3

Inferences:

The feedback on the workshop content was relevant to their needs as entrepreneurs or startups, the majority of respondents, \$1.8%, affirmed that it met their expectations and

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aligned well with their requirements. This indicates that the workshop effectively addressed key entrepreneurial challenges and provided valuable insights. Meanwhile, 13.6% of participants responded with "somewhat," suggesting that while the content was partially relevant, it may not have fully covered all their specific needs or expectations. Only 4.5% of respondents felt that the workshop content was not relevant, highlighting a small minority who may have had different expectations or requirements. Overall, the feedback demonstrates that the workshop was highly beneficial for most attendees.

Q.4 Did the workshop meet your expectations?

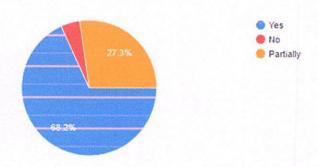


Figure 1.4

Inferences:

The feedback on whether the workshop met participants' expectations shows that a significant majority, 68.2%, felt their expectations were fully met, indicating the workshop successfully delivered on its promises and provided valuable content. Meanwhile, 27.3% of respondents stated it partially met their expectations, suggesting that while some aspects were satisfactory, there might have been areas requiring improvement or additional depth. A small minority, 4.5%, reported that the workshop did not meet their expectations, possibly due to differing needs or goals. Overall, the responses reflect a largely positive reception, with some room for enhancement to cater to a wider range of participant expectations.

Dr. Jinal Mehta IIC Convener

Dr. Vaishali Kothiya Research & IIC Dean

hree L. R. Tiwari Degree College of Arts, Comm. & Sci.

Research, Innovation, Incubation & IPR cell in collaboration with IIC organises



BASICS OF INTELLECTUAL PROPERTY RIGHTS AND ITS IMPORTANCE TO INNOVATORS AND ENTREPRENEURS





Associate Professor - SLRTCL



SCAN TO JOIN

EVENT DETAILS



Date: 17th February 2025

Time: 09:30 am onwards









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REPORT ON SESSION ON BASICS OF INTELLECTUAL PROPERTY RIGHTS AND ITS IMPORTANCE TO INNOVATORS AND ENTREPRENEURS

Topic: Basics of Intellectual Property Rights and Its Importance to Innovators and

Entrepreneurs

Date: 17th February 2025 Time: 09:30 AM onwards

Organized by: Research, Innovation, Incubation & IPR Cell in Collaboration with IIC

Speaker: Adv. Vaibhavi Gadhia (Associate Professor - SLRTCL)

Participants:

Male: 25

Female: 46

Total: 71

Feedback Link: https://forms.gle/FDRnWxYWDEQfYboT9

Organized by: Research, Innovation, Incubation & IPR Cell in collaboration with IIC

Venue: Shree L. R. Tiwari Degree College

INTRODUCTION

The Research, Innovation, Incubation & IPR Cell at Shree L. R. Tiwari Degree College, in collaboration with the Institution's Innovation Council (IIC), organized a session on "Basics of Intellectual Property Rights and Its Importance to Innovators and Entrepreneurs" on 17th February 2025. The aim of the session was to provide students



with an understanding of Intellectual Property Rights (IPR) and their significance in protecting innovations and fostering entrepreneurship.

SPEAKER DETAILS

The session was conducted by **Adv. Vaibhavi Gadhia**, **Associate Professor – SLRTCL**, who provided in-depth insights into the fundamental concepts of IPR, including patents, copyrights, trademarks, and their relevance in the business world.

OBJECTIVES OF THE SESSION

- To introduce students to the basics of Intellectual Property Rights.
- To highlight the importance of IPR for innovators and entrepreneurs.
- To educate participants on legal protections available for their inventions and creative works.
- To encourage students to think about innovation with a legal and business perspective.

EVENT DETAILS

The session started with a welcome note by the **Research**, **Innovation**, **Incubation & IPR**Cell, followed by an insightful presentation by **Adv. Vaibhavi Gadhia**. She elaborated on the different types of intellectual property, their significance, and how individuals and organizations can leverage them for business growth.

Through real-life case studies, the speaker illustrated the importance of patents, copyrights, and trademarks, making the discussion more engaging. The session concluded with an interactive Q&A session, where students and faculty members actively participated, asking questions related to the practical aspects of IPR

OUTCOME OF THE SESSION

- Participants gained knowledge about different types of Intellectual Property Rights.
- Awareness was created regarding the legal procedures for protecting innovations.
- The session helped students understand the role of IPR in the entrepreneurial journey.
- It encouraged students to explore patenting and copyrighting their innovative ideas.

