

(Approved by AICTE, New Delhi, Affiliated to Anna University, Chennai)
UG - CSE, EEE & MECH Programs Accredited by NBA, New Delhi.
(An ISO 9001:2015 Certified Institution)
TRICHY - PUDUKKOTTAI ROAD, TIRUCHIRAPPALLI - 620 007.
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Website: - www.miet.edu



Ph: 0431 - 2660 303

#### 1.2.2 Number of Add on /Certificate programs offered during the last five **years** (10)

	2019-2020	
Sl. No	Name of Add on /Certificate programs offered	Pg.No
	MBA19201 - Strategic Management of Innovation	
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	Circular	3
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Ph: 0431 - 2660 303

Date: 04-06-2019

To

The Principal
M.I.E.T Engineering College,
Trichy – 620007

Respected Madam,

.Sub: Permission to conduct the Certificate Program - Reg...

We have planned to conduct the Certificate Program for our Second year students from 17.06.2019 to 24.06.2019

Name of the Certificate Program	Course Coordinator
Strategic Management of Innovation	Ms.S.Nandhini
	(4)

So kindly give us permission to conduct the course and to utilize the class room

Thanking you

Course Coordinator

IOAC Coordinator

HoD/MBA

PRINCIPAL M.I.E.T. ENGINEERING COLLEGE

GUNDUR, TIRUCHIRAPPALLI-620 007.



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CIRCULAR

Date: 10-06-2019

Sub: Certificate Program

It is planned to conduct the Certificate Program for II MBA students

The Certificate Programs are short term certificate courses which are designed and offered by our department for the benefit of our students. Course will be conducted at free of cost and based on the performance of the participated students; the merit certificate will be issued after the successful completion of the course.

Students those who are willing to attend the below mentioned course can enroll their name to the course coordinator.

Name of the Certificate Program	Course Coordinator
Strategic Management of Innovation	Ms.S.Nandhini
Commencement of Time: 9.30 am	

Course Coordinator

IOAC Coordinator

HoD/MBA

# M.I.E.T ENGINEERING GOLLEGE, TRICHY - 7. DEPARTMENT OF MANAGEMENT STUDIES Certificate Program (II Year - III Semester)

Course Syllabus

Name of the course: Strategic Management of Innovation

Course Code: MBA19201

Course Coordinator: Ms.S.Nandhini

Total Hours: 33 Hrs

Academic Years: 2019-20

#### Objectives:

To provide an integrative framework that will allow students to synthesize knowledge from other business courses into acomprehensive understanding of competitive advantage.

#### UNIT I

Introduction: Concepts in Strategic Management, Strategic Management as a process – Factors that shape a company's strategy – Crafting a strategy - Industry and Competitive Analysis

#### UNIT-II

Leadership and Style – Key Strategic Leadership Actions - Developing Human Capital and Social Capital – Balanced Scorecard.

#### UNIT-III

Strategy Formulation: Formulation of strategy at corporate, business and functional levels, Tailoring strategy to fit specific industry – Restructuring and diversification strategies – Different methods Turnaround strategy and diversification strategies.

#### **UNIT-IV**

Strategy and Structure, Leadership, culture connection - Strategies for competing in Globalizing markets and internet economy - Organizational Values and Their Impact on Strategy

#### **UNIT-V**

Strategy Evaluation and control - strategic information systems - problems in measuring performance - Strategic surveillance - strategic audit

#### Course Outcome

Effectively communicate change management strategies in various forums to an array of audiences with accuracy, clarity, specificity and professionalism

Course Coordinator

IOAE Coordinator

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### DEPARTMENT OF MANAGEMENT STUDIES

Certificate Program (II Year - III Semester)

Willing Student list

CP1 Coordinator: Ms.S.Nandhini., AP/MBA CP2 Coordinator: G.Sathishkumar., AP/MBA

Academic Year: 2019-2020

SL. NO	STUDENT NAME	<u>CP1</u> Digital Marketing	<u>CP2</u> Strategic Management of Innovation
1.	ABDUL WAHITH S	~	V
2.	AJAYRATHNA S		V
3.	ANITHA S	~	
4.	ANUSHA BANU A	~	· ·
5.	ARAVINTH K	v .	
6.	DHIVYA BHARATHI G	V	V
7.	IMMANUEL ROY R	v .	V
8.	JAMES JEYA PRAKASH A	v ,	V
9.	JAWAD AL FAWAZ J	V	~
10.	JAYAPRAKASH V	V	~
11.	JOY JENIFER L		· ·
12.	KAVITHA R	~	V
13.	KIRUTHIKA PRIYADHARSHINI R	~	V
14.	MADHU MITHA G	V .	~
15.	MERLIN ANGEL L	~	~
16.	MOHAMED ASIK S	v .	v ·
17.	MOHAMED ELIYAS A	~	V
18.	MOHAMED HARISH S	~	V
19.	MOHAMED NADEEM S	~	V



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SL. NO	STUDENT NAME	<u>CP1</u> Digital Marketing	<u>CP2</u> . Strategic Management of Innovation
20.	MUGESHKUMAR S	~	~
21.	PADMAJAA MO	~	V
22.	PAGALAVAN V	~	V
23.	PRADEEP S	V	~
24.	PRADEEPA S		V
25.	PRAVEEN RAJ R	~	V
26.	PRIYADHARISHINI KS	~	. ~
27.	RAJARAJESHWARI V		V
28.	SABIYULLAH P	V	~
29.	SHEIK IBRAHIM S	· .	~
30.	SRIMADHURA G		· ·
31.	SUBHASHINI S	~	V
32.	VETHARASI R		~
33.	VIGNESHWARAN S	V	V
34.	VIJAYALAKSHMI A	~	
35.	VITHYA R	~	V
36.	WALIES MATHEW J	V	V

Course Coordinator

IQAC Coordinator

HoD/MBA

Principal



Total Hours: 33 hrs

## M.I.E.T. ENGINEERING COLLEGE

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# DEPARTMENT OF MANAGEMENT STUDIES Certificate Program (II Year – III Semester) Course Delivery