A total of **67 participants** attended the session, including students from **B.Com** and **BAMMC**, as well as faculty members.

In Conclusion, the session was highly informative and beneficial for students interested in innovation and entrepreneurship. The event successfully fulfilled its objective of spreading awareness about IPR and its impact on business and technology.

Dr. Jinal Mehta

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IIC Convenor

Dr. Vaishali Kothiya

Dean - Research, Innovation,

Incubation & IPR Cell

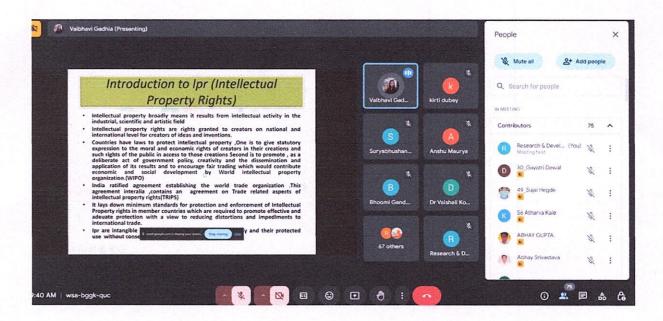
Br. Sanjay Mishra

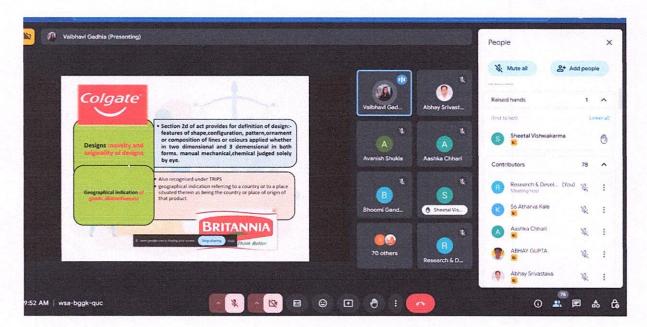
I/C Principal

Shree L. R. Tiwari Degree College of Arts, Comm. & Sci.



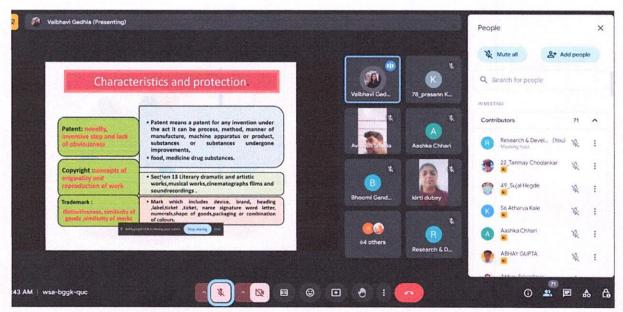
Glimpses of the Event:















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Feedback Analysis on "A session on "Basics of Intellectual property rights and its importance for innovators and Entrepreneurs"

Thank you for participating in the session organized by the Research, Innovation, Incubation & IPR Cell, in collaboration with IIC of Shree L.R. Tiwari Degree college of Arts, Commerce & Science. Your presence at the session titled "A session on "Basics of Intellectual property rights and its importance for innovators and Entrepreneurs "are greatly appreciated. The aim of the session was to provide participants with a fundamental understanding of Intellectual Property Rights (IPR) and highlight their significance in protecting innovations and fostering entrepreneurial growth. We value your feedback and invite you to share your thoughts and experiences to help us improve future events. Please take a moment to complete this feedback form.

Topic: A session on "Basics of Intellectual property rights and its importance for innovators and Entrepreneurs"

Date: 17th Feb, 2025

Resource Person: Adv. Vaibhavi Gadhia

Time: 09:30 Am onwards

Mode: Online

Q.1 Please rate your satisfaction with this session?

Please rate your satisfaction with this session

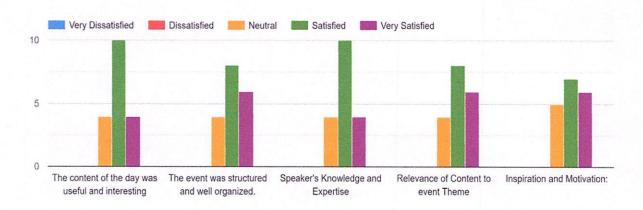


Figure 1.1

Inferences: The feedback analysis of the session on "Basics of Intellectual Property Rights and Its Importance for Innovators and Entrepreneurs" indicates an overall positive response from attendees. The highest satisfaction was recorded in areas such as the speaker's knowledge and expertise, as well as the usefulness and relevance of the content. Many participants found the session well-structured and organized, reinforcing the importance of intellectual property for innovators. However, a portion of attendees remained neutral in their feedback, suggesting room for improvement in engagement or content depth. While inspiration and motivation received mixed responses, the majority expressed satisfaction, highlighting the session's value in tostering awareness of intellectual property rights.