Name of the Course: Strategic Management of Innovation

Course Code: MBA19201

Course Coordinator: Ms.S.Nandhini

Academic Year: 2019-2020

Sl.No	Topics to be Covered	Hours	Date of Deliver		
1	Concepts in Strategic Management				
2.	Strategic Management as a process	1			
3.	Factors that shape a company's strategy	1 .			
4.	Concepts in Strategic Management Strategic Management as a process Factors that shape a company's strategy Crafting a strategy Industry and Competitive Analysis Leadership and Style Key Strategic Leadership Actions Developing Human Capital and Social Capital Balanced Scorecard Strategy Formulation Formulation of strategy at corporate, business and functional levels Tailoring strategy to fit specific industry Restructuring and diversification strategies Different methods Turnaround strategy and diversification strategies Strategy and Structure, Leadership, culture connection	-6	17.06.2019		
5.	Industry and Competitive Analysis				
6.	Leadership and Style				
7.	Key Strategic Leadership Actions				
8.	Developing Human Capital and Social Capital				
9.	Balanced Scorecard	1	18.06.2019		
10.	Strategy Formulation	6			
11.	Formulation of strategy at corporate, business and functional levels				
12.	Tailoring strategy to fit specific industry	1			
13.	Restructuring and diversification strategies	iŭ.			
14.	Different methods Turnaround strategy	1	15		
14.	and diversification strategies				
15.	Strategy and Structure, Leadership, culture connection				
16.		6	19.06.2019		
17.					
18.	Strategy and Structure, Leadership, culture connection				
- 1		1	1		



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Sl.No	Topics to be Covered	Hours	Date of Delivery
19.			
20.		*	g = 0
21.	Strategies for competing in Globalizing markets and internet economy		
22.	and internet economy	6	20.06.2019
23.		1	
24.	Organizational Values and Their Impact on Strategy		
25.			
26.	Strategy Evaluation and control		25
27.			And the Property of
28.		6	21.06.2019
29.	strategic information systems		3
30.	problems in measuring performance		
31.			
32.	Strategic surveillance & strategic audit	3	24.06.2019
33.			•

Course Coordinator

IQAC Coordinator

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#### Resource Person Details

Title of the program	Strategic Management of Innovation
Course Code	MBA19201
Duration and timing of the program	33 Hrs, 9:30 AM to 5:00 PM
Name of the resource person	Ms.S.Nandhini
Photo of the resource person	
Email address	nandhini.s@miet.edu
Contact number	9786183380
Designation	Assistant Professor
Educational qualification	<ul> <li>Completed B.E., Electrical and Electronics Engineering in M.I.E.T Engineering College during 2014.</li> <li>Completed MBA in SASTRA UNIVERSITY during 2018.</li> </ul>



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#### DEPARTMENT OF MANAGEMENT STUDIES Certificate Program (II Year - III Semester)

Student list

Name of the Course: Strategic Management of Innovation

Course Code: MBA19201

Course Coordinator: Ms.S.Nandhini

Total Hours: 33 hrs

Academic Year: 2019-20

SL.NO	ROLL NO	STUDENT NAME
1.	E4188001	ABDUL WAHITH S
2.	E4188002	AJAYRATHNA S
3.	E4188003	ANITHA S
4.	E4188004	ANUSHA BANU A
5.	E4188005	ARAVINTH K
6.	E4188009	DHIVYA BHARATHI G
7.	E4188010	IMMANUEL ROY R
8.	E4188011	JAMES JEYA PRAKASH A
9.	E4188012	JAWAD AL FAWAZ J
10.	E4188013	JAYAPRAKASH V
11.	- E4188014	JOY JENIFER L
12.	E4188015	KAVITHA R
13.	- E4188016	KIRUTHIKA PRIYADHARSHINI R
14.	E4188017	MADHU MITHA G
15.	E4188018	MERLIN ANGEL L
16.	E4188019	MOHAMED ASIK S
17.	E4188020	MOHAMED ELIYAS A



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	-	
SL.NO	ROLL NO	STUDENT NAME
18.	E4188021	MOHAMED HARISH S
19.	E4188022	MOHAMED NADEEM S
20.	E4188023	MUGESHKUMAR S
21.	E4188024	PADMAJAA MO
22.	E4188025	PAGALAVAN V
23.	E4188026	PRADEEP S
24.	E4188027	PRADEEPA S
25.	E4188028	PRAVEEN RAJ R
26.	E4188029	PRIYADHARISHINI KS
· 27.	E4188030	RAJARAJESHWARI V
28.	E4188032	SABIYULLAH P
29.	E4188033	SHEIK IBRAHIM S
30.	E 4188034	SRIMADHURA G
31.	E 4188035	SUBHASHINI S
32.	E4188036	VETHARASI R
33.	E4188037	VIGNESHWARAN S
34.	E4188038	VIJAYALAKSHMI A
35.	E4188039	VITHYA R
36.	E4188040	WALIES MATHEW J

Course Coordinator

IQAC Coordinator

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#### DEPARTMENT OF MANAGEMENT STUDIES Certificate Program (II Year – III Semester)

#### Attendance Sheet

Name of the course: Strategic Management of Innovation

Course coordinator: Ms.S.Nandhini

Course code: MBA19201 Academic Year: 2019-20

SL.NO	ROLL NO	STUDENT NAME	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
1	E4188001	ABDUL WAHITH S	<del></del>	1	1	1	1	,	,	,	,	,.	,	1		,	,		,	,	,	
2. '	E4188002	AJAYRATHNA S	1	1	1	1	1	,	1	,	,	,	1	1	1	/	,		,	/	/	<u>'</u> ,
3	E4188003	ANITHA S	1	1	1	1	,	j	1	1	/	,	1	1		1	1	1		.,	·	<b>–</b>
4	E4188004	ANUSHA BANU A	1	^	1	1	,	,	,	,	1	1	1	1		1	,	_	/- /	,	,	1
5 ·	E4188005	ARAVINTH K		1	,	i	1	_	,	1	1	1	1	1	1	1	1	1	1	1	,	,
6	E4188009	DHIVYA BHARATHI G		1	1	1	1	1	(	1	1	1	1	1	^	,	1	a		,	/	,
7	E4188010	IMMANUEL ROY R	1	1	1	1	1	1	1	_	1		1	,	,	1	1	7	1	1	1	<u> </u>
8	E4188011	JAMES JEYA PRAKASH A	1	1	1	1	1	,	1	,	/	1	1	1	,	,	1	,	1	,	/	
9	E4188012	JAWAD AL FAWAZ J	1	1	1	1	1	,	^	1	1	1	1	1	1	1	1	,	/		,	
10	E4188013	JAYAPRAKASH V	1	1	1	1	1	1	1	1	1.	Zin	NY	-	1	1	1	1	1	1	1	<u> </u>



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SL.NO	ROLL NO	STUDENT NAME	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
11	E4188014	JOY JENIFER L	,	1	1	,	,	, .	_		-		_	-								
12	E4188015	KAVITHA R	,	,	1	1	1	1	,	1	/	1	1	1	/	,	/	_	/		/	/
13	E4188016	KIRUTHIKA PRIYADHARSHINI R	1	1	1	,	,	1	1	7	,	,	,	1		/		1	_/	/	1	_/
14	E4188017	MADHU MITHA G	,	1	,	,	1	1	1	·	-	1		/		/	/	/		/	/	
15 .	E4188018	MERLIN ANGEL L	1	1	1	/	-	1	1	/	/_	,	/	_/	_	/	/	1	/	/	_	
16	E4188019	MOHAMED ASIK S	,	1	1		/	1	/	/	,	/	/	_	1	_	/	/	1	/	1	1
17	E4188020	MOHAMED ELIYAS A	,	/	1	/	,	1	/		/	1	/	~	/	1	/	1	/	1	7	/
18	E4188021	MOHAMED HARISH S	,	/	,	/	/	_	/	/	_	/_	/	1	/		1	1	/	1	1	
19	E4188022	MOHAMED NADEEM S		/		1	/		/		/	1	_	1	_	1	1	4	/	1	/	/
20	E4188023	MUGESHKUMAR S	,	/	<u>/</u>		/	a			_	2.	/	1	4	/	1	/	/	1	4	_
21	· E4188024	PADMAJAA MO	/	1	/	/	_	/	/	/	_		-	/	/	/	4	1	/	' /	/	/
22	E4188025	PAGALAVAN V		1			1	_	1.	1	_	1	1	1	1	/	1	1	/	1	4	1
23	E4188026	PRADEEP S	/	1	/	/	/		1	/	/	/	1	1	1	1	1	1	1	/	/	./
24	E4188027	PRADEEPA S	/	/	/		/	1	1	1	1	1	1	1	<i>i</i>	1	1	^	/	/	1	_
			1	/	/	<u>/</u>	/	/	/	/	1	/	1	6.	24	4	1	1	1	1	/	,



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SL.NO	ROLL NO	STUDENT NAME	1	2	3	. 4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
25	E4188028	PRAVEEN RAJ R	,	1	-		1	1	1	/	1	1	,	/	,	1	/	_	/	_	,	-
26	E4188029	PRIYADHARISHINI KS	1		1	<del>                                     </del>	1	/	1	1	,	/	/	1	/	,	1	/	,	,	1	1
27	E4188030	RAJARAJESHWARI V	1	1	1	<del>                                     </del>	/	/	,	/	,	/	1	/	1	1	/	1	/	/	/	/
28	E4188032	SABIYULLAH P	1		/	1	1	,	,	/	/	/	1	1	/	1	<del> </del>		1	/	/	1
29	E4188033	SHEIK IBRAHIM S	,	Ι,	/	1	1	/		/	/	,	1	/	<u> </u>	<i></i>	/	/		1		É,
30	E 4188034	SRIMADHURA G	,	/	1	,	1	1	/	/	/	1	/		/	<u>/_</u> .	/	,		/	_	$\vdash$
31	E 4188035	SUBHASHINI S	,	1	,		1	1	/	,	/		/	_			/	,		/	1	+
32	E4188036	VETHARASI R		/	1	1	/			_	_	/	/	/	/	/		/	/	/		_
33	E4188037	VIGNESHWARAN S	/	/	,	/	/	,	/	/	/	_	1				/		_		1	1
34	E4188038	VIJAYALAKSHMI A	·	,	,	/		<del>/</del>	_/	/	1	/	1		<u>/</u>	/	1	/	_	_		_/
35	E4188039	VITHYA R -	/	_	,	· /	/	,	/			/		_		/	_	_	/	1	/	
36	E4188040	WALIES MATHEW J	<u>'</u>			,	,	!	1		/	/		_	/	_	/	/		1	_	_
		Total No Students Present	21	21	2	,	/	/		_	<u></u>	/	/	-	_	1	/	/	_	_	/	_
	<del></del>	***	36	56	36	36	36	3>	00	36	36	36	_36	36	36	36	<i>\\</i>	35	36	36	36	36
		Total No Students Absent	-	-	-	I.	-	01	-	-	-	-	7	+=~	=(	5	-	01	-	-	~	^



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SL.NO	ROLL NO	STUDENT NAME	. 1	2	3	4	5	6	7	8	9	10	11	1.2	13	14	15	16	17	18	19	20
		Signature of Course Coordinator	530	900	CO CO	S.P.	<u>(1)</u>	SIN	<b>E</b> P	80	SIN	SP	90	SP.	SP.	8N	(N)	(I)	S.A	SP)	S.D	S.V



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#### DEPARTMENT OF MANAGEMENT STUDIES Certificate Program (II Year – III Semester)

#### Attendance Sheet

Name of the course: Strategic Management of Innovation

Course coordinator: Ms.S.Nandhini

Course code: MBA19201

Academic Year: 2019-20

SL.NO	Roll No	STUDENT NAME	21	22	23	24	25	26	27	28	29	30	31	32	33
1.	E4188001	ABDUL WAHITH S	1	1	1	1	/	1	,	1	/	. ,	_	/	-/
2.	E4188002	AJAYRATHNA S	1	1	1	,	1	,	,	1	,	1	/	/	/
3.	E4188003	ANITHA S	1	1	1	1	/	1	1		1	1	,	1	/
4.	E4188004	ANUSHA BANU A	1	1	1	1	1	,	/	_	1		1	_	
5.	E4188005	ARAVINTH K	1	1	1	1	/	<i>]</i> -	1		1		_/_	^	/
6.	E4188009	DHIVYA BHARATHI G	1		1	1	/	/	/			_			
7.	E4188010	IMMANUEL ROY R	1		1	/			/	<i>/</i> _	1		/	1	/
8.	E4188011	JAMES JEYA PRAKASH A	1	/	1	/	1	,	/	/_	1	/		1	. /
9.	E4188012	JAWAD AL FAWAZ J	1	α	/	1	,	,	,	,	/	/	/	,	