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Q. 2 How would you rate the diversity and expertise of the Speaker person?

How would you rate the diversity and expertise of the Speaker person?

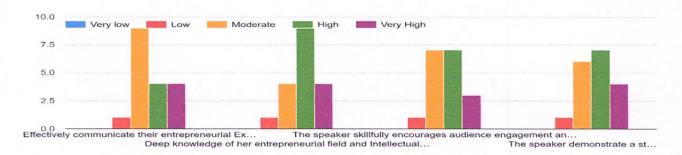


Figure 1.2

Inferences: The bar chart illustrates participant satisfaction across various aspects of the session, revealing an overall positive response. Most attendees found the content useful, with a majority rating it as "Satisfied," though some expressed a need for greater depth or engagement. The event structure and organization were well-received, though minor improvements in flow and timing could enhance the experience. The speaker's expertise was highly acknowledged, but a few participants desired a more interactive approach. The content was largely relevant to the event theme, yet some attendees felt certain topics could be more tailored. Lastly, while the session provided motivation, incorporating more real-world case studies could further inspire participants.

Q.3 How would you rate your overall experience at the session?

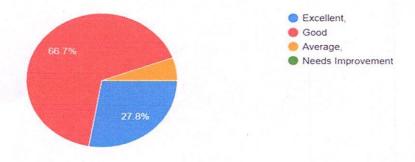


Figure: 1.3

Inferences:

The overall feedback on the session titled "Basics of Intellectual Property Rights and Its Importance for Innovators and Entrepreneurs" reflects a highly positive experience among participants. A majority, 66.7%, rated the session as "Good," while 27.8% found it "Excellent," indicating that the content, delivery, and structure were well-received. A small portion rated it as "Average," suggesting that some attendees may have expected more in-depth insights or interactive engagement. Notably, no participants selected "Needs Improvement," highlighting that the session effectively met its objectives. Overall, the session provided valuable knowledge, reinforcing the significance of intellectual property rights for innovators and entrepreneurs.

(East)



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Q.4 How relevant and useful was the information provided in the session?

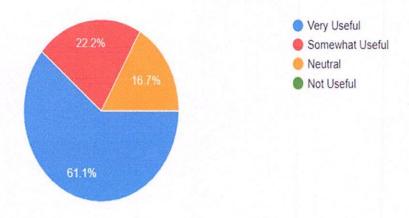
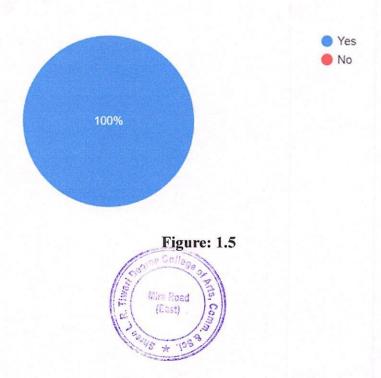


Figure: 1.4

Inferences:

The feedback on the session titled "Basics of Intellectual Property Rights and Its Importance for Innovators and Entrepreneurs" highlights its strong relevance and usefulness. A majority of 61.1% of participants rated the information as "Very Useful," demonstrating that the session effectively conveyed valuable insights on intellectual property rights. Additionally, 22.2% found it "Somewhat Useful," indicating that while beneficial, some aspects might require further depth or clarity. A smaller portion, 16.7%, remained "Neutral," suggesting that the content may not have fully aligned with their expectations or prior knowledge. Importantly, no participants rated the session as "Not Useful," affirming that the information provided was meaningful and contributed to a greater understanding of intellectual property rights for innovators and entrepreneurs.

Q.5 "Has this session on "Basics of Intellectual property rights and its importance for innovators and Entrepreneurs" motivated you to consider these fields more seriously for your future endeavours





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Inferences:

The feedback on the session titled "Basics of Intellectual Property Rights and Its Importance for Innovators and Entrepreneurs" demonstrates its strong influence and effectiveness. With 100% of participants responding "Yes" to whether the session motivated them to consider intellectual property rights more seriously for their future endeavours, it is evident that the content was engaging, insightful, and impactful. This unanimous positive response indicates that attendees recognized the importance of protecting innovations and leveraging intellectual property for entrepreneurial success. The session successfully inspired participants to integrate these concepts into their professional or business strategies, highlighting its relevance and practical value.