M.I.E.T. ENGINEERING COLUMN GUNDUR, TIRUCHIRAPPALLI-620



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SL.NO	Roll No	STUDENT NAME	21	22	23	24	25	26	27	28	29	30	31	32	33
10.	E4188013	JAYAPRAKASH V	1	1	1	1	1	1	./	1	1	1	1	ſ	2
11.	E4188014	JOY JENIFER L	1	1	1	1	,	1	1	1	1.	1	1	1	1
12.	E4188015	KAVITHA R	1	1	1	1	/	1	1	1	1	1	1	1	1
13.	E4188016	KIRUTHIKA PRIYADHARSHINI R	1	1	1	1	/	/	_	1	1	1	,	/	1
14.	E4188017	MADHU MITHA G	1	1	1	1	1	1	1	1	_	1	/	1	1
15.	E4188018	MERLIN ANGEL L	,	1	1	/	/	/	/	1	1	1	1	,	,
16.	E4188019	MOHAMED ASIK S	,	/	/	/	/	_	1	1	_	1	a	/	1
17.	E4188020	MOHAMED ELIYAS A	1	1	.,	1	/	_	1	_	/	1	/	1	1
18.	E4188021	MOHAMED HARISH S	1	1	/	_	/	1.	1	1	/	1	<i>-</i>	,	1
19.	E4188022	MOHAMED NADEEM S	1	1	1	,	/	1	1	1		_	1	/	1.
20.	E4188023	MUGESHKUMAR S	1	1	_	/	/	/	1	1		1	,	,	J <sup>i</sup>
21.	E4188024	PADMAJAA MO	1	1	/	./	/	1	· /	1		,		,	
22.	E4188025	PAGALAVAN V	1	1	/	/	/		/	/		1	<i>'</i>	1	_/_
. 23.	E4188026	PRADEEP S	1	,	/	/		<i>,</i>	1	,	,	,	/	/	Mul



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Website: - www.miet.edu

Ph: 0431 - 2660 303

SL.NO	Roll No	STUDENT NAME	. 21	22	23	24	25	26	27	28	29	30	31	32	33
24.	E4188027	PRADEEPA S	<del> </del>	1	./	1	1	1	,	1		,	_	1	1
25.	E4188028	PRAVEEN RAJ R	1	1	1	1	1	/	1	1	/	1	,	,	1
26.	E4188029	PRIYADHARISHINI KS	\(\frac{1}{2}\)	1		,	,	,		.,	1	,	1	,	,
27.	E4188030	RAJARAJESHWARI V .	1	1	1	1	1	,	/		*		/	/	/
28.	E4188032	SABIYULLAH P .		1	1	1	,	1	/	/	1	1	,	1	1
29.	E4188033	SHEIK IBRAHIM S		1	/	1	1	1	1	/	1	/		,	1
30.	E 4188034	SRIMADHURA G	,	1	.,	,	,	/	1	/	1	/	/	1	1
31.	E 4188035	SUBHASHINI Ş		1	1	/	1	,	)	1	1	1	<u></u>	/	
32.	E4188036	VETHARASI R		1	1	/	/	,	)	1	,	1	1	1	/
33.	E4188037	VIGNESHWARAN S		1	1	1	1	,	/	1	,	1	/	1	,
34.	E4188038	VIJAYALAKSHMI A		1	1		,	,	,	1		,	,	/	,
35.	E4188039	VITHYA R		1	1	,	_	<u>'</u> ;	,	,	/	/	/	1	
36.	E4188040	WALIES MATHEW J	/	/	1	,	/	,	,	1.	1	/	/	<u></u>	1

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Ph: 0431 - 2660 303

SL.NO	Roll No	STUDENT NAME	21	22	23	24	25	26	27	28	29	30	31	32	33
-		Total No Students Presents	36	35	34	36	36	26	24	21	.36	21.	98	2/	21
		Total No Students Absent		01	-	-	-	<u>ب</u> ۔۔	ەر -	-	-	-	در. (0	<b>⊸</b>	- - -
		Signature of Course Coordinator	(II)	0	<b>8</b> -10	(P	(A)	SP)	60	SI	SP.	S	(A)	<b>(1)</b>	8N

Course Coordinator

IQAC Coordinator

HoD/MBA

Principal



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#### One Page Report

Name of the course: Strategic Management of Innovation

Course Code: MBA19201

Course Coordinator: Ms.S.Nandhini

Total Hours: 33 Hrs

I hereby affirm that the entire course contents in the certificate program "Strategic Management of Innovation" listed in the certificate program syllabus have been performed by the students as the part of the prescribed co – curricular activities through add on course by NAAC and NBA.

I confirmed that the certificate program title as "Strategic Management of Innovation" was done by me in the beginning of the semester and course delivery with attendance of the students were recorded.

I confirmed that all the students for this certificate program were actively attended and performed well throughout the duration and eligible students received the participation certificate.

Course Coordinator

IQAC Coordinator

HOD/MBA

Pringipal



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Ph: 0431 - 2660 303

#### Certificate Program Assessment Test

Name of the course: Strategic Management of Innovation

Course Code: MBA19201 Academic Year: 2019-2020

Date: 25.06.19 Time: 01:30 hrs

Answer All the Questions (5x2=10)

#### PART-A

- Define Strategic Management.
- 2. Why strategy is used in business?
- 3. Who is an effective Leader?
- 4. What is diversification strategy?
- What is strategic audit?

#### Answer All the Questions (4x10=40)

#### PART-B

6. a. Explain in detail about Industry and Competitive Analysis

(Or)

- 6. b. Balanced Scorecard. Explain
- 7. a. Write in detail about business and functional level strategies

(Or)

- 7. b What are the Different methods of Turnaround strategy and diversification strategies
- 8. a. Globalizing markets and internet economy. Discuss

- 8. b. Organizational Values and Their Impact on Strategy. Elaborate
- 9. a. Strategy Evaluation and control Discuss

(Or)

9. b. Explain in detail about Strategic surveillance and strategic audit

Course Coordinator

IQAC Coordinator

HoD/MBA

Trichy, Pudukkottai Road, Trichy - 620 007.



Course Completion Certificate

This is to	Certify tha	t Mr/Ms. <u>RAV</u>	ITTHA · R	
of I M	IRA -I	SEMESTER	has Completed the Course	on
STRATECT	C MANAGIE	MENT OF INVONATION	m 17.06.0019 to 94.06.9	019

Course Coordinator

104 1104

Principal

PRINCIPAL

MIET ENGINEERING COLLEGE

Trichy, Pudukkottai Road, Trichy - 620 007.



Course Completion Certificate.

				VINTH · K
of_T	MRA	111	SEMESTER	has Completed the Course on
RAIE	MIC N	navac	EMENT OF ININO	from 17.06.0019 to 04.06.0019

Course Coordinator

PRINCIPAL Principal GUNDUR, TIRUCHIRAPPALLI-620 J07.

Trichy, Pudukkottai Road, Trichy - 620 007.



Course Completion Certificate

This is to Certify that Mr/Ms. JAVAPRAKASH .V	_
of T MRA - I SEMESTER has Completed the Course of	n
STRATECTIC MANAGEMENT OF THINGY from 17.06.2019 to 24.06.20	<u> 119</u>

Course Coordinator

Hod

PRINCIPAL

Principal.

Trichy, Pudukkottai Road, Trichy - 620 007.



Course Completion Certificate

This is to Certify that Mr/Ms	VITHYA . R
OF TI MAD -TI SEMESTER	has Completed the Course on
STRATEGIC MANAGEMENT OF THIN	from 17.06.2019 to 04.06.2019

Course Coordinator

Hod

A. M. Principal

Trichy, Pudukkottai Road, Trichy - 620 007.



Course Completion Certificate

This is to Certify that Mr/Ms. PRADEEDA . S

of TL MBA — TL .CFMESTER has Completed the Course on

STRATECTION MANAGEMENT OF THIN ON A FROM 17-06-9019 to 94-06-2019

TION.

Course Coordinator

Hod

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Ph: 0434 - 2660 303

Date: 13-09-2019

To

The Principal

M.I.E.T Engineering College,

Trichy – 620007

Respected Madam,

Sub: Permission to conduct the Certificate Program - Reg.,

We have planned to conduct the Certificate Program for our Second year students from 17.09.2019 to 27.09.2019

Name of the Certificate program	Course Coordinator
Digital Marketing	G.Sathishkumar

So kindly give us permission to conduct the course and to utilize the class room

. Thanking you

Course Coordinator

**IQAC** Coordinator

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Date: 16-09-2019

Sub: Certificate Program

It is planned to conduct the Certificate Program for II MBA students

The Certificate Programs are short term certificate courses which are designed and offered by our department for the benefit of our students. Course will be conducted at free of cost and based on the performance of the participated students; the merit certificate will be issued after the successful completion of the course.

Students those who are willing to attend the below mentioned course can enroll their name to the course coordinator.

Name of the Certificate Program	Course Coordinator
Digital Marketing	G.Sathishkumar
Commencement of o	

Course Coordinator

TOAC Coordinator

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## M.I.E.T ENGINEERING COLLEGE, TRICHY-7. DEPARTMENT OF MANAGEMENT STUDIES

Certificate Program (II Year – III Semester)
Course Syllabus

Name of the course: Digital Marketing

Course Coordinator: G.Sathishkumar

Total Hours: 35 Hrs

Course Code: MBA19202

Academic Years: 2019-20

#### Objectives:

Whether you're a complete beginner, marketing professional, or business owner looking to upskill, the digital marketing course is perfect for you. The digital marketing can provide you with the concept of digital marketing components email marketing, mobile marketing,

#### Course content

#### Unit 1 Marketing fundamentals

Introduction What is Marketing? 4 P's of Marketing. Need for marketing, for any business.

Marketing methods. Internal & External components for the marketing environment Email

Marketing Search Engine Optimization Social Media Marketing

Unit -2 YouTube Marketing: Mobile Marketing Web Analytics Content Marketing Selling methodology Difference between sales & marketing Selling Equation Image & Sales Process Psychology behind sales Buying & Selling Process

#### Unit -3 Introduction to digital marketing

Digital vs Traditional marketing Effectiveness of digital marketing Various verticals of digital marketing Scope & Opportunities for digital marketing Job Roles & Designations.

#### Unit -4 Introduction to social media

Social media Effectiveness of social media on any business Various verticals of social media

Content as a foundation of social media Psychology of social sharing Building shareable content

#### Unit -5 Creating a successful social media strategy

 Fundamentals of Youtube Marketing Setting up a channel Subscribers hack Drive traffic to your channel Find keywords for your videos verify your account

 Youtube terminologies, cards, end screen Youtube broadcasting Monetize your videos Analytics & Reports

#### Course Outcome

Gaining this digital marketing certification will assure you the most essential skills and knowledge required to excel as a digital professional.

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#### DEPARTMENT OF MANAGEMENT STUDIES

Certificate Program (II Year - III Semester)

Willing Student list

CP1 Coordinator: Ms.S.Nandhini., AP/MBA CP2 Coordinator: G.Sathishkumar., AP/MBA

Academic Year: 2019-2020

SL. NO	STUDENT NAME	<u>CP1</u> Digital Marketing	CP2 Strategic Management of Innovation	
1.	ABDUL WAHITH S	~	V	
2.	AJAYRATHNA S	V	V	
3.	ANITHA S	V		
.4.	ANUSHA BANU A	· v	· ·	
5.	ARAVINTH K.	V	~	
6.	DHIVYA BHARATHI G		· ·	
7.	IMMANUEL ROY R	V	V	
8.	JAMES JEYA PRAKASH A	V		
9.	JAWAD AL FAWAZ J	· · · · · · · · · · · · · · · · · · ·	V	
10.	JAYAPRAKASH V	V	V	
11.	JOY JENIFER L		· · · ·	
12.	KAVITHA R	V	V	
13.	KIRUTHIKA PRIYADHARSHINI R	· · · ·		
14.	MADHU MITHA G	V		
15.	MERLIN ANGEL L	~	v.	



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SL. NO	STUDENT NAME	<u>CP1</u> Digital Marketing	CP2 Strategic Management of Innovation		
16.	MOHAMED ASIK S	V	V		
17.	MOHAMED ELIYAS A		~		
18.	MOHAMED HARISH S	V	· v .		
19.	MOHAMED NADEEM S	~	V .		
20.	MUGESHKUMAR S	v .			
21.	PADMAJAA MO	~	~		
22.	PAGALAVAN V	V	V		
23.	PRADEEP S	~	~		
24.	PRADEEPA S	· ·	~		
25.	PRAVEEN RAJ R				
26.	PRIYADHARISHINI KS		~		
27.	RAJARAJESHWARI V	<b>v</b>	V		
28.	SABIYULLAH P		V		
29.	SHEIK IBRAHIM S	~			
30.	SRIMADHURA G	V	. v		
31.	SUBHASHINI S	V	~		
32.	VETHARASI R	V .	V .		
33.	VIGNESHWARAN S	~	V		
34.	VIJAYALAKSHMI A	. 🗸	V		



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Website: - www.miet.edu

Ph: 0431 - 2660 303

SL. NO	STUDENT NAME	<u>CP1</u> Digital Marketing	CP2 Strategic Management of Innovation
35.	VITHYA R	V	V
36.	WALIES MATHEW J	V	V

Course Coordinator

HoD/MBA

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#### DEPARTMENT OF MANAGEMENT STUDIES Certificate Program (II Year – III Semester) .Course Delivery

Name of the Course: Digital Marketing

Course Coordinator: G.Sathishkumar

Total Hours: 35 hrs

Course Code: MBA19202

Academic Year: 2019-20

Sl.No	Topics to be Covered	Hours	Date of Delivery
1.	Digital Marketing Introduction		
2.	Email marketing an overview		17.09.2019
3.	Fundamentals of Email Marketing	6	
4.	Introduction to Advanced Email Marketing		
5.	Email Best Practices and Myths		
6.	Bulk Email concept		
7.	Defining your Goals Email Marketing Strategies		18.09.2019
8.	Advantages of the different text formats (HTML or Plain Text)		
9.	Build your email list	6	
10.	Measuring your email campaigns success		
11.	Website Planning and Creation.		
12.	Domain Name Registration.		
13.	Domain Selection.		19.09.2019
14.	Hosting and its types.		
15.	Basic knowledge of World Wide Web.		
16.	Website wireframe and architecture.	. 6	
17.	Basics of developing and designing a website.		
18.	Usability & user experience of a website.		
19.	Social Media Marketing		
	Social Media Marketing: Throwing a Great "Party" on Soci Media	6	20.09.2019
	Identifying Goals for Social Media Marketing such as eWOM	-	
20.	Setting Up Google Alerts		



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Sl.No	Topics to be Covered	Hours	Date of Delivery	
21.	Using Google for Ideas			
22.	Performing Keyword Searches to Generate Ideas			
23.	Brainstorming and Mind Mapping	19		
24.	Generating Ideas Using Social Media		25.09.2019	
25.	Generating Ideas by Newsjacking	6	26.09.2019	
26.	Building Your Brand			
27.	Using Professional Profile Photos			
28.	How to Manage Clients			
29.	How Web Analytics Works - Basic Concepts Section			
30.	Basic Segmentation, Intermediate Metrics, Custom Metrics, Calculated Metrics Section			
31.	Basic Segmentation, Intermediate Metrics, Custom Metrics, Calculated Metrics Section	( <b>*</b> )		
32.	How Web Analytics collects Web Data and other types of data	5	27.09.2019	
33.	Geo-Social Data Section			
34.	Capstone work, final discussions and assignments Section			
35.	Web Analytics Case Studies			

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#### Resource Person Details

**3**----

Title of the program	Digital Marketing	
Course Code	MBA19202	
Duration and timing of the program	35 Hrs, 9:30 AM to 5:00 PM	
Name of the resource person	Mr.G.Sathishkumar	
Photo of the resource person		
Email address	sathishkumar.g@miet.edu	
Contact number	9659335788	
Designation	Associate Professor	
Educational qualification	<ul> <li>Completed B.BA from Ponnaiyah Ramajayam College, Thanjavur during 1998-2001</li> <li>Completed M.B.A., from Ponnaiyah Ramajayam Institute of Management, Thanjavur during 2001-2003</li> <li>Completed M.Phil, from Annamalai University during 2007-2008</li> </ul>	
Experience	➤ Teaching Experience – 16 Years.	



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#### DEPARTMENT OF MANAGEMENT STUDIES Certificate Program (II Year – III Semester) Student list

Name of the Course: Digital Marketing

Course Code: MBA19202

Course Coordinator: G.Sathishkumar

Total Hours: 35 hrs

Academic Year: 2019-20

SL.NO	ROLL NO	STUDENT NAME
1.	E4188001	ABDUL WAHITH S
2.	E4188002	AJAYRATHNA S
3.	E4188003	ANITHA S
4.	E4188004	ANUSHA BANU A
5.	E4188005	ARAVINTH K
6.	E4188009	DHIVYA BHARATHI G
7.	E4188010	IMMANUEL ROY R
8.	E4188011	JAMES JEYA PRAKASH A
9.	E4188012	JAWAD AL FAWAZ J
10.	E4188013	JAYAPRAKASH V
11.	E4188014	JOY JENIFER L
12.	E4188015	KAVITHA R
13.	E4188016	KIRUTHIKA PRIYADHARSHINI R
14.	E4188017	MADHU MITHA G

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15.	E4188018	MERLIN ANGEL L
16.	E4188019	MOHAMED ASIK S
17.	E4188020	MOHAMED ELIYAS A
18.	E4188021	MOHAMED HARISH S
19.	E4188022	MOHAMED NADEEM S
20.	E4188023	MUGESHKUMAR S
21.	E4188024	PADMAJAA MO
22.	E4188025	PAGALAVAN V.
23.	E4188026	PRADEEP S
24.	E4188027	PRADEEPA S
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27.	E4188030	RAJARAJESHWARI V
28.	E4188032	SABIYULLAH P
29.	E4188033	SHEIK IBRAHIM S
30.	E 4188034	SRIMADHURA G
31.	E 4188035	SUBHASHINI S
32.	E4188036	VETHARASI R
33.	E4188037	VIGNESHWARAN S
34.	E4188038	VIJAYALAKSHMI A
35.	E4188039	VITHYA R





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Ph: 0431 - 2660 303

36. E4188040 WALIES MATHEW J

Course Coordinator

**IQAC** Coordinator

HoD/MBA

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#### DEPARTMENT OF MANAGEMENT STUDIES Certificate Program (II Year – III Semester)

#### Attendance Sheet

Name of the course: Digital Marketing

Course Coordinator: G.Sathishkumar / Associate Professor

Course Code: MBA19202 Academic Year: 2019-2020

SL.NO	ROLL NO	STUDENT NAME	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
1	E4188001	ABDUL WAHITH S	1	/	/	1	7	/	/	1	1	/	1	1	1	1	1	1	1		_	_
2	E4188002	AJAYRATHNA S	1	,	1	1	1	1.	1	1	1	1	1	1	1	1	1	1	1	./	/	1
3	E4188003	ANITHA S	1	1	1	1.	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
4	E4188004	ANUSHA BANU A	1	1	1	1	1	/	1	1	ſ	1	1	1	1	1	./	1	1	1	/	1
5	E4188005	ARAVINTH K	1	1	1	1	1	1	1	1	1	1	1	,	1	1	1	1	1	1	/	,
6	E4188009	DHIVYA BHARATHI G	. ,	1	1	1	1	1.	1	1	/	1	1	1	1	/	1	1	/	1	/	1
7	E4188010	IMMANUEL ROY R	,	1	/	1	1	1.	1	1	1		1	1	1	/	1	1	_	/	a	1
8	E4188011	JAMES JEYA PRAKASH A	1	/	1	1	1	1	1,	1	1	1	1	1	1	1	1	1	1	1	1	1



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Website: - www.miet.edu

Ph: 0431 - 2660 303

SL.NO	ROLL NO	STUDENT NAME	l	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
9	E4188012	JAWAD AL FAWAZ J	1	1	1	/	1	,	,	1	1	1	,	/	,	/	1	1	_		_	
10	E4188013	JAYAPRAKASH V	1	1	1	1	1	1	1	1	1	,	1	1	.1	,	1	,	1	1	1	<b>1</b>
11	E4188014	JOY JENIFER L	1,	1	1	1	1	1	1	1	1	1	,	1	1	1	1	1	1	1	1	1
12	E4188015	KAVITHA R	1	1	1	1	1	1	1	1	1	,	1	1	,	,	1	/	1	1	:/	1
13	E4188016	KIRUTHIKA PRIYADHARSHINI R	1	1	1	1	1	1	1	1	/	1	1	1	1	1		1	1	<del>一:</del> ノ	-	_
14	E4188017	MADHU MITHA G	1	1	1	1	1	/	1	1	/	1	<u>.</u> /	1	1	1	1	1	1	1		
15	E4188018	MERLIN ANGEL L	1	1	1	1	1	1	/	1	/	1	1	1	1	1	,	,	,	,	/	,
16	E4188019	MOHAMED ASIK S	1	1	1	1	1	./	1	1	1	1	1	1	1	1	1	1	/	/	/	1
17	E4188020	MOHAMED ELIYAS A	1	1	1	1	,	/	1	1	1	1	1	/	1	1	1	1	1	/	/	<u>,</u>
18	E4188021	MOHAMED HARISH S	1	1	1	,	/	/	1	1	/	1	1	,	,	1	/	/	/	,	/	<u>'</u>
19	E4188022	MOHAMED NADEEM S	1	/	/	1	/	^	1	1	1	1	,	,	1	1	1	/	/	,	/	<u> </u>
20	E4188023	MUGESHKUMAR S	1	/	/	/	/	/	/	6	1	1	1	,	/	,	7	1	7	1	7	_

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SL.NO	ROLL NO	STUDENT NAME	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
21	E4188024	PADMAJAA MO	1	1	1	1	1	_	1	/	1	1	1	,	1	_	/	1	1	1	1	<del> </del>
22	E4188025	PAGALAVAN V	1	1	1	1	1	1	1	1	1	_	1	/	/	/	1	,	/	,		1
23	E4188026	PRADEEP S	1	1	1	1	1	1	1	1	1	1	1	1	1	1	,	,	1	1	1	1
24	E4188027	PRADEEPA S	1	1	1	1	1	1	1	1	1	1	1	1	/	1	1	1	1	1	1	1
25	E4188028	PRAVEEN RAJ R	1	1	1	1	1	1	1	1.	1	1	1	1	/	/	_	1	,	1	1	1
26	E4188029	PRIYADHARISHINI KS	1	1	1	1	1	1	1	1	1	1	1	/	1	/	1	1	1	1	1	1
27 .	E4188030	RAJARAJESHWARI V	1	1	1	1	1	1	1	1	/	1	1	1	/	1	1	1	1	,	/	1
28	E4188032.	SABIYULLAH P	1	1	1	1	1	1	1	1	1	1	1	1	/	,	1	,	1	1	1	,
29	E4188033	SHEIK IBRAHIM S	1	1	1	,	1	1	1	1	α	/	1	/	/	./	1	,	/	1	^	/
30	E 4188034	SRIMADHURA G	,	1	1	1	1	1	1	1.	/	1	/	/	1	/	1	1	1	,	ſ	1
31	E 4188035	SUBHASHINI S	1	1	1	1	1	1	1	1	1	1	1	1	/	/	,	ſ	/	,	1	
32	E4188036	VETHARASI R	1	1	1	1	1	1	j	1	_	1	1	/	1	/	,	/	,	/	/	
33	E4188037	VIGNESHWARAN S	/	7	1	1	1	1	1	/	/	NI	X	./	/	/	/	/	/	1	1	



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34	E4188038	VIJAYALAKSHMI A	1		/		1	1	,	1	/	(	1	1	1	1		1	,	,		
35	E4188039	VITHYA R	1	1	1	1	,	,	1	/	1	1	1	/	1	1	1	1	/	,	1	a
36	E4188040	WALIES MATHEW J	1	1	1	1	1	/	1	1	1	1	1	1	1	1	1	1	/	1	/	/
		Total No Students Present	36	36	36	36	36	36	36	36	35	36	36	36	36	36	36	36	36	36	35	33
6		Total No Students Absent	_	_	_	_	1	ı	j	-	01	1	,	-	1	,	-	-	_	_	01	0)
		Signature of Course Coordinator	Gigy	Bisk	GCY	GU	GOV	GISE	GOV	Gir	802	GSK	GISK	GCK	6.90	GSE	GSE	GSE	GCL	92	GSK	GSE





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#### DEPARTMENT OF MANAGEMENT STUDIES Certificate Program (II Year – III Semester) Attendance Sheet

Name of the course: Digital Marketing

Course Coordinator: G.Sathishkumar / Associate Professor

Course Code: MA 19202 Academic Year: 2019-2020

SL.NO	Roll No	STUDENT NAME	21	22	23	24	25	26	27	28	29	30	31	32	33	34	3
1.	E4188001	ABDUL WAHITH S															_
	E4188002	AJAYRATHNA S	_/_	/	1	1	1	/	1	1	1	/	1	1	1	1	1
2.			1	1	/	1	_	1	/	1	1	1	1	1	1	1	1
3.	E4188003	ANITHA S	1	1	1	1	1	1	1	1	1	1	/	1	1	1	1
4.	E4188004	ANUSHA BANU A	1	1	1	1	1	1	1	/	1	1	1	,	1	1	1
5.	E4188005	ARAVINTH K	1	1	1	/	1	1	1	1	1	1	1	1	1	1	
6.	E4188009	DHIVYA BHARATHI G	1	1	1	1	1	1	1	1	1	. /	1	/		1	,
7.	E4188010	IMMANUEL ROY R	1	1	,	<i>j</i>	1	1	1	1	1	. /	/	1	. /	/	,
8.	E4188011	JAMES JEYA PRAKASH A	1	1	1	1	1	1	1	1	1	1	_	/		1	,
9.	E4188012	JAWAD AL FAWAZ J	1	/	1	1	1	1	1	/	1	R	L)	1.1	/	/	,



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SL.NO	Roll No	STUDENT NAME	21	22	23	24	25	26	27	28	29	30	31	32	33	34	3 5
10.	E4188013	JAYAPRAKASH V	1	,	.,	,	,	,	1	,	,	1	1	. ,	,	,	_
11.	E4188014	JOY JENIFER L	1	1	,	1	1	,	,	1	/	1	1	,	,	,	1
12.	E4188015	KAVITHA R	1	1	1	1	,	1	1	1	1	1	1	,	,	,	,
13.	E4188016	KIRUTHIKA PRIYADHARSHINI R	,	1	,	1	1	J	1	1	,	1	1	,	/	1	1
14.	E4188017	MADHU MITHA G	Λ	1	1	1	1	1	,	1	/	/	1	1	,	,	,
15.	E4188018	MERLIN ANGEL L	1	1	1	1	a	1	1	1	,	1	1	1		1	1
16.	E4188019	MOHAMED ASIK S	1	,	1	ſ	1	1	1	1	1	1	1	,		1	1
17.	E4188020	MOHAMED ELIYAS A	1	1	1	ï	1	1	1	1	,		<u>'</u>	ſ	,	1	/
18.	E4188021	MOHAMED HARISH S	,	1	_	1	1	1	1	1	1	1	1	/	1	1	/
19.	E4188022	MOHAMED NADEEM S	1	/	1	1	1	1	1	1	,	1	1	1	1	,	1
20.	E4188023	MUGESHKUMAR S	1	1	,	/	1	/	,	1	,	1	_	r	,		/
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22.	E4188025	PAGALAVAN V	1	1	1	/	/	1	1		,	,	7	/	/	1	1
23.	E4188026	PRADEEP S	1	1	1	1	,	1	./	1	1	1	1	1	1	1	1
24.	E4188027	PRADEEPA S	1	1	1	,	1	,	,	1	1	1	1		1	1	/
25.	E4188028	PRAVEEN RAJ R	1	1	,	1	1	1	,	,	a	,	1		/	_	
26.	E4188029	PRIYADHARISHINI KS	1	1	1	./	1	1	,	,	,	,		1	/	1	′
27.	E4188030	RAJARAJESHWARI V	1	1	1		1	1	1	1	,	,	1	1	1	1	/
28.	E4188032	SABIYULLAH P	1	1	1	/	1	1	1	1	/	/	,	/	/		,
29.	E4188033	SHEIK IBRAHIM S	1	1	1	1	1	1.	1	.,	1	/	,		/	1	
30.	E 4188034	SRIMADHURA G	1	1	1	1	1		/	1	1	,	1	/	/	/	/
31.	E 4188035	SUBHASHINI S	1	1	1	1	1	/	/	_	,	/	1	/	,	/	,
32.	E4188036	VETHARASI R	1	1	1	/	1	/	1	,	^	,	1		/	/	/
33.	E4188037	VIGNESHWARAN S	1	1	/	1	1	1	1	1	,	/	1	/	1	/	7



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34.	E4188038	VIJAYALAKSHMI A	1	,	/					,		_	/	1	1		,
35.	E4188039	VITHYA R	1	,	1	1	1	1	1	1	,	,	1	1	1	/	,
36.	E4188040	WALIES MATHEW J	1	1	1	1	/	/	/	1	1	1	1	,	1	1	Í
		Total No Students Presents	36	36	36	36	35	36	36	36	35	36	36	26	36	26	21-
		Total No Students Absent	-	_		-	01	-		1	01	_	_		_		-
		Signature of Course Coordinator	GOL	GO	AGE	- GS		GSL	GOK			FISE	15CL	6st	GSE	GO	Gis

Course Coordinator

**IQAC** Coordinator

HoD/MBA

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#### One Page Report

Name of the course: Digital Marketing

Course Code: MBA19202

Course Coordinator: G.Sathishkumar., Associate Prof/MBA

Total Hours: 35 hrs

Academic Year: 2019-2020

I hereby affirm that the entire course contents in the certificate program "Digital Marketing" listed in the Certificate Program syllabus have been performed by the students as the part of the prescribed co – curricular activities through add on course by NAAC and NBA.

I confirmed that the Certificate Program as "Digital Marketing" was done by me in the beginning of the semester and course delivery with attendance of the students were recorded.

I confirmed that all the students for this Certificate Program were actively attended and performed well throughout the duration and eligible students received the participation certificate.

Course Coordinator

IOAC Coordinator

HoD/MBA

Peracipal



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Website: - www.mlet.edu

·Ph: 0431 - 2650 303

Date: 30-09-2019

#### Certificate Program Assessment Test

Name of the course: Digital Marketing

Course Code: MBA19202 Academic Year: 2019-2020

Time: 01;30 hrs
Answer All the Questions (5x2=10)

#### PART-A

- 1. Write 7 P's of Marketing
- 2. What is Email marketing
- 3. What is Website Planning
- 4. Write note on Digital marketing
- 5. What is Youtube marketing

Answer All the Questions (4x10=40)

PART-B

6. a. Mind Mapping - Discuss

(Or)

- 6. b. Discuss in detail about Generating Ideas by Newsjacking
- 7. a. Social Media Marketing Elaborately discuss

(Or) ·

- 7. b Difference between sales & marketing
- 8. a Digital vs Traditional marketing Effectiveness

(Or)

- 8. b Scope & Opportunities for digital marketing
- 9. a Various verticals of social media

(Or)

9. b. Youtube broadcasting - Discuss

Course Coordinator

IOAC Coordinator

HoD/MRA

Principal

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Course Completion Certificate

This is to Certify that Mr/Ms. MAE	ED A CHTIM UHC
of 17 MBA - 177 SEMESTER	has Completed the Course on
BICILIAL MARKETING	from 17.09.2019 to 27.09.2019
Course Coordinator	od Principal

Trichy, Pudukkottai Road, Trichy - 620 007.



Course Completion Certificate

This is to Certify that Mr/Ms	KAVITHA · R	
OF II MRA - III SEMESTER	has Completed th	e Course on
DICTITAL MARKETINICA	from 17.09.2019 to	27.09.2019

Course Coordinator

Mod

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Trichy, Pudukkottai Road, Trichy - 620 007.



Course Completion Certificate

Th	is is to Certify that Mr/Ms	ANITHAIS
of_	11 MBA - III SEMESTER	has Completed the Course on
	DICITAL MARKETING	from 17.9.2019 to 27.69.2019

Course Coordinator

Mod

PRINCIPAL

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M.I.E.T. ENGINEERING COLLEGE GUNDUR, TIRUCHIRAPPALLI-620 007.

Trichy, Pudukkottai Road, Trichy - 620 007.



Course Completion Certificate

This is to Certify that Mr/Ms	TAYAPRAKASHXV
of TI MBA - IT SEMESTER	has Completed the Course on
DIGITAL MARKETING	from 17.09.2019 to 27.09.2019

Course Coordinator

Mod

Principal

PRINCIPAL

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Course Completion Certificate

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This is to Certify that Mr/Ms	JINESH WARAN S
of IT MBA - IT SEMESTER	has Completed the Course on
SIGITAL MARKETING	from 17.09-2019 to 27.09-2019

Course Coordinator

Mod

Principal

PRINCIPAL

M.LE.T. ENGINEERING COLLEGE