Dr. Jinal Mehta IIC Convenor

Dr. Vaishali Kothiya Dean - Research, Innovation, Incubation & IPR Cell

Dr. Sanjay Mishra
I/C PriHeiBajacipal
Shree L. R. Tiwari Degree College of Arts, Comm. & Sci.

Attendance Sheet

Name of the Event: <u>Session On Basics Of Intellectual Property Rights And Its Importance To Innovators And Entrepreneurs.</u>

Name of the Department/Committee/Cell/Club: <u>Research, Innovation, Incubation and IPR Cell in collaboration with IIC</u>

Name of the Speaker: Adv. Vaibhavi Gadhiya Date: 17/02/2025

Sr. No.	Name of the Student	Class	Gender M/F
1.	Jinal Mehta	Faculty	F
2.	Sujal Hegde	B.Com	M
3.	Atharva kale	B.Com	M
4.	Aashka chhari	B.Com	F
5.	Abhay gupta	B.Com	M
6.	Abhay srivastava	B.Com	M
7.	Aditi more	B.Com	F
8.	Anand suthar	B.Com	M
9.	Anushka Singh	B.Com	F
10.	Arbee	BAMMC	M
11.	Arun Nair	BAMMC	M
12.	Avinash shukla	B.Com	M
13.	Bhoomi gandharv	B.Com	F
14.	Bhumika Vyas	Faculty	F
15.	Bushra sayyed	B.Com	M
16.	Charuta patil	B.Com	F
17.	Deepak thakur	B.Com	M
18.	Dipanwita denarjee	B.Com	F
19.	Disha Pandey	B.Com	F

Mira Road (East)



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20.	Dr Bhagyashri Gandhi	Faculty	F
21.	Dr Vaishali Kothiya	Faculty	F
22.	Dr sonali nandu	Faculty	F
23.	Dr sabrina dsouza	Faculty	F
24.	Durga Gupta	B.Com	F
25.	Flavia lus	Faculty	F
26.	Geeta Gautam Saxena	B.Com	F
27.	Geeta Pandey	B.Com	F
28.	Irfan Ansari	B.Com	M
29.	Irshad Shaikh	B.Com	M
30.	Iteeka Kanabar	Faculty	F
31.	Jasmine Chemburkar	B.Com	F
32.	Kavita Bhabhda	B.Com	F
33.	Khushi Sarthi	B.Com	F
34.	KIRTI dubey	Faculty	F
35.	Komal sharma	B.Com	F
36.	Lira rodriges	B.Com	F
37.	Madhuridevi Yadav	Faculty	F
38.	Mahesh Kabra	B.Com	M
39.	Manibhushan prasad	B.Com	M
40.	Manish Ranjan	B.Com	М
41.	Meera jaiswar	BAMMC	F
42.	Neha Mishra	B.Com	F
43.	Nisha Siddiqui	B.Com	F
44.	Pankaj Mishra	B.Com	M
45.	Paras Motiyani	B.Com	M



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46.	Parihar riya	B.Com	M
47.	Preeti	B.Com	F
48.	Rajan tripathi	B.Com	M
49.	Ranjan ghosh	B.Com	M
50.	Reshma patil	B.Com	F
51.	Ritika pal	B.Com	F
52.	Roma ahuja	Faculty	F
53.	Ruchi Mishra	B.Com	F
54.	Sachi more	B.Com	F
55.	Sachin kumar	B.Com	М
56.	Sadhana Pandey	B.Com	F
57.	Sapna Mishra	B.Com	F
58.	Saroj Mishra	B.Com	F
59.	Shraddha chaurasia	B.Com	F
60.	Sonal foss	B.Com	F
61.	Sunil mhaske	B.Com	M
62.	Suraj bhalsing	B.Com	М
63.	Suryabhushan Mishra	B.Com	M
64.	Vaibhavi gadhia	B.Com	F
65.	Vareesha shamsi	B.Com	F
66.	Vedshree shevante	B.Com	F
67.	Vijaylaxmi kannan	BAMMC	F
68.	Yog	B.Com	M
69.	Sneha Dubey	B.Com	F
70.	Disha	B.Com	F
71.	Nilesh Mira Road	B.Com	